



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

**UNIVERSITY GARDENS  
902 East Oglethorpe Boulevard  
Albany, Dougherty County, Georgia**

**DCA Project Number-2006-0**

**Effective Date: June 30, 2006**

**Report Date: July 14, 2006**

*Prepared For*

**Ms. Christie Cade  
Georgia Department of Community Affairs  
60 Executive Park South, NE  
Atlanta, Georgia 30329**

*Prepared By*

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CERTIFIED PUBLIC ACCOUNTANTS

July 14, 2006

Ms. Christie Cade  
Georgia Department of Community Affairs  
60 Executive Park South, NE  
Atlanta, Georgia 30329

**Re: Market Study for University Gardens in Albany, Georgia**

Dear Ms. Cade:

At your request, Novogradac & Company, LLP performed a study of the multifamily rental market in the Albany, Dougherty County, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) and market-rate project, the (Subject).

The purpose of this market study is to assess the viability of the University Gardens, a proposed multifamily housing development consisting of 120 units. The development will include 12 units for households earning 30 percent of Area Median Income (AMI) or less; 30 units for households earning 50 percent of AMI or less; 48 units for households earning 60 percent of AMI or less; and 30 market-rate units with no income or rent restrictions. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions. The scope of this report meets the requirements of the Georgia Department of Community Affairs (DCA), including the following:

- Inspecting the site of the proposed Subject and the general location.
- Analyzing appropriateness of the proposed unit mix, rent levels, available amenities and site.
- Estimating market rent, absorption and stabilized occupancy level for the market area.
- Investigating the health and conditions of the multifamily market.
- Calculating income bands, given the proposed Subject rents.
- Estimating the number of income eligible households.
- Reviewing relevant public records and contacting appropriate public agencies.
- Analyzing the economic and social conditions in the market area in relation to the proposed project.
- Establishing the Subject Primary and Secondary Market Area(s) if applicable.
- Surveying competing projects, Low-Income Housing Tax Credit (LIHTC) and market rate.

This report contains, to the fullest extent possible and practical, explanations of the data, reasoning, and analyses that were used to develop the opinions contained herein. The report also includes a thorough analysis of the scope of the study, regional and local demographic and economic studies, and market analyses including conclusions. The depth of discussion contained in the report is specific to the needs of the client.

Please do not hesitate to contact us if there are any questions regarding the report or if Novogradac & Company LLP can be of further assistance. It has been our pleasure to assist you with this project.

Respectfully submitted,



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Partner  
Novogradac & Company LLP



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Michalena M. Skiadas  
Manager  
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Brandi Day  
Real Estate Analyst

## **ASSUMPTIONS AND LIMITING CONDITIONS**

1. In the event that the client provided a legal description, building plans, title policy and/or survey, etc., the consultant has relied extensively upon such data in the formulation of all analyses.
2. The legal description as supplied by the client is assumed to be correct and the consultant assumes no responsibility for legal matters, and renders no opinion of property title, which is assumed to be good and merchantable.
3. All information contained in the report, which others furnished, was assumed to be true, correct, and reliable. A reasonable effort was made to verify such information, but the author assumes no responsibility for its accuracy.
4. The report was made assuming responsible ownership and capable management of the property. The analyses and projections are based on the basic assumption that the apartment complex will be managed and staffed by competent personnel and that the property will be professionally advertised and aggressively promoted
5. The sketches, photographs, and other exhibits in this report are solely for the purpose of assisting the reader in visualizing the property. The author made no property survey, and assumes no liability in connection with such matters. It was also assumed there is no property encroachment or trespass unless noted in the report.
6. The author of this report assumes no responsibility for hidden or unapparent conditions of the property, subsoil or structures, or the correction of any defects now existing or that may develop in the future. Equipment components were assumed in good working condition unless otherwise stated in this report.
7. It is assumed that there are no hidden or unapparent conditions for the property, subsoil, or structures, which would render it more or less valuable. No responsibility is assumed for such conditions or for engineering, which may be required to discover such factors. The investigation made it reasonable to assume, for report purposes, that no insulation or other product banned by the Consumer Product Safety Commission has been introduced into the Subject premises. Visual inspection by the consultant did not indicate the presence of any hazardous waste. It is suggested the client obtain a professional environmental hazard survey to further define the condition of the Subject soil if they deem necessary.
8. A consulting analysis market study for a property is made as of a certain day. Due to the principles of change and anticipation the value estimate is only valid as of the date of valuation. The real estate market is non-static and change and market anticipation is analyzed as of a specific date in time and is only valid as of the specified date.
9. Possession of the report, or a copy thereof, does not carry with it the right of publication, nor may it be reproduced in whole or in part, in any manner, by any person, without the prior written consent of the author particularly as to value conclusions, the identity of the

author or the firm with which he or she is connected. Neither all nor any part of the report, or copy thereof shall be disseminated to the general public by the use of advertising, public relations, news, sales, or other media for public communication without the prior written consent and approval of the appraiser. Nor shall the appraiser, firm, or professional organizations of which the appraiser is a member be identified without written consent of the appraiser.

10. Disclosure of the contents of this report is governed by the Bylaws and Regulations of the professional appraisal organization with which the appraiser is affiliated: specifically, the Appraisal Institute.
11. The author of this report is not required to give testimony or attendance in legal or other proceedings relative to this report or to the Subject property unless satisfactory additional arrangements are made prior to the need for such services.
12. The opinions contained in this report are those of the author and no responsibility is accepted by the author for the results of actions taken by others based on information contained herein.
13. All applicable zoning and use regulations and restrictions are assumed to have been complied with, unless nonconformity has been stated, defined, and considered in the appraisal report.
14. It is assumed that all required licenses, permits, covenants or other legislative or administrative authority from any local, state, or national governmental or private entity or organization have been or can be obtained or renewed for any use on which conclusions contained in this report is based.
15. On all proposed developments, Subject to satisfactory completion, repairs, or alterations, the consulting report is contingent upon completion of the improvements in a workmanlike manner and in a reasonable period of time with good quality materials.
16. All general codes, ordinances, regulations or statutes affecting the property have been and will be enforced and the property is not Subject to flood plain or utility restrictions or moratoriums except as reported to the consultant and contained in this report.
17. The party for whom this report is prepared has reported to the consultant there are no original existing condition or development plans that would Subject this property to the regulations of the Securities and Exchange Commission or similar agencies on the state or local level.
18. Unless stated otherwise, no percolation tests have been performed on this property. In making the appraisal, it has been assumed the property is capable of passing such tests so as to be developable to its highest and best use, as detailed in this report.

19. No in-depth inspection was made of existing plumbing (including well and septic), electrical, or heating systems. The consultant does not warrant the condition or adequacy of such systems.
20. No in-depth inspection of existing insulation was made. It is specifically assumed no Urea Formaldehyde Foam Insulation (UFFI), or any other product banned or discouraged by the Consumer Product Safety Commission has been introduced into the appraised property. The appraiser reserves the right to review and/or modify this appraisal if said insulation exists on the Subject property.
21. Acceptance of and/or use of this report constitute acceptance of all assumptions and the above conditions. Estimates presented in this report are not valid for syndication purposes.

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## **A. EXECUTIVE SUMMARY AND CONCLUSIONS**

**EXECUTIVE SUMMARY AND CONCLUSIONS**

**Subject Property Overview:** University Gardens (Subject) is a proposed multifamily apartment community. It will be located at 902 East Oglethorpe Boulevard in Albany, Dougherty County, Georgia. The property will include 11 residential buildings plus one community building as well as a swimming pool, playground, covered gathering area, and picnic area. The property will include 60, two-bedroom units and 60, three-bedroom units. These will be evenly divided into 12 units for households earning 30 percent of Area Median Income (AMI) or less; 30 units for households earning 50 percent of AMI or less; 48 units for households earning 60 percent of AMI or less; and 30 market-rate units with no income or rent restrictions.

**Projected Place-In-Service Date:** The projected placed-in-service date is June 2008.

**Development Location:** The Subject site will be located at 902 East Oglethorpe Boulevard, Albany, Dougherty County, Georgia.

**Occupancy Type:** Families.

**Target Income Group:** The development will include 12 units for households earning 30 percent of Area Median Income (AMI) or less; 30 units for households earning 50 percent of AMI or less; 48 units for households earning 60 percent of AMI or less; and 30 market-rate units with no income or rent restrictions. The following table details the minimum required income for affordability and the maximum income for a five-person household at each income level.

Income Level	30%	50%	60%	Market
Minimum Income	\$11,177	\$18,514	\$21,394	\$23,966
Maximum Income	\$15,630	\$26,050	\$31,260	\$52,100

**Special Population Target:** None.

**Unit Mix and Rents:**

The following table details the proposed rents at the Subject. The proposed rents at 30 percent of AMI are \$1 above the maximum allowable rents. We assume this is a rounding error.

**PROPOSED RENTS**

<b>Unit Type</b>	<b>Number of Units</b>	<b>Asking Rent</b>	<b>Utility Allowance <sup>(1)</sup></b>	<b>Gross Rent</b>	<b>LIHTC Maximum Allowable Gross Rent</b>	<b>HUD Fair Market Rents</b>
			<i>30% AMI</i>			
2BR/2BA	6	\$237	\$89	\$326	\$325	\$535
3BR/2BA	6	\$266	\$110	\$376	\$376	\$718
			<i>50% AMI</i>			
2BR/2BA	15	\$451	\$89	\$540	\$542	\$535
3BR/2BA	15	\$515	\$110	\$625	\$627	\$718
			<i>60% AMI</i>			
2BR/2BA	24	\$535	\$89	\$624	\$651	\$535
3BR/2BA	24	\$620	\$110	\$730	\$753	\$718
			<i>Market</i>			
2BR/2BA	15	\$610	\$89	\$699	N/Ap	\$535
3BR/2BA	15	\$695	\$110	\$805	N/Ap	\$718
<b>Total</b>	<b>120</b>					

Notes (1) Source of Utility Allowance Developer

**Inspection Date:**

June 30, 2006.

**Market Conclusions:**

The Albany MSA is a five county area with Albany and Dougherty County as the center for the metro areas employment and shopping. Albany is heavily reliant on its local colleges, hospitals, Marine Base, and local government for employment. The Base survived the recent round of BRAC closures and, therefore, should continue to be a large contributor to the local workforce. However, that victory has been offset by the announced closing of the Merck Pharmaceutical plant, currently scheduled for 2007. The general state of the economy is best characterized as slow, but persistent, with most gains occurring from small employers such as retailers and restaurants. Total employment has seen steady growth since 2001 except for a small dip in 2004. Although the numbers do not present an image of a robust economy, all local market participants are optimistic about the current health of the economy as well as its future projections. Growth in the MSA supports the overall health of the area with anticipated increases in population, households, and income; however, the PMA shows signs of weakness. Losses are anticipated in both population and households. While incomes are expected to grow, they will remain well behind the MSA and the nation. However, this may speak

well for the addition of the Subject. The additional units of affordable housing may help stem the loss of households. Eastern Albany is an area of little new development, either residential or commercial. There are no high-quality rental communities in East Albany to accommodate workers at the area’s top employers such as the Marine Corp Logistics Base, Albany State University, and Cooper Tires. New quality, housing could draw more people to the area.

**Capture Rates:**

Due to declining households and significant new affordable housing construction in East Albany since 1999, the capture rates reveal low demand for the Subject as proposed. The capture rates for the Subject as proposed are detailed on the following table.

<b>Capture Rates Assuming Proposed Rents</b>						
Unit Size	Income limits	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate
2 Bdrm	30% AMI	6	61	0	61	10%
	50% AMI	15	91	62	29	53%
	60% AMI	24	120	22	98	25%
	Market	15	312	20	292	5%
<b>2 Bdrm</b>	<b>TOTAL</b>	<b>60</b>	<b>461</b>	<b>104</b>	<b>357</b>	<b>17%</b>
3 Bdrm	30% AMI	6	41	0	41	15%
	50% AMI	15	61	46	15	102%
	60% AMI	24	80	21	59	40%
	Market	15	210	20	190	8%
<b>3 Bdrm</b>	<b>TOTAL</b>	<b>60</b>	<b>310</b>	<b>87</b>	<b>223</b>	<b>27%</b>

In order to meet the limitation of the market, the Subject will need to significantly decrease its two and three-bedroom units at 50 and 60 percent of AMI. In order to achieve a capture rate of less than 30 percent, the Subject can include no more than eight two-bedroom and four three-bedroom units at 50 percent of AMI and no more than 29 two-bedroom (an increase of five units over the proposal) and 17 three-bedroom units at 60 percent of AMI. We do believe the market can support additional housing at the 30 percent of AMI level as well as among the market-rate units. Additionally, we believe there is strong demand in the market for one-bedroom units that is not being met by existing affordable housing communities. We recommend the Subject revise its unit mix to include one-bedroom units as well as more market-rate units and additional LIHTC units at 30 percent of AMI.

Additionally, if the Subject lowers its rents, as proposed in the rent analysis section, we believe there will be adequate demand for the Subject’s current unit mix. The table on the following page shows the *capture rates for the Subject assuming the decreased rental rates*.

<b>Capture Rates Assuming Recommended Rents</b>						
Unit Size	Income limits	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate
2 Bdrm	30% AMI	6	61	0	61	10%
	50% AMI	15	114	62	52	29%
	60% AMI	24	185	46	139	15%
	Market	15	312	20	292	5%
<b>2 Bdrm</b>	<b>TOTAL</b>	<b>60</b>	<b>461</b>	<b>128</b>	<b>333</b>	<b>17%</b>
3 Bdrm	30% AMI	6	41	0	41	15%
	50% AMI	15	76	46	30	49%
	60% AMI	24	124	21	103	23%
	Market	15	210	20	190	8%
<b>3 Bdrm</b>	<b>TOTAL</b>	<b>60</b>	<b>310</b>	<b>87</b>	<b>223</b>	<b>27%</b>

Although the capture rate for the three-bedroom units at 50 percent of AMI is still well above 30 percent, we believe the capture rates for the remaining units that the Subject could maintain a stabilized occupancy with the proposed unit mix and the lower rents suggested in the rent analysis section of this report. By lowering the rents, the Subject will increase the band of income-eligible tenants, thereby allowing a broader portion of the local population to afford LIHTC housing. This will allow the Subject to capture the necessary portion of the market without adversely affecting existing LIHTC communities.

**Projected Absorption**

**Period:**

Four properties in our survey were able to report an absorption pace for their units. These ranged from 11 to 24 units per month.

**Absorption Pace**

Property Name	Rent Structure	Absorption
Ashley Riverside Apartments	@50% (Public Housing), @60%, Market	16/month
Woodpine Way Apartments	@60%	19/month
Marsh Landings	Market	24/month
Zori's Village	Market	11/month

The demand analysis indicated that the absorption could take up to two years. This would be a pace of five units per month. We believe this is a reasonable pace given the current unit mix and rents. However, with lower rents or an alternate unit mix, the Subject could absorb its units within one year.

**Comparable Properties:**

Overall market vacancy in the area is low at 4.7 percent. Three market-rate properties, two LIHTC properties, and one Community Development Block Grant (CDBG) property report 100 percent occupancy. However, two properties report vacancy above ten

percent. At Shadowwood Apartments, management did not offer an explanation for the high vacancy. The high vacancy is likely the result of units awaiting renovation as the property was preparing for a renovation last year. At Ashley Riverside, the most similar LIHTC property in the market, 11 of its 16 vacant units are LIHTC units. The Public Housing and market-rate units have minimal vacancy due to normal turnover. However, the LIHTC units have had difficulty maintaining a stabilized occupancy since the property opened. Mr. McCarthy, the Executive Director of the Albany Housing Authority speculated that this is the result of the high LIHTC rents relative to the market rents. This limits the range of income-eligible households. Many households who are income-qualified have lost their job just prior to or soon after moving in, forcing them to either not move in despite a signed lease or to vacate the property soon after moving in. This has further delayed leasing efforts. The property has not accepted any tenants with Section 8 vouchers due to stringent screening requirements. However, these are expected to be adjusted in the near future to allow for Section 8 tenants. The Subject's greatest concern with regard to occupancy will also be its LIHTC units at 50 and 60 percent of AMI. The market-rate units will have a ready market because of its proximity to Albany State University, although attracting college students may increase turnover. The lower-income units at 30 percent of AMI should also find adequate demand as all local market participants report a need for housing at these lower income levels. Rent specials or reduced rents may be necessary for the Subject to maintain a high occupancy among its LIHTC units at 50 and 60 percent of AMI.

Seven of the properties in our survey have a waiting list. Two properties, Ashley Riverside and Westover Place, likely have a waiting list, but management would not say. The Subject should be able to maintain a waiting list once it reaches a stabilized occupancy for its market-rate units and LIHTC units at 30 percent of AMI.

**Unit Mix/Rents/Size:**

The Subject will offer a comparable unit mix when compared to other properties in the market. The Subject's unit size is also considered to be competitive in the market area. The following details the Subject's proposed unit mix and unit sizes.

**UNIT MIX AND SQUARE FOOTAGE**

Unit Type	Number of Units	Unit Size (SF)	Gross Area
2BR/1.5BA	60	950	57,000
3BR/2.5BA	60	1,100	66,000
<b>Total</b>	<b>120</b>		<b>123,000</b>

None of the properties in our survey offered rents at 30 percent of AMI. However, we believe the Subject's proposed rents are reasonable for the market, assuming the two-bedroom rent is appropriately adjusted to \$236 to meet rent guidelines.

The Subject's rents show an advantage over existing LIHTC properties in the market. The Subject's units at 50 percent of AMI are equivalent to the market average. This is reasonable given that the Subject will be a superior property when compared to the other units at 50 percent of AMI. At 60 percent of AMI, the Subject's three-bedroom rents are equivalent to the market average while the two-bedroom units have a four percent rent advantage over the market average (excluding Swift Court Apartments, an inferior property). These lower rents should give the Subject a slight advantage in the market.

However, because most of the LIHTC properties in the market are heavily reliant on Section 8 voucher holders to fill their units, it is difficult to determine what rent level is necessary to maintain occupancy above 95 percent without the aid of vouchers. Ashley Riverside is able to maintain 83 percent occupancy among its LIHTC units with its current asking rents, which are above the Subject's proposed rents. With exception of Swift Court Apartments, the other LIHTC communities in the area are only 50 to 80 percent occupied without the aid of Section 8 vouchers. Therefore, we must conclude that the current asking rents at the LIHTC properties in the market are not achievable.

Woodland Heights, a local Community Development Block Grant (CDBG) community near the Subject provides another point of comparison. The property limits incomes for 51 percent of its units to 80 percent of AMI, but offers only one rent level for both the income-restricted units and the market-rate units. The property is the strongest performer in the market among the affordable housing communities with only three percent of its units leased to Section 8 voucher holders. The property is also able to maintain full occupancy with a lengthy waiting list. The adjusted rents at Woodland Heights are \$410 for the two-bedroom units and \$501 for the three-bedroom units. The Subject's rents at 60 percent of AMI are ten percent higher than the two-bedroom rents at Woodland Heights and three percent higher than the three-bedroom rents. Given the superiority of the Subject property in terms of location and amenities, we believe the Subject should be able to achieve higher rents. The strong performance of Woodland Heights also suggests that the property could sustain higher rents.

However, the market is very price conscious. The units at Woodland Heights are reserved for households earning 80 percent or less of AMI while the Subject’s units are for households earning 60 percent or less. This means that the households at Woodland Heights are paying a smaller portion of their income for rent. Based on all the factors affecting achievable LIHTC rents in the market, we believe the Subject’s rents at both the 50 and 60 percent of AMI levels should be lowered. We recommend setting the 60 percent rents five percent below those at Woodland Heights and the 50 percent rents 10 percent below those at Woodland Heights. The following table details the Subject’s achievable LIHTC rents at the 50 and 60 percent of AMI level. We recommend no changes to the rents at the 30 percent of AMI level.

**Achievable LIHTC Rents**

	<b>50% AMI</b>	<b>60% AMI</b>
2BR	\$369	\$390
3BR	\$451	\$476

With these rents, there will be adequate demand in the market for the Subject. The following table shows the capture rates for the Subject assuming these lower rents.

**Capture Rates Assuming Recommended Rents**

Unit Size	Income limits	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate
2 Bdrm	30% AMI	6	61	0	61	10%
	50% AMI	15	114	62	52	29%
	60% AMI	24	185	46	139	15%
	Market	15	312	20	292	5%
<b>2 Bdrm</b>	<b>TOTAL</b>	<b>60</b>	<b>461</b>	<b>128</b>	<b>333</b>	<b>17%</b>
3 Bdrm	30% AMI	6	41	0	41	15%
	50% AMI	15	76	46	30	49%
	60% AMI	24	124	21	103	23%
	Market	15	210	20	190	8%
<b>3 Bdrm</b>	<b>TOTAL</b>	<b>60</b>	<b>310</b>	<b>87</b>	<b>223</b>	<b>27%</b>

Given current market conditions as well as the quality of the Subject in terms of age, condition, and location, we believe the Subject’s market-rate rents are achievable in the market. The Subject’s two-bedroom rents are \$10 below Ashley Riverside. The three-bedroom rents are \$20 higher than those at Ashley Riverside, the Subject’s most competitive property. Ashley Riverside has not had any difficulty leasing market-rate properties. It is often able to maintain a waiting list for these units and fill vacancies quickly. This indicates that the property could possibly achieve higher rents

than it is currently asking. Therefore, the Subject’s rents are considered reasonable and should offer the Subject an advantage in the market.

**Amenity Conclusions:**

The Subject’s proposed amenity package is competitive and will give the property an advantage in the market. The properties in East Albany are generally older and offer few amenities. The Subject will offer an extensive community amenities package. In addition, each unit will offer washer-dryer hook-ups as well as a refrigerator, stove, dishwasher, and garbage disposal. Convenient access to laundry facilities is a very desirable amenity.

**Proximity to Local Services:**

The Subject will be located in reasonable proximity to local services including medical services and retail. The following table details the Subject’s distance from key locational amenities. A *Locational Amenities Map*, corresponding to the following table is provided in the addenda to this report.

<b>LOCAL DISTANCES FROM SERVICES</b>		
<b>Service</b>	<b>Number</b>	<b>Distance (in Miles)</b>
Elementary School	1	Morningside Elementary School (3.9 mile south)
Middle School	2	Dougherty Middle School (1.9 miles east)
High School	3	Dougherty High School (1.9 miles east)
Shopping District	4	Priya Food Mart (1.4 miles west) Albany Mall (6.3 miles northwest)
Employment District	5	Albany State University (0.2 miles west) Downtown Albany (1.3 miles west) Marine Logistics Base (3.9 miles east)
Library	6	Albany Central Library (1.5 miles west)
Local Transportation-bus stops	7	On Oglethorpe Blvd (.1 miles north)
Local Parks and Recreation	8	Riverfront Park (1.0 miles east)
Hospital/Medical Facilities	9	Phoebe-Putney Hospital (5.4 mile northwest)

**Market Strengths:**

The Subject will have three significant advantages over its competition within the market. The first is its unit mix. By offering units at 30 percent of AMI, it will be able to attract the very-low-income households, which account for the bulk of the affordable rental housing demand in the area. Including market-rate units will allow the property to attract students from nearby Albany State University. It will be the only private apartment community within walking distance of the college. The on-site computer center and in-unit washer-dryer hook-ups will be an attractive feature for college students. Its proximity to the college is its second major advantage. The property’s extensive amenities are its third major strength. In addition to the computer center, which will also be attractive to families, the Subject will offer a swimming pool, playground and after-school childcare program,

which will benefit families. The classes designed to help residents find a new job and buy a home will further add to an improved quality of life for the residents. These amenities are designed to meet the specific needs of the target population and will enhance its marketability. We do not believe there will be any conflict between the needs of the low-income families we expect to inhabit the LIHTC units and the higher income military personnel and college students anticipated in the market-rate units. Ashley Riverside has successfully integrated three income levels into its community.

**Market Study Conclusion:** The Subject will be a desirable addition to the local market and fill a void created by the lack of quality rental housing in eastern Albany. However, as proposed, the Subject is likely to attract demand from existing LIHTC communities or be unable to stabilize at or above 93 percent occupancy. This is especially true of tenants who occupy LIHTC housing with the aid of Section 8 vouchers. Many of the existing LIHTC properties in the market, particularly in eastern Albany are in poor to fair condition. The Subject would be providing these tenants an increased standard of living. The Subject will not negatively impact public housing or Section 8 communities as these will generally target a lower-income population. Additionally, there is ample demand for housing at these very low income levels.

Strengths of the Subject will include common area amenities and its proximity to Albany State University.

The demand analysis, market interviews, and the analysis of comparable properties indicate that the Subject will not be able to maintain a stabilized occupancy with the proposed unit mix and rents without negatively impacting existing properties. There are three alternative resolutions to this.

- The first is to lower the Subject’s rents to levels that will be more easily achievable and expand the Subject’s income-eligible tenant base. We recommend setting the 60 percent rents five percent below those at Woodland Heights and the 50 percent rents 10 percent below those at Woodland Heights. The following table details the Subject’s achievable LIHTC rents at the 50 and 60 percent of AMI level. We recommend no changes to the rents at the 30 percent of AMI level.

<b>Achievable LIHTC Rents</b>		
	<b>50% AMI</b>	<b>60% AMI</b>
2BR	\$369	\$390
3BR	\$451	\$476

With these rents, there will be adequate demand in the market for the Subject. The table on the following page shows the capture rates for the Subject assuming these lower rents.

Capture Rates Assuming Recommended Rents						
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<b>3 Bdrm</b>	<b>TOTAL</b>	<b>60</b>	<b>310</b>	<b>87</b>	<b>223</b>	<b>27%</b>

- The second alternative is to continue as proposed with the understanding that the property will only be able to lease 75 to 80 percent of its LIHTC units at 50 and 60 percent of AMI at the proposed rents. To reach and maintain a stabilized occupancy, concessions or rent reductions to meet the local Section 8 Payment Standards will be necessary.
- The third alternative is to change the unit mix to have fewer two and three-bedroom units at 50 and 60 percent of AMI. We believe the market can support up to 14 three-bedroom units at 60 percent as well as the proposed 24 units two-bedroom units at 60 percent of AMI. With this mix, the capture rates would be 29 percent for both the two and three-bedroom units at 60 percent of AMI. To offset this change, the property can add units at 30 percent of AMI or market. Alternatively, the property could add one-bedroom units to the mix at any income level to attract the latent demand from small households. One-bedroom units account for only ten percent of the surveyed inventory. Market participants indicate one and two-bedroom units are in high demand. Therefore, these units should be easily absorbed into the market.

**University Gardens, Albany, GA; Market Study**

The following table is required by DCA and summarize our overall market conclusions. The calculations are based on the Subject's proposed unit mix and rents.

Unit Size	Income limits	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Median Market Rent	Proposed Rents
2 Bdrm	30% AMI	6	61	0	61	10%	6-9 months	N/Av	\$237
	50% AMI	15	91	22	69	22%	12 months	\$447	\$451
	60% AMI	24	120	22	98	25%	12 months	\$498	\$535
	Market	15	312	20	292	5%	9 months	\$527	\$610
<b>2 Bdrm</b>	<b>TOTAL</b>	<b>60</b>	<b>461</b>	<b>64</b>	<b>397</b>	<b>15%</b>			
3 Bdrm	30% AMI	6	41	0	41	15%	6-9 months	N/Av	\$266
	50% AMI	15	61	22	39	39%	12 months	\$518	\$515
	60% AMI	24	80	21	59	40%	12 months	\$557	\$620
	Market	15	210	20	190	8%	9 months	\$589	\$695
<b>3 Bdrm</b>	<b>TOTAL</b>	<b>60</b>	<b>310</b>	<b>63</b>	<b>247</b>	<b>24%</b>			
Proposed Project Capture Rate LIHTC Units						57%			
Proposed Project Capture Rate Market Rate Units						6%			
Proposed Project Capture Rate ALL Units						19%			
Proposed Project Stabilization Period						12 months			

## **B. PROJECT DESCRIPTION**

**PROJECT DESCRIPTION**

Our description of the improvements is based on information provided by the developer. University Gardens (Subject) is a proposed new construction development. The Subject property will consist of 120 total units of which 30 will be market rate. The remaining units will be offered to households earning 30, 50 or 60 percent or less of Area Median Income under the guidelines of the tax credit program. The Subject will include 60 two-bedroom units and 60 three-bedroom units. We assume that the following information is accurate.

**Project Address and**

**Development Location:**

The Subject will be located at 902 East Oglethorpe Boulevard. This is located in the eastern area of Albany.

**Construction Type:**

New construction.

**Occupancy Type:**

Families.

**Special Population Target:**

None.

**Rents:**

The following table details the proposed rents at the Subject. The proposed rents at 30 percent of AMI are \$1 above the maximum allowable rents. We assume this is a rounding error.

**PROPOSED RENTS**

Unit Type	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	LIHTC Maximum Allowable Gross Rent	HUD Fair Market Rents
<i>30% AMI</i>						
2BR/2BA	6	\$237	\$89	\$326	\$325	\$535
3BR/2BA	6	\$266	\$110	\$376	\$376	\$718
<i>50% AMI</i>						
2BR/2BA	15	\$451	\$89	\$540	\$542	\$535
3BR/2BA	15	\$515	\$110	\$625	\$627	\$718
<i>60% AMI</i>						
2BR/2BA	24	\$535	\$89	\$624	\$651	\$535
3BR/2BA	24	\$620	\$110	\$730	\$753	\$718
<i>Market</i>						
2BR/2BA	15	\$610	\$89	\$699	N/Ap	\$535
3BR/2BA	15	\$695	\$110	\$805	N/Ap	\$718
<b>Total</b>	<b>120</b>					

Notes (1) Source of Utility Allowance Developer

**Structure Type:**

The Subject will be constructed using concrete planking covered by vinyl siding. It will consist of five two-story garden-style buildings.

- Unit Amenities:** The Subject will include refrigerator, oven/range, dishwasher, garbage disposal, washer/dryer hook-ups, and central air.
- Community Amenities:** The Subject will include an on-site laundry, equipped playground, covered picnic area, swimming pool, exercise facility, computer center, and a community room. In addition, an on-site aquarium is planned for the development. No details about the aquarium were provided. We assume it will be a large aquarium intended to tie the community to the nearby Flint River Aquarium, which opened in downtown Albany in 2005. Management will also offer on-site services such as home-buying classes, resume classes, interviewing skills, and other employment-related classes. An on-site after school program is also planned.
- Parking:** The Subject will have 320 spaces, or two spaces per unit. This is considered adequate and will help meet the demand for parking from the higher-income households in the market-rate units, which are more likely to have multiple cars.
- Existing or Proposed Project Based Rental Assistance:** None of the units are expected to have Project-Based Rental Assistance.
- Placed in Service Date:** The projected placed in service date is June 2008.
- Conclusion:** The Subject, as proposed, will be a desirable, attractive addition to East Albany. It will be the premier apartment community for East Albany, both affordable and market-rate. The city of Albany does not have an extensive stock of rental housing. What does exist is generally older and in poor condition. The Subject has an extensive amenity package that will attract a variety of residents. The on-site aquarium will link the development to the city's on-going redevelopment efforts, which are highlighted by the recent opening of the Flint River Aquarium less than two miles from the Subject property. Because it will offer market-rate units, the Subject will be able to take advantage of its location near Albany State University and attract local college students. However, it will also have a sufficient mix of affordable housing units to attract the area's lower-income families. As will be discussed later, there is a strong need in the market for very-low-income housing, which will be provided by the Subject's units at 30 percent

of AMI. The on-site amenities, including a pool, playground, and on-site after school program, are also ideal for meeting the needs of families with young children. Therefore, based on the submitted proposal, the Subject's design, unit mix, and amenities, are ideally suited to match the needs of East Albany.

## **C. SITE EVALUATION**

The location of an apartment property can have a substantial negative or positive impact upon the performance, safety and appeal of the project. The site description discusses the physical features of the site, as well as the layout, access issues, and traffic flow.

- Date of Site Visit:** June 30, 2006.
- Frontage:** The Subject site has frontage along East Oglethorpe Boulevard.
- Topography:** The Subject will be located on a generally level site with the rear of the property becoming slightly rolling.
- Visibility/Views:** Because the Subject will be set-back from the street approximately 350 feet, views of surrounding properties will be limited. However, it also means that views of the property from passers-by will also be limited. High-visibility signage at the entrance will be required to attract drive-by traffic.
- North:* North of the Subject site to the east and west, Oglethorpe Boulevard is lined with car dealerships and other automotive uses. Two small budget hotels are also located on the north side of Oglethorpe Boulevard across from the Subject.
- South:* Because of the uneven topography at the rear of the site, views of any development to the south will be limited. The parcel of land to the south is currently vacant and zoned for mixed use commercial development, as is the Subject site. Wild Pines Apartments, a Section 8 community, is located southeast of the Subject on Sands Drive. The property is fully occupied. Management believes the area is very much in need of additional affordable housing development.
- East:* A car dealership is immediately east of the Subject. Oglethorpe Boulevard is lined with car dealerships, other automotive-related businesses and general commercial uses.
- West:* Sands Drive is west of the Subject. At the intersection, there is a vacant commercial building suitable for retail or office use on the west side and an automotive dealership on the east side.

**Neighborhood Photos:**



Subject site



Subject's neighbor to west, George's Auto Sales



Motel due north of Subject site



East Oglethorpe Boulevard looking west from site.



East Oglethorpe Boulevard looking east from site



Light industrial/commercial uses on Sand Drive

**Access and Traffic Flow:**

The Subject will be located on the south side of Oglethorpe Boulevard, just east of its intersection with Sands Drive. The property will have an access point from both roads, which

will alleviate potential congestion on East Oglethorpe Boulevard and provide for easy flow of traffic within the community. The access point on Sands will also shorten the walking distance between the Subject and nearby Albany State University. Access to Highway 19 is approximately one mile east of the Subject location on Oglethorpe Boulevard.

**Layout and Curb Appeal:**

The Subject will have an open layout and an above-average curb appeal. However, because the Subject will be set-back approximately 350 feet from East Oglethorpe Boulevard, its drive-by appeal will be limited to the quality of the signage on this road as well as the appeal of the entryway. Based on the property’s description, which includes seasonal plantings and enhanced landscaping, we believe the entryway will be attractive to passers-by.

**Zoning of Surrounding Area:**

The Subject site is currently zoned C-7, Mixed-Use District, as is the land surrounding the property to the south, east, and west. Land on the north side of the street is zoned C-3, Commercial District. The C-7 district “is established to provide for a compatible and complimentary mix of residential, office, commercial, cultural, institutional, and governmental uses,” according to the city zoning code.

**Road/Infrastructure  
Proposed Improvements:**

The City of Albany Department of Public Works reported no scheduled improvements for either East Oglethorpe Boulevard or Sands Drive.

**Proximity to Local Services:**

The Subject will be located in reasonable proximity to local services including medical services and retail. The following table details the Subject’s distance from key locational amenities. A *Locational Amenities Map*, corresponding to the following table is provided in the addenda to this report.

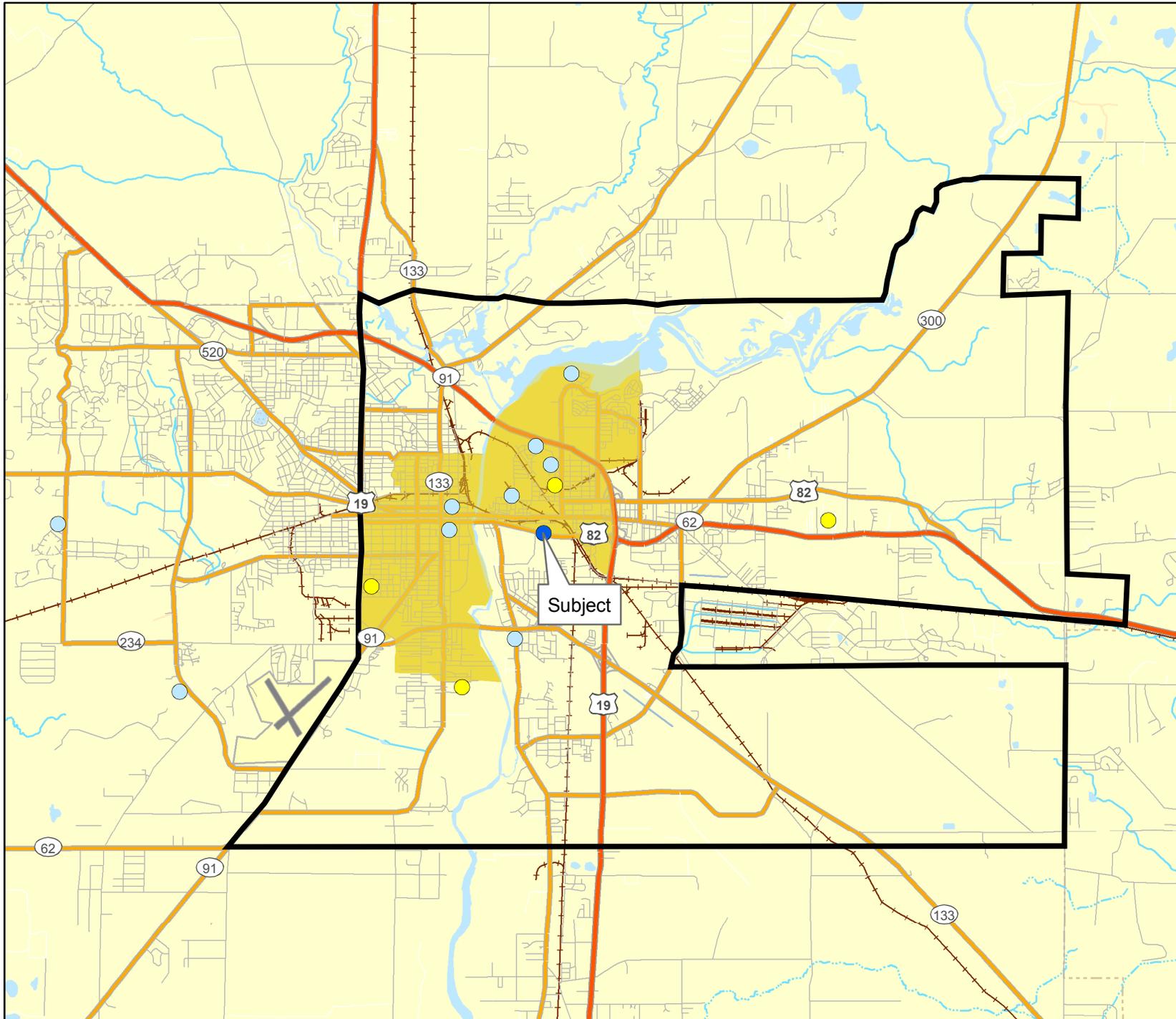
<b>LOCAL DISTANCES FROM SERVICES</b>		
<b>Service</b>	<b>Number</b>	<b>Distance (in Miles)</b>
Elementary School	1	Morningside Elementary School (3.9 mile south)
Middle School	2	Dougherty Middle School (1.9 miles east)
High School	3	Dougherty High School (1.9 miles east)
Shopping District	4	Priya Food Mart (1.4 miles west) Albany Mall (6.3 miles northwest)
Employment District	5	Albany State University (0.2 mile west) Downtown Albany (1.3 miles west) Marine Logistics Base (3.9 miles east)
Library	6	Albany Central Library (1.5 miles west)
Local Transportation-bus stops	7	On Oglethorpe Blvd (.1 miles north)
Local Parks and Recreation	8	Riverfront Park (1.0 miles east)
Hospital/Medical Facilities	9	Phoebe-Putney Hospital (5.4 mile northwest)

**Subsidized Property Map:**

The following map identifies all subsidized properties in the PMA that are existing, proposed, and under construction. A corresponding map is located on the following page.

<b>Property</b>	<b>Address</b>	<b>City</b>	<b>Type</b>	<b>Map Color</b>	<b>Included?</b>	<b>Reason (if excluded)</b>
Bethel Housing Complex	507 Swift Street	Albany	Section 8	Yellow	No	Tenants pay 30% of income
Cedar Avenue Apartments	1013 Cedar Avenue	Albany	Section 8	Yellow	No	Tenants pay 30% of income
Mt. Zion Apartments	209 Slater King Dr.	Albany	Section 8	Yellow	No	Tenants pay 30% of income
Wild Pines Apartments	600 Sands Drive	Albany	Section 8	Yellow	No	Tenants pay 30% of income
Albany Heights	249 Pine Avenue	Albany	LIHTC	Cyan	No	Senior
Albany Springs Senior Apartments	1601 Radium Spring Road	Albany	LIHTC	Cyan	No	Senior
Swift Court/Blakely Court Apartments	1425 Swfit Court	Albany	LIHTC	Cyan	Yes	
Woodpine Way	421 S Westover Boulevard	Albany	LIHTC	Cyan	Yes	
Towering Pines	1200 Towering Pines	Albany	LIHTC	Cyan	Yes	
Lockett Station	404 Station Crossing	Albany	LIHTC	Cyan	No	Outside PMA
Rivercrest Apartments	505 Don Cutler Sr. Drive	Albany	LIHTC	Cyan	Yes	
Ashley Riverside	320 S Jackson Street	Albany	LIHTC	Cyan	Yes	
Sunchase Apartments	1308 Hobson Street	Albany	LIHTC	Cyan	Yes	
<b>University Gardens</b>	<b>902 E Oglethorpe Boulevard</b>	<b>Albany</b>	<b>LIHTC</b>	<b>Blue</b>	<b>SUBJECT</b>	

# Affordable Properties and QCTs in the Albany, GA PMA

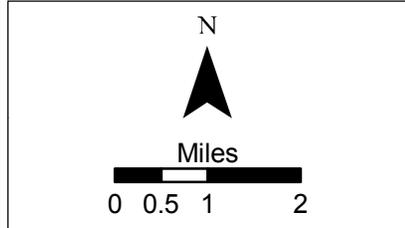


**Affordable Properties**  
**Rent Structure**

- Section 8/Section 202
- Rural Development
- LIHTC
- Proposed LIHTC

■ Qualified Census Tracts  
▭ PMA

Data Sources: U.S. Housing and Urban Development (HUD) Low Income Housing Tax Credit Database 1987-2006; Local Housing Finance Agency; HUD Qualified Census Tracts 2006



**Detrimental Influences:** No significant detrimental influences were noted at the Subject site.

**Environmental Concerns:** None visible upon site inspection.

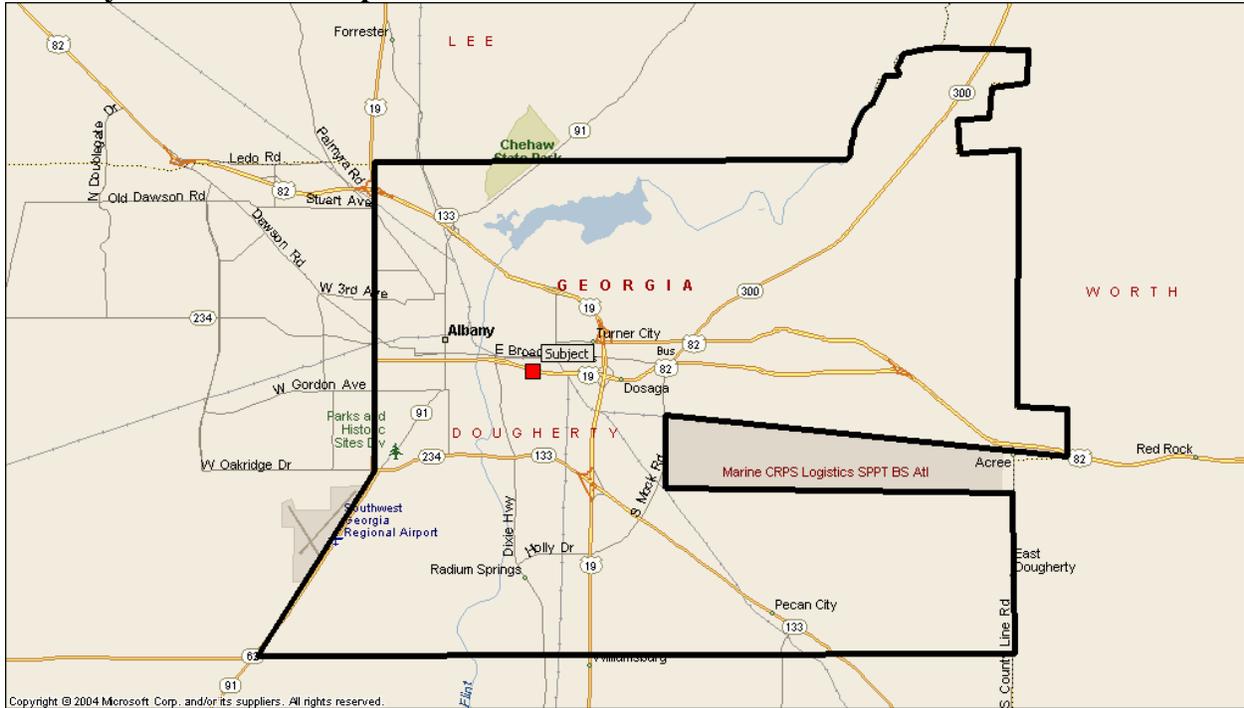
**Conclusion:** The Subject will be located on Oglethorpe Boulevard, which is a major commercial artery in east Albany. Its proximity to Albany State University will contribute to its ability to quickly lease units. Although the location is not ideal for residential development, there are no detrimental influences that would either prohibit such development or make it undesirable to live there. Because the development will be set-back from the major road, views of the surrounding area and noise pollution from the traffic will be mitigated. Easily visible signage at the property's entrance will attract drive-by traffic and help attract potential tenants.

## **D. MARKET AREA**

**PRIMARY MARKET AREA**

For the purpose of this study, it is necessary to define the market area, or the area from which potential tenants for the project are likely to be drawn. In some areas, residents are very much “neighborhood oriented” and are generally very reluctant to move from the area where they have grown up. In other areas, residents are much more mobile and will relocate to a completely new area, especially if there is an attraction such as affordable housing at below market rents.

**Primary Market Area Map**



The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied, to determine if the Primary Market Area (PMA) and the secondary market area, the City of Albany, are areas of growth or contraction.

The Subject will be located on Oglethorpe Boulevard in Albany, Dougherty County, Georgia. The primary market area is generally defined as the northeast portion of Dougherty County with the following specific boundaries:

- North: Dougherty County Line
- South: SR-62/Leary Road and Spring Flats Road;
- East: Dougherty County Line and Marine Logistics Base; and
- West: US-19/82 Business.

The determination of this market area was influenced by conversations with surveyed property managers and local planners and other market participants. We believe 10 percent of the Subject’s tenants will come from outside this area.

### **Neighborhood Analysis**

The neighborhood analysis provides a bridge between the area analysis and the study of the Subject. The goal of the neighborhood analysis is to determine how the operation of social, economic, governmental and environmental factors influences the marketability of real estate. In the neighborhood analysis, we focus on how these factors interact in the immediate vicinity of the Subject.

### **Location and Boundaries**

The Subject is at the northern boundary of its neighborhood. The boundaries are the Flint River to the west, Highway 19 to the east, Oakridge Drive to the south and Broad Avenue to the north. This is primarily a commercial area. Much of the residential uses within this neighborhood are apartment communities.

*North:* North of the Subject site to the east and west, Oglethorpe Boulevard is lined with car dealerships and other automotive uses. Two small budget hotels are also located on the north side of Oglethorpe Boulevard across from the Subject.

*South:* Because of the uneven topography at the rear of the site, views of any development to the south will be limited. The parcel of land to the south is currently vacant and zoned for mixed use commercial development, as is the Subject site. Wild Pines Apartments, a Section 8 community, is located southeast of the Subject on Sands Drive. The property is fully occupied. Management believes the area is very much in need of additional affordable housing development.

*East:* A car dealership is immediately east of the Subject. Oglethorpe Boulevard is lined with car dealerships, other automotive-related businesses and general commercial uses.

*West:* Sands Drive is west of the Subject. At the intersection, there is a vacant commercial building, suitable for retail or office use, on the west side and an automotive dealership on the east side.

## **E. COMMUNITY DEMOGRAPHIC DATA**

**COMMUNITY DEMOGRAPHIC DATA**

The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied to determine if the Primary Market Area (PMA) and the Albany Metropolitan Statistical Area (MSA) are areas of growth or contraction. The Albany MSA is considered to be the secondary market area. The discussions will also describe typical household size and will provide a picture of the health of the community and the economy. Historic and estimated data will be presented for years 1990, 2000, 2005 and 2010. Data has also been projected for 2008, the year in which the Subject is expected to begin operation.

**General Population**

The table below illustrates general population trends in the SMA, PMA, and nation from 1990 through 2010.

**POPULATION**

Year	Albany, GA MSA		PMA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
1990	146,574	-	55,673	-	248,709,873	-
2000	157,833	0.77%	52,617	-0.55%	281,421,906	1.32%
2005	160,380	0.31%	51,603	-0.37%	298,727,898	1.17%
Prj Mrkt Entry						
June 2008	161,324	0.24%	51,036	-0.44%	308,079,372	1.25%
2010	162,267	0.24%	50,469	-0.44%	317,430,845	1.25%

Source: ESRI Business Analyst 9.1; Novogradac & Company LLP - May 2006

Despite moderate growth in the MSA, the PMA saw a slight population decline that is expected to continue through 2010. This is most likely due to a shift in the population from the PMA to other areas of the MSA. The PMA includes much of the northeast portion of Dougherty County and the entire eastern portion of the city of Albany, but excludes the Marine Base. It is the western portion of Albany that is seeing the most growth spurred by the local mall. Supporting retail services are growing around the mall. The area has seen new multifamily construction as well. The city is actively working to develop the east side of Albany and has recently planned an industrial park near the existing Cooper Tire factory approximately five miles east of the Subject. The development of the Subject could draw more people to East Albany as the area develops quality housing and new jobs. Currently, there are few desirable housing options within the PMA, which forces the population to look elsewhere despite the fact that three of the area’s major employers, Cooper Tire, the Marine Base, and Albany State University are located in eastern Albany.

**Population by Age Group**

The following table illustrates the population of the SMA, PMA and nation by age cohort.

**POPULATION BY AGE IN 2005**

Age Cohort	Albany, GA MSA		PMA		USA	
	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>
0-4	12,193	7.60%	4,510	8.74%	20,587,521	6.89%
5-9	11,385	7.10%	3,980	7.71%	19,707,117	6.60%
10-14	12,244	7.63%	4,201	8.14%	21,584,908	7.23%
15-19	12,644	7.88%	4,997	9.68%	21,232,647	7.11%
20-24	12,528	7.81%	4,897	9.49%	21,478,165	7.19%
25-29	10,660	6.65%	3,649	7.07%	19,117,827	6.40%
30-34	10,745	6.70%	3,370	6.53%	20,215,584	6.77%
35-39	10,623	6.62%	3,049	5.91%	21,029,915	7.04%
40-44	11,783	7.35%	3,366	6.52%	23,806,992	7.97%
45-49	11,458	7.14%	3,240	6.28%	22,656,730	7.58%
50-54	10,487	6.54%	2,860	5.54%	19,821,785	6.64%
55-59	8,949	5.58%	2,199	4.26%	17,004,782	5.69%
60-64	6,799	4.24%	1,808	3.50%	12,962,373	4.34%
65-69	5,311	3.31%	1,488	2.88%	10,202,986	3.42%
70-74	4,300	2.68%	1,281	2.48%	8,633,965	2.89%
75-79	3,623	2.26%	1,160	2.25%	7,687,366	2.57%
80-84	2,456	1.53%	720	1.40%	5,831,578	1.95%
85+	2,192	1.37%	828	1.60%	5,165,657	1.73%
<b>Total</b>	<b>160,380</b>	<b>100.0%</b>	<b>51,603</b>	<b>100%</b>	<b>298,727,898</b>	<b>100%</b>

Source: ESRI Business Analyst 9.1; Novogradac & Company LLP - May 2006

The largest population sector within the PMA is the 20-24 age cohort. This is a result of the local college students who live in the area. The Subject can expect to attract this age bracket as well as other young couples, families, and singles in the under 35 age group. Approximately 57 percent of the population in the PMA is under 35. This is higher than the MSA, where 51 percent of the population is under 35, and the nation, where 48 percent of the population is under 35.

**General Household Trends**

The following table is a summary of the total households in the SMA, PMA, and nation from 1990 to 2010.

**HOUSEHOLDS**

Year	Albany, GA MSA		PMA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
1990	51,295	-	18,937	-	91,947,410	-
2000	57,403	1.19%	17,779	-0.61%	105,480,101	1.47%
2005	59,101	0.56%	17,676	-0.11%	112,448,901	1.26%
Prj Mrkt Entry						
June 2008	59,645	0.37%	17,537	-0.32%	116,112,965	1.30%
2010	60,189	0.37%	17,397	-0.32%	119,777,029	1.30%

Source: ESRI Business Analyst 9.1; Novogradac & Company LLP - May 2006

As with the total population, the PMA is expected to see a decline in households. However, the rate of decline is slower among households than the total population, 0.32 percent annually compared to 0.44 percent annually. The projected decrease between 2005 and 2010 of 0.32 percent is an increase over the loss between 2000 and 2005 of 0.20 percent, but still less than the decrease during the 1990s. Overall, the loss is minor, 466 households between 2000 and 2010. As with population, this loss could decrease as a result of the Subject’s construction in the neighborhood as there are currently few desirable apartment communities within the PMA. The faster rate of decline among the general population compared to households indicates a decline in households size, which is seen on the following table.

**AVERAGE HOUSEHOLD SIZE**

Year	Albany, GA MSA		PMA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
1990	2.78	-	2.79	-	2.63	-
2000	2.65	-0.47%	2.71	-0.29%	2.59	-0.15%
2005	2.61	-0.29%	2.68	-0.21%	2.59	0.00%
Prj Mrkt Entry						
June 2008	2.61	-0.08%	2.67	-0.22%	2.59	-0.08%
2010	2.60	-0.08%	2.65	-0.22%	2.58	-0.08%

Source: ESRI Business Analyst 9.1; Novogradac & Company LLP - May 2006

All areas are seeing a decline in the average household size. The PMA is currently well above both the MSA and the nation as a whole, but is experiencing the greatest decline. One major factor contributing to the large household size is roommates, particularly college students. The Subject can expect to attract some of these students, particularly with the market-rate units being offered. It is likely that more students will come together to lease a unit, perhaps living with two students per bedroom. The Subject will also attract some of the lower-income families in the area. Despite the high average household size in the PMA, local market participants indicate that most of the latent demand is for the smaller one and two-bedroom units, but there is still demand for three and four-bedroom units. The large average household size confirms this need.

**Median Household Income Levels**

The following table illustrates Median Household Income for the general population in the SMA, PMA and nation from 2000 through 2010.

**MEDIAN HOUSEHOLD INCOME**

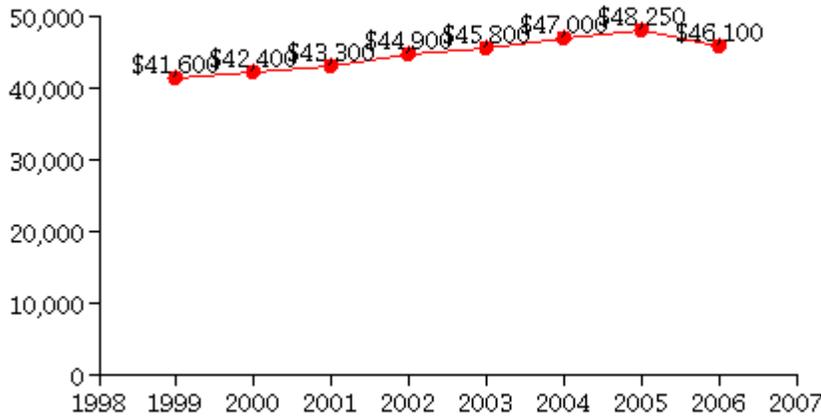
Year	Albany, GA MSA		PMA		USA	
	<i>Amount</i>	<i>Annual Change</i>	<i>Amount</i>	<i>Annual Change</i>	<i>Amount</i>	<i>Annual Change</i>
2000	\$33,517	-	\$22,139	-	\$42,164	-
2005	\$40,266	3.84%	\$26,004	3.33%	\$49,747	3.43%
Prj Mrkt Entry						
June 2008	\$44,218	3.93%	\$28,423	3.72%	\$54,066	3.47%
2010	\$48,170	3.93%	\$30,841	3.72%	\$58,384	3.47%

Source: ESRI Business Analyst 9.1; Novogradac & Company LLP - May 2006

As the table indicates, the rate of growth in the median household income in the PMA is expected to be slightly less than the rate of growth in the MSA’s median household income. Both areas are growing faster than the nation as a whole. Income growth is steady and reflects

well on the market, especially given the anticipated decrease in population. The PMA is a relatively low-income area with median household income at \$26,004 as of 2005, well below the MSA and the nation. Because the Subject will offer a mix of market-rate and LIHTC units, it will be able to accommodate a wide range of household incomes. However, it is most likely that higher income households will choose to purchase a home rather than rent, unless they are temporarily assigned to the Marine Logistics Base or attending college. The low income households in the PMA should provide a deep pool of demand for the Subject’s rental units. The following table shows changes in the Albany MSA AMGI as determined by HUD for purposes of establishing income and rent restrictions.

**AMGI**



—●— 4-person AMGI  
 Source: Novogradac & Company, LLP, 06/2006.

As illustrated in the table above, AMI steadily increased from 1999 to 2005. However, it decreased in 2006 to pre-2004 levels. This is contrary to the demographics provided by EBIS. The HUD calculations for determining median income are a more complicated formula that consider more than inflation of numbers from previous years. The decrease could be an adjustment from over-inflation in previous years. We do not consider this an indication that the income in the area will experience continued decline. The rent and income limits for LIHTC households are based on the HUD-determined AMGI; however, maximum allowable rents for 2006 did not change from 2005. The Subject’s rents at 30 and 50 percent of AMI are at the maximum allowable. However, the 60 percent rents are below the maximum. Most properties in the area are not able to achieve the maximum allowable rents at 60 percent of AMI. Therefore, the lack of growth in the maximum allowable rent will not prevent rent growth in the market.

**Tenure**

The following table is a summary of the tenure patterns of the housing stock in the PMA, as of 2000.

**TENURE PATTERNS PMA**

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
1990	8,107	42.81%	10,829	57.19%
2000	7,944	44.47%	9,919	55.53%
2005	8,196	46.37%	9,478	53.63%
Prj Mrkt Entry				
June 2008	8,138	46.41%	9,398	53.59%
2010	8,079	46.44%	9,317	53.56%

Source: ESRI Business Analyst 9.1; Novogradac & Company LLP - May 2006

The ratio of renter versus owner occupied households indicates that a significantly higher renter population exists within the PMA compared to the MSA. In 2005, the MSA’s population was 46 percent renter compared to 54 percent within the PMA at that time. The percentage of renter households is projected to decrease slightly between 2005 and 2010. The high percentage of renter households in the PMA is favorable when considering the national average for renter households is 32.4 percent. Therefore, the strong representation of renter households in the PMA is a positive indicator for the Subject’s units. The renter market in the area is fueled by Albany State University as well as the Marine Corp Logistics Base.

**Renter Households by Number of Persons in the Household**

The following table illustrates household size for renter households as of the 2000 Census.

**RENTER DISTRIBUTION BY HOUSEHOLD SIZE PMA, 2000**

	Renter Households	Total Households	Percent Renter Households
1 person	2,852	4,808	59.32%
2 persons	2,279	4,844	47.05%
3 persons	1,874	3,308	56.65%
4 persons	1,393	2,452	56.81%
5 persons	860	1,387	62.00%
6 persons	382	620	61.61%
7+ persons	279	445	62.70%
<b>Total</b>	<b>9,919</b>	<b>17,864</b>	<b>55.53%</b>

Source: ESRI Business Analyst 9.1; Novogradac & Company LLP - May 2006

To determine the number of renter households by number of persons per household, the total number of households is adjusted by the percentage of renter households. As the table shows, most of the households within the PMA are single-person households, which would typically need only a one-bedroom unit. The Subject will offer only two and three-bedroom units, which can accommodate households of up to three or five persons respectively. Renter households account for a larger portion of the larger household sizes than for the one and two-person

households. Approximately 65 percent of the renter population has between two and five persons per household, the target size for the Subject's units.

### **Employment Trends and Economic Overview**

As the regional economic center for southwest Georgia, the Albany area economy includes a mix of industries to support the population. These include: 1) agricultural production including peanuts, pecans, cotton, and poultry processing; 2) manufacturing activities such as rubber products, pharmaceuticals, food processing, and aircraft manufacturing; 3) service activities such as major medical and educational institutions; and 4) governmental institutions such as the Marine Corps Logistics Base and other federal, state, and local agencies.

We spoke with Linda Moore, the Director of the Albany-Dougherty Economic Development commission. Ms. Moore is very optimistic about the future of Albany and Dougherty County. Although total employment numbers for the county show a fluctuating economy, Ms. Moore reports slow, but steady gains in recent years, which she expects to continue. Despite fluctuations in employment, the county has not experience any major employment loss since 2000. Since then, total employment has fluctuated with periods of increase and decline. Compared to many metro areas nationwide, the Albany MSA is struggling. However, it is primarily rural with Albany as the only major city within the five-county area. Compared to most rural areas across the country, Albany is performing well. Consistent with national trends, the area has adjusted its economy over the past 20 years, decreasing manufacturing employment while increasing retail sales and service employment.

Many of the top 20 employers are large, national companies. They have been in the area for many years and are expected to remain and continue to provide stable sources of employment. However, Merck Pharmaceuticals recently announced plans to close its local plant. This has been temporarily delayed due to increased demand and is not expected to occur until 2007 at the earliest. Both Merck and Albany economic development officials are actively seeking a buyer for the property. Cooper Tires has also cut back on staff recently due to fluctuations in demand. However, there have been no official announcements or estimates of employment loss.

Other contributors to the local economy include the Marine Logistics Base, which survived the recent round of BRAC closures; the local colleges, which have seen an increase in enrollment; and the revitalization of the downtown area, which is still in progress. Over the past five years, enrollment at Albany State has increased 10 percent; Albany Tech has increased 60 percent; and Darton College has increased 50 percent. The two local hospitals, which serve the region, have also expanded. The county has not gained any new major employers in the past few years, but has attracted many new restaurants, retailers, and other small employers. Downtown Albany is seeing steady redevelopment with new civic buildings, the 2005 opening of the Flint River Aquarium and Riverwalk, as well as new shops and restaurants.

**Employment by Industry**

The following table illustrates the distribution of employment sectors by industry within the PMA in 2005.

**2005 EMPLOYMENT BY INDUSTRY**

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Agric/Forestry/Fishing/Hunting	170	1.04%	1,770,012	1.29%
Mining	0	0.00%	548,372	0.40%
Construction	1,191	7.30%	10,199,100	7.46%
Manufacturing	1,846	11.32%	14,940,649	10.92%
Wholesale Trade	483	2.96%	5,017,515	3.67%
Retail Trade	1,953	11.97%	15,793,668	11.55%
Transportation/Warehousing	523	3.21%	5,457,097	3.99%
Utilities	117	0.72%	1,096,605	0.80%
Information	232	1.42%	3,225,421	2.36%
Finance/Insurance	255	1.56%	7,136,190	5.22%
Real Estate/Rental/Leasing	321	1.97%	2,863,401	2.09%
Prof/Scientific/Tech Services	370	2.27%	8,169,310	5.97%
Mgmt of Companies/Enterprises	21	0.13%	97,671	0.07%
Admin/Support/Waste Mgmt Svcs	601	3.68%	5,091,233	3.72%
Educational Services	1,401	8.59%	12,876,439	9.41%
Health Care/Social Assistance	2,301	14.11%	17,370,614	12.70%
Arts/Entertainment/Recreation	203	1.24%	2,537,441	1.85%
Accommodation/Food Services	1,597	9.79%	8,842,030	6.46%
Other Services (excl Publ Adm)	1,408	8.63%	6,860,948	5.02%
Public Administration	1,319	8.09%	6,899,822	5.04%
<b>Total Employment</b>	<b>16,312</b>	<b>100.00%</b>	<b>136,793,538</b>	<b>100.00%</b>

Source: ESRI Business Analyst 9.1; Novogradac & Company LLP - May 2006

The previous table reflects the workforce for the PMA. Two sectors dominate local employment, accounting for more than 25 percent of all employment. Health Care and Social Services account for 14.11 percent of all employment while retail trade accounts for 11.97 percent. Phoebe-Putney Hospital is one of the area’s largest employers. Significant retail lines East Oglethorpe Boulevard within two miles of the Subject in either direction. Other large employment sectors include Accommodation/Food Services, Services, and Public Administration. The area is lacking in employees of the higher-paying employment sectors such as Finance/Insurance and Professional/Scientific/Technical Services.

According to a report produced by the City of Albany Department of Community and Economic Development, employment in the manufacturing industry had the largest decline in the 1990s. The number of Dougherty County residents employed in manufacturing declined 18 percent from 6,540 in 1990 to 5,328 in 2000. Growth occurred in the services, retail and health care industries. This is typical of rural areas in the south. As the manufacturing sector has diminished nationwide, small towns have adjusted their economies to reflect more retail, food services, and service industry employment. The Albany area continues this transition, although it has been able to retain a large manufacturing base, which currently accounts for 11.32 percent of all employment, slightly above the national average of 10.92 percent.

**Major Employers**

Albany is the employment center for the entire metro area. The table below lists the major employers in Albany. The list is dated as of 2003, which is the most recent data available. However, the EDC believes the list has not changed significantly in the past two years. Although the total number of persons employed may have fluctuated, the names and industries have remained consistent. This speaks to a stable workforce in the area.

**Major Employers in Albany, Georgia**

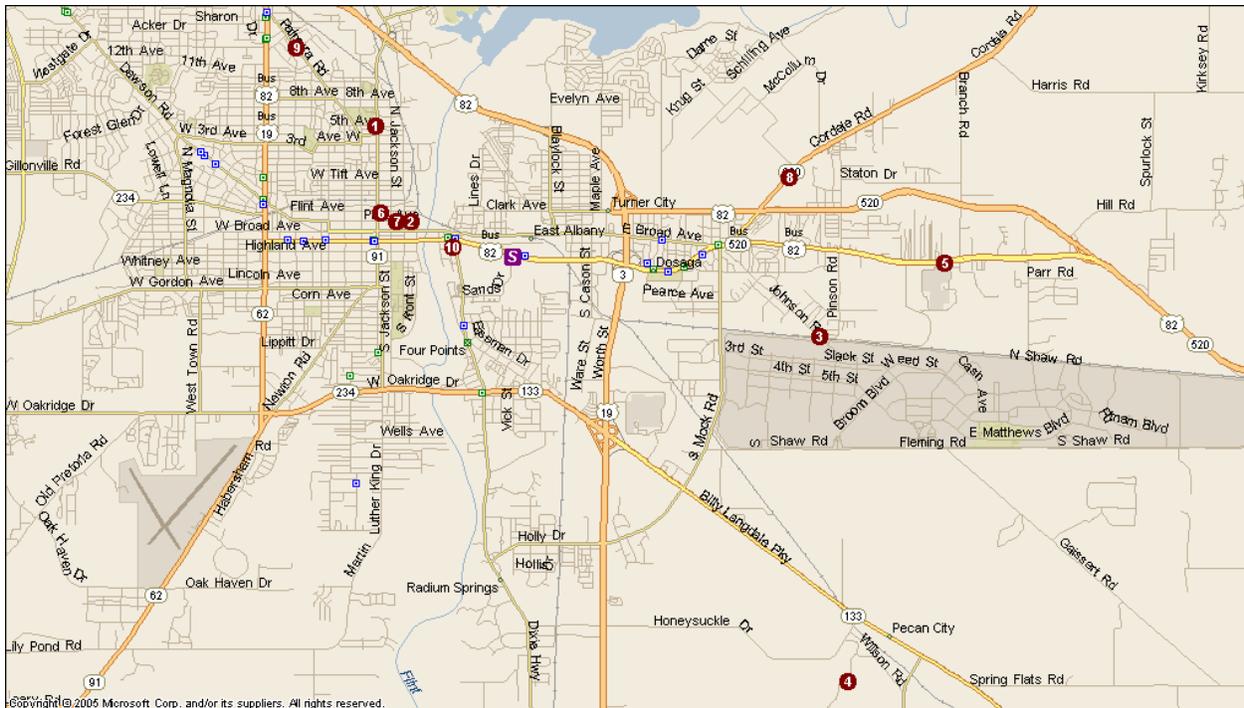
Map #	Name	Industry	Number Employed	Distance to Subject
1	Phoebe Putney Hospital Dougherty County	Medical	3,399	6.4 miles
2	Board of Education	Education/Government	2,500	3.0 miles
3	USMC Logistics Base	Military	2,313*	3.9 miles
4	Proctor & Gamble	Manufacturing	1,394	7.4 miles
5	Cooper Tire & Rubber	Manufacturing	1,290	4.7 miles
6	City of Albany	Government	1,161	3.2 miles
7	Dougherty County	Government	707	3.1 miles
8	Miller Brewing	Manufacturing	642	4.2 miles
9	Palmyra Medical Center	Medical	550	8.0 miles
10	Albany State University	Education	530	0.2 miles

\* Includes only civilian employment

Source: Albany-Dougherty Economic Development Commission, 04/2003.

While there are several large industries in the area, including medical, government, and manufacturing that account for almost all of the local employment, the area maintains a stable diverse workforce. In times of economic recession, the medical, government and education sectors are likely to remain the most stable. Other major manufacturers include Flint River Textiles, Masterfoods USA (a Mars, Inc. company), Bobs Candies, and Merck Pharmaceuticals, which is the 11<sup>th</sup> largest employer. Merck announced plans in late 2005 to close its Albany plant due to a lack of demand for the product. Since then, the date has been pushed back one year to 2007. Both Merck and city officials are actively seeking a buyer for the facility. The USMC Logistics Base survived the most recent BRAC round and will continue its operations unchanged.

Of the ten major employers, four are located in East Albany and three are located downtown. Seven major employers are located within five miles of the Subject. There are no high-quality rental communities in East Albany to accommodate the workers at these businesses.



**Total Employment**

The following tables detail employment and unemployment in Dougherty County over the past 15 years.

**EMPLOYMENT & UNEMPLOYMENT TRENDS**

**Dougherty County, GA**

Year	Dougherty County		Dougherty County		USA
	Total Employment	% Change	Unemployment Rate	% Change	Unemployment Rate
1990	39,373	-	7.8%	-	5.7%
1991	39,115	-0.7%	6.6%	-1.2%	6.9%
1992	38,466	-1.7%	10.4%	3.8%	7.6%
1993	39,577	2.9%	9.2%	-1.2%	7.0%
1994	40,943	3.5%	9.6%	0.4%	6.2%
1995	41,862	2.2%	6.5%	-3.1%	5.7%
1996	42,962	2.6%	6.5%	0.0%	5.5%
1997	43,182	0.5%	7.0%	0.5%	5.0%
1998	42,481	-1.6%	8.7%	1.7%	4.6%
1999	41,648	-2.0%	7.9%	-0.8%	4.3%
2000	39,539	-5.1%	5.1%	-2.8%	4.0%
2001	37,988	-3.9%	5.5%	0.4%	4.8%
2002	37,977	0.0%	6.0%	0.5%	5.8%
2003	38,800	2.2%	5.7%	-0.3%	6.0%
2004	38,681	-0.3%	6.2%	0.5%	5.6%
2005	39,234	1.4%	6.5%	0.3%	5.2%
2006 YTD*	40,164	3.8%	6.5%	-0.1%	6.5%

Source: U.S. Bureau of Labor Statistics and Real Estate Center at Texas A&M University.

Employment in the area peaked in 1997 with 43,182 total employed persons before beginning a period of decline from 1998 to 2001. Most of this decline occurred in the manufacturing industry. Since 2001, the area has been growing steadily despite a small dip in 2004 and has now exceeded employment in the year 2000, although it has not yet reached its 1997 level. In 2005, employment increased 1.4 percent. In the first quarter of 2006, employment increased 3.8 percent. Local market participants did not report any major companies moving into the area or any large hirings from existing companies. Therefore, we assume this increase in employment has come from the slow, steady redevelopment of the city that has brought many smaller employers such as retailers and restaurants into the area. The area's unemployment rate generally exceeds the national average with the exception of 2003 when the county saw 2.2 percent growth in total employment and a 0.3 percent decrease in the unemployment rate. Local economic development officials did not attribute this increase to any particular company or event. However, the area continues its economic development efforts with small, steady gains despite larger set-backs such as the recent announcement of the closing of Merck Pharmaceuticals. These changes are the result of growing pains in many rural areas, particularly in the south where economies are transitioning from a manufacturing-based to retail and service-based. In general, the economy fluctuates with periods of decline and growth, but has not experienced any large shifts, either positive or negative, in the past five years. Some properties do attribute unemployment to their difficulty in leasing units. However, most reported a stable economy with no significant impact on leasing.

### **Conclusion**

The Albany MSA is a five county area with Albany and Dougherty County as the center for the metro areas' employment and shopping. Albany is heavily reliant on its local colleges, hospitals, Marine Base, and local government for employment. The Base survived the recent round of BRAC closures and, therefore, should continue to be a large contributor to the local workforce. However, that victory has been offset by the announced closing of the Merck Pharmaceutical plant, currently scheduled for 2007. The general state of the economy is best characterized as slow, but persistent, with most gains occurring from small employers such as retailers and restaurants. Total employment has seen steady growth since 2001 except for a small dip in 2004. Although the numbers do not present an image of a robust economy, all local market participants are optimistic about the current health of the economy as well as its future projections. Growth in the MSA supports the overall health of the area with anticipated increases in population, households, and income; however, the PMA shows signs of weakness. Losses are anticipated in both population and households. While incomes are expected to grow, they will remain well behind the MSA and the nation. However, this may speak well for the addition of the Subject. The additional units of affordable housing may help stem the loss of households. Eastern Albany is an area of little new development, either residential or commercial. There are no high-quality rental communities in East Albany to accommodate workers at the area's top employers such as the Marine Corp Logistics Base, Albany State University, and Cooper Tires. New quality, housing could draw more people to the area.

# **PROJECT-SPECIFIC DEMAND ANALYSIS**

The following demand analysis evaluates the potential amount of qualified households, which the Subject would have a fair chance at capturing. The structure of the analysis is based on the guidelines provided by DCA.

### **INCOME RESTRICTIONS**

LIHTC rents are based upon a percentage of the Area Median Gross Income (“AMI”), adjusted for household size and utilities. The Georgia Department of Community Affairs (“DCA”) will estimate the relevant income levels, with annual updates. The rents are calculated assuming that the maximum net rent a household will pay is 35 percent of its household income at the appropriate AMI level.

According to DCA, household size is assumed to be 1.5 persons per bedroom for LIHTC rent calculation purposes. For example, the maximum rent for a two-bedroom unit is based on an assumed household size of three persons (1.5 per bedroom).

To assess the likely number of tenants in the market area eligible to live in the Subject, we use Census information as provided by ESRI Information Systems, to estimate the number of potential tenants who would qualify to occupy the Subject as a LIHTC project.

The maximum income levels are based upon information obtained from the Rent and Income Limits Guidelines Table as accessed from the DCA website.

We have set the maximum allowable income for the market units at 100 percent of AMI. Because of the location of the college and the Marine Logistic Base, the area has a large portion of households who choose to rent because they will only be in the area a short time. Therefore, renters in Albany are likely to have higher incomes relative to the AMI than in other areas.

### **AFFORDABILITY**

As discussed above, the maximum income is set by DCA while the minimum is based upon the minimum income needed to support affordability. This is based upon a standard of 35 percent. Lower and moderate-income families typically spend greater than 30 percent of their income on housing. These expenditure amounts can range higher than 50 percent depending upon market area. However, the 30 to 40 percent range is generally considered a reasonable range of affordability. DCA guidelines utilize 35 percent for families and 40 percent for seniors. We will use these guidelines to set the minimum income levels for the demand analysis.

This demand calculation is based on the developer’s proposed rents, not on the recommended rents discussed in the rent analysis section of this report.

### **DEMAND**

The demand for the Subject will be derived from two sources: existing households and new households. These calculations are illustrated on the attached table.

#### **1. DEMAND FROM NEW HOUSEHOLDS**

The number of new households entering the market is the first level of demand calculated. We have utilized 2008, the anticipated date of market entry, as the base year for the analysis. Therefore, 2005 household population estimates are inflated to 2008 by interpolation of the difference between 2005 estimates and 2010 projections. This change in households is

considered the gross potential demand for the Subject property. This number is adjusted for income eligibility and renter tenure. In the following tables this calculation is identified as Step 1. This is calculated as an annual demand number. In other words, this calculates the anticipated new households in 2008.

## **2. DEMAND FROM EXISTING HOUSEHOLDS**

Demand for existing households is estimated by summing three sources of potential tenants. The first source (**2a.**) is tenants who are rent overburdened. These are households who are paying over 35 percent of their income in housing costs.

The second source (**2b.**) is households living in substandard housing. We will utilize this data to determine the number of current residents that are income eligible, renter tenure, overburdened and/or living in substandard housing and likely to consider the Subject. The third source (**2c.**) is those seniors likely to move from their own homes into rental housing. This source is only appropriate when evaluating senior properties and is determined by interviews with property managers in the PMA. Since the Subject is not age-restricted, no adjustment is made.

The data provided for 2a, 2b and 2c is based upon the 2000 census. According to the 2000 Census data, 35 percent of households are considered rent over-burdened, paying more than 35 percent of their income on rent. For 2b, we referred to Census data for Dougherty County, which showed that 1.0 percent of all households lack complete plumbing facilities. These households are considered unsuitably housed and in need of higher quality housing. Because the Subject is not a senior community, no adjustment was made in section 2c.

## **ADDITIONS TO SUPPLY**

Additions to supply will lower the number of potential qualified households. Pursuant to our understanding of DCA guidelines, we deduct additions to supply allocated since 1999 to present and those that will be constructed in 2006 that are considered directly competitive. Ashley Riverside is the only new LIHTC property within the PMA. It has a mix of LIHTC, Public Housing, and market-rate units. Unfortunately, management was not able to give us a break-out of units by income restrictions. We have, therefore, had to estimate this information based on our knowledge of the property's mix of the three different types of units.

However, there are two non-LIHTC properties that will compete with the Subject's LIHTC units. Woodland Heights was constructed in 2000 using CDBG funds allocated by the city of Albany. It has reserved 51 percent of its units for households earning 80 percent or less of the AMI. The remaining units can be leased to households of any income level. It has 22 two-bedroom and 22-three-bedroom units renting for \$366 and \$450 respectively. The rents for these units are low enough to compete with the Subject's 50 percent units and were, therefore, deducted from demand for the lower-income units.

Hampton East is a 64-unit community owned and operated by the City of Albany Department of Community and Economic Development. It opened in 2000. A specific unit mix was not available, but we were told that the majority of the units are two-bedroom with the rest of the units being three-bedroom. The rents at the property are \$375 for a two-bedroom unit and \$425 for a three-bedroom unit. Because of these low rents, we have deducted these units from the demand at 50 percent of AMI.

Zori’s Village is a market-rate community that opened in 2005. It has 20 two-bedroom and 20 three-bedroom units. We have deducted these units from the market-rate demand.

Our supply analysis includes Westover Place, a LIHTC community that opened in 2005. However, it is located outside the PMA and, therefore, no deduction was made from the demand. Additionally, Broadway Court is a HOME-funded property operated by the city. We did not exclude its 24 units because they have rental assistance with tenants paying no more than 30 percent of their income towards rent.

**Capture Rates**

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

<b>Capture Rates Assuming Developer’s Proposed Rents</b>						
Unit Size	Income limits	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate
2 Bdrm	30% AMI	6	61	0	61	10%
	50% AMI	15	91	22	69	22%
	60% AMI	24	120	22	98	25%
	Market	15	312	20	292	5%
<b>2 Bdrm</b>	<b>TOTAL</b>	<b>60</b>	<b>461</b>	<b>64</b>	<b>397</b>	<b>15%</b>
3 Bdrm	30% AMI	6	41	0	41	15%
	50% AMI	15	61	22	39	39%
	60% AMI	24	80	21	59	40%
	Market	15	210	20	190	8%
<b>3 Bdrm</b>	<b>TOTAL</b>	<b>60</b>	<b>310</b>	<b>63</b>	<b>247</b>	<b>24%</b>

Household Income Distribution 2000 to Projected Market Entry June 2008								
University Gardens								
PMA								
	2000		2005		Prj Mrkt Entry June 2008		Percent	
	#	%	#	%	#	%	Growth	
< \$10,000	4,545	25.71%	3,810	21.55%	3,517	20.06%	-8.3%	
\$10,000-\$14,999	1,877	10.62%	1,760	9.96%	1,662	9.48%	-5.9%	
\$15,000-\$19,999	1,740	9.84%	1,570	8.88%	1,439	8.20%	-9.1%	
\$20,000-\$24,999	1,526	8.63%	1,429	8.08%	1,374	7.84%	-4.0%	
\$25,000-\$29,999	1,240	7.02%	1,181	6.68%	1,148	6.55%	-2.9%	
\$30,000-\$34,999	1,064	6.02%	998	5.65%	950	5.42%	-5.1%	
\$35,000-\$39,999	1,074	6.08%	958	5.42%	931	5.31%	-3.0%	
\$40,000-\$44,999	865	4.89%	927	5.24%	895	5.10%	-3.6%	
\$45,000-\$49,999	623	3.52%	725	4.10%	712	4.06%	-1.8%	
\$50,000-\$59,999	1,052	5.95%	1,173	6.64%	1,219	6.95%	3.8%	
\$60,000-\$74,999	912	5.16%	1,118	6.32%	1,199	6.84%	6.8%	
\$75,000-\$99,999	709	4.01%	989	5.60%	1,087	6.20%	9.0%	
\$100,000+	552	3.12%	1,038	5.87%	1,405	8.01%	26.1%	
Total	17,779	100.00%	17,676	100.00%	17,536	100.00%	-1.4%	

Household Income Distribution Projected Market Entry June 2008			
University Gardens			
	PMA		Change 2000 to Prj Mrkt Entry June 2008
	Prj Mrkt Entry June 2008		
	#	%	#
< \$10,000	3,517	20.06%	-1,028
\$10,000-\$14,999	1,662	9.48%	-215
\$15,000-\$19,999	1,439	8.20%	-302
\$20,000-\$24,999	1,374	7.84%	-152
\$25,000-\$29,999	1,148	6.55%	-92
\$30,000-\$34,999	950	5.42%	-114
\$35,000-\$39,999	931	5.31%	-144
\$40,000-\$44,999	895	5.10%	30
\$45,000-\$49,999	712	4.06%	89
\$50,000-\$59,999	1,219	6.95%	167
\$60,000-\$74,999	1,199	6.84%	287
\$75,000-\$99,999	1,087	6.20%	378
\$100,000+	1,405	8.01%	853
Total	17,536	100.00%	-2,046

Tenure Prj Mrkt Entry June 2008	
Renter	53.59%
Owner	46.41%
Total	100.00%

Household Size for Prj Mrkt Entry June 2008		
Size	Number	Percentage
1	4,720	26.92%
2	4,755	27.12%
3	3,247	18.52%
4	2,407	13.73%
5	1,362	7.76%
6	609	3.47%
7+	437	2.49%
Total	17,536	100.01%

Household Size for 2000		
Size	Number	Percentage
1	4,785	26.92%
2	4,821	27.12%
3	3,292	18.52%
4	2,440	13.73%
5	1,380	7.76%
6	617	3.47%
7+	443	2.49%
Total	17,779	100.01%

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

Percent of AMI Level		30%		
Minimum Income Limit		\$11,177		
Maximum Income Limit		\$15,630 5 Person		
Income Category	New Households - Total Change in Households PMA 2000 to Prj Mrkt Entry June 2008	Households within		
		Income Brackets	Percent within Cohort	Bracket
< \$10,000	-1,028		0%	0
\$10,000-\$14,999	-215	3,822	76%	-164
\$15,000-\$19,999	-302	630	13%	-38
\$20,000-\$24,999	-152		0%	0
\$25,000-\$29,999	-92		0%	0
\$30,000-\$34,999	-114		0%	0
\$35,000-\$39,999	-144		0%	0
\$40,000-\$44,999	30		0%	0
\$45,000-\$49,999	89		0%	0
\$50,000-\$59,999	167		0%	0
\$60,000-\$74,999	287		0%	0
\$75,000-\$99,999	378		0%	0
\$100,000+	853		0%	0
	-243			-202
Percent of households within limits versus total number of households				83.28%

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

Percent of AMI Level		30%			
Minimum Income Limit		\$11,177			
Maximum Income Limit		\$15,630 5 Person			
Income Category	Total Households		Income Brackets	Percent within Cohort	Households within Bracket
	PMA Prj Mrkt	Entry June 2008			
< \$10,000	3,517	20.06%	0	0%	0
\$10,000-\$14,999	1,662	9.48%	3,822	76%	1,271
\$15,000-\$19,999	1,439	8.20%	630	13%	181
\$20,000-\$24,999	1,374	7.84%	0	0%	0
\$25,000-\$29,999	1,148	6.55%	0	0%	0
\$30,000-\$34,999	950	5.42%	0	0%	0
\$35,000-\$39,999	931	5.31%	0	0%	0
\$40,000-\$44,999	895	5.10%	0	0%	0
\$45,000-\$49,999	712	4.06%	0	0%	0
\$50,000-\$59,999	1,219	6.95%	0	0%	0
\$60,000-\$74,999	1,199	6.84%	0	0%	0
\$75,000-\$99,999	1,087	6.20%	0	0%	0
\$100,000+	1,405	8.01%	0	0%	0
					1,452
Percent of households within limits versus total number of households					8.28%

Does the Project Benefit from Rent Subsidy? (Y/N)	No
Type of Housing (Family vs Senior)	Family
Location of Subject (Rural versus Urban)	Urban
Percent of Income for Housing	35%
2000 Median Income	\$22,139
Prj Mrkt Entry June 2008 Median Income	\$28,423
Change from 2000 to Prj Mrkt Entry June 2008	\$6,284
Total Percent Change	28.4%
Average Annual Change	4.7%
Inflation Rate	4.7% Two year adjustment
Maximum Allowable Income	\$15,630
Maximum Allowable Income Inflation Adjusted	\$15,630
Maximum Number of Occupants	5 Person
Rent Income Categories	30%
Initial Gross Rent for Smallest Unit	\$326
Initial Gross Rent for Smallest Unit Inflation Adjusted	\$326.00

Persons in Household	0BR	1BR	2BR	3BR	4BR	Excluded
1	0%	90%	10%	X	X	0%
2	0%	20%	80%	X	X	0%
3	X	0%	60%	40%	X	0%
4	X	X	0%	80%	20%	0%
5	X	X	X	70%	30%	0%
6	X	X	X	0%	100%	0%
7+	X	X	X	X	100%	0%

STEP 1 Please refer to text for complete explanation.

Demand from New Households 2000 to Prj Mrkt Entry June 2008	
Income Target Population	30%
New Households PMA	-243
Percent Income Qualified	83.3%
Income Qualified Households	-202
Percent Renter	53.6%
New Renter Income Qualified Households	-108

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

Demand from Existing Households 2000	
Demand from Rent Overburdened Households	
Income Target Population	30%
Total Existing Demand	17,536
Income Qualified	8.3%
Percent Renter	53.6%
Income Qualified Renter Households	778
Percent Rent Overburdened Prj Mrkt Entry June 2008	35%
Rent Overburdened Households	273

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

Demand from Living in Substandard Housing	
Income Qualified Renter Households	778
Percent Living in Substandard Housing	1.0%
Households Living in Substandard Housing	8

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

Senior Households Converting from Homeownership	
Income Target Population	30%
Total Senior Homeowners	0
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	0

Total Demand		
Total Demand from Existing Households		281
Adjustment Factor	0	0
Adjusted Demand from Existing Households		281
Total New Demand		-108
Total Demand (New Plus Existing Households)		172

Demand from Seniors Who Convert from Homeownership		0
Percent of Total Demand From Homeownership Conversion		0.0%
Is this Demand Over 20 percent of Total Demand?		No

By Bedroom Demand		
One Person	26.92%	46
Two Persons	27.12%	47
Three Persons	18.52%	32
Four Persons	13.73%	24
Five Persons	7.76%	13
Six Persons	3.47%	6
Seven Plus Persons	2.49%	4
Total	100.00%	172

To place Person Demand into Bedroom Type Units		
Of one person households in one-bedroom units	90%	42
Of two person households in one-bedroom units	20%	9
Of one person households in two-bedroom units	10%	5
Of two person households in two-bedroom units	80%	37
Of three person households in two-bedroom units	60%	19
Of three person households in three-bedroom units	40%	13
Of four person households in three-bedroom units	80%	19
Of five person households in three-bedroom units	70%	9
Of four person households in four-bedroom units	20%	5
Of five person households in four-bedroom units	30%	4
Of six person households in four-bedroom units	100%	6
Of seven plus person households in four-bedroom units	100%	4
Total Demand		172
Check		OK

Total Demand by Bedroom		30%
One Bedroom		51
Two Bedroom		61
Three Bedroom		41
Four Bedroom		19
Total Demand		172

Additions To Supply 2000 to Prj Mrkt Entry June 2008		30%
One Bedroom		0
Two Bedroom		0
Three Bedroom		0
Four Bedroom		0
Total		0

Net Demand		30%
One Bedroom		51
Two Bedroom		61
Three Bedroom		41
Four Bedroom		19
Total		172

Net Demand		30%
One Bedroom		0
Two Bedroom		61
Three Bedroom		41
Four Bedroom		0
Total		102

Developer's Unit Mix		30%
One Bedroom		0
Two Bedroom		6
Three Bedroom		6
Four Bedroom		0
Total		12

Capture Rate Analysis		30%
One Bedroom		N/A
Two Bedroom		10%
Three Bedroom		15%
Four Bedroom		N/A
Total		12%

Household Income Distribution 2000 to Projected Market Entry June 2008							
University Gardens							
PMA							
	2000		2005		Prj Mrkt Entry June 2008		Percent Growth
	#	%	#	%	#	%	
< \$10,000	4,545	25.71%	3,810	21.55%	3,517	20.06%	-8.3%
\$10,000-\$14,999	1,877	10.62%	1,760	9.96%	1,662	9.48%	-5.9%
\$15,000-\$19,999	1,740	9.84%	1,570	8.88%	1,439	8.20%	-9.1%
\$20,000-\$24,999	1,526	8.63%	1,429	8.08%	1,374	7.84%	-4.0%
\$25,000-\$29,999	1,240	7.02%	1,181	6.68%	1,148	6.55%	-2.9%
\$30,000-\$34,999	1,064	6.02%	998	5.65%	950	5.42%	-5.1%
\$35,000-\$39,999	1,074	6.08%	958	5.42%	931	5.31%	-3.0%
\$40,000-\$44,999	865	4.89%	927	5.24%	895	5.10%	-3.6%
\$45,000-\$49,999	623	3.52%	725	4.10%	712	4.06%	-1.8%
\$50,000-\$59,999	1,052	5.95%	1,173	6.64%	1,219	6.95%	3.8%
\$60,000-\$74,999	912	5.16%	1,118	6.32%	1,199	6.84%	6.8%
\$75,000-\$99,999	709	4.01%	989	5.60%	1,087	6.20%	9.0%
\$100,000+	552	3.12%	1,038	5.87%	1,405	8.01%	26.1%
Total	17,779	100.00%	17,676	100.00%	17,536	100.00%	-1.4%

Household Income Distribution Projected Market Entry June 2008			
University Gardens			
	PMA		Change 2000 to Prj Mrkt Entry June 2008
	Prj Mrkt Entry June 2008		
	#	%	#
< \$10,000	3,517	20.06%	-1,028
\$10,000-\$14,999	1,662	9.48%	-215
\$15,000-\$19,999	1,439	8.20%	-302
\$20,000-\$24,999	1,374	7.84%	-152
\$25,000-\$29,999	1,148	6.55%	-92
\$30,000-\$34,999	950	5.42%	-114
\$35,000-\$39,999	931	5.31%	-144
\$40,000-\$44,999	895	5.10%	30
\$45,000-\$49,999	712	4.06%	89
\$50,000-\$59,999	1,219	6.95%	167
\$60,000-\$74,999	1,199	6.84%	287
\$75,000-\$99,999	1,087	6.20%	378
\$100,000+	1,405	8.01%	853
Total	17,536	100.00%	-2,046

Tenure Prj Mrkt Entry March 2006	
Renter	53.59%
Owner	46.41%
Total	100.00%

Household Size for Prj Mrkt Entry March 2006		
Size	Number	Percentage
1	4,720	26.92%
2	4,755	27.12%
3	3,247	18.52%
4	2,407	13.73%
5	1,362	7.76%
6	609	3.47%
7+	437	2.49%
Total	17,536	100.01%

Household Size for 2000		
Size	Number	Percentage
1	4,785	26.92%
2	4,821	27.12%
3	3,292	18.52%
4	2,440	13.73%
5	1,380	7.76%
6	617	3.47%
7+	443	2.49%
Total	17,779	100.01%

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

Percent of AMI Level			40%		
Minimum Income Limit			\$18,514		
Maximum Income Limit			\$26,050 5 Person		
Income Category	New Households - Total Change in Households PMA 2000 to Prj Mrkt Entry March 2006		Households within		
	Income Brackets	Percent within Cohort	Income Brackets		Bracket
< \$10,000	-1,028	423.05%		0%	0
\$10,000-\$14,999	-215	88.48%		0%	0
\$15,000-\$19,999	-302	124.07%	1,485	30%	-90
\$20,000-\$24,999	-152	62.55%	4,999	100%	-152
\$25,000-\$29,999	-92	37.86%	1,050	21%	-19
\$30,000-\$34,999	-114	46.91%		0%	0
\$35,000-\$39,999	-144	59.05%		0%	0
\$40,000-\$44,999	30	-12.35%		0%	0
\$45,000-\$49,999	89	-36.63%		0%	0
\$50,000-\$59,999	167	-68.72%		0%	0
\$60,000-\$74,999	287	-118.11%		0%	0
\$75,000-\$99,999	378	-155.35%		0%	0
\$100,000+	853	-350.82%		0%	0
	-243	100.00%			-261
Percent of households within limits versus total number of households					107.35%

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

Percent of AMI Level		40%		40%	
Minimum Income Limit		\$18,514			
Maximum Income Limit		\$26,050 5 Person			
Income Category	Total Households PMA Prj Mrkt Entry March 2006	Income Brackets	Percent within Cohort	Households within Bracket	
< \$10,000	3,517	20.06%	0	0%	0
\$10,000-\$14,999	1,662	9.48%	0	0%	0
\$15,000-\$19,999	1,439	8.20%	1,485	30%	427
\$20,000-\$24,999	1,374	7.84%	4,999	100%	1,374
\$25,000-\$29,999	1,148	6.55%	1,050	21%	241
\$30,000-\$34,999	950	5.42%	0	0%	0
\$35,000-\$39,999	931	5.31%	0	0%	0
\$40,000-\$44,999	895	5.10%	0	0%	0
\$45,000-\$49,999	712	4.06%	0	0%	0
\$50,000-\$59,999	1,219	6.95%	0	0%	0
\$60,000-\$74,999	1,199	6.84%	0	0%	0
\$75,000-\$99,999	1,087	6.20%	0	0%	0
\$100,000+	1,405	8.01%	0	0%	0
	17,536	100.00%			2,042
Percent of households within limits versus total number of households					11.65%

Does the Project Benefit from Rent Subsidy? (Y/N)

Type of Housing (Family vs Senior)

Location of Subject (Rural versus Urban)

Percent of Income for Housing

2000 Median Income

Prj Mrkt Entry March 2006 Median Income

Change from 2000 to Prj Mrkt Entry March 2006

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

No		
Family		
Urban		
35%		
\$22,139		
\$28,423		
\$6,284		
28.4%		
4.7%		
4.7%	Two year adjustment	1.0000
\$26,050		
\$26,050		
5 Person		
40%		
\$540		
\$540.00		

Persons in Household	OBR	1BR	2BR	3BR	4BR	Excluded	Total
1	0%	90%	10%	X	X	0%	100%
2	0%	20%	80%	X	X	0%	100%
3	X	0%	60%	40%	X	0%	100%
4	X	X	0%	80%	20%	0%	100%
5	X	X	X	70%	30%	0%	100%
6	X	X	X	0%	100%	0%	100%
7+	X	X	X	X	100%	0%	100%

STEP 1 Please refer to text for complete explanation.

Demand from New Households 2000 to Prj Mrkt Entry March 2006

Income Target Population	40%
New Households PMA	-243
Percent Income Qualified	107.4%
Income Qualified Households	-261
Percent Renter	53.6%
New Renter Income Qualified Households	-140

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

Demand from Existing Households 2000

Demand from Rent Overburdened Households

Income Target Population	50%
Total Existing Demand	17,536
Income Qualified	11.6%
Percent Renter	53.6%
Income Qualified Renter Households	1095
Percent Rent Overburdened Prj Mrkt Entry March 2006	35%
Rent Overburdened Households	384

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

Demand from Living in Substandard Housing

Income Qualified Renter Households	1095
Percent Living in Substandard Housing	1.0%
Households Living in Substandard Housing	11

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

Senior Households Converting from Homeownership

Income Target Population	50%
Total Senior Homeowners	0
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	0

Total Demand		
Total Demand from Existing Households		395
Adjustment Factor	0	0
Adjusted Demand form Existing Households		395
Total New Demand		-140
Total Demand (New Plus Existing Households)		255

Demand from Seniors Who Convert from Homeownership		0
Percent of Total Demand From Homeownership Conversion		0.0%
Is this Demand Over 20 percent of Total Demand?		No

By Bedroom Demand		
One Person	26.92%	69
Two Persons	27.12%	69
Three Persons	18.52%	47
Four Persons	13.73%	35
Five Persons	7.76%	20
Six Persons	3.47%	9
Seven Plus Persons	2.49%	6
Total	100.00%	255

To place Person Demand into Bedroom Type Units		
Of one person households in one-bedroom units	90%	62
Of two person households in one-bedroom units	20%	14
Of one person households in two-bedroom units	10%	7
Of two person households in two-bedroom units	80%	55
Of three person households in two-bedroom units	60%	28
Of three person households in three-bedroom units	40%	19
Of four person households in three-bedroom units	80%	28
Of five person households in three-bedroom units	70%	14
Of four person households in four-bedroom units	20%	7
Of five person households in four-bedroom units	30%	6
Of six person households in four-bedroom units	100%	9
Of seven plus person households in four-bedroom units	100%	6
Total Demand		255
Check		OK

Total Demand by Bedroom		50%
One Bedroom		76
Two Bedroom		91
Three Bedroom		61
Four Bedroom		28
Total Demand		255

Additions To Supply 2000 to Prj Mrkt Entry March 2006		50%
One Bedroom		0
Two Bedroom		62
Three Bedroom		46
Four Bedroom		0
Total		108

Net Demand		50%
One Bedroom		76
Two Bedroom		29
Three Bedroom		15
Four Bedroom		28
Total		147

Net Demand		50%
One Bedroom		0
Two Bedroom		29
Three Bedroom		15
Four Bedroom		0
Total		43

Developer's Unit Mix		50%
One Bedroom		0
Two Bedroom		15
Three Bedroom		15
Four Bedroom		0
Total		30

Capture Rate Analysis		50%
One Bedroom		N/A
Two Bedroom		53%
Three Bedroom		102%
Four Bedroom		N/A
Total		69%

Household Income Distribution 2000 to Projected Market Entry June 2008							
University Gardens							
PMA							
	2000		2005		Prj Mrkt Entry June 2008		Percent Growth
	#	%	#	%	#	%	
< \$10,000	4,545	25.71%	3,810	21.55%	3,517	20.06%	-8.3%
\$10,000-\$14,999	1,877	10.62%	1,760	9.96%	1,662	9.48%	-5.9%
\$15,000-\$19,999	1,740	9.84%	1,570	8.88%	1,439	8.20%	-9.1%
\$20,000-\$24,999	1,526	8.63%	1,429	8.08%	1,374	7.84%	-4.0%
\$25,000-\$29,999	1,240	7.02%	1,181	6.68%	1,148	6.55%	-2.9%
\$30,000-\$34,999	1,064	6.02%	998	5.65%	950	5.42%	-5.1%
\$35,000-\$39,999	1,074	6.08%	958	5.42%	931	5.31%	-3.0%
\$40,000-\$44,999	865	4.89%	927	5.24%	895	5.10%	-3.6%
\$45,000-\$49,999	623	3.52%	725	4.10%	712	4.06%	-1.8%
\$50,000-\$59,999	1,052	5.95%	1,173	6.64%	1,219	6.95%	3.8%
\$60,000-\$74,999	912	5.16%	1,118	6.32%	1,199	6.84%	6.8%
\$75,000-\$99,999	709	4.01%	989	5.60%	1,087	6.20%	9.0%
\$100,000+	552	3.12%	1,038	5.87%	1,405	8.01%	26.1%
Total	17,779	100.00%	17,676	100.00%	17,536	100.00%	-1.4%

Household Income Distribution Projected Market Entry June 2008			
University Gardens			
	PMA		Change 2000 to Prj Mrkt Entry June 2008
	Prj Mrkt Entry June 2008		
	#	%	#
< \$10,000	3,517	20.06%	-1,028
\$10,000-\$14,999	1,662	9.48%	-215
\$15,000-\$19,999	1,439	8.20%	-302
\$20,000-\$24,999	1,374	7.84%	-152
\$25,000-\$29,999	1,148	6.55%	-92
\$30,000-\$34,999	950	5.42%	-114
\$35,000-\$39,999	931	5.31%	-144
\$40,000-\$44,999	895	5.10%	30
\$45,000-\$49,999	712	4.06%	89
\$50,000-\$59,999	1,219	6.95%	167
\$60,000-\$74,999	1,199	6.84%	287
\$75,000-\$99,999	1,087	6.20%	378
\$100,000+	1,405	8.01%	853
Total	17,536	100.00%	-2,046

Tenure Prj Mrkt Entry March 2006	
Renter	53.59%
Owner	46.41%
Total	100.00%

Household Size for Prj Mrkt Entry March 2006		
Size	Number	Percentage
1	4,720	26.92%
2	4,755	27.12%
3	3,247	18.52%
4	2,407	13.73%
5	1,362	7.76%
6	609	3.47%
7+	437	2.49%
Total	17,536	100.01%

Household Size for 2000		
Size	Number	Percentage
1	4,785	26.92%
2	4,821	27.12%
3	3,292	18.52%
4	2,440	13.73%
5	1,380	7.76%
6	617	3.47%
7+	443	2.49%
Total	17,779	100.01%

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

Percent of AMI Level			50%		
Minimum Income Limit			\$21,394		
Maximum Income Limit			\$31,260 5 Person		
Income Category	New Households - Total Change in Households PMA 2000 to Prj Mrkt Entry March 2006		Households within		
	Income Brackets	Percent within Cohort	Income Brackets	Percent within Cohort	Bracket
< \$10,000	-1,028	423.05%		0%	0
\$10,000-\$14,999	-215	88.48%		0%	0
\$15,000-\$19,999	-302	124.07%		0%	0
\$20,000-\$24,999	-152	62.55%	3,605	72%	-110
\$25,000-\$29,999	-92	37.86%	4,999	100%	-92
\$30,000-\$34,999	-114	46.91%	\$1,260	25%	-29
\$35,000-\$39,999	-144	59.05%		0%	0
\$40,000-\$44,999	30	-12.35%		0%	0
\$45,000-\$49,999	89	-36.63%		0%	0
\$50,000-\$59,999	167	-68.72%		0%	0
\$60,000-\$74,999	287	-118.11%		0%	0
\$75,000-\$99,999	378	-155.35%		0%	0
\$100,000+	853	-350.82%		0%	0
	-243	100.00%			-230
Percent of households within limits versus total number of households					94.79%

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

Percent of AMI Level		50%			
Minimum Income Limit		\$21,394			
Maximum Income Limit		\$31,260 5 Person			
Income Category	Total Households		Income Brackets	Percent within Cohort	Households within Bracket
	PMA Prj Mrkt	Entry March 2006			
< \$10,000	3,517	20.06%	0	0%	0
\$10,000-\$14,999	1,662	9.48%	0	0%	0
\$15,000-\$19,999	1,439	8.20%	0	0%	0
\$20,000-\$24,999	1,374	7.84%	3,605	72%	991
\$25,000-\$29,999	1,148	6.55%	4,999	100%	1,148
\$30,000-\$34,999	950	5.42%	1,260	25%	239
\$35,000-\$39,999	931	5.31%	0	0%	0
\$40,000-\$44,999	895	5.10%	0	0%	0
\$45,000-\$49,999	712	4.06%	0	0%	0
\$50,000-\$59,999	1,219	6.95%	0	0%	0
\$60,000-\$74,999	1,199	6.84%	0	0%	0
\$75,000-\$99,999	1,087	6.20%	0	0%	0
\$100,000+	1,405	8.01%	0	0%	0
	17,536	100.00%			2,378
Percent of households within limits versus total number of households					13.56%

Does the Project Benefit from Rent Subsidy? (Y/N)	No
Type of Housing (Family vs Senior)	Family
Location of Subject (Rural versus Urban)	Urban
Percent of Income for Housing	35%
2000 Median Income	\$22,139
Prj Mrkt Entry March 2006 Median Income	\$28,423
Change from 2000 to Prj Mrkt Entry March 2006	\$6,284
Total Percent Change	28.4%
Average Annual Change	4.7%
Inflation Rate	4.7%
Maximum Allowable Income	\$31,260
Maximum Allowable Income Inflation Adjusted	\$31,260
Maximum Number of Occupants	5 Person
Rent Income Categories	50%
Initial Gross Rent for Smallest Unit	\$624
Initial Gross Rent for Smallest Unit Inflation Adjusted	\$624.00
	Two year adjustment
	1.0000

Persons in Household	OBR	1BR	2BR	3BR	4BR	Excluded	Total
1	0%	90%	10%	X	X	0%	100%
2	0%	20%	80%	X	X	0%	100%
3	X	0%	60%	40%	X	0%	100%
4	X	X	0%	80%	20%	0%	100%
5	X	X	X	70%	30%	0%	100%
6	X	X	X	0%	100%	0%	100%
7+	X	X	X	X	100%	0%	100%

STEP 1 Please refer to text for complete explanation.

Demand from New Households 2000 to Prj Mrkt Entry March 2006	
Income Target Population	50%
New Households PMA	-243
Percent Income Qualified	94.8%
Income Qualified Households	-230
Percent Renter	53.6%
New Renter Income Qualified Households	-123

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

Demand from Existing Households 2000	
Demand from Rent Overburdened Households	
Income Target Population	60%
Total Existing Demand	17,536
Income Qualified	13.6%
Percent Renter	53.6%
Income Qualified Renter Households	1275
Percent Rent Overburdened Prj Mrkt Entry March 2006	35%
Rent Overburdened Households	447

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

Demand from Living in Substandard Housing	
Income Qualified Renter Households	1275
Percent Living in Substandard Housing	1.0%
Households Living in Substandard Housing	13

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

Senior Households Converting from Homeownership	
Income Target Population	60%
Total Senior Homeowners	0
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	0

Total Demand		
Total Demand from Existing Households		460
Adjustment Factor	0	0
Adjusted Demand form Existing Households		460
Total New Demand		-123
Total Demand (New Plus Existing Households)		337

Demand from Seniors Who Convert from Homeownership		0
Percent of Total Demand From Homeownership Conversion		0.0%
Is this Demand Over 20 percent of Total Demand?		No

By Bedroom Demand		
One Person	26.92%	91
Two Persons	27.12%	91
Three Persons	18.52%	62
Four Persons	13.73%	46
Five Persons	7.76%	26
Six Persons	3.47%	12
Seven Plus Persons	2.49%	8
Total	100.00%	337

To place Person Demand into Bedroom Type Units		
Of one person households in one-bedroom units	90%	82
Of two person households in one-bedroom units	20%	18
Of one person households in two-bedroom units	10%	9
Of two person households in two-bedroom units	80%	73
Of three person households in two-bedroom units	60%	37
Of three person households in three-bedroom units	40%	25
Of four person households in three-bedroom units	80%	37
Of five person households in three-bedroom units	70%	18
Of four person households in four-bedroom units	20%	9
Of five person households in four-bedroom units	30%	8
Of six person households in four-bedroom units	100%	12
Of seven plus person households in four-bedroom units	100%	8
Total Demand		337
Check		OK

Total Demand by Bedroom		60%
One Bedroom		100
Two Bedroom		120
Three Bedroom		80
Four Bedroom		37
Total Demand		337

Additions To Supply 2000 to Prj Mrkt Entry March 2006		60%
One Bedroom		0
Two Bedroom		22
Three Bedroom		21
Four Bedroom		0
Total		43

Net Demand		60%
One Bedroom		100
Two Bedroom		98
Three Bedroom		59
Four Bedroom		37
Total		294

Net Demand		60%
One Bedroom		0
Two Bedroom		98
Three Bedroom		59
Four Bedroom		0
Total		157

Developer's Unit Mix		60%
One Bedroom		0
Two Bedroom		24
Three Bedroom		24
Four Bedroom		0
Total		48

Capture Rate Analysis		60%
One Bedroom		N/A
Two Bedroom		25%
Three Bedroom		40%
Four Bedroom		N/A
Total		31%

Household Income Distribution 2000 to Projected Market Entry June 2008							
University Gardens							
PMA							
	2000		2005		Prj Mrkt Entry June 2008		Percent
	#	%	#	%	#	%	Growth
< \$10,000	4,545	25.71%	3,810	21.55%	3,517	20.06%	-8.3%
\$10,000-\$14,999	1,877	10.62%	1,760	9.96%	1,662	9.48%	-5.9%
\$15,000-\$19,999	1,740	9.84%	1,570	8.88%	1,439	8.20%	-9.1%
\$20,000-\$24,999	1,526	8.63%	1,429	8.08%	1,374	7.84%	-4.0%
\$25,000-\$29,999	1,240	7.02%	1,181	6.68%	1,148	6.55%	-2.9%
\$30,000-\$34,999	1,064	6.02%	998	5.65%	950	5.42%	-5.1%
\$35,000-\$39,999	1,074	6.08%	958	5.42%	931	5.31%	-3.0%
\$40,000-\$44,999	865	4.89%	927	5.24%	895	5.10%	-3.6%
\$45,000-\$49,999	623	3.52%	725	4.10%	712	4.06%	-1.8%
\$50,000-\$59,999	1,052	5.95%	1,173	6.64%	1,219	6.95%	3.8%
\$60,000-\$74,999	912	5.16%	1,118	6.32%	1,199	6.84%	6.8%
\$75,000-\$99,999	709	4.01%	989	5.60%	1,087	6.20%	9.0%
\$100,000+	552	3.12%	1,038	5.87%	1,405	8.01%	26.1%
Total	17,779	100.00%	17,676	100.00%	17,536	100.00%	-1.4%

Household Income Distribution Projected Market Entry June 2008			
University Gardens			
	PMA		Change 2000 to Prj Mrkt Entry June 2008
	Prj Mrkt Entry June 2008		
	#	%	#
< \$10,000	3,517	20.06%	-1,028
\$10,000-\$14,999	1,662	9.48%	-215
\$15,000-\$19,999	1,439	8.20%	-302
\$20,000-\$24,999	1,374	7.84%	-152
\$25,000-\$29,999	1,148	6.55%	-92
\$30,000-\$34,999	950	5.42%	-114
\$35,000-\$39,999	931	5.31%	-144
\$40,000-\$44,999	895	5.10%	30
\$45,000-\$49,999	712	4.06%	89
\$50,000-\$59,999	1,219	6.95%	167
\$60,000-\$74,999	1,199	6.84%	287
\$75,000-\$99,999	1,087	6.20%	378
\$100,000+	1,405	8.01%	853
Total	17,536	100.00%	-2,046

Tenure Prj Mrkt Entry March 2006	
Renter	53.59%
Owner	46.41%
Total	100.00%

Household Size for Prj Mrkt Entry March 2006		
Size	Number	Percentage
1	4,720	26.92%
2	4,755	27.12%
3	3,247	18.52%
4	2,407	13.73%
5	1,362	7.76%
6	609	3.47%
7+	437	2.49%
Total	17,536	100.01%

Household Size for 2000		
Size	Number	Percentage
1	4,785	26.92%
2	4,821	27.12%
3	3,292	18.52%
4	2,440	13.73%
5	1,380	7.76%
6	617	3.47%
7+	443	2.49%
Total	17,779	100.01%

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

Percent of AMI Level			60%		
Minimum Income Limit			\$23,966		
Maximum Income Limit			\$52,100 5 Person		
Income Category	New Households - Total Change in Households PMA 2000 to Prj Mrkt Entry March 2006		Households within		
	Income Brackets	Percent within Cohort	Income Brackets	Percent within Cohort	Bracket
< \$10,000	-1,028	423.05%		0%	0
\$10,000-\$14,999	-215	88.48%		0%	0
\$15,000-\$19,999	-302	124.07%		0%	0
\$20,000-\$24,999	-152	62.55%	1,033	21%	-31
\$25,000-\$29,999	-92	37.86%	4,999	100%	-92
\$30,000-\$34,999	-114	46.91%	\$4,999	100%	-114
\$35,000-\$39,999	-144	59.05%	\$4,999	100%	-144
\$40,000-\$44,999	30	-12.35%	\$4,999	100%	30
\$45,000-\$49,999	89	-36.63%	\$4,999	100%	89
\$50,000-\$59,999	167	-68.72%	\$2,100	21%	35
\$60,000-\$74,999	287	-118.11%		0%	0
\$75,000-\$99,999	378	-155.35%		0%	0
\$100,000+	853	-350.82%		0%	0
	-243	100.00%			-227
Percent of households within limits versus total number of households					93.35%

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

Percent of AMI Level		60%			
Minimum Income Limit		\$23,966			
Maximum Income Limit		\$52,100 5 Person			
Income Category	Total Households PMA Prj Mrkt Entry March 2006		Income Brackets	Percent within Cohort	Households within Bracket
	< \$10,000	3,517			
\$10,000-\$14,999	1,662	9.48%	0	0%	0
\$15,000-\$19,999	1,439	8.20%	0	0%	0
\$20,000-\$24,999	1,374	7.84%	1,033	21%	284
\$25,000-\$29,999	1,148	6.55%	4,999	100%	1,148
\$30,000-\$34,999	950	5.42%	4,999	100%	950
\$35,000-\$39,999	931	5.31%	4,999	100%	931
\$40,000-\$44,999	895	5.10%	4,999	100%	895
\$45,000-\$49,999	712	4.06%	4,999	100%	712
\$50,000-\$59,999	1,219	6.95%	2,100	21%	256
\$60,000-\$74,999	1,199	6.84%	0	0%	0
\$75,000-\$99,999	1,087	6.20%	0	0%	0
\$100,000+	1,405	8.01%	0	0%	0
	17,536	100.00%			5,176
Percent of households within limits versus total number of households					29.51%

Does the Project Benefit from Rent Subsidy? (Y/N)

Type of Housing (Family vs Senior)

Location of Subject (Rural versus Urban)

Percent of Income for Housing

2000 Median Income

Prj Mrkt Entry March 2006 Median Income

Change from 2000 to Prj Mrkt Entry March 2006

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

No		
Family		
Urban		
35%		
\$22,139		
\$28,423		
\$6,284		
28.4%		
4.7%		
4.7%	Two year adjustment	1.0000
\$52,100		
\$52,100		
5 Person		
60%		
\$699		
\$699.00		

Persons in Household	OBR	1BR	2BR	3BR	4BR	Excluded	Total
1	0%	90%	10%	X	X	0%	100%
2	0%	20%	80%	X	X	0%	100%
3	X	0%	60%	40%	X	0%	100%
4	X	X	0%	80%	20%	0%	100%
5	X	X	X	70%	30%	0%	100%
6	X	X	X	0%	100%	0%	100%
7+	X	X	X	X	100%	0%	100%

STEP 1 Please refer to text for complete explanation.

Demand from New Households 2000 to Prj Mrkt Entry March 2006

Income Target Population	60%
New Households PMA	-243
Percent Income Qualified	93.4%
Income Qualified Households	-227
Percent Renter	53.6%
New Renter Income Qualified Households	-122

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

Demand from Existing Households 2000

Demand from Rent Overburdened Households

Income Target Population	Market
Total Existing Demand	17,536
Income Qualified	29.5%
Percent Renter	53.6%
Income Qualified Renter Households	2774
Percent Rent Overburdened Prj Mrkt Entry March 2006	35%
Rent Overburdened Households	973

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

Demand from Living in Substandard Housing

Income Qualified Renter Households	2774
Percent Living in Substandard Housing	1.0%
Households Living in Substandard Housing	28

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

Senior Households Converting from Homeownership

Income Target Population	Market
Total Senior Homeowners	0
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	0

<b>Total Demand</b>		
Total Demand from Existing Households		1001
Adjustment Factor	0	0
<b>Adjusted Demand form Existing Households</b>		<b>1001</b>
<b>Total New Demand</b>		<b>-122</b>
<b>Total Demand (New Plus Existing Households)</b>		<b>880</b>

Demand from Seniors Who Convert from Homeownership		0
Percent of Total Demand From Homeownership Conversion		0.0%
Is this Demand Over 20 percent of Total Demand?		No

<b>By Bedroom Demand</b>		
One Person	26.92%	237
Two Persons	27.12%	239
Three Persons	18.52%	163
Four Persons	13.73%	121
Five Persons	7.76%	68
Six Persons	3.47%	31
Seven Plus Persons	2.49%	22
<b>Total</b>	<b>100.00%</b>	<b>880</b>

<b>To place Person Demand into Bedroom Type Units</b>		
Of one person households in one-bedroom units	90%	213
Of two person households in one-bedroom units	20%	48
Of one person households in two-bedroom units	10%	24
Of two person households in two-bedroom units	80%	191
Of three person households in two-bedroom units	60%	98
Of three person households in three-bedroom units	40%	65
Of four person households in three-bedroom units	80%	97
Of five person households in three-bedroom units	70%	48
Of four person households in four-bedroom units	20%	24
Of five person households in four-bedroom units	30%	20
Of six person households in four-bedroom units	100%	31
Of seven plus person households in four-bedroom units	100%	22
<b>Total Demand</b>		<b>880</b>
Check		OK

<b>Total Demand by Bedroom</b>		<b>Market</b>
One Bedroom		261
Two Bedroom		312
Three Bedroom		210
Four Bedroom		97
<b>Total Demand</b>		<b>880</b>

<b>Additions To Supply 2000 to Prj Mrkt Entry March 2006</b>		<b>Market</b>
One Bedroom		0
Two Bedroom		20
Three Bedroom		20
Four Bedroom		0
<b>Total</b>		<b>40</b>

<b>Net Demand</b>		<b>Market</b>
One Bedroom		261
Two Bedroom		292
Three Bedroom		190
Four Bedroom		97
<b>Total</b>		<b>840</b>

<b>Net Demand</b>		<b>Market</b>
One Bedroom		0
Two Bedroom		292
Three Bedroom		190
Four Bedroom		0
<b>Total</b>		<b>482</b>

<b>Developer's Unit Mix</b>		<b>Market</b>
One Bedroom		0
Two Bedroom		15
Three Bedroom		15
Four Bedroom		0
<b>Total</b>		<b>30</b>

<b>Capture Rate Analysis</b>		<b>Market</b>
One Bedroom		N/A
Two Bedroom		5%
Three Bedroom		8%
Four Bedroom		N/A
<b>Total</b>		<b>6%</b>

Household Income Distribution 2000 to Projected Market Entry June 2008							
University Gardens							
PMA							
	2000		2005		Prj Mrkt Entry June 2008		Percent Growth
	#	%	#	%	#	%	
< \$10,000	4,545	25.71%	3,810	21.55%	3,517	20.06%	-8.3%
\$10,000-\$14,999	1,877	10.62%	1,760	9.96%	1,662	9.48%	-5.9%
\$15,000-\$19,999	1,740	9.84%	1,570	8.88%	1,439	8.20%	-9.1%
\$20,000-\$24,999	1,526	8.63%	1,429	8.08%	1,374	7.84%	-4.0%
\$25,000-\$29,999	1,240	7.02%	1,181	6.68%	1,148	6.55%	-2.9%
\$30,000-\$34,999	1,064	6.02%	998	5.65%	950	5.42%	-5.1%
\$35,000-\$39,999	1,074	6.08%	958	5.42%	931	5.31%	-3.0%
\$40,000-\$44,999	865	4.89%	927	5.24%	895	5.10%	-3.6%
\$45,000-\$49,999	623	3.52%	725	4.10%	712	4.06%	-1.8%
\$50,000-\$59,999	1,052	5.95%	1,173	6.64%	1,219	6.95%	3.8%
\$60,000-\$74,999	912	5.16%	1,118	6.32%	1,199	6.84%	6.8%
\$75,000-\$99,999	709	4.01%	989	5.60%	1,087	6.20%	9.0%
\$100,000+	552	3.12%	1,038	5.87%	1,405	8.01%	26.1%
Total	17,779	100.00%	17,676	100.00%	17,536	100.00%	-1.4%

Household Income Distribution Projected Market Entry June 2008			
University Gardens			
	PMA		Change 2000 to Prj Mrkt Entry June 2008
	Prj Mrkt Entry June 2008		
	#	%	#
< \$10,000	3,517	20.06%	-1,028
\$10,000-\$14,999	1,662	9.48%	-215
\$15,000-\$19,999	1,439	8.20%	-302
\$20,000-\$24,999	1,374	7.84%	-152
\$25,000-\$29,999	1,148	6.55%	-92
\$30,000-\$34,999	950	5.42%	-114
\$35,000-\$39,999	931	5.31%	-144
\$40,000-\$44,999	895	5.10%	30
\$45,000-\$49,999	712	4.06%	89
\$50,000-\$59,999	1,219	6.95%	167
\$60,000-\$74,999	1,199	6.84%	287
\$75,000-\$99,999	1,087	6.20%	378
\$100,000+	1,405	8.01%	853
Total	17,536	100.00%	-2,046

Tenure Prj Mrkt Entry March 2006	
Renter	53.59%
Owner	46.41%
Total	100.00%

Household Size for Prj Mrkt Entry March 2006		
Size	Number	Percentage
1	4,720	26.92%
2	4,755	27.12%
3	3,247	18.52%
4	2,407	13.73%
5	1,362	7.76%
6	609	3.47%
7+	437	2.49%
Total	17,536	100.01%

Household Size for 2000		
Size	Number	Percentage
1	4,785	26.92%
2	4,821	27.12%
3	3,292	18.52%
4	2,440	13.73%
5	1,380	7.76%
6	617	3.47%
7+	443	2.49%
Total	17,779	100.01%

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

Percent of AMI Level			Overall		
Minimum Income Limit			\$11,177		
Maximum Income Limit			\$52,100 5 Person		
Income Category	New Households - Total Change in Households PMA 2000 to Prj Mrkt Entry March 2006		Households within		
	Income Brackets	Percent within Cohort	Income Brackets	Percent within Cohort	Bracket
< \$10,000	-1,028	423.05%		0%	0
\$10,000-\$14,999	-215	88.48%	3,822	76%	-164
\$15,000-\$19,999	-302	124.07%	4,999	100%	-302
\$20,000-\$24,999	-152	62.55%	4,999	100%	-152
\$25,000-\$29,999	-92	37.86%	4,999	100%	-92
\$30,000-\$34,999	-114	46.91%	\$4,999	100%	-114
\$35,000-\$39,999	-144	59.05%	\$4,999	100%	-144
\$40,000-\$44,999	30	-12.35%	\$4,999	100%	30
\$45,000-\$49,999	89	-36.63%	\$4,999	100%	89
\$50,000-\$59,999	167	-68.72%	\$2,100	21%	35
\$60,000-\$74,999	287	-118.11%		0%	0
\$75,000-\$99,999	378	-155.35%		0%	0
\$100,000+	853	-350.82%		0%	0
	-243	100.00%			-813
Percent of households within limits versus total number of households					334.69%

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

Percent of AMI Level		Overall			
Minimum Income Limit		\$11,177			
Maximum Income Limit		\$52,100 5 Person			
Income Category	Total Households		Income Brackets	Percent within Cohort	Households within Bracket
	PMA Prj Mrkt	Entry March 2006			
< \$10,000	3,517	20.06%	0	0%	0
\$10,000-\$14,999	1,662	9.48%	3,822	76%	1,271
\$15,000-\$19,999	1,439	8.20%	4,999	100%	1,439
\$20,000-\$24,999	1,374	7.84%	4,999	100%	1,374
\$25,000-\$29,999	1,148	6.55%	4,999	100%	1,148
\$30,000-\$34,999	950	5.42%	4,999	100%	950
\$35,000-\$39,999	931	5.31%	4,999	100%	931
\$40,000-\$44,999	895	5.10%	4,999	100%	895
\$45,000-\$49,999	712	4.06%	4,999	100%	712
\$50,000-\$59,999	1,219	6.95%	2,100	21%	256
\$60,000-\$74,999	1,199	6.84%	0	0%	0
\$75,000-\$99,999	1,087	6.20%	0	0%	0
\$100,000+	1,405	8.01%	0	0%	0
	17,536	100.00%			8,975
Percent of households within limits versus total number of households					51.18%

Does the Project Benefit from Rent Subsidy? (Y/N)

Type of Housing (Family vs Senior)

Location of Subject (Rural versus Urban)

Percent of Income for Housing

2000 Median Income

Prj Mrkt Entry March 2006 Median Income

Change from 2000 to Prj Mrkt Entry March 2006

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

No			
Family			
Urban			
35%			
\$22,139			
\$28,423			
\$6,284			
28.4%			
4.7%			
4.7%	Two year adjustment		1.0000
\$52,100			
\$52,100			
5 Person			
Overall			
\$326			
\$326.00			

Persons in Household	OBR	1BR	2BR	3BR	4BR	Excluded	Total
1	0%	90%	10%	X	X	0%	100%
2	0%	20%	80%	X	X	0%	100%
3	X	0%	60%	40%	X	0%	100%
4	X	X	0%	80%	20%	0%	100%
5	X	X	X	70%	30%	0%	100%
6	X	X	X	0%	100%	0%	100%
7+	X	X	X	X	100%	0%	100%

STEP 1 Please refer to text for complete explanation.

Demand from New Households 2000 to Prj Mrkt Entry March 2006

Income Target Population	Overall
New Households PMA	-243
Percent Income Qualified	334.7%
Income Qualified Households	-813
Percent Renter	53.6%
New Renter Income Qualified Households	-436

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

Demand from Existing Households 2000

Demand from Rent Overburdened Households

Income Target Population	Overall
Total Existing Demand	17,536
Income Qualified	51.2%
Percent Renter	53.6%
Income Qualified Renter Households	4810
Percent Rent Overburdened Prj Mrkt Entry March 2006	35%
Rent Overburdened Households	1688

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

Demand from Living in Substandard Housing

Income Qualified Renter Households	4810
Percent Living in Substandard Housing	1.0%
Households Living in Substandard Housing	48

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

Senior Households Converting from Homeownership

Income Target Population	Overall
Total Senior Homeowners	0
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	0

<b>Total Demand</b>		
Total Demand from Existing Households		1736
Adjustment Factor	0	0
<b>Adjusted Demand form Existing Households</b>		<b>1736</b>
<b>Total New Demand</b>		<b>-436</b>
<b>Total Demand (New Plus Existing Households)</b>		<b>1300</b>

Demand from Seniors Who Convert from Homeownership		0
Percent of Total Demand From Homeownership Conversion		0.0%
Is this Demand Over 20 percent of Total Demand?		No

<b>By Bedroom Demand</b>		
One Person	26.92%	350
Two Persons	27.12%	353
Three Persons	18.52%	241
Four Persons	13.73%	178
Five Persons	7.76%	101
Six Persons	3.47%	45
Seven Plus Persons	2.49%	32
<b>Total</b>	<b>100.00%</b>	<b>1300</b>

<b>To place Person Demand into Bedroom Type Units</b>		
Of one person households in one-bedroom units	90%	315
Of two person households in one-bedroom units	20%	71
Of one person households in two-bedroom units	10%	35
Of two person households in two-bedroom units	80%	282
Of three person households in two-bedroom units	60%	144
Of three person households in three-bedroom units	40%	96
Of four person households in three-bedroom units	80%	143
Of five person households in three-bedroom units	70%	71
Of four person households in four-bedroom units	20%	36
Of five person households in four-bedroom units	30%	30
Of six person households in four-bedroom units	100%	45
Of seven plus person households in four-bedroom units	100%	32
<b>Total Demand</b>		<b>1,300</b>
Check		OK

<b>Total Demand by Bedroom</b>		<b>Overall</b>
One Bedroom		385
Two Bedroom		461
Three Bedroom		310
Four Bedroom		143
<b>Total Demand</b>		<b>1,300</b>

<b>Additions To Supply 2000 to Prj Mrkt Entry March 2006</b>		<b>Overall</b>
One Bedroom		0
Two Bedroom		104
Three Bedroom		87
Four Bedroom		0
<b>Total</b>		<b>191</b>

<b>Net Demand</b>		<b>Overall</b>
One Bedroom		385
Two Bedroom		357
Three Bedroom		223
Four Bedroom		143
<b>Total</b>		<b>1,109</b>

<b>Net Demand</b>		<b>Overall</b>
One Bedroom		0
Two Bedroom		357
Three Bedroom		223
Four Bedroom		0
<b>Total</b>		<b>580</b>

<b>Developer's Unit Mix</b>		<b>Overall</b>
One Bedroom		0
Two Bedroom		60
Three Bedroom		60
Four Bedroom		0
<b>Total</b>		<b>120</b>

<b>Capture Rate Analysis</b>		<b>Overall</b>
One Bedroom		N/A
Two Bedroom		17%
Three Bedroom		27%
Four Bedroom		N/A
<b>Total</b>		<b>21%</b>

**Conclusions**

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

- The number of households in the PMA is expected to decrease 0.32 percent between 2005 and 2008.
- The Subject’s target income group is \$11,177 to \$52,100 for the project as a whole including the LIHTC units and market rate units. This spreads across nine income cohorts. The following table illustrates the number of households that will contract or increase within these cohorts.

Household Income Distribution		
University Gardens		
PMA		
	Total Change	Percent
	2005-2008	Growth
< \$10,000	-293	-8.3%
\$10,000-\$14,999	-98	-5.9%
\$15,000-\$19,999	-132	-9.1%
\$20,000-\$24,999	-55	-4.0%
\$25,000-\$29,999	-33	-2.9%
\$30,000-\$34,999	-48	-5.1%
\$35,000-\$39,999	-28	-3.0%
\$40,000-\$44,999	-32	-3.6%
\$45,000-\$49,999	-13	-1.8%
\$50,000-\$59,999	46	3.8%
\$60,000-\$74,999	81	6.8%
\$75,000-\$99,999	98	9.0%
\$100,000+	367	26.1%
Total	-140.00	-1.4%

As the table above illustrates, the market area is expected to have larger decreases within the lower income brackets.

Due to declining households and significant new affordable housing construction in East Albany since 1999, the capture rates reveal low demand for the Subject as proposed. In order to meet the limitation of the market, the Subject will need to significantly decrease its two and three-bedroom units at 50 and 60 percent of AMI. In order to achieve a capture rate of less than 30 percent, the Subject can include no more than eight two-bedroom and four three-bedroom units at 50 percent of AMI and no more than 29 two-bedroom (an increase of five units over the proposal) and 17 three-bedroom units at 60 percent of AMI. We do believe the market can support additional housing at the 30 percent of AMI level as well as among the market-rate units. Additionally, we believe there is strong demand in the market for one-bedroom units that is not being met by existing affordable housing communities. We recommend the Subject revise its unit mix to include one-bedroom units as well as more market-rate units and additional LIHTC units at 30 percent of AMI.

Additionally, if the Subject lowers its rents, as proposed in the rent analysis section, we believe there will be adequate demand for the Subject’s current unit mix. The table on the following page shows the *capture rates for the Subject assuming the decreased rental rates*.

Unit Size	Income limits	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate
2 Bdrm	30% AMI	6	61	0	61	10%
	50% AMI	15	114	62	52	29%
	60% AMI	24	185	46	139	15%
	Market	15	312	20	292	5%
<b>2 Bdrm</b>	<b>TOTAL</b>	<b>60</b>	<b>461</b>	<b>128</b>	<b>333</b>	<b>17%</b>
3 Bdrm	30% AMI	6	41	0	41	15%
	50% AMI	15	76	46	30	49%
	60% AMI	24	124	21	103	23%
	Market	15	210	20	190	8%
<b>3 Bdrm</b>	<b>TOTAL</b>	<b>60</b>	<b>310</b>	<b>87</b>	<b>223</b>	<b>27%</b>

Although the capture rate for the three-bedroom units at 50 percent of AMI is still well above 30 percent, we believe the capture rates for the remaining units that the Subject could maintain a stabilized occupancy with the proposed unit mix and the lower rents suggested in the rent analysis section of this report. By lowering the rents, the Subject will increase the band of income-eligible tenants, thereby allowing a broader portion of the local population to afford LIHTC housing. This will allow the Subject to capture the necessary portion of the market without adversely affecting existing LIHTC communities.

## **G. SUPPLY ANALYSIS**

of future growth in the Section 8 voucher program. He believes a new LIHTC community may simply “poach” voucher holders from existing communities.

The Housing Authority is a partner in the Ashley Riverside community, which has a mix of market-rate, LIHTC, and Public Housing units. The Public Housing and market-rate units are easily leased and can generally maintain a waiting list. However, the LIHTC units, which are set-aside at 60 percent of AMI, have had difficulty leasing from the property’s opening. One contributing factor is that the property has not accepted any Section 8 voucher holders, primarily due to high screening standards.

He does stress that the area needs more affordable housing options, but he is cautious about achievable rents. The current Section 8 payment standards are shown in the following table.

Bedroom Type	Payment Standard
Two-bedroom	\$535
Three-bedroom	\$718

The Subject’s units at 30 percent of AMI are below the Payment Standard. All other rents are above the Payment Standard. This will limit its ability to attract Section 8 voucher holders. As a result, it may need to lower its rents to accommodate this portion of the local tenant base.

The Albany Regional Office of DCA controls more than 1,000 Section 8 vouchers for the Albany area. Unfortunately, we were not able to reach them for a comment about their Section 8 program.

**City of Albany Department of Community and Economic Development**

**Linda Sootsman**

**229.430.5291**

We spoke with Ms. Linda Sootsman with the city’s Community and Economic Development Departments. The department oversees the city’s Community Development Block Grant program, including the construction and management of six apartment communities and 103 scattered site rental units that are currently in operation. Broadway Court and Hampton East are both located in East Albany and have been constructed since 2000. Broadway Court is a HOME-funded property with rental assistance for its units. Hampton East, a CDBG property, does not. Therefore, we deducted its 64 units from our demand analysis.

<u>Properties</u>	<u>Units</u>
Broadway Court	24
Campbell Apts.	12
Carroll Apts.	12
Odom Apts.	14
Hampton East	64
Windsor Arms	60
Scatter sites	<u>103</u>
TOTAL	289

The Department completed a rental survey of the local market area, including Dougherty County and southern Lee County, in March of 2006. The surveyed identified 7,387 rental units, including 2,462 public housing and city-owned units. The survey concluded to a vacancy rate of

**Characteristics of Existing Projects, Projects Under Construction and Projects in Planning**

Each year the Georgia Housing Finance Authority, in conjunction with the Georgia Department of Community Affairs, accepts bids for LIHTC tax credit projects. Between 2001 and 2005, only two properties in Dougherty County were allocated tax credits. Westover Place Apartments, which is currently under construction, received an allocation to build 96 units in 2003. The property is located outside the Primary Market Area, adjacent to Woodpine Way, which was built by the same developer following a 1999 allocation. Woodpine Way opened in 2001 with 96 units.

Ashley Riverside, originally known as South Albany Village, also received an allocation of tax credits in 2002. It opened in 2004. The property contains a mix of LIHTC, Market-rate and Public Housing units. It is located within the Primary Market Area and is considered the Subject's most significant competition. The property is 90 percent occupied with 11 of its 16 vacancies among its LIHTC units.

In addition to Ashley Riverside, the two newest properties within the Primary Market Area are Rivercrest Apartments (1997) and Sunchase Apartments (1998). Both are in good condition.

Albany Heights is a senior LIHTC property located within the market area. It is not included in our survey.

We are also aware of two affordable housing communities owned and operated by the City of Albany Department of Community and Economic Development. Broadway Court is a 24-unit development financed with HOME funds. We did not deduct the two and three-bedroom units at this property from the demand analysis because the property has rental assistance. Tenants pay 30 percent of their income towards rent with payments ranging from \$58.70 to \$450.

Hampton East is a 64-unit development. It has two-bedroom units renting for \$375 and three-bedroom units renting for \$425. We deducted these units from the demand at 50 percent of AMI.

**Albany Housing Authority**

**Dan McCarthy**

**229.434.4500**

We spoke with Dan McCarthy, the Executive Director of the Albany Housing Authority. He reported that the Authority's 1,085 public housing units are 95 percent occupied. The vacancy is due to typical turnover. There are more than 400 families on the waiting list. The Authority manages 61 Section 8 vouchers. Of those, 60 are leased. A lease is in process for the final voucher. There are more than 70 people on the waiting list. It is currently closed. He believes that demand in the area is primarily for extremely low-income housing. Demand is greatest for one and two-bedroom units, although there is demand for three and four-bedroom units as well.

Mr. McCarthy believes there is limited demand in the area for additional moderate-income tax credit housing, particularly for properties with rents at or near the maximum allowable level. LIHTC properties in the market are relying heavily on Section 8 vouchers to lease their units at the higher rent levels. He cautions about the long-term viability of this as there is no indication

seven percent among conventional units as of March 2006. Among public housing and city-owned units, the vacancy rate was three percent. The report also concluded that small family households account for the largest portion of demand for lower-cost rental housing. There is a need to rehabilitate low income rental housing and then keep the rental units at affordable rates for low-income families.

The Department is also making plans to purchase former military housing to be renovated and sold to low-income households. The Department previously converted some military housing to accommodate demand from Hurricane Katrina victims.

**Planning Discussion**

**Mary Teter**  
**229.438.3932**

According to Mary Teter with the Albany Planning Department, there are no new residential developments planned on the east side of Albany at this time.

**Building Permit Activity**

The following table depicts building activity from 1997 through May 2006 in the city of Albany.

**BUILDING PERMITS: Albany, GA - 1997 to May 2006**

<b>Year</b>	<b>Single-family and Duplex</b>	<b>Three and Four-Family</b>	<b>Five or More Family</b>	<b>Total Units</b>
1997	424	0	16	440
1998	231	0	0	231
1999	244	0	0	244
2000	133	0	97	230
2001	120	8	0	128
2002	214	0	0	214
2003	165	0	262	427
2004	170	32	22	224
2005	131	31	8	170
2006*	0	0	0	0
<b>Total**</b>	<b>1,832</b>	<b>71</b>	<b>405</b>	<b>2,308</b>
<b>Average**</b>	<b>204</b>	<b>8</b>	<b>45</b>	<b>256</b>

\*Only includes through May 2006    \*\* Does not include 2006 permits

As illustrated, the majority of permits issued have been for single-family development, accounting for approximately 79 percent of total permits issued. Multifamily development (five or more units) accounts for approximately 17.5 percent of permits issued. The largest number of permits issued for multifamily construction was in 2003. These permits were likely for the development of Westover Place, a new LIHTC property that was completed in 2005. As the table shows, there have been many years with no multifamily development.

**DESCRIPTION OF PROPERTY TYPES SURVEYED/DETERMINATION OF NUMBER OF TAX CREDIT UNITS**

**Survey of Comparable Projects**

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. We visited and surveyed numerous properties that were excluded from the market survey because they were not considered useful in the analysis of the Subject property. Our competitive survey includes 15 “true” comparable properties containing 1,638 units. Although the properties are generally comparable, not all of them are competitive. Woodpine Way, Westover Place, and Princeton Place are all located outside of the PMA. Woodpine Way and Westover Place are two of the newest LIHTC properties in the area and were included to reflect market potential. Princeton Place is a market-rate property located near Woodpine Way and Westover Place. It is a newer property in good condition and was included to give a better representation of the Subject’s achievable market rents because most of the market-rate properties within the PMA are in poor to fair condition.

A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided in the addenda. A map illustrating the location of the Subject in relation to comparable properties is also provided in the addenda. The properties are further profiled in the following write-ups. The property descriptions include information on vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available. The availability of LIHTC and market data is considered adequate.

## Summary Matrix

Comp #	Project	Distance	Type / Built	Market / Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Units Vacant	Vacancy Rate
	University Garden Apartments	n/a	Garden	@30%, @50%, @60%, Market	2BR / 2BA	6	5.00%	@30%	\$237	950	N/A	N/A
	902 E. Oglethorpe Blvd.		(3 stories)		2BR / 2BA	15	12.50%	@50%	\$451	950	N/A	N/A
	Albany, GA		2008		2BR / 2BA	24	20.00%	@60%	\$535	950	N/A	N/A
	Dougherty County				2BR / 2BA	15	12.50%	Market	\$610	950	N/A	N/A
					3BR / 2BA	6	5.00%	@30%	\$266	1,100	N/A	N/A
					3BR / 2BA	15	12.50%	@50%	\$515	1,100	N/A	N/A
					3BR / 2BA	24	20.00%	@60%	\$620	1,100	N/A	N/A
					3BR / 2BA	15	12.50%	Market	\$695	1,100	N/A	N/A
						120	100%				N/A	N/A
1	Ashley Riverside Apartments	3.1 miles	Various	@50% (Public Housing), @60%, Market	1BR / 1BA (Garden)	N/A	N/A	@50%	\$464	619	N/A	N/A
	320 S Jackson St.		(3 stories)		1BR / 1BA (Garden)	N/A	N/A	@60%	\$482	619	N/A	N/A
	Albany, GA 31707		2004		1BR / 1BA (Garden)	N/A	N/A	Market	\$510	619	0	N/A
	Dougherty County				2BR / 1BA (Garden)	N/A	N/A	@50%	\$527	900	N/A	N/A
					2BR / 1BA (Garden)	N/A	N/A	@60%	\$570	900	N/A	N/A
					2BR / 1BA (Garden)	N/A	N/A	Market	\$579	900	0	N/A
					2BR / 1.5BA (Townhouse)	N/A	N/A	@50%	\$527	1,038	N/A	N/A
					2BR / 1.5BA (Townhouse)	N/A	N/A	@60%	\$581	1,038	N/A	N/A
					2BR / 1.5BA (Townhouse)	N/A	N/A	Market	\$590	1,038	0	N/A
					2BR / 2BA (Garden)	N/A	N/A	@50%	\$527	952	N/A	N/A
					2BR / 2BA (Garden)	N/A	N/A	@60%	\$577	952	N/A	N/A
					2BR / 2BA (Garden)	N/A	N/A	Market	\$615	952	0	N/A
					3BR / 2BA (Garden)	N/A	N/A	@50%	\$705	1,137	N/A	N/A
					3BR / 2BA (Garden)	N/A	N/A	@60%	\$666	1,137	N/A	N/A
					3BR / 2BA (Garden)	N/A	N/A	Market	\$675	1,137	0	N/A
					3BR / 2.5BA (Townhouse)	N/A	N/A	@50%	\$705	1,198	N/A	N/A
					3BR / 2.5BA (Townhouse)	N/A	N/A	@60%	\$669	1,198	N/A	N/A
					3BR / 2.5BA (Townhouse)	N/A	N/A	Market	\$715	1,198	0	N/A
						132	100%				14	10.60%
2	Rivercrest Apartments	4.0 miles	Various	@60%	3BR / 2BA (Garden)	12	10.00%	@60%	\$616	1,108	0	0.00%
	525 Don Cutler Sr. Dr.		(2 stories)		3BR / 2BA (Townhouse)	108	90.00%	@60%	\$611	1,202	6	5.60%
	Albany, GA 31705		1997									
	Dougherty County											
						120	100%				6	5.00%
3	Sunchase Apartments	3.9 miles	Garden	@50%, @60%	2BR / 2BA	50	50.00%	@50%	\$438	949	0	0.00%
	1308 Hobson St.		(2 stories)		3BR / 2BA	25	25.00%	@50%	\$515	1,156	0	0.00%
	Albany, GA 31705		1998		3BR / 2BA	25	25.00%	@60%	\$545	1,156	0	0.00%
	Dougherty County											
						100	100%				0	0.00%
4	Swift Court Apartments	3.8 miles	Various	@60%	2BR / 1BA (One-story)	13	40.60%	@60%	\$315	N/A	7	53.80%
	1435 Swift Street		n/a		2BR / 1.5BA (Townhouse)	16	50.00%	@60%	\$415	N/A	2	12.50%
	Albany, GA 31705				3BR / 1BA (One-story)	2	6.20%	@60%	\$367	N/A	0	0.00%
	Dougherty County				4BR / 1BA (One-story)	1	3.10%	@60%	\$471	N/A	1	100.00%
						32	100%				10	31.20%
5	Towering Pines	4.6 miles	One-story	@60%	3BR / 1.5BA	30	100.00%	@60%	\$550	1,000	0	0.00%
	1200 Towering Pines Lane		1994									
	Albany, GA 31705											
	Dougherty County											
						30	100%				0	0.00%
6	Westover Place Apartments	8.3 miles	Garden	@50%, @60%	1BR / 1BA	5	5.20%	@50%	\$385	769	0	0.00%
	419 S. Westover Blvd.		(2 stories)		1BR / 1BA	19	19.80%	@60%	\$476	769	0	0.00%
	Albany, GA 31707		2005		2BR / 2BA	10	10.40%	@50%	\$455	1,041	0	0.00%
	Dougherty County				2BR / 2BA	38	39.60%	@60%	\$564	1,041	1	2.60%
					3BR / 2BA	5	5.20%	@50%	\$520	1,264	0	0.00%
					3BR / 2BA	19	19.80%	@60%	\$646	1,264	0	0.00%
						96	100%				1	1.00%
7	Woodland Heights	1.3 miles	Garden	@80% (CDBG)	1BR / 1BA	16	26.70%	@80%	\$318	850	0	0.00%
	1535 E. Broad Ave.		(2 stories)		2BR / 1.5BA	22	36.70%	@80%	\$410	1,150	0	0.00%
	Albany, GA 31705		1999/2000		3BR / 2.5BA	22	36.70%	@80%	\$501	1,280	0	0.00%
	Dougherty County											
						60	100%				0	0.00%
8	Woodpine Way Apartments	8.4 miles	Lowrise	@60%	1BR / 1BA	24	25.00%	@60%	\$455	816	1	4.20%
	421 S. Westover Blvd.		(2 stories)		2BR / 2BA	48	50.00%	@60%	\$528	996	0	0.00%
	Albany, GA 31707		2001		3BR / 2BA	24	25.00%	@60%	\$592	1,207	0	0.00%
	Dougherty County											
						96	100%				1	1.00%
9	Albany Homes	2.7 miles	One-story	Market	1BR / 1BA	N/A	N/A	Market	\$272	N/A	N/A	N/A
	103 Marie Rd.		1964		2BR / 1BA	N/A	N/A	Market	\$354	N/A	N/A	N/A
	Albany, GA 31705											
	Dougherty County											
						150	100%				5	3.30%
10	Hidden Oaks	2.7 miles	Garden	Market	1BR / 1BA	N/A	N/A	Market	\$403	804	N/A	N/A
	333 S. Mock Rd.		(2 stories)		2BR / 1BA	N/A	N/A	Market	\$475	1,044	N/A	N/A
	Albany, GA 31705		1978		3BR / 2BA	N/A	N/A	Market	\$542	1,236	N/A	N/A
	Dougherty County											
						240	100%				20	8.30%

11	Marsh Landings 219 Philema Road Albany, GA 31701 Dougherty County	5.7 miles	Lowrise (3 stories) 2003/2003	Market	2BR / 2BA	56	100.00%	Market	\$830	1,300	2	3.60%
						56	100%				2	3.60%
12	Princeton Place 539 N. Westover Blvd. Albany, GA 31707 Dougherty County	11.8 miles	Lowrise (3 stories) 1996	Market	1BR / 1BA	N/A	N/A	Market	\$533	N/A	0	N/A
					2BR / 1BA	N/A	N/A	Market	\$595	N/A	0	N/A
					2BR / 2BA	N/A	N/A	Market	\$640	N/A	0	N/A
					3BR / 2BA	N/A	N/A	Market	\$747	N/A	0	N/A
					312	100%					0	0.00%
13	Shadowwood Apartments 2415 N. Briewood Dr. Albany, GA 31705 Dougherty County	3.1 miles	Various (2 stories) 1972-1974	Market	1BR / 1BA (Garden)	8	6.50%	Market	\$427	675	0	0.00%
					2BR / 1.5BA (Townhouse)	60	48.40%	Market	\$529	1,170	12	20.00%
					2BR / 2BA (Garden)	32	25.80%	Market	\$509	900	6	18.80%
					3BR / 2.5BA (Townhouse)	24	19.40%	Market	\$566	1,390	0	0.00%
					124	100%					18	14.50%
14	Springs Apartments 2300 Bluewater Dr. Albany, GA 31705 Dougherty County	5.2 miles	Garden (2 stories) 1975	Market	1BR / 1BA	8	16.00%	Market	\$387	638	0	0.00%
					2BR / 1BA	32	64.00%	Market	\$439	936	0	0.00%
					3BR / 2BA	10	20.00%	Market	\$546	1,138	0	0.00%
						50	100%				0	0.00%
15	Zori's Village 300 Moultrie Albany, GA 31705 Dougherty County	4.1 miles	One-story 2005	Market	2BR / 1BA	20	50.00%	Market	\$544	N/A	0	0.00%
					3BR / 2BA	20	50.00%	Market	\$601	N/A	0	0.00%
						40	100%				0	0.00%





## Property Profile Report

### University Garden Apartments

**Comp #** Subject  
**Effective Rent Date** 6/30/2006  
**Created by** Brandi Day (June 05, 2005 17:45 PDT)  
**Last updated by** Brandi Day (July 07, 2006 08:52 PDT)

**Location** 902 E. Oglethorp Blvd. **no picture loaded**  
Albany, GA  
Dougherty County  
Intersection: Sands  
Drive

**Distance** n/a

**Units** 120  
**Vacant Units** N/A  
**Vacancy Rate** N/A

**Type** Garden  
(3 stories)

**Year Built/Renovated** 2008

**Marketing Began** n/a

**Leasing Began** n/a

**Last Unit Leased** n/a

**Major Competitors** n/a

**Tenant Characteristics** n/a

**Contact Name** n/a

**Phone** n/a

### Market

**Program** @30%, @50%, @60%,  
Market **Leasing Pace** n/a

**Annual Turnover Rate** N/A **Change in Rent (Past Year)** n/a

**Units/Month Absorbed** n/a **Concession**

**Section 8 Tenants** N/A

### Utilities

**A/C** not included -- central **Other Electric** not included

**Cooking** not included -- electric **Water** included

**Water Heat** not included -- electric **Sewer** included

**Heat** not included -- electric **Trash Collection** included



### Property Profile Report (page 3)

#### University Garden Apartments

**Comp #** Subject

#### Amenities

<b>In-Unit</b>	Balcony/Patio Blinds Carpeting Central A/C Coat Closet Ceiling Fan Garbage Disposal Oven Refrigerator Washer/Dryer hookup	<b>Security</b>	none
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<b>Property</b>	Clubhouse Exercise Facility Central Laundry Off-Street Parking On-Site Management Picnic Area Playground Swimming Pool	<b>Premium</b>	none
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<b>Services</b>	none	<b>Other</b>	none
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#### Comments

none

## Property Profile Report

### Ashley Riverside Apartments

**Comp #** 1  
**Effective Rent Date** 5/17/2005  
 Created by Brandi Day (May 27, 2005 11:09 PDT)  
 Last updated by Brandi Day (July 07, 2006 09:41 PDT)

**Location** 320 S Jackson St.  
 Albany, GA 31707  
 Dougherty County

**Distance** 4.9 miles

**Units** 132  
**Vacant Units** 14  
**Vacancy Rate** 10.60%

**Type** Various  
 (3 stories)

**Year Built/Renovated** 2004  
**Marketing Began** 7/1/2004  
**Leasing Began** 11/1/2004  
**Last Unit Leased** n/a

**Major Competitors** n/a  
**Tenant Characteristics** n/a



**Contact Name** Charlie  
**Phone** 229.430.9973

### Market

<b>Program</b>	@50% (Public Housing), @60%, Market	<b>Leasing Pace</b>	n/a
<b>Annual Turnover Rate</b>	N/A	<b>Change in Rent (Past Year)</b>	none
<b>Units/Month Absorbed</b>	16/month	<b>Concession</b>	none
<b>Section 8 Tenants</b>	0%		

### Utilities

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

**Property Profile Report (page 2)**

**Ashley Riverside Apartments**

Comp # 1

**Unit Mix (face rent)**

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate
1	1	Garden (3 stories)	N/A	619	\$464	\$0	@50% (Public Housing)	none	N/A	N/A
1	1	Garden (3 stories)	N/A	619	\$482	\$0	@60%	none	N/A	N/A
1	1	Garden (3 stories)	N/A	619	\$510	\$0	Market	none	0	N/A
2	1	Garden (3 stories)	N/A	900	\$527	\$0	@50% (Public Housing)	none	N/A	N/A
2	1	Garden (3 stories)	N/A	900	\$570	\$0	@60%	none	N/A	N/A
2	1	Garden (3 stories)	N/A	900	\$579	\$0	Market	none	0	N/A
2	1.5	Townhouse (2 stories)	N/A	1,038	\$527	\$0	@50% (Public Housing)	none	N/A	N/A
2	1.5	Townhouse (2 stories)	N/A	1,038	\$581	\$0	@60%	none	N/A	N/A
2	1.5	Townhouse (2 stories)	N/A	1,038	\$590	\$0	Market	none	0	N/A
2	2	Garden (3 stories)	N/A	952	\$527	\$0	@50% (Public Housing)	none	N/A	N/A
2	2	Garden (3 stories)	N/A	952	\$577	\$0	@60%	none	N/A	N/A
2	2	Garden (3 stories)	N/A	952	\$615	\$0	Market	none	0	N/A
3	2	Garden (3 stories)	N/A	1,137	\$705	\$0	@50% (Public Housing)	none	N/A	N/A
3	2	Garden (3 stories)	N/A	1,137	\$666	\$0	@60%	none	N/A	N/A
3	2	Garden (3 stories)	N/A	1,137	\$675	\$0	Market	none	0	N/A
3	2.5	Townhouse (2 stories)	N/A	1,198	\$705	\$0	@50% (Public Housing)	none	N/A	N/A
3	2.5	Townhouse (2 stories)	N/A	1,198	\$669	\$0	@60%	none	N/A	N/A
3	2.5	Townhouse (2 stories)	N/A	1,198	\$715	\$0	Market	none	0	N/A

**Unit Mix: @50% (Public Housing)**

	1BR / 1BA	2BR / 1BA	2BR / 1.5BA	2BR / 2BA	3BR / 2BA	3BR / 2.5BA			
Face Rent	n/a	n/a	n/a	n/a	n/a	n/a			
Concession	\$0	\$0	\$0	\$0	\$0	\$0			
Concessed Face Rent	n/a	n/a	n/a	n/a	n/a	n/a			
Utility Adjustment	\$0	\$0	\$0	\$0	\$0	\$0			
<b>Adjusted Rent</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>			

**Unit Mix: @60%**

	1BR / 1BA	2BR / 1BA	2BR / 1.5BA	2BR / 2BA	3BR / 2BA	3BR / 2.5BA			
Face Rent	\$482	\$570	\$581	\$577	\$666	\$669			
Concession	\$0	\$0	\$0	\$0	\$0	\$0			
Concessed Face Rent	\$482	\$570	\$581	\$577	\$666	\$669			
Utility Adjustment	\$0	\$0	\$0	\$0	\$0	\$0			
<b>Adjusted Rent</b>	<b>\$482</b>	<b>\$570</b>	<b>\$581</b>	<b>\$577</b>	<b>\$666</b>	<b>\$669</b>			

**Unit Mix: Market**

	1BR / 1BA	2BR / 1BA	2BR / 1.5BA	2BR / 2BA	3BR / 2BA	3BR / 2.5BA			
Face Rent	\$510	\$579	\$590	\$615	\$675	\$715			
Concession	\$0	\$0	\$0	\$0	\$0	\$0			
Concessed Face Rent	\$510	\$579	\$590	\$615	\$675	\$715			
Utility Adjustment	\$0	\$0	\$0	\$0	\$0	\$0			
<b>Adjusted Rent</b>	<b>\$510</b>	<b>\$579</b>	<b>\$590</b>	<b>\$615</b>	<b>\$675</b>	<b>\$715</b>			

### Property Profile Report (page 3)

#### Ashley Riverside Apartments

Comp # 1

#### Amenities

<b>In-Unit</b>	Balcony/Patio Blinds Carpeting Central A/C Coat Closet Dishwasher Oven Refrigerator Walk-In Closet Washer/Dryer hookup	<b>Security</b>	none
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<b>Property</b>	Exercise Facility Central Laundry Off-Street Parking On-Site Management Picnic Area Playground Recreation Areas Swimming Pool	<b>Premium</b>	none
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<b>Services</b>	none	<b>Other</b>	none
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#### Comments

Ashley Riverside is one of the newest properties in the market. It is a mix of Public Housing, LIHTC at 60 percent of AMI and market-rate units. There are 40 Public Housing units with two vacancies (5 percent vacancy). There are 27 market-rate units with only one vacancy (3.7 percent vacancy). There are 65 tax credit units with 11 vacancies (16.9 percent). The property has had trouble leasing its LIHTC units since it first opened. The property originally offered a special for the LIHTC units, but there are no concessions currently being offered. The difficulty leasing the tax credit units has been attributed to the high rents relative to the market rents at the property. The property has not attracted any Section 8 voucher holders to fill the tax credit units due to stringent applicant screening criteria. It is possible screening requirements will be decreased in the future to attract more qualified tenants to the tax credit units. This information was provided by Mr. Dan McCarthy, the Executive Director of the Albany Housing Authority, which is a partner in the development. The on-site management staff was unwilling to participate in the survey.

## Property Profile Report (page 4)

### Ashley Riverside Apartments Trend Report

Trend: @60%	2QTR 2005						3QTR 2006					
	1BR / 1BA	2BR / 1BA	2BR / 1.5BA	2BR / 2BA	3BR / 2BA	3BR / 2.5BA	1BR / 1BA	2BR / 1BA	2BR / 1.5BA	2BR / 2BA	3BR / 2BA	3BR / 2.5BA
# Units	N/A											
Vacancy Rate	N/A											
Waiting List	none											
Face Rent	\$482	\$570	\$581	\$577	\$666	\$669	\$482	\$570	\$581	\$577	\$666	\$669
Concession	\$80	\$95	\$97	\$96	\$111	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Concessed Face Rent	\$402	\$475	\$484	\$481	\$555	\$669	\$482	\$570	\$581	\$577	\$666	\$669
Utility Adjustment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Adjusted Rent</b>	<b>\$402</b>	<b>\$475</b>	<b>\$484</b>	<b>\$481</b>	<b>\$555</b>	<b>\$669</b>	<b>\$482</b>	<b>\$570</b>	<b>\$581</b>	<b>\$577</b>	<b>\$666</b>	<b>\$669</b>

Trend: Market	2QTR 2005						3QTR 2006					
	1BR / 1BA	2BR / 1BA	2BR / 1.5BA	2BR / 2BA	3BR / 2BA	3BR / 2.5BA	1BR / 1BA	2BR / 1BA	2BR / 1.5BA	2BR / 2BA	3BR / 2BA	3BR / 2.5BA
# Units	N/A											
Vacancy Rate	N/A											
Waiting List	none											
Face Rent	\$510	\$579	\$590	\$615	\$675	\$715	\$510	\$579	\$590	\$615	\$675	\$715
Concession	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Concessed Face Rent	\$510	\$579	\$590	\$615	\$675	\$715	\$510	\$579	\$590	\$615	\$675	\$715
Utility Adjustment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Adjusted Rent</b>	<b>\$510</b>	<b>\$579</b>	<b>\$590</b>	<b>\$615</b>	<b>\$675</b>	<b>\$715</b>	<b>\$510</b>	<b>\$579</b>	<b>\$590</b>	<b>\$615</b>	<b>\$675</b>	<b>\$715</b>

#### Comments

**2QTR 2005** The property, originally known as South Albany Village, is a mix of market, LIHTC, and public housing units. It is the newest LIHTC community in the market area and is in excellent condition. The 40 public housing units are not yet fully occupied, but that is due to the length of time required to process applications. Applications were accepted over a three day period and more than 200 were received. The market-rate units have been well-received as well. The tax credit units have been the most difficult to lease according to the manager. A special of two months free rent is currently being offered. Management believes the asking rents are too high for the market. The property is currently at 72 percent occupancy. Since opening in November 2004, it has leased units at a rate of 16 units per month, which is considered reasonable. The remaining public housing and market-rate units should be leased soon, which should increase the property's absorption pace. No turnover has occurred yet as occupancy began only six months ago. There is no waiting list. The mixed-income community is unique for the Albany area and, therefore, does not have any real competitors. Its downtown location also adds to its uniqueness.

**3QTR 2006** Ashley Riverside is one of the newest properties in the market. It is a mix of Public Housing, LIHTC at 60 percent of AMI and market-rate units. There are 40 Public Housing units with two vacancies (5 percent vacancy). There are 27 market-rate units with only one vacancy (3.7 percent vacancy). There are 65 tax credit units with 11 vacancies (16.9 percent). The property has had trouble leasing its LIHTC units since it first opened. The property originally offered a special for the LIHTC units, but there are no concessions currently being offered. The difficulty leasing the tax credit units has been attributed to the high rents relative to the market rents at the property. The property has not attracted any Section 8 voucher holders to fill the tax credit units due to stringent applicant screening criteria. It is possible screening requirements will be decreased in the future to attract more qualified tenants to the tax credit units. This information was provided by Mr. Dan McCarthy, the Executive Director of the Albany Housing Authority, which is a partner in the development. The on-site management staff was unwilling to participate in the survey.

## Property Profile Report

### Rivercrest Apartments

**Comp #** 2  
**Effective Rent Date** 6/30/2006  
Created by Brandi Day (June 05, 2005 15:42 PDT)  
Last updated by Brandi Day (July 05, 2006 10:26 PDT)

**Location** 525 Don Cutler Sr. Dr.  
Albany, GA 31705  
Dougherty County

**Distance** 0.7 miles

**Units** 120  
**Vacant Units** 6  
**Vacancy Rate** 5.00%

**Type** Various  
(2 stories)

**Year Built/Renovated** 1997  
**Marketing Began** n/a  
**Leasing Began** n/a  
**Last Unit Leased** n/a

**Major Competitors** Sunchase Apartments

**Tenant Characteristics** n/a

**Contact Name** Hope Prince/Leasing  
Consultant

**Phone** 229.483.9400



### Market

<b>Program</b>	@60%	<b>Leasing Pace</b>	2 weeks
<b>Annual Turnover Rate</b>	50%	<b>Change in Rent (Past Year)</b>	1.7-3.4%
<b>Units/Month Absorbed</b>	n/a	<b>Concession</b>	none
<b>Section 8 Tenants</b>	50%		

### Utilities

<b>A/C</b>	not included -- central	<b>Other Electric</b>	not included
<b>Cooking</b>	not included -- gas	<b>Water</b>	not included
<b>Water Heat</b>	not included -- gas	<b>Sewer</b>	not included
<b>Heat</b>	not included -- gas	<b>Trash Collection</b>	not included



### Property Profile Report (page 3)

#### Rivercrest Apartments

Comp # 2

#### Amenities

<b>In-Unit</b>	Balcony/Patio Blinds Carpeting Central A/C Coat Closet Dishwasher Garbage Disposal Oven Refrigerator Walk-In Closet	<b>Security</b>	none
<b>Property</b>	Central Laundry Off-Street Parking On-Site Management Swimming Pool	<b>Premium</b>	none
<b>Services</b>	none	<b>Other</b>	none

#### Comments

This is a well-maintained property in a poorly maintained area near Sunchase Apartments. The property consists entirely of three-bedroom units, some townhouses and some garden-style. Turnover is 50 percent annually. Section 8 tenants account for approximately 50 to 60 percent of the units. Rents increased this year by \$10 for the garden-style and \$20 for the townhouse units (1.8 to 3.7 percent). In addition to the pool and playgrounds, the property also has a rollerblade court.

## Property Profile Report (page 4)

### Rivercrest Apartments Trend Report

	2QTR 2005	3QTR 2006
<b>Trend: @60%</b>	<b>3BR / 2BA</b>	<b>3BR / 2BA</b>
# Units	120	120
Vacancy Rate	1.70%	5.00%
Waiting List	none	none
Face Rent	\$540 - \$545	\$560 - \$565
Concession	\$0	\$0
Concessed Face Rent	\$540 - \$545	\$560 - \$565
Utility Adjustment	\$0	\$0
<b>Adjusted Rent</b>	<b>\$540 - \$545</b>	<b>\$560 - \$565</b>

#### Comments

**2QTR 2005** This is a well-maintained property in a poorly maintained area near Sunchase Apartments. The property consists entirely of three-bedroom units, some townhouses and some garden-style. Turnover is moderate at 30 percent annually. Units are generally pre-leased although there is no waiting list. There are "not too many" Section 8 tenants. Ms. Prince believes the market is "not too healthy." The property has not had a rent increase recently. In addition to the pool and playgrounds, the property also has a rollerblade court. Ceiling fans are installed with lease renewal.

**3QTR 2006** This is a well-maintained property in a poorly maintained area near Sunchase Apartments. The property consists entirely of three-bedroom units, some townhouses and some garden-style. Turnover is 50 percent annually. Section 8 tenants account for approximately 50 to 60 percent of the units. Rents increased this year by \$10 for the garden-style and \$20 for the townhouse units (1.8 to 3.7 percent). In addition to the pool and playgrounds, the property also has a rollerblade court.

## Property Profile Report

### Sunchase Apartments

**Comp #** 3  
**Effective Rent Date** 6/30/2006  
 Created by Brandi Day (June 05, 2005 14:43 PDT)  
 Last updated by Brandi Day (July 05, 2006 10:46 PDT)

**Location** 1308 Hobson St.  
 Albany, GA 31705  
 Dougherty County  
 Intersection: Don  
 Cutler Senior Drive

**Distance** 0.5 miles

**Units** 100  
**Vacant Units** 0  
**Vacancy Rate** 0.00%

**Type** Garden  
 (2 stories)

**Year Built/Renovated** 1998  
**Marketing Began** n/a  
**Leasing Began** n/a  
**Last Unit Leased** n/a



**Major Competitors** Woodpine Way,  
 Hidden Oaks

**Tenant Characteristics** work at Phoebe-  
 Putney, Marine  
 Logistics Base, and  
 Coats & Clark

**Contact Name** Ms. Marshals  
**Phone** 229.446.9755

### Market

<b>Program</b>	@50%, @60%	<b>Leasing Pace</b>	pre-leased
<b>Annual Turnover Rate</b>	24%	<b>Change in Rent (Past Year)</b>	3-9%
<b>Units/Month Absorbed</b>	n/a	<b>Concession</b>	none
<b>Section 8 Tenants</b>	20%		

### Utilities

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

**Property Profile Report (page 2)**

**Sunchase Apartments**

**Comp #** 3

**Unit Mix (face rent)**

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate
2	2	Garden (2 stories)	50	949	\$438	\$0	@50%	yes	0	0.00%
3	2	Garden (2 stories)	25	1,156	\$515	\$0	@50%	yes	0	0.00%
3	2	Garden (2 stories)	25	1,156	\$545	\$0	@60%	yes	0	0.00%

**Unit Mix: @50%**

	2BR / 2BA	3BR / 2BA							
Face Rent	\$438	\$515							
Concession	\$0	\$0							
Concessed Face Rent	\$438	\$515							
Utility Adjustment	\$0	\$0							
<b>Adjusted Rent</b>	<b>\$438</b>	<b>\$515</b>							

**Unit Mix: @60%**

	2BR / 2BA	3BR / 2BA							
Face Rent	n/a	\$545							
Concession	\$0	\$0							
Concessed Face Rent	n/a	\$545							
Utility Adjustment	\$0	\$0							
<b>Adjusted Rent</b>	<b>n/a</b>	<b>\$545</b>							

### Property Profile Report (page 3)

#### Sunchase Apartments

Comp # 3

#### Amenities

<b>In-Unit</b>	Blinds Carpeting Central A/C Coat Closet Dishwasher Garbage Disposal Oven Refrigerator Walk-In Closet Washer/Dryer hookup	<b>Security</b>	Patrol
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<b>Property</b>	Exercise Facility Central Laundry Off-Street Parking On-Site Management Picnic Area Playground Swimming Pool	<b>Premium</b>	none
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<b>Services</b>	none	<b>Other</b>	none
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#### Comments

Sunchase Apartments is one of the best performers in the market with no vacancy and a lengthy waiting list. Although it is in good condition, it is in a very poor neighborhood, surrounded by dilapidated properties. It is near the entrance to Highway 19. The manager listed Woodpine Way and Hidden Oaks as its competitors. Neither property is in its neighborhood. Hidden Oaks is a market-rate property. Sunchase has 15 tenants with Section 8 vouchers. Major employers include Coats & Clark, which is located nearby; the Marine Logistics Base; and Phoebe-Putney Hospital. Turnover is low at 24 percent. Units are pre-leased before they become vacant. Management planned a rent increase as of July 1, 2006. The two-bedroom units were set to increase by \$40 (nine percent). The three-bedroom units were set to increase by \$15 (three percent).

## Property Profile Report (page 4)

### Sunchase Apartments Trend Report

	2QTR 2005		3QTR 2006	
	2BR / 2BA	3BR / 2BA	2BR / 2BA	3BR / 2BA
<b>Trend: @50%</b>				
# Units	50	25	50	25
Vacancy Rate	0.00%	0.00%	0.00%	0.00%
Waiting List	yes	yes	yes	yes
Face Rent	\$438	\$517	\$438	\$515
Concession	\$0	\$0	\$0	\$0
Concessed Face Rent	\$438	\$517	\$438	\$515
Utility Adjustment	\$0	\$0	\$0	\$0
<b>Adjusted Rent</b>	<b>\$438</b>	<b>\$517</b>	<b>\$438</b>	<b>\$515</b>

	2QTR 2005	3QTR 2006
	3BR / 2BA	3BR / 2BA
<b>Trend: @60%</b>		
# Units	25	25
Vacancy Rate	0.00%	0.00%
Waiting List	yes	yes
Face Rent	\$595	\$545
Concession	\$0	\$0
Concessed Face Rent	\$595	\$545
Utility Adjustment	\$0	\$0
<b>Adjusted Rent</b>	<b>\$595</b>	<b>\$545</b>

#### Comments

**2QTR 2005** Sunchase Apartments is one of the best performers in the market with no vacancy and a waiting list with over 1,000 names. Although it is in good condition, it is in a very poor neighborhood, surrounded by dilapidated properties. It is near the entrance to Highway 19. The manager listed Woodpine Way and Hidden Oaks as its competitors. Neither property is in its neighborhood. Hidden Oaks is a market-rate property. Sunchase has 20 tenants with Section 8 vouchers. Major employers include Coats & Clark, which is located nearby; the Marine Logistics Base; and Phoebe-Putney Hospital. Turnover is very low at only two percent, which likely contributes to the long waiting list. Units are pre-leased before they become vacant. Management implemented a large rent increase as of June 1, 2005. The two-bedroom units increased 16 percent from \$377. The three-bedroom units increased three percent from \$501 for the 50 percent units and 13 percent from \$525 for the 60 percent units. Management is hopeful that the new rents will be well-received in the market.

**3QTR 2006** Sunchase Apartments is one of the best performers in the market with no vacancy and a lengthy waiting list. Although it is in good condition, it is in a very poor neighborhood, surrounded by dilapidated properties. It is near the entrance to Highway 19. The manager listed Woodpine Way and Hidden Oaks as its competitors. Neither property is in its neighborhood. Hidden Oaks is a market-rate property. Sunchase has 15 tenants with Section 8 vouchers. Major employers include Coats & Clark, which is located nearby; the Marine Logistics Base; and Phoebe-Putney Hospital. Turnover is low at 24 percent. Units are pre-leased before they become vacant. Management planned a rent increase as of July 1, 2006. The two-bedroom units were set to increase by \$40 (nine percent). The three-bedroom units were set to increase by \$15 (three percent).

## Property Profile Report

### Swift Court Apartments

**Comp #** 4  
**Effective Rent Date** 6/30/2006  
 Created by Brandi Day (July 05, 2006 11:40 PDT)  
 Last updated by Brandi Day (July 05, 2006 11:45 PDT)

**Location** 1435 Swift Street  
 Albany, GA 31705  
 Dougherty County  
 Intersection: 3rd Avenue

**Distance** 0.2 miles

**Units** 32  
**Vacant Units** 10  
**Vacancy Rate** 31.20%

**Type** Various  
**Year Built/Renovated** n/a  
**Marketing Began** n/a  
**Leasing Began** n/a  
**Last Unit Leased** n/a

**Major Competitors** n/a  
**Tenant Characteristics** n/a



**Contact Name** Kay Walsh  
**Phone** 229.888.0090

### Market

<b>Program</b>	@60%	<b>Leasing Pace</b>	n/a
<b>Annual Turnover Rate</b>	9%	<b>Change in Rent (Past Year)</b>	6-7%
<b>Units/Month Absorbed</b>	n/a	<b>Concession</b>	none
<b>Section 8 Tenants</b>	3%		

### Utilities

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

## Property Profile Report (page 2)

### Swift Court Apartments

Comp # 4

#### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate
2	1	One-story	13	N/A	\$285	\$0	@60%	none	7	53.80%
2	1.5	Townhouse (2 stories)	16	N/A	\$385	\$0	@60%	none	2	12.50%
3	1	One-story	2	N/A	\$330	\$0	@60%	none	0	0.00%
4	1	One-story	1	N/A	\$425	\$0	@60%	none	1	100.00%

#### Unit Mix: @60%

	2BR / 1BA	2BR / 1.5BA	3BR / 1BA	4BR / 1BA					
Face Rent	\$285	\$385	\$330	\$425					
Concession	\$0	\$0	\$0	\$0					
Concessed Face Rent	\$285	\$385	\$330	\$425					
Utility Adjustment	\$30	\$30	\$37	\$46					
<b>Adjusted Rent</b>	<b>\$315</b>	<b>\$415</b>	<b>\$367</b>	<b>\$471</b>					

### Property Profile Report (page 3)

#### Swift Court Apartments

**Comp #** 4

#### Amenities

<b>In-Unit</b>	Blinds Carpeting Central A/C Coat Closet Oven Refrigerator Walk-In Closet Washer/Dryer hookup	<b>Security</b>	none
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<b>Property Services</b>	none	<b>Premium Other</b>	none
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#### Comments

Swift Court Apartments is a collection of tax credit developments owned and managed by Burt Development Company. It includes the allocations for Blakely Court and East Tift Avenue. The on-site manager did not know what the property's income restrictions are. We assumed them to be 60 percent of AMI. The units are in fair to poor condition. Of the 32 total units, seven are boarded because of lack of demand. The units are boarded to prevent vandalism. Among the open units, there are three vacancies. Therefore, the overall occupancy for the property is 69 percent. The property contains a mix of two, three, and four-bedroom units. The two-bedroom units include townhouse and single-story units. All other units are one-story. Rents are increasing by \$25 with lease renewal (six to seven percent). Management believes the market is good. Occupancy has been increasing steadily since January when there were only 15 occupied units (48 percent). Turnover is low, averaging nine percent annually. Units are being renovated as demand dictates. The newly renovated two-bedroom townhouse units can achieve rents of up to \$415. The townhouse units have patios. Some units have ceiling fans. Some units have carpet while others have tile.

**Property Profile Report (page 4)**

**Swift Court Apartments Trend Report**

Trend: @60%	3QTR 2006			
	2BR / 1BA	2BR / 1.5BA	3BR / 1BA	4BR / 1BA
# Units	13	16	2	1
Vacancy Rate	53.80%	12.50%	0.00%	100.00%
Waiting List	none	none	none	none
Face Rent	\$285	\$385	\$330	\$425
Concession	\$0	\$0	\$0	\$0
Concessed Face Rent	\$285	\$385	\$330	\$425
Utility Adjustment	\$0	\$0	\$0	\$0
<b>Adjusted Rent</b>	<b>\$285</b>	<b>\$385</b>	<b>\$330</b>	<b>\$425</b>

**Comments**

**3QTR 2006** Swift Court Apartments is a collection of tax credit developments owned and managed by Burt Development Company. It includes the allocations for Blakely Court and East Tift Avenue. The on-site manager did not know what the property's income restrictions are. We assumed them to be 60 percent of AMI. The units are in fair to poor condition. Of the 32 total units, seven are boarded because of lack of demand. The units are boarded to prevent vandalism. Among the open units, there are three vacancies. Therefore, the overall occupancy for the property is 69 percent. The property contains a mix of two, three, and four-bedroom units. The two-bedroom units include townhouse and single-story units. All other units are one-story. Rents are increasing by \$25 with lease renewal (six to seven percent). Management believes the market is good despite the high vacancy rate. Occupancy has been increasing steadily since January when there were only 15 occupied units (48 percent). Turnover is low, averaging nine percent annually. Units are being renovated as demand dictates. The newly renovated two-bedroom townhouse units can achieve rents of up to \$4 have tile.

## Property Profile Report

### Towering Pines

**Comp #** 5  
**Effective Rent Date** 6/30/2006  
**Created by** Brandi Day (July 05, 2006 11:24 PDT)  
**Last updated by** Brandi Day (July 05, 2006 11:27 PDT)

**Location** 1200 Towering Pines Lane  
Albany, GA 31705  
Dougherty County  
Intersection: Sandy Beach Lane

**Distance** 2.0 miles

**Units** 30  
**Vacant Units** 0  
**Vacancy Rate** 0.00%

**Type** One-story  
**Year Built/Renovated** 1994  
**Marketing Began** n/a  
**Leasing Began** n/a  
**Last Unit Leased** n/a

**Major Competitors** n/a  
**Tenant Characteristics** n/a

**Contact Name** Mary Hill  
**Phone** 229.434.1155



### Market

<b>Program</b>	@60%	<b>Leasing Pace</b>	1 week
<b>Annual Turnover Rate</b>	40%	<b>Change in Rent (Past Year)</b>	n/a
<b>Units/Month Absorbed</b>	n/a	<b>Concession</b>	\$499 per month
<b>Section 8 Tenants</b>	20%		

### Utilities

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



## Property Profile Report (page 3)

### Towering Pines

Comp # 5

#### Amenities

<b>In-Unit</b>	Blinds Carpeting Central A/C Coat Closet Ceiling Fan Oven Refrigerator Washer/Dryer hookup	<b>Security</b>	none
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<b>Property</b>	Off-Street Parking On-Site Management	<b>Premium</b>	none
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<b>Services</b>	none	<b>Other</b>	none
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#### Comments

Towering Pines is a tax credit property with 30 units and no vacancies. There are ten people on the waiting list. Despite the strong performance, the property is offering a rent special of \$499. Turnover is moderate, averaging 40 percent annually. Leasing takes one week. There are six tenants with Section 8 vouchers. Management believes the market is healthy.

## Property Profile Report

### Westover Place Apartments

**Comp #** 6  
**Effective Rent Date** 6/30/2006  
 Created by Brandi Day (June 05, 2005 16:48 PDT)  
 Last updated by Brandi Day (July 05, 2006 11:55 PDT)

**Location** 419 S. Westover Blvd.  
 Albany, GA 31707  
 Dougherty County

**Distance** 10.1 miles

**Units** 96  
**Vacant Units** 1  
**Vacancy Rate** 1.00%

**Type** Garden  
 (2 stories)

**Year Built/Renovated** 2005  
**Marketing Began** n/a  
**Leasing Began** n/a  
**Last Unit Leased** n/a

**Major Competitors** n/a  
**Tenant Characteristics** n/a



**Contact Name** Beverly  
**Phone** 229.435.5425

### Market

<b>Program</b>	@50%, @60%	<b>Leasing Pace</b>	n/a
<b>Annual Turnover Rate</b>	N/A	<b>Change in Rent (Past Year)</b>	n/a
<b>Units/Month Absorbed</b>	n/a	<b>Concession</b>	
<b>Section 8 Tenants</b>	N/A		

### Utilities

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

**Property Profile Report (page 2)**

**Westover Place Apartments**

Comp # 6

**Unit Mix (face rent)**

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate
1	1	Garden (2 stories)	5	769	\$362	\$0	@50%	n/a	0	0.00%
1	1	Garden (2 stories)	19	769	\$453	\$0	@60%	n/a	0	0.00%
2	2	Garden (2 stories)	10	1,041	\$425	\$0	@50%	n/a	0	0.00%
2	2	Garden (2 stories)	38	1,041	\$534	\$0	@60%	n/a	1	2.60%
3	2	Garden (2 stories)	5	1,264	\$483	\$0	@50%	n/a	0	0.00%
3	2	Garden (2 stories)	19	1,264	\$609	\$0	@60%	n/a	0	0.00%

**Unit Mix: @50%**

	1BR / 1BA	2BR / 2BA	3BR / 2BA						
Face Rent	\$362	\$425	\$483						
Concession	\$0	\$0	\$0						
Concessed Face Rent	\$362	\$425	\$483						
Utility Adjustment	\$23	\$30	\$37						
<b>Adjusted Rent</b>	<b>\$385</b>	<b>\$455</b>	<b>\$520</b>						

**Unit Mix: @60%**

	1BR / 1BA	2BR / 2BA	3BR / 2BA						
Face Rent	\$453	\$534	\$609						
Concession	\$0	\$0	\$0						
Concessed Face Rent	\$453	\$534	\$609						
Utility Adjustment	\$23	\$30	\$37						
<b>Adjusted Rent</b>	<b>\$476</b>	<b>\$564</b>	<b>\$646</b>						

### Property Profile Report (page 3)

#### Westover Place Apartments

**Comp #** 6

#### Amenities

<b>In-Unit</b>	Blinds Carpeting Central A/C Dishwasher Garbage Disposal Oven Refrigerator	<b>Security</b>	none
<b>Property</b>	Central Laundry Off-Street Parking On-Site Management	<b>Premium</b>	none
<b>Services</b>	none	<b>Other</b>	none

#### Comments

The property is owned and operated by the same company that owns and operates its neighbor, Woodpine Way. It opened in July 2005. No absorption information is available. Management was not willing to participate in our survey. Therefore, we have only rent and vacancy information.

**Property Profile Report (page 4)**

**Westover Place Apartments Trend Report**

Trend: @50%	2QTR 2005			3QTR 2006		
	1BR / 1BA	2BR / 2BA	3BR / 2BA	1BR / 1BA	2BR / 2BA	3BR / 2BA
# Units	5	10	5	5	10	5
Vacancy Rate	N/A	N/A	N/A	0.00%	0.00%	0.00%
Waiting List						
Face Rent	\$340	\$404	\$459	\$362	\$425	\$483
Concession	\$0	\$0	\$0	\$0	\$0	\$0
Concessed Face Rent	\$340	\$404	\$459	\$362	\$425	\$483
Utility Adjustment	\$0	\$0	\$0	\$0	\$0	\$0
<b>Adjusted Rent</b>	<b>\$340</b>	<b>\$404</b>	<b>\$459</b>	<b>\$362</b>	<b>\$425</b>	<b>\$483</b>

Trend: @60%	2QTR 2005			3QTR 2006		
	1BR / 1BA	2BR / 2BA	3BR / 2BA	1BR / 1BA	2BR / 2BA	3BR / 2BA
# Units	19	38	19	19	38	19
Vacancy Rate	N/A	N/A	N/A	0.00%	2.60%	0.00%
Waiting List						
Face Rent	\$428	\$507	\$578	\$453	\$534	\$609
Concession	\$0	\$0	\$0	\$0	\$0	\$0
Concessed Face Rent	\$428	\$507	\$578	\$453	\$534	\$609
Utility Adjustment	\$0	\$0	\$0	\$0	\$0	\$0
<b>Adjusted Rent</b>	<b>\$428</b>	<b>\$507</b>	<b>\$578</b>	<b>\$453</b>	<b>\$534</b>	<b>\$609</b>

**Comments**

**2QTR 2005** The property will be owned and operated by the same company that owns and operates its neighbor, Woodpine Way. It will have units at both 50 and 60 percent of AMI. It is expected to open in July. Marketing has not yet begun so no units have been leased.

**3QTR 2006** The property is owned and operated by the same company that owns and operates its neighbor, Woodpine Way. It opened in July 2005. No absorption information is available. Management was not willing to participate in our survey. Therefore, we have only rent and vacancy information.

## Property Profile Report

### Woodland Heights

**Comp #** 7  
**Effective Rent Date** 6/30/2006  
 Created by Brandi Day (June 05, 2005 15:34 PDT)  
 Last updated by Brandi Day (July 05, 2006 10:31 PDT)

**Location** 1535 E. Broad Ave.  
 Albany, GA 31705  
 Dougherty County  
 Intersection: Eugene Lane

**Distance** 1.7 miles

**Units** 60  
**Vacant Units** 0  
**Vacancy Rate** 0.00%

**Type** Garden  
 (2 stories)

**Year Built/Renovated** 1999/2000  
**Marketing Began** n/a  
**Leasing Began** n/a  
**Last Unit Leased** n/a

**Major Competitors** none  
**Tenant Characteristics** n/a



**Contact Name** Mr. Hand  
**Phone** 229.446.6284

### Market

<b>Program</b>	@80% (CDBG)	<b>Leasing Pace</b>	pre-lease
<b>Annual Turnover Rate</b>	7%	<b>Change in Rent (Past Year)</b>	none
<b>Units/Month Absorbed</b>	n/a	<b>Concession</b>	none
<b>Section 8 Tenants</b>	3%		

### Utilities

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

**Property Profile Report (page 2)**

**Woodland Heights**

**Comp #** 7

**Unit Mix (face rent)**

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate
1	1	Garden (2 stories)	16	850	\$281	\$0	@80% (CDBG)	yes	0	0.00%
2	1.5	Garden (2 stories)	22	1,150	\$366	\$0	@80% (CDBG)	yes	0	0.00%
3	2.5	Garden (2 stories)	22	1,280	\$450	\$0	@80% (CDBG)	yes	0	0.00%

**Unit Mix: @80% (CDBG)**

	1BR / 1BA	2BR / 1.5BA	3BR / 2.5BA						
Face Rent	n/a	n/a	n/a						
Concession	\$0	\$0	\$0						
Concessed Face Rent	n/a	n/a	n/a						
Utility Adjustment	\$0	\$0	\$0						
<b>Adjusted Rent</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>						

### Property Profile Report (page 3)

#### Woodland Heights

**Comp #** 7

#### Amenities

<b>In-Unit</b>	Balcony/Patio Blinds Carpeting Central A/C Dishwasher Oven Refrigerator	<b>Security</b>	none
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<b>Property</b>	Basketball Court Off-Street Parking On-Site Management Playground	<b>Premium</b>	none
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<b>Services</b>	none	<b>Other</b>	none
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#### Comments

The property was built by Mt. Olive Outreach using CDBG funds from the City of Albany. The property is required to lease 51 percent of its units to households earning 80 percent of AMI or less. However, there is only one rent level so those making above 80 percent of AMI pay the same as those earning less. It is one of the newer properties in the area and the nicest within its neighborhood. The waiting list is currently closed with 85 names. The property stays fully occupied with low turnover of less than seven percent. Tenants generally leave because they have purchase a home or graduated from college. Phase I of the property opened in 1999. Phase II opened in 2000. The absorption process took five months, a rate of 12 units per month. The delay was mostly in the time required to process applications. The property has only two tenants with Section 8 vouchers.

## Property Profile Report (page 4)

### Woodland Heights Trend Report

#### Comments

- 2QTR 2005** The property was built by Mt. Olive Outreach using CDBG funds from the City of Albany. The property is required to lease 51 percent of its units to households earning 80 percent of AMI or less. However, there is only one rent level so those making above 80 percent of AMI pay the same as those earning less. It is one of the newer properties in the area and the nicest within its neighborhood. The waiting list is currently closed with 90 names. The property stays fully occupied with low turnover. Phase I of the property opened in 1999. Phase II opened in 2000. The absorption process took five months, a rate of 12 units per month. The delay was mostly in the time required to process applications.
- 3QTR 2006** The property was built by Mt. Olive Outreach using CDBG funds from the City of Albany. The property is required to lease 51 percent of its units to households earning 80 percent of AMI or less. However, there is only one rent level so those making above 80 percent of AMI pay the same as those earning less. It is one of the newer properties in the area and the nicest within its neighborhood. The waiting list is currently closed with 85 names. The property stays fully occupied with low turnover of less than seven percent. Tenants generally leave because they have purchase a home or graduated from college. Phase I of the property opened in 1999. Phase II opened in 2000. The absorption process took five months, a rate of 12 units per month. The delay was mostly in the time required to process applications. The property has only two tenants with Section 8 vouchers.

## Property Profile Report

### Woodpine Way Apartments

**Comp #** 8  
**Effective Rent Date** 6/30/2006  
 Created by Brandi Day (June 02, 2005 09:58 PDT)  
 Last updated by Brandi Day (July 05, 2006 10:51 PDT)

**Location** 421 S. Westover Blvd.  
 Albany, GA 31707  
 Dougherty County

**Distance** 10.2 miles

**Units** 96  
**Vacant Units** 1  
**Vacancy Rate** 1.00%

**Type** Lowrise  
 (2 stories)

**Year Built/Renovated** 2001  
**Marketing Began** 5/1/2001  
**Leasing Began** 5/1/2001  
**Last Unit Leased** 9/30/2001



**Major Competitors** n/a  
**Tenant Characteristics** n/a

**Contact Name** Diane  
**Phone** 229.420.4074

### Market

<b>Program</b>	@60%	<b>Leasing Pace</b>	2 weeks
<b>Annual Turnover Rate</b>	19%	<b>Change in Rent (Past Year)</b>	none
<b>Units/Month Absorbed</b>	19/month	<b>Concession</b>	none
<b>Section 8 Tenants</b>	21%		

### Utilities

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

**Property Profile Report (page 2)**

**Woodpine Way Apartments**

**Comp #** 8

**Unit Mix (face rent)**

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate
1	1	Lowrise (2 stories)	24	816	\$432	\$0	@60%	yes	1	4.20%
2	2	Lowrise (2 stories)	48	996	\$498	\$0	@60%	yes	0	0.00%
3	2	Lowrise (2 stories)	24	1,207	\$555	\$0	@60%	yes	0	0.00%

**Unit Mix: @60%**

	1BR / 1BA	2BR / 2BA	3BR / 2BA						
Face Rent	\$432	\$498	\$555						
Concession	\$0	\$0	\$0						
Concessed Face Rent	\$432	\$498	\$555						
Utility Adjustment	\$23	\$30	\$37						
<b>Adjusted Rent</b>	<b>\$455</b>	<b>\$528</b>	<b>\$592</b>						

### Property Profile Report (page 3)

#### Woodpine Way Apartments

Comp # 8

#### Amenities

<b>In-Unit</b>	Balcony/Patio Blinds Carpeting Central A/C Coat Closet Dishwasher Ceiling Fan Garbage Disposal Oven Refrigerator Washer/Dryer hookup	<b>Security</b>	none
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<b>Property</b>	Clubhouse Central Laundry Off-Street Parking On-Site Management Playground Swimming Pool	<b>Premium</b>	none
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<b>Services</b>	none	<b>Other</b>	none
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#### Comments

Woodpine Way is one of the newer LIHTC properties in the Albany area. It is outside the market area, but is included in the survey because it adds to the LIHTC housing picture. The property is owned and operated by the same company that developed the neighboring Westover Place, which opened in 2005. Turnover at the property is moderate at 19 percent. There is no waiting list. The property has 20 or more Section 8 voucher-holders. The property opened in May 2001 and was completely leased by September, a rate of 19 units per month. Rents increased in May by \$20 (3.7-4.8 percent).

## Property Profile Report (page 4)

### Woodpine Way Apartments Trend Report

Trend: @60%	2QTR 2005			3QTR 2006		
	1BR / 1BA	2BR / 2BA	3BR / 2BA	1BR / 1BA	2BR / 2BA	3BR / 2BA
# Units	24	48	24	24	48	24
Vacancy Rate	8.30%	2.10%	4.20%	4.20%	0.00%	0.00%
Waiting List	yes	yes	yes	yes	yes	yes
Face Rent	\$412	\$478	\$535	\$432	\$498	\$555
Concession	\$0	\$0	\$0	\$0	\$0	\$0
Concessed Face Rent	\$412	\$478	\$535	\$432	\$498	\$555
Utility Adjustment	\$0	\$0	\$0	\$0	\$0	\$0
<b>Adjusted Rent</b>	<b>\$412</b>	<b>\$478</b>	<b>\$535</b>	<b>\$432</b>	<b>\$498</b>	<b>\$555</b>

#### Comments

**2QTR 2005** Woodpine Way is one of the newer LIHTC properties in the Albany area. It is outside the market area, but is included in the survey because it adds to the LIHTC housing picture. The property is owned and operated by the same company that is currently developing Westover Place, which will be located next door to Woodpine Way. Turnover at the property is moderate at 19 percent. There is along waiting list even though it was recently purged. The property has a good deal of Section 8 voucher-holders. A specific estimate was unavailable, but it is less than 50 percent of the property's tenants. The property opened in May 2001 and was completely leased by September, a rate of 19 units per month.

**3QTR 2006** Woodpine Way is one of the newer LIHTC properties in the Albany area. It is outside the market area, but is included in the survey because it adds to the LIHTC housing picture. The property is owned and operated by the same company that developed the neighboring Westover Place, which opened in 2005. Turnover at the property is moderate at 19 percent. There is no waiting list. The property has 20 or more Section 8 voucher-holders. The property opened in May 2001 and was completely leased by September, a rate of 19 units per month. Rents increased in May by \$20 (3.7-4.8 percent).

## Property Profile Report

### Albany Homes

**Comp #** 9  
**Effective Rent Date** 6/30/2006  
**Created by** Brandi Day (June 02, 2005 10:19 PDT)  
**Last updated by** Brandi Day (July 06, 2006 16:35 PDT)

**Location** 103 Marie Rd.  
Albany, GA 31705  
Dougherty County

**Distance** 2.9 miles

**Units** 150  
**Vacant Units** 5  
**Vacancy Rate** 3.30%

**Type** One-story  
**Year Built/Renovated** 1964  
**Marketing Began** n/a  
**Leasing Began** n/a  
**Last Unit Leased** n/a

**Major Competitors** n/a  
**Tenant Characteristics** n/a



**Contact Name** Theresa  
**Phone** 229.435.3636

### Market

<b>Program</b>	Market	<b>Leasing Pace</b>	n/a
<b>Annual Turnover Rate</b>	35%	<b>Change in Rent (Past Year)</b>	3.3-4.4% increase
<b>Units/Month Absorbed</b>	n/a	<b>Concession</b>	none
<b>Section 8 Tenants</b>	N/A		

### Utilities

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



## Property Profile Report (page 3)

**Albany Homes**

**Comp #** 9

### Amenities

<b>In-Unit</b>	Blinds Carpeting Central A/C Oven Refrigerator	<b>Security</b>	none
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<b>Property</b>	Off-Street Parking	<b>Premium</b>	none
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<b>Services</b>	none	<b>Other</b>	none
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### Comments

The property is located in northeast Albany. It is in poor condition in a relatively poor neighborhood. Management did not report any competitors for the property. Turnover averages 35 percent annually. Management reported that rents increased \$10 in March (3.3-4.4 percent). However, the reported rents are the same as management reported to us in June 2005. It is possible rents decreased and then increased during that time period.

## Property Profile Report (page 4)

### Albany Homes Trend Report

	2QTR 2005		3QTR 2006	
	1BR / 1BA	2BR / 1BA	1BR / 1BA	2BR / 1BA
Trend: Market				
# Units	N/A	N/A	N/A	N/A
Vacancy Rate	N/A	N/A	N/A	N/A
Waiting List			4 people for 1 and 2BR	4 people for 1 and 2BR
Face Rent	\$235	\$310	\$235	\$310
Concession	\$0	\$0	\$0	\$0
Concessed Face Rent	\$235	\$310	\$235	\$310
Utility Adjustment	\$0	\$0	\$0	\$0
<b>Adjusted Rent</b>	<b>\$235</b>	<b>\$310</b>	<b>\$235</b>	<b>\$310</b>

#### Comments

**2QTR 2005** Management was not willing to participate in our survey and provided only basic information about the property.

**3QTR 2006** The property is located in northeast Albany. It is in poor condition in a relatively poor neighborhood. Management did not report any competitors for the property. Turnover averages 35 percent annually. Management reported that rents increased \$10 in March (3.3-4.4 percent). However, the reported rents are the same as management reported to us in June 2005. It is possible rents decreased and then increased during that time period.

## Property Profile Report

Hidden Oaks	
<b>Comp #</b>	10
<b>Effective Rent Date</b>	6/30/2006
Created by	Brandi Day (June 05, 2005 17:06 PDT)
Last updated by	Brandi Day (July 05, 2006 11:04 PDT)
<b>Location</b>	333 S. Mock Rd. Albany, GA 31705 Dougherty County Intersection: Rosebrier Avenue\
<b>Distance</b>	4.3 miles
<b>Units</b>	240
<b>Vacant Units</b>	20
<b>Vacancy Rate</b>	8.30%
<b>Type</b>	Garden (2 stories)
<b>Year Built/Renovated</b>	1978
<b>Marketing Began</b>	n/a
<b>Leasing Began</b>	n/a
<b>Last Unit Leased</b>	n/a
<b>Major Competitors</b>	Regency, Shadowood, Palm Forest, Sun Chase
<b>Tenant Characteristics</b>	work at Miller, Marine Base, Proctor & Gamble, Phoebe- Putney, Albany State
<b>Contact Name</b>	Mary Laster/Alliance Management
<b>Phone</b>	229.436.8884



Market			
<b>Program</b>	Market	<b>Leasing Pace</b>	2 weeks
<b>Annual Turnover Rate</b>	25%	<b>Change in Rent (Past Year)</b>	4-6 percent
<b>Units/Month Absorbed</b>	n/a	<b>Concession</b>	none
<b>Section 8 Tenants</b>	N/A		

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

## Property Profile Report (page 2)

### Hidden Oaks

Comp # 10

#### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate
1	1	Garden (2 stories)	N/A	804	\$380	\$0	Market	none	N/A	N/A
2	1	Garden (2 stories)	N/A	1,044	\$445	\$0	Market	none	N/A	N/A
3	2	Garden (2 stories)	N/A	1,236	\$505	\$0	Market	none	N/A	N/A

#### Unit Mix: Market

	1BR / 1BA	2BR / 1BA	3BR / 2BA						
Face Rent	\$380	\$445	\$505						
Concession	\$0	\$0	\$0						
Concessed Face Rent	\$380	\$445	\$505						
Utility Adjustment	\$23	\$30	\$37						
<b>Adjusted Rent</b>	<b>\$403</b>	<b>\$475</b>	<b>\$542</b>						

### Property Profile Report (page 3)

#### Hidden Oaks

Comp # 10

#### Amenities

<b>In-Unit</b>	Balcony/Patio Blinds Carpeting Central A/C Coat Closet Dishwasher Exterior Storage Ceiling Fan Washer/Dryer hookup	<b>Security</b>	none
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<b>Property</b>	Car Wash Central Laundry Off-Street Parking On-Site Management Playground Swimming Pool Volleyball Court	<b>Premium</b>	none
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<b>Services</b>	none	<b>Other</b>	none
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#### Comments

Hidden Oaks is listed by many properties in the market as being a competitor. It is a market-rate property built in 1978 that is in average condition for the market, but is in poor condition compared to the newer properties in the area. It lists its competitors as Regency Apartments, Shadowood Apartments, Palm Forest Apartments, Sunchase Apartments, and Rivercrest Apartments. Sunchase and Rivercrest are both LIHTC communities. Hidden Oaks does not accept Section 8 vouchers. Turnover is low at 25 percent annually. Leasing takes up to two weeks depending on the condition of the unit. There is no waiting list. No rent specials are being offered. Rents increased \$20 in the last year (four to six percent). Miller Brewery, Marine Logistics Base, Proctor & Gamble, Phoebe-Putney, and Albany State University are the major employers for the properties tenants.

## Property Profile Report (page 4)

### Hidden Oaks Trend Report

Trend: Market	2QTR 2005			3QTR 2006		
	1BR / 1BA	2BR / 1BA	3BR / 2BA	1BR / 1BA	2BR / 1BA	3BR / 2BA
# Units	N/A	N/A	N/A	N/A	N/A	N/A
Vacancy Rate	N/A	N/A	N/A	N/A	N/A	N/A
Waiting List	none	none	none	none	none	none
Face Rent	\$360	\$425	\$485	\$380	\$445	\$505
Concession	\$0	\$0	\$0	\$0	\$0	\$0
Concessed Face Rent	\$360	\$425	\$485	\$380	\$445	\$505
Utility Adjustment	\$0	\$0	\$0	\$0	\$0	\$0
<b>Adjusted Rent</b>	<b>\$360</b>	<b>\$425</b>	<b>\$485</b>	<b>\$380</b>	<b>\$445</b>	<b>\$505</b>

#### Comments

**2QTR 2005** Hidden Oaks is listed by many properties in the market as being a competitor. It is a market-rate property built in 1978 that is in average condition for the market, but is in poor condition compared to the newer properties in the area. Management is considering a renovation. It lists its competitors as Regency Apartments, Shadowood Apartments, Palm Forest Apartments, Sunchase Apartments, and Rivercrest Apartments. Sunchase and Rivercrest are both LIHTC communities. Hidden Oaks does not accept Section 8 vouchers. Turnover is low at 18 percent annually. Leasing takes one week. There is no waiting list. No rent specials are being offered. Rents have not increased at the property in at least 18 months. Miller Brewery, Marine Logistics Base, Proctor & Gamble, Phoebe-Putney, and Albany State University are the major employers for the properties tenants.

**3QTR 2006** Hidden Oaks is listed by many properties in the market as being a competitor. It is a market-rate property built in 1978 that is in average condition for the market, but is in poor condition compared to the newer properties in the area. It lists its competitors as Regency Apartments, Shadowood Apartments, Palm Forest Apartments, Sunchase Apartments, and Rivercrest Apartments. Sunchase and Rivercrest are both LIHTC communities. Hidden Oaks does not accept Section 8 vouchers. Turnover is low at 25 percent annually. Leasing takes up to two weeks depending on the condition of the unit. There is no waiting list. No rent specials are being offered. Rents increased \$20 in the last year (four to six percent). Miller Brewery, Marine Logistics Base, Proctor & Gamble, Phoebe-Putney, and Albany State University are the major employers for the properties tenants.

## Property Profile Report

### Marsh Landings

**Comp #** 11  
**Effective Rent Date** 6/30/2006  
 Created by Brandi Day (June 02, 2005 08:47 PDT)  
 Last updated by Brandi Day (July 05, 2006 11:48 PDT)

**Location** 219 Philema Road  
 Albany, GA 31701  
 Dougherty County

**Distance** 3.2 miles

**Units** 56  
**Vacant Units** 2  
**Vacancy Rate** 3.60%

**Type** Lowrise  
 (3 stories)

**Year Built/Renovated** 2003/2003  
**Marketing Began** n/a  
**Leasing Began** n/a  
**Last Unit Leased** n/a

**Major Competitors** none  
**Tenant Characteristics** military personnel,  
 hospital workers, and  
 attorneys



**Contact Name** Chris  
**Phone** 229.889.9942

### Market

<b>Program</b>	Market	<b>Leasing Pace</b>	2 weeks
<b>Annual Turnover Rate</b>	32%	<b>Change in Rent (Past Year)</b>	7%
<b>Units/Month Absorbed</b>	24/month	<b>Concession</b>	none
<b>Section 8 Tenants</b>	0%		

### Utilities

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



### Property Profile Report (page 3)

#### Marsh Landings

Comp # 11

#### Amenities

<b>In-Unit</b>	Balcony/Patio Blinds Cable/Satellite/Internet Carpeting Central A/C Dishwasher Ceiling Fan Garbage Disposal Oven Refrigerator	<b>Security</b>	In-Unit Alarm
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<b>Property</b>	Off-Street Parking On-Site Management Recreation Areas Swimming Pool	<b>Premium</b>	none
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<b>Services</b>	none	<b>Other</b>	none
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#### Comments

The property includes three buildings. The first two opened in December 2002. The third building opened in December 2003. Each building has 24 units. For the third building, all but one unit was pre-leased before it opened. The property currently has two vacancies that have been leased and are awaiting occupancy. There is a waiting list for units on the first floor. The property does not attract a lot of college students, most likely due to its somewhat isolated location. It is located on a lake near Chehaw State Park north of SR-19/82. There are some military personnel, hospital workers, and attorneys in residence. Property amenities include boat slips and in-unit alarms. This property defines the high end of the rental range for the Albany market.

## Property Profile Report (page 4)

### Marsh Landings Trend Report

	2QTR 2005	3QTR 2006
<b>Trend: Market</b>	<b>2BR / 2BA</b>	<b>2BR / 2BA</b>
# Units	56	56
Vacancy Rate	1.80%	3.60%
Waiting List	yes	yes
Face Rent	\$750	\$800
Concession	\$0	\$0
Concessed Face Rent	\$750	\$800
Utility Adjustment	\$0	\$0
<b>Adjusted Rent</b>	<b>\$750</b>	<b>\$800</b>

#### Comments

**2QTR 2005** The property includes three buildings. The first two opened in December 2002. The third building opened in December 2003. Each building has 24 units. For the third building, all but one unit was pre-leased before it opened. The property currently has on vacancy that has been leased and is awaiting occupancy. There is a waiting list for units on the first floor. The property does not attract a lot of college students, most likely due to its somewhat isolated location. However, there are some military personnel, hospital workers, and attorneys in residence. Property amenities include boat slips and in-unit alarms. This property defines the high end of the rental range for the Albany market.

**3QTR 2006** The property includes three buildings. The first two opened in December 2002. The third building opened in December 2003. Each building has 24 units. For the third building, all but one unit was pre-leased before it opened. The property currently has two vacancies that have been leased and are awaiting occupancy. There is a waiting list for units on the first floor. The property does not attract a lot of college students, most likely due to its somewhat isolated location. It is located on a lake near Chehaw State Park north of SR-19/82. There are some military personnel, hospital workers, and attorneys in residence. Property amenities include boat slips and in-unit alarms. This property defines the high end of the rental range for the Albany market.

## Property Profile Report

Princeton Place	
<b>Comp #</b>	12
<b>Effective Rent Date</b>	6/30/2006
Created by	Brandi Day (June 02, 2005 09:36 PDT)
Last updated by	Brandi Day (July 05, 2006 11:18 PDT)
<b>Location</b>	539 N. Westover Blvd. Albany, GA 31707 Dougherty County
<b>Distance</b>	9.3 miles
<b>Units</b>	312
<b>Vacant Units</b>	0
<b>Vacancy Rate</b>	0.00%
<b>Type</b>	Lowrise (3 stories)
<b>Year Built/Renovated</b>	1996
<b>Marketing Began</b>	n/a
<b>Leasing Began</b>	n/a
<b>Last Unit Leased</b>	n/a
<b>Major Competitors</b>	n/a
<b>Tenant Characteristics</b>	n/a
<b>Contact Name</b>	Anita
<b>Phone</b>	229.438.0929



Market			
<b>Program</b>	Market	<b>Leasing Pace</b>	pre-lease
<b>Annual Turnover Rate</b>	58%	<b>Change in Rent (Past Year)</b>	decrease of 6%
<b>Units/Month Absorbed</b>	n/a	<b>Concession</b>	none
<b>Section 8 Tenants</b>	0%		

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

**Property Profile Report (page 2)**

**Princeton Place**

**Comp #** 12

**Unit Mix (face rent)**

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate
1	1	Lowrise (3 stories)	N/A	N/A	\$510	\$0	Market	none	0	N/A
2	1	Lowrise (3 stories)	N/A	N/A	\$565	\$0	Market	none	0	N/A
2	2	Lowrise (3 stories)	N/A	N/A	\$610	\$0	Market	none	0	N/A
3	2	Lowrise (3 stories)	N/A	N/A	\$710	\$0	Market	none	0	N/A

**Unit Mix: Market**

	1BR / 1BA	2BR / 1BA	2BR / 2BA	3BR / 2BA					
Face Rent	\$510	\$565	\$610	\$710					
Concession	\$0	\$0	\$0	\$0					
Concessed Face Rent	\$510	\$565	\$610	\$710					
Utility Adjustment	\$23	\$30	\$30	\$37					
<b>Adjusted Rent</b>	<b>\$533</b>	<b>\$595</b>	<b>\$640</b>	<b>\$747</b>					

### Property Profile Report (page 3)

#### Princeton Place

Comp # 12

#### Amenities

<b>In-Unit</b>	Balcony/Patio Blinds Carpeting Central A/C Dishwasher Ceiling Fan Garbage Disposal Microwave Oven Refrigerator Washer/Dryer hookup	<b>Security</b>	Perimeter Fencing
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<b>Property</b>	Exercise Facility Off-Street Parking On-Site Management Picnic Area Playground Swimming Pool Tennis Court Volleyball Court	<b>Premium</b>	none
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<b>Services</b>	none	<b>Other</b>	none
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#### Comments

Princeton Place is one of the newer and nicer properties in the western portion of Albany near the local mall. It is in good condition and commands rents at the top end of the market. Rents at the property decreased for the two-bedroom units in the past year by six percent. The property has higher rents for different floors. There is a \$15 premium for the one-bedroom units and a \$45 premium for the two-bedroom units. The one and three-bedroom rents remain unchanged. They have not increased for four years.

## Property Profile Report (page 4)

### Princeton Place Trend Report

Trend: Market	2QTR 2005				3QTR 2006			
	1BR / 1BA	2BR / 1BA	2BR / 2BA	3BR / 2BA	1BR / 1BA	2BR / 1BA	2BR / 2BA	3BR / 2BA
# Units	N/A							
Vacancy Rate	N/A							
Waiting List	none							
Face Rent	\$510	\$599	\$650	\$710	\$510	\$565	\$610	\$710
Concession	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Concessed Face Rent	\$510	\$599	\$650	\$710	\$510	\$565	\$610	\$710
Utility Adjustment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Adjusted Rent</b>	<b>\$510</b>	<b>\$599</b>	<b>\$650</b>	<b>\$710</b>	<b>\$510</b>	<b>\$565</b>	<b>\$610</b>	<b>\$710</b>

#### Comments

**2QTR 2005** Princeton Place is one of the newer and nicer properties in the western portion of Albany near the local mall. It is in good condition and commands rents at the top end of the market. However, rents at the property have not increased in at least three years.

**3QTR 2006** Princeton Place is one of the newer and nicer properties in the western portion of Albany near the local mall. It is in good condition and commands rents at the top end of the market. Rents at the property decreased for the two-bedroom units in the past year by six percent. The property has higher rents for different floors. There is a \$15 premium for the one-bedroom units and a \$45 premium for the two-bedroom units. The one and three-bedroom rents remain unchanged. They have not increased for four years.

## Property Profile Report

### Shadowwood Apartments

**Comp #** 13  
**Effective Rent Date** 6/30/2006  
 Created by Brandi Day (June 05, 2005 17:20 PDT)  
 Last updated by Brandi Day (July 05, 2006 11:12 PDT)

**Location** 2415 N. Brierwood Dr.  
 Albany, GA 31705  
 Dougherty County  
 Intersection: Vintage Road



**Distance** 4.6 miles

**Units** 124  
**Vacant Units** 18  
**Vacancy Rate** 14.50%

**Type** Various  
 (2 stories)  
**Year Built/Renovated** 1972-1974  
**Marketing Began** n/a  
**Leasing Began** n/a  
**Last Unit Leased** n/a

**Major Competitors** Quail Call, Hidden Oaks, Regency Club, Pine Forest

**Tenant Characteristics** work at Phoebe-Putney, Cooper Tire, Proctor & Gamble, Miller

**Contact Name** Kelly Spooner, Assistant Manager  
**Phone** 229.883.3321

### Market

<b>Program</b>	Market	<b>Leasing Pace</b>	1-2 weeks
<b>Annual Turnover Rate</b>	30%	<b>Change in Rent (Past Year)</b>	8-11% increase
<b>Units/Month Absorbed</b>	n/a	<b>Concession</b>	none
<b>Section 8 Tenants</b>	25%		

### Utilities

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

**Property Profile Report (page 2)**

**Shadowwood Apartments**

**Comp #** 13

**Unit Mix (face rent)**

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate
1	1	Garden (2 stories)	8	675	\$390	\$0	Market	none	0	0.00%
2	1.5	Townhouse (2 stories)	60	1,170	\$485	\$0	Market	none	12	20.00%
2	2	Garden (2 stories)	32	900	\$465	\$0	Market	none	6	18.80%
3	2.5	Townhouse (2 stories)	24	1,390	\$515	\$0	Market	none	0	0.00%

**Unit Mix: Market**

	1BR / 1BA	2BR / 1.5BA	2BR / 2BA	3BR / 2.5BA					
Face Rent	\$390	\$485	\$465	\$515					
Concession	\$0	\$0	\$0	\$0					
Concessed Face Rent	\$390	\$485	\$465	\$515					
Utility Adjustment	\$37	\$44	\$44	\$51					
<b>Adjusted Rent</b>	<b>\$427</b>	<b>\$529</b>	<b>\$509</b>	<b>\$566</b>					

### Property Profile Report (page 3)

#### Shadowwood Apartments

Comp # 13

#### Amenities

<b>In-Unit</b>	Balcony/Patio Blinds Carpeting Central A/C Coat Closet Dishwasher Garbage Disposal Oven Refrigerator Walk-In Closet	<b>Security</b>	none
<b>Property</b>	Off-Street Parking On-Site Management Swimming Pool Tennis Court	<b>Premium</b>	none
<b>Services</b>	none	<b>Other</b>	none

#### Comments

The property, like many others in the market, is in average condition compared to its neighbors, but is in poor condition overall. The assistant manager reported the market has had a small boom in early 2005 increasing her occupancy from 81 to 87 percent. It is currently at 85.5 percent. The 18 vacancies are all two-bedroom units, 12 of which are townhouse units. The property has a lot of college students, hospital workers, and others from Cooper Tire, Proctor & Gamble, and Miller. There are not a lot of military personnel at the property.

## Property Profile Report (page 4)

### Shadowwood Apartments Trend Report

Trend: Market	2QTR 2005				3QTR 2006			
	1BR / 1BA	2BR / 1.5BA	2BR / 2BA	3BR / 2.5BA	1BR / 1BA	2BR / 1.5BA	2BR / 2BA	3BR / 2.5BA
# Units	8	60	32	24	8	60	32	24
Vacancy Rate	N/A	N/A	N/A	0.00%	0.00%	20.00%	18.80%	0.00%
Waiting List	none	none	none	yes	none	none	none	none
Face Rent	\$350	\$445	\$430	\$475	\$390	\$485	\$465	\$515
Concession	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Concessed Face Rent	\$350	\$445	\$430	\$475	\$390	\$485	\$465	\$515
Utility Adjustment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Adjusted Rent</b>	<b>\$350</b>	<b>\$445</b>	<b>\$430</b>	<b>\$475</b>	<b>\$390</b>	<b>\$485</b>	<b>\$465</b>	<b>\$515</b>

#### Comments

**2QTR 2005** The property, like many others in the market, is in average condition compared to its neighbors, but is in poor condition overall. They have a waiting list for three-bedroom units only. The assistant manager reported the market has had a small boom in recent months increasing her occupancy from 81 to 87 percent. The 13 vacancies are mostly two-bedroom townhouse units. Some of these are vacant because they need to be upgraded. All of the rentable units are rented. The property has a lot of college students, hospital workers, and others from Cooper Tire, Proctor & Gamble, and Miller. There are not a lot of military personnel at the property.

**3QTR 2006** The property, like many others in the market, is in average condition compared to its neighbors, but is in poor condition overall. The assistant manager reported the market has had a small boom in early 2005 increasing her occupancy from 81 to 87 percent. It is currently at 85.5 percent. The 18 vacancies are all two-bedroom units, 12 of which are townhouse units. The property has a lot of college students, hospital workers, and others from Cooper Tire, Proctor & Gamble, and Miller. There are not a lot of military personnel at the property.

## Property Profile Report

### Springs Apartments

**Comp #** 14  
**Effective Rent Date** 6/30/2006  
 Created by Brandi Day (June 05, 2005 15:08 PDT)  
 Last updated by Brandi Day (July 05, 2006 10:25 PDT)

**Location** 2300 Bluewater Dr.  
 Albany, GA 31705  
 Dougherty County  
 Intersection: Dixie  
 Highway

**Distance** 6.6 miles

**Units** 50  
**Vacant Units** 0  
**Vacancy Rate** 0.00%

**Type** Garden  
 (2 stories)

**Year Built/Renovated** 1975  
**Marketing Began** n/a  
**Leasing Began** n/a  
**Last Unit Leased** n/a

**Major Competitors** n/a  
**Tenant Characteristics** n/a



**Contact Name** Susan/Albany Realty  
**Phone** 229.432.2870

### Market

<b>Program</b>	Market	<b>Leasing Pace</b>	2 days
<b>Annual Turnover Rate</b>	24%	<b>Change in Rent (Past Year)</b>	none
<b>Units/Month Absorbed</b>	n/a	<b>Concession</b>	none
<b>Section 8 Tenants</b>	24%		

### Utilities

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

**Property Profile Report (page 2)**

**Springs Apartments**

**Comp #** 14

**Unit Mix (face rent)**

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate
1	1	Garden (2 stories)	8	638	\$350	\$0	Market	none	0	0.00%
2	1	Garden (2 stories)	32	936	\$395	\$0	Market	none	0	0.00%
3	2	Garden (2 stories)	10	1,138	\$495	\$0	Market	none	0	0.00%

**Unit Mix: Market**

	1BR / 1BA	2BR / 1BA	3BR / 2BA						
Face Rent	\$350	\$395	\$495						
Concession	\$0	\$0	\$0						
Concessed Face Rent	\$350	\$395	\$495						
Utility Adjustment	\$37	\$44	\$51						
<b>Adjusted Rent</b>	<b>\$387</b>	<b>\$439</b>	<b>\$546</b>						

### Property Profile Report (page 3)

#### Springs Apartments

**Comp #** 14

#### Amenities

<b>In-Unit</b>	Balcony/Patio Blinds Carpeting Central A/C Coat Closet Dishwasher Fireplace Garbage Disposal Oven Refrigerator Walk-In Closet Washer/Dryer hookup	<b>Security</b>	none
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<b>Property</b>	Off-Street Parking Swimming Pool	<b>Premium</b>	none
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<b>Services</b>	none	<b>Other</b>	none
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#### Comments

Although this property is older, it was recently painted, greatly improving its curb appeal. However, a close inspection of the property reveals its age and condition as being only fair. The property has 12 Section 8 tenants. It does not have a lot of college students. There is no waiting list. Turnover is moderate at 24 percent. Leasing takes two days. There has been no rent increase in the past two years.

**Property Profile Report (page 4)**

**Springs Apartments Trend Report**

Trend: Market	2QTR 2005			3QTR 2006		
	1BR / 1BA	2BR / 1BA	3BR / 2BA	1BR / 1BA	2BR / 1BA	3BR / 2BA
# Units	8	32	10	8	32	10
Vacancy Rate	12.50%	0.00%	0.00%	0.00%	0.00%	0.00%
Waiting List	none	none	none	none	none	none
Face Rent	\$350	\$395	\$495	\$350	\$395	\$495
Concession	\$0	\$0	\$0	\$0	\$0	\$0
Concessed Face Rent	\$350	\$395	\$495	\$350	\$395	\$495
Utility Adjustment	\$0	\$0	\$0	\$0	\$0	\$0
<b>Adjusted Rent</b>	<b>\$350</b>	<b>\$395</b>	<b>\$495</b>	<b>\$350</b>	<b>\$395</b>	<b>\$495</b>

**Comments**

**2QTR 2005** Although this property is older, it was recently painted, greatly improving its curb appeal. However, a close inspection of the property reveals its age and condition as being only fair. The property does have some Section 8 tenants. It does not have a lot of college students. There is no waiting list. Turnover varies. Leasing takes two days.

**3QTR 2006** Although this property is older, it was recently painted, greatly improving its curb appeal. However, a close inspection of the property reveals its age and condition as being only fair. The property has 12 Section 8 tenants. It does not have a lot of college students. There is no waiting list. Turnover is moderate at 24 percent. Leasing takes two days. There has been no rent increase in the past two years.

## Property Profile Report

### Zori's Village

**Comp #** 15  
**Effective Rent Date** 6/30/2006  
 Created by Brandi Day (June 05, 2005 15:47 PDT)  
 Last updated by Brandi Day (July 05, 2006 10:35 PDT)

**Location** 300 Moultrie  
 Albany, GA 31705  
 Dougherty County  
 Intersection: Lynn Lane

**Distance** 3.4 miles

**Units** 40  
**Vacant Units** 0  
**Vacancy Rate** 0.00%

**Type** One-story  
**Year Built/Renovated** 2005  
**Marketing Began** 4/1/2005  
**Leasing Began** 4/1/2005  
**Last Unit Leased** n/a

**Major Competitors** n/a  
**Tenant Characteristics** n/a



**Contact Name** Mandy  
**Phone** 229.446.8464 or  
 229.343.7808

### Market

<b>Program</b>	Market	<b>Leasing Pace</b>	n/a
<b>Annual Turnover Rate</b>	N/A	<b>Change in Rent (Past Year)</b>	none
<b>Units/Month Absorbed</b>	11/month	<b>Concession</b>	none
<b>Section 8 Tenants</b>	0%		

### Utilities

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



### Property Profile Report (page 3)

**Zori's Village**

**Comp #** 15

#### Amenities

<b>In-Unit</b>	Balcony/Patio Blinds Carpeting Central A/C Dishwasher Garbage Disposal Oven Refrigerator	<b>Security</b>	none
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<b>Property</b>	Off-Street Parking	<b>Premium</b>	none
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<b>Services</b>	none	<b>Other</b>	none
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#### Comments

The property is one of the newest in the market. It opened April 1, 2005 and has leased 22 of its 40 units within two months. The absorption pace for the entire property is not available. The property is fully occupied. No rent specials are being offered. Rents have not increased since the property opened.

## Property Profile Report (page 4)

### Zori's Village Trend Report

Trend: Market	2QTR 2005		3QTR 2006	
	2BR / 1BA	3BR / 2BA	2BR / 1BA	3BR / 2BA
# Units	20	20	20	20
Vacancy Rate	N/A	N/A	0.00%	0.00%
Waiting List			none	none
Face Rent	\$500	\$550	\$500	\$550
Concession	\$0	\$0	\$0	\$0
Concessed Face Rent	\$500	\$550	\$500	\$550
Utility Adjustment	\$0	\$0	\$0	\$0
<b>Adjusted Rent</b>	<b>\$500</b>	<b>\$550</b>	<b>\$500</b>	<b>\$550</b>

#### Comments

**2QTR 2005** The property is one of the newest in the market. It opened April 1, 2005 and has leased 22 of its 40 units, a rate of 11 units per month. No rent specials are being offered.

**3QTR 2006** The property is one of the newest in the market. It opened April 1, 2005 and has leased 22 of its 40 units within two months. The absorption pace for the entire property is not available. The property is fully occupied. No rent specials are being offered. Rents have not increased since the property opened.

## **H. PROPERTY INTERVIEWS**

**PROPERTY INTERVIEWS**

Property managers and realtors were interviewed for information on unit mix, size, absorption, unit features and project amenities, tenant profiles, and market trends in general. The following text is a summary of the property descriptions, which describe vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available.

**Location**

The Subject will be located in eastern Albany off East Oglethorpe Drive. East Albany is generally considered a less desirable location than western Albany. The mall is located in northwest Albany and has surrounding supportive retail and restaurant development. The downtown area of Albany is being redeveloped. Most of the properties in the survey are also located on the east side. These properties are generally older and in poorer condition. Westover Place, Woodpine Way, and Princeton Place are all located in western Albany on Westover Boulevard. These properties were included to give an indication of high quality rental communities in the area. Ashley Riverside is located south of downtown Albany also on the west side of the city, but within the PMA. Marsh Landings is located on the north side of town in an isolated location near Chehaw State Park. The Subject’s location is competitive because of its proximity to Albany State University.

**Age and Condition**

The Subject will be superior in terms of age and condition when compared to other properties in our survey. Ashley Riverside, Zori’s Village, Woodpine Way, Westover Place, and Princeton Place are newer and in good condition and will be most comparable to the Subject. Swift Court Apartments and Albany Homes are in poor condition and considered least comparable.

**Unit Mix**

The following table illustrates the unit mix at the Subject and the comparable properties.

Unit Size	Subject		Comparable Properties	
	Total	Percentage	Total	Percentage
1BR	0	0%	80	10%
2BR	60	50%	397	49%
3BR	60	50%	326	41%
4BR	0	0%	1	0%
<b>Total</b>	<b>120</b>	<b>100%</b>	<b>804</b>	<b>100%</b>

Most of the properties in the market are two and three-bedroom units, representing 49 percent and 41 percent respectively. Only ten percent of total units are one-bedroom. There is one four-bedroom unit among our surveyed properties. The Subject will have an even mix of two and three-bedroom units, which is consistent with the market. Our market interviews indicate the greatest demand is for one and two-bedroom units. However, as the following table shows, two-bedroom units have the highest vacancy at 7.6 percent while one-bedroom units have a 1.3 percent vacancy and three-bedroom units have a 1.8 percent vacancy. The single four-bedroom unit is vacant, creating a 100 percent vacancy.

**Vacancy by Unit Type**

<b>Unit Size</b>	<b>Total</b>	<b>Vacant Units</b>	<b>Percent Vacant</b>
1BR	80	1	1.3%
2BR	397	30	7.6%
3BR	326	6	1.8%
4BR	1	1	100.0%
<b>Total</b>	<b>804</b>	<b>37</b>	<b>5%</b>

**Unit Size**

We attempted to compare the proposed Subject’s proposed unit sizes to similar unit types. Several of the market rate properties offer various floor plans ranging greatly in size. The table below depicts the square footage of the Subject and comparable properties in the market.

**Unit Size Comparison**

<b>Unit Type</b>	<b>Subject</b>	<b>Surveyed Min</b>	<b>Surveyed Max</b>	<b>Surveyed Average</b>	<b>Advantage/Disadvantage</b>
2 BR	950	900	1,300	1,010	-6%
3 BR	1,100	1,000	1,390	1,189	-8%

The unit sizes at the Subject are similar to slightly below the average for the market. However, they are sufficiently above the surveyed minimum to be competitive. Most of the properties have units similar in size to the Subject, within 100 square feet. Marsh Landing has the largest two-bedroom unit at 1,300 square feet. It is well above the surveyed range. The second largest two-bedroom units are 1,180 square feet at Shadowwood Apartments. Shadoowood Apartments has the largest three-bedroom at 1,390. It is also well above the surveyed range. The second largest three-bedroom unit is 1,280 at Woodland Heights.

**Total Number of Baths per Unit**

The Subject’s two and three-bedroom units will all have two baths. This is similar to or superior to the properties in our survey.

**Unit Amenities**

The Subject will include refrigerator, oven/range, dishwasher, garbage disposal, washer/dryer hook-ups, and central air. This is comparable to the newer surveyed properties and superior to the older developments. A detailed description of amenities included in both the Subject and the comparable properties can be found in the matrices. The matrices have been color coded. Those properties that offer an amenity that the Subject does not offer are shaded in gray, those properties that do not offer an amenity, that the Subject does offer are shaded in green. Thus, the inferior properties can be identified by the green and the superior properties can be identified by the gray.

**Common Area Amenities**

The Subject will include an on-site laundry, equipped playground, covered picnic area, swimming pool, exercise facility, computer center, and a community room. In addition, an on-site aquarium is planned for the development. Management will also offer on-site services such as home-buying classes, resume classes, interviewing skills, and other employment-related classes. An on-site after school program is also planned. The Subject will be superior to the

properties in our survey. Marsh Landings, which also offers boat slips, is most similar. A detailed description of amenities included in both the Subject and the comparable properties can be found in the matrices. The matrices have been color coded. Those properties that offer an amenity that the Subject does not offer are shaded in gray, those properties that do not offer an amenity, that the Subject does offer are shaded in green. Thus, the inferior properties can be identified by the green and the superior properties can be identified by the gray.

### **Security Features**

The Subject does not offer any security features. None of the competitive properties offer security features. This is not considered necessary in the market.

### **Utility Structure**

The Subject will include water, sewer, and garbage removal in the rental rates. Comparable properties with differing utility allowances have been adjusted to the Subject's utility convention. Adjustments are made using Section 8 Utility Allowances from the Georgia Department of Community Affairs which provide utility estimates for Dougherty County.

### **Parking**

The Subject will have 320 spaces, or two spaces per unit. This is considered adequate and will help meet the demand for parking from the higher-income households in the market-rate units, which are more likely to have multiple cars.

### **Tenant Makeup**

Local property managers reported a generally mixed tenancy. Albany State University and the Marin Corp Logistics Base are major sources of tenants. However, neither of these populations is eligible for LIHTC affordable housing. Because the Subject will have market-rate units, it can expect to draw from both of these sources. They are in close proximity to the Subject, which will give it an advantage.

### **Concessions**

Only one property in our survey reported a concession. Towering Pines is offering a reduced rent for their three-bedroom units. This is a monthly savings of \$134. However, the property is fully occupied with a waiting list, indicating that a concession may not be necessary. Ashley Riverside offered a concession last year on its LIHTC units when it was still trying to absorb its units. However, that concession has been discontinued.

### **Waiting Lists**

Seven of the properties in our survey have a waiting list as is detailed on the following table. Two properties, Ashley Riverside and Westover Place, likely have a waiting list, but management would not say. The Subject should be able to maintain a waiting list once it reaches a stabilized occupancy, particularly for its market-rate units and LIHTC units at 30 percent of AMI.

**Waiting Lists**

<b>Property Name</b>	<b>Rent Structure</b>	<b>Waiting List</b>
Ashley Riverside Apartments	@50% (Public Housing), @60%, Market	N/A
Rivercrest Apartments	@60%	None
Sunchase Apartments	@50%, @60%	Yes
Swift Court Apartments	@60%	None
Towering Pines	@60%	10 people
Westover Place Apartments	@50%, @60%	N/A
Woodland Heights	@80% (CDBG)	85 people
Woodpine Way Apartments	@60%	Yes
Albany Homes	Market	4 people
Hidden Oaks	Market	Yes
Marsh Landings	Market	Yes, for 1st floor
Princeton Place	Market	None
Shadowwood Apartments	Market	None
Springs Apartments	Market	None
Zori's Village	Market	None

**Section 8 Occupancy**

Section 8 voucher holders account for a large portion of demand within the market area. The following table details occupancy at the surveyed properties.

**Section 8 Occupancy**

<b>Property Name</b>	<b>Rent Structure</b>	<b>% Section 8</b>
Ashley Riverside Apartments	@50% (Public Housing), @60%, Market	0%
Rivercrest Apartments	@60%	50%
Sunchase Apartments	@50%, @60%	20%
Swift Court Apartments	@60%	3%
Towering Pines	@60%	20%
Westover Place Apartments	@50%, @60%	N/Av
Woodland Heights	@80% (CDBG)	3%
Woodpine Way Apartments	@60%	21%
Albany Homes	Market	N/Av
Hidden Oaks	Market	N/Av
Marsh Landings	Market	0%
Princeton Place	Market	0%
Shadowwood Apartments	Market	25%
Springs Apartments	Market	24%
Zori's Village	Market	0%
<b>Average Section 8 Occupancy</b>		<b>14%</b>

Three properties in our survey were unwilling or unable to report their Section 8 tenancy. Four properties have no Section 8 tenants. These are primarily market-rate properties. Ashley Riverside is a combination of market, LIHTC, and public housing. The average Section 8 occupancy is 14 percent. It ranged from three to 50 percent. Mr. McCarthy, the Executive Director of the Albany Housing Authority, reported that LIHTC properties in the area are heavily reliant on Section 8 voucher holders to lease their units at or near the maximum LIHTC rents for the market. The Subject can also expect to have a large portion of Section 8 tenants. However, because the rents are above the Payment Standard, rents may need to be lowered to

accommodate this segment of demand. Since nearly all vouchers are leased and funding for the voucher program is remaining stable or declining, the Subject will most likely pull demand from existing properties that are inferior.

**Historical Rent Increases**

One way to determine if the apartment market is healthy is to look to the historical rent increases, or lack of them. If rents are stable or increasing in the area, the market may be in a state of expansion. Conversely, if the market begins to offer concessions, the market may be declining. The table below illustrates reported changes in rents in the market.

**Rent Increases**

Property Name	Rent Structure	Rent Increase
Ashley Riverside Apartments	@50% (Public Housing), @60%, Market	N/A
Rivercrest Apartments	@60%	1.7-3.4%
Sunchase Apartments	@50%, @60%	3-9%
Swift Court Apartments	@60%	6-7%
Towering Pines	@60%	N/A
Westover Place Apartments	@50%, @60%	N/A
Woodland Heights	@80% (CDBG)	N/A
Woodpine Way Apartments	@60%	N/A
Albany Homes	Market	3.3-4.4%
Hidden Oaks	Market	4-6%
Marsh Landings	Market	7%
Princeton Place	Market	-6%
Shadowwood Apartments	Market	8-11%
Springs Apartments	Market	N/A
Zori's Village	Market	N/A

Seven properties reported a rent increase ranging from 1.7 to 11 percent. Princeton Place reported a six percent decrease in rents, but did not offer further explanation. It is likely suffering from the increased competition at Westover Place, which opened in 2005.

The Rental Housing report from the Department of Community and Economic Development performed a rent comparison among properties surveyed in 1998 and 2006 and concluded that the rental rates have increased from six to 12 percent in the last eight years.

**Affect of Subject on Other Affordable Units in Market**

Because there is limited demand in the market for LIHTC housing, it is likely that the Subject will draw tenants from existing affordable housing communities. This is especially true of tenants who occupy LIHTC housing with the aid of Section 8 vouchers. However, many of the existing LIHTC properties in the market, particularly in eastern Albany are in poor to fair condition. The Subject would be providing these tenants an increased standard of living. The Subject will not negatively impact public housing or Section 8 communities as these will generally target a lower-income population. Additionally, there is ample demand for housing at these very low income levels.

**Vacancy**

The following table illustrates the vacancy rates in the market.

**Overall Vacancy**

<b>Property Name</b>	<b>Rent Structure</b>	<b>Total Units</b>	<b>Vacant Units</b>	<b>Vacancy Rate</b>
Ashley Riverside Apartments	@50% (Public Housing), @60%, Market	132	14	10.60%
Rivercrest Apartments	@60%	120	6	5.00%
Sunchase Apartments	@50%, @60%	100	0	0.00%
Swift Court Apartments	@60%	32	10	31.20%
Towering Pines	@60%	30	0	0.00%
Westover Place Apartments	@50%, @60%	96	1	1.00%
Woodland Heights	@80% (CDBG)	60	0	0.00%
Woodpine Way Apartments	@60%	96	1	1.00%
Albany Homes	Market	150	5	3.30%
Hidden Oaks	Market	240	20	8.30%
Marsh Landings	Market	56	2	3.60%
Princeton Place	Market	312	0	0.00%
Shadowwood Apartments	Market	124	18	14.50%
Springs Apartments	Market	50	0	0.00%
Zori's Village	Market	40	0	0.00%
<b>Total</b>		<b>1,638</b>	<b>77</b>	<b>4.70%</b>

Overall market vacancy in the area is low at 4.7 percent. Three market-rate properties, two LIHTC properties, and one CDBG property report 100 percent occupancy. However, three properties report vacancy above ten percent. Swift Court Apartments has the highest vacancy in the market. It has seven units boarded up to prevent vandalism because there is insufficient demand to lease all of its units. Among the remaining 25 units, there are three vacancies. At Shadowwood Apartments, management did not offer an explanation for the high vacancy. The high vacancy is likely the result of units awaiting renovation as the property was preparing for a renovation last year. At Ashley Riverside, the most similar LIHTC property in the market, 11 of its 16 vacancies are among its LIHTC units. The Public Housing and market-rate units have minimal vacancy due to normal turnover. However, the LIHTC units have had difficulty maintaining a stabilized occupancy since the property opened. Mr. McCarthy, the Executive Director of the Albany Housing Authority speculated that this is the result of the high LIHTC rents relative to the market rents. This limits the range of income-eligible households. Many households who are income-qualified have lost their job just prior to or soon after moving in, forcing the tenant to either not move in or move out soon after occupancy. This causes further delays in leasing. The property has not accepted any tenants with Section 8 vouchers due to stringent screening requirements. However, these are expected to be adjusted in the near future to allow for Section 8 tenants.

The Subject's greatest concern with regard to occupancy will also be its LIHTC units at 50 and 60 percent of AMI. The market-rate units will have a ready market because of its proximity to Albany State University, although attracting college students may increase turnover. The lower-income units at 30 percent of AMI should also find adequate demand as all local market participants report a need for housing at these lower income levels. Rent specials or reduced

rents may be necessary for the Subject to maintain a high occupancy among its LIHTC units at 50 and 60 percent of AMI.

**Reasonability of Rents**

The table below illustrates the net and gross rents at the Subject, as well as the maximum allowable rents. DCA requires that LIHTC properties are at or below DCA’s Maximum Allowable Rent per the Rent and Income Guidelines. The Subject’s rents are at the maximum allowable rents except for the two-bedroom units at 30 percent of AMI, which are \$1 above the maximum allowable rent.

An analysis of achievable LIHTC rents is beyond the scope of the GA DCA guidelines. Therefore, we do not draw any conclusions as to the reasonableness of the Subject’s proposed LIHTC rents. We inform the reader that other users of this document may underwrite the LIHTC rents to a different standard than contained in this report.

**PROPOSED RENTS**

Unit Type	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	LIHTC Maximum Allowable Gross Rent	HUD Fair Market Rents	% Advantage over FMR
<i>30% AMI</i>							
2BR/2BA	6	\$237	\$89	\$326	\$325	\$535	39%
3BR/2BA	6	\$266	\$110	\$376	\$376	\$718	48%
<i>50% AMI</i>							
2BR/2BA	15	\$451	\$89	\$540	\$542	\$535	-1%
3BR/2BA	15	\$515	\$110	\$625	\$627	\$718	13%
<i>60% AMI</i>							
2BR/2BA	24	\$535	\$89	\$624	\$651	\$535	-17%
3BR/2BA	24	\$620	\$110	\$730	\$753	\$718	-2%
<i>Market</i>							
2BR/2BA	15	\$610	\$89	\$699	N/Ap	\$535	-31%
3BR/2BA	15	\$695	\$110	\$805	N/Ap	\$718	-12%
<b>Total</b>	<b>120</b>						

Notes (1) Source of Utility Allowance Developer

It should be noted that the Subject’s utility allowance was provided by the developer in the application. It does not correspond to the DCA utility allowance worksheets. This is typical in the state and allows properties to achieve higher rents through a lower utility allowance. Rents at the surveyed properties were adjusted based on the DCA utility allowance. As a result, many of these properties will show an adjusted rent well above the maximum allowable rent for the income level. The adjustments are meant to provide an “apples to apples” comparison of local rents assuming a standard utility allowance to determine if the Subject’s rents are reasonable.

None of the properties in our surveyed offered rents at 30 percent of AMI. However, we believe the Subject’s proposed rents are reasonable for the market, assuming the two-bedroom rent is appropriately adjusted to \$236 to meet rent guidelines. The following table compares the Subject’s rents at 50 percent of AMI to comparable properties in the market.

**LIHTC RENT COMPARISON – 50% AMI**

Property Name	Two-Bedroom Rent	Three-Bedroom Rent
University Gardens (Subject)	\$451	\$515
LIHTC Maximum (Net)	\$453	\$517
Subject's Advantage over LIHTC Maximum	0.4%	0.4%
Sunchase Apartments	\$438	\$515
Westover Place Apartments	\$455	\$520
<b>Average (Excluding the Subject)</b>	<b>\$447</b>	<b>\$518</b>
Subject's Advantage over Average	-1%	0%

Based on the comparison above, the Subject's proposed rents at 50 percent of AMI appear reasonable and market-oriented. Sunchase Apartments is located in northeast Albany and is able to maintain a high occupancy (currently 100 percent) with a waiting list. Westover Place, which is the newest LIHTC property in the market, also has a high occupancy (99 percent). Management would not report if the property has a waiting list.

The following table compares the Subject's proposed rents at 60 percent of AMI to existing competitive properties within the market. For properties with multiple floorplans and/or prices for a particular unit type, we selected the price for the one that was most similar to the Subject.

**LIHTC RENT COMPARISON – 60% AMI**

Property Name	Two-Bedroom Rent	Three-Bedroom Rent
University Gardens (Subject)	\$535	\$620
LIHTC Maximum (Net)	\$562	\$643
Subject's Advantage over LIHTC Maximum	5%	4%
Ashley Riverside	\$577	\$666
Rivercrest Apartments	N/Ap	\$611
Sunchase Apartments	N/Ap	\$545
Swift Court Apartments	\$415	\$367
Towering Pines	N/Ap	\$550
Westover Place	\$564	\$646
Woodpine Way	\$528	\$592
<b>Average (Excluding the Subject)</b>	<b>\$498</b>	<b>\$557</b>
<b>Average (Excluding Subject and Swift Court)</b>	<b>\$556</b>	<b>\$601</b>
Subject's Advantage over Average	-7%	-11%
Subject's Advantage over Average (Excluding Swift Court)	4%	-1%

The high vacancy at Swift Court Apartments is a result of poor management, poor condition, and poor location, which results in a low asking rent. Therefore, it should not be considered in the rent analysis. Therefore, we look at the market average excluding Swift Court Apartments, which gives the Subject a four percent advantage for its two-bedroom rents and a one percent disadvantage for its three-bedroom rents. Among the two-bedroom units, Woodpine Way is the only property with a lower rent. Its units are \$528. The rent difference between the two properties is reasonable considering the Subject will be eight years newer and offer a superior amenities package. Among the three-bedroom units, Sunchase Apartments, Towering Pines, and Woodpine Way all offer a rent advantage. However, the Subject will be superior to all of these properties as well, especially Towering Pines which is currently in poor condition.

Ashley Riverside will be most competitive when compared to the Subject as it is new and located in eastern Albany. Although it has a superior location when compared to the Subject, the Subject will have an advantage as a single-family community. The Subject’s rents show a seven percent advantage over both the two and three-bedroom units at Ashley Riverside. Last year, Ashley Riverside was offering a concession for its LIHTC units, which reduced the two-bedroom rents to \$481 and \$555. The Subject’s rents are significantly above these conceded rents. However, this concession has been discontinued even though the LIHTC units continue to have a high vacancy.

Therefore, the Subject’s rents appear reasonable when compared to the competitive properties in the area. However, there is some question about the actual achievable LIHTC rent in the market. Because most of the LIHTC properties in the market are heavily reliant on Section 8 voucher holders to fill their units, it is difficult to determine what rent level is necessary to maintain occupancy above 95 percent without the aid of vouchers. Ashley Riverside is able to maintain 83 percent occupancy with its current asking rents, which are profiled above. With exception of Swift Court Apartments, the other LIHTC communities in the area are only 50 to 80 percent occupied without the aid of Section 8 vouchers. Therefore, we must conclude that the current asking rents at the LIHTC properties in the market are not achievable.

Woodland Heights, a local Community Development Block Grant (CDBG) community near the Subject provides another point of comparison. The property limits incomes for 51 percent of its units to 80 percent of AMI, but offers only one rent level for both the income-restricted units and the market-rate units. The property is the strongest performer in the market among the affordable housing communities with only three percent of its units leased to Section 8 voucher holders. The property is also able to maintain full occupancy with a lengthy waiting list. The adjusted rents at Woodland Heights are \$410 for the two-bedroom units and \$501 for the three-bedroom units. The Subject’s rents at 60 percent of AMI are ten percent higher than the two-bedroom rents at Woodland Heights and three percent higher than the three-bedroom rents. Given the superiority of the Subject property in terms of location and amenities, we believe the Subject should be able to achieve higher rents. The strong performance of Woodland Heights also suggests that the property could sustain higher rents.

However, the market is very price conscious. The units at Woodland Heights are reserved for households earning 80 percent or less of AMI while the Subject’s units are for households earning 60 percent or less. This means that the households at Woodland Heights are paying a smaller portion of their income for rent. Based on all the factors affecting achievable LIHTC rents in the market, we believe the Subject’s rents at both the 50 and 60 percent of AMI levels should be lowered. We recommend setting the 60 percent rents five percent below those at Woodland Heights and the 50 percent rents 10 percent below those at Woodland Heights. The following table details the Subject’s achievable LIHTC rents at the 50 and 60 percent of AMI level. We recommend no changes to the rents at the 30 percent of AMI level.

**Achievable LIHTC Rents**

	<b>50% AMI</b>	<b>60% AMI</b>
2BR	\$369	\$390
3BR	\$451	\$476

With these rents, there will be adequate demand in the market for the Subject. The following

table shows the capture rates for the Subject assuming these lower rents.

<b>Capture Rates Assuming Recommended Rents</b>						
Unit Size	Income limits	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate
2 Bdrm	30% AMI	6	61	0	61	10%
	50% AMI	15	114	22	92	16%
	60% AMI	24	185	22	163	15%
	Market	15	312	20	292	5%
<b>2 Bdrm</b>	<b>TOTAL</b>	<b>60</b>	<b>461</b>	<b>64</b>	<b>397</b>	<b>15%</b>
3 Bdrm	30% AMI	6	41	0	41	15%
	50% AMI	15	76	22	54	28%
	60% AMI	24	124	21	103	23%
	Market	15	210	20	190	8%
<b>3 Bdrm</b>	<b>TOTAL</b>	<b>60</b>	<b>310</b>	<b>63</b>	<b>247</b>	<b>24%</b>

The following table compares the Subject’s market rents to other market-rate properties in our survey. The Subject’s rents are 12 percent above the market average for two-bedroom units and 14 percent above average for the three-bedroom units.

**MARKET RENT COMPARISON**

<b>Property Name</b>	<b>Two-Bedroom Rent</b>	<b>Three-Bedroom Rent</b>
University Gardens (Subject)	\$610	\$695
Ashley Riverside	\$615	\$675
Albany Homes	\$310	N/Ap
Hidden Oaks	\$475	\$542
Marsh Landings	\$830	N/Ap
Princeton Place	\$640	\$747
Shadowwood Apartments	\$509	\$566
Springs Apartments	\$439	\$546
Zori’s Village	\$544	\$601
<b>Average (Excluding the Subject)</b>	<b>\$527</b>	<b>\$589</b>
Subject’s Advantage over Average	-12%	-14%

The low market average is a result of the wide range of properties included in our survey. Albany Homes is in inferior condition and an inferior location. Similarly, Hidden Oaks and Shadowwood are in poor condition. Springs Apartments is in fair condition. The most similar properties in terms of condition and amenities are Ashley Riverside, Marsh Landings, Princeton Place, and Zori’s Village. Marsh Landings is a luxury apartment community catering to high-income households. The property is located on a lake north of US-19/82. It offers boat slips for its residents. The two-bedroom rent is well above the other market-rate properties and, therefore, is considered an outlier.

The Subject will be most similar to Ashley Riverside, which also includes a mix of affordable and market-rate units, in terms of location, amenities, and condition. It is located on the west side of the Flint River, a few blocks south of downtown Albany. However, the Subject has the advantage of being within walking distance of Albany State University. It is also closer to the Marine Corp Logistics Base. The Subject will be approximately four years newer than Ashley Riverside at the time of its completion in 2008. It will also have slightly superior community

amenities. Ashley Riverside has not had any difficulty leasing market-rate properties. It is often able to maintain a waiting list for these units and fill vacancies quickly. This indicates that the property could possibly achieve higher rents than it is currently asking. Therefore, the Subject should be able to achieve rents similar to or even slightly higher than Ashley Riverside. The Subject’s two-bedroom rents are \$10 below Ashley Riverside. The three-bedroom rents are \$20 higher than those at Ashley Riverside. This is considered reasonable and should offer the Subject an advantage in the market.

**Absorption**

Four properties in our survey were able to report an absorption pace for their units. These ranged from 11 to 24 units per month.

**Absorption Pace**

Property Name	Rent Structure	Absorption
Ashley Riverside Apartments	@50% (Public Housing), @60%, Market	16/month
Woodpine Way Apartments	@60%	19/month
Marsh Landings	Market	24/month
Zori’s Village	Market	11/month

As proposed, the Subject should expect to absorb its units more slowly than the previous LIHTC communities as they have already accommodated much of the unmet demand in the area. The demand analysis indicated that the absorption could take up to 12 months. This would be a pace of ten units per month. We believe this is an achievable pace and the Subject can be fully leased within one year.

**Conclusions**

The overall rental market in the Albany area is considered healthy with vacancy averaging 4.7 percent and reports of recent rent increases. However, the LIHTC properties are heavily reliant on Section 8 vouchers to fill their units. Ashley Riverside, which has not yet accepted any Section 8 voucher holders due to strict screening requirements, has a 16 percent vacancy among its units at 60 percent of AMI resulting in an overall vacancy of ten percent. Only three percent of the units at Swift Court Apartments are leased to Section 8 voucher holders. However, it is an inferior property offering very low rents. Among the remaining LIHTC properties, Section 8 vouchers account for 20 to 50 percent of all tenants. This indicates that the current asking rents among the LIHTC units in the market are not achievable. Therefore, we recommend, the Subject lower its rents in order to be able to attract a stable tenant base without relying on Section 8 vouchers.

## **I. CONCLUSIONS AND RECOMMENDATIONS**

## CONCLUSIONS

- The Albany MSA is a five county area with Albany and Dougherty County as the center for the metro areas employment and shopping. Albany is heavily reliant on its local colleges, hospitals, Marine Base, and local government for employment. The Base survived the recent round of BRAC closures and, therefore, should continue to be a large contributor to the local workforce. However, that victory has been offset by the announced closing of the Merck Pharmaceutical plant, currently scheduled for 2007. The general state of the economy is best characterized as slow, but persistent, with most gains occurring from small employers such as retailers and restaurants. Total employment has seen steady growth since 2001 except for a small dip in 2004. Although the numbers do not present an image of a robust economy, all local market participants are optimistic about the current health of the economy as well as its future projections. Growth in the MSA supports the overall health of the area with anticipated increases in population, households, and income; however, the PMA shows signs of weakness. Losses are anticipated in both population and households. While incomes are expected to grow, they will remain well behind the MSA and the nation. However, this may speak well for the addition of the Subject. The additional units of affordable housing may help stem the loss of households. Eastern Albany is an area of little new development, either residential or commercial. There are no high-quality rental communities in East Albany to accommodate workers at the area's top employers such as the Marine Corp Logistics Base, Albany State University, and Cooper Tires. New quality, housing could draw more people to the area.
- Due to declining households and significant new affordable housing construction in East Albany since 1999, the capture rates reveal low demand for the Subject as proposed. In order to meet the limitation of the market, the Subject will need to significantly decrease its two and three-bedroom units at 50 and 60 percent of AMI. In order to achieve a capture rate of less than 30 percent, the Subject can include no more than eight two-bedroom and four three-bedroom units at 50 percent of AMI and no more than 29 two-bedroom (an increase of five units over the proposal) and 17 three-bedroom units at 60 percent of AMI. We do believe the market can support additional housing at the 30 percent of AMI level as well as among the market-rate units. Additionally, we believe there is strong demand in the market for one-bedroom units that is not being met by existing affordable housing communities. We recommend the Subject revise its unit mix to include one-bedroom units as well as more market-rate units and additional LIHTC units at 30 percent of AMI. Additionally, if the Subject lowers its rents, as proposed in the rent analysis section, we believe there will be adequate demand for the Subject's current unit mix.
- Four properties in our survey were able to report an absorption pace for their units. These ranged from 11 to 24 units per month. As proposed, the Subject should expect to absorb its units more slowly than the previous LIHTC communities as they have already accommodated much of the unmet demand in the area. The demand analysis indicated that the absorption could take up to 12 months. This would be a pace of ten units per month. We believe this is an achievable pace and the Subject can be fully leased within one year.
- Overall market vacancy in the area is low at 4.7 percent. Three market-rate properties, two LIHTC properties, and one CDBG property report 100 percent occupancy. However, two properties report vacancy above ten percent. Swift Court Apartments has the highest

vacancy in the market. It has seven units boarded up to prevent vandalism because there is insufficient demand to lease all of its units. Among the remaining 22 units, there are three vacancies. At Shadowwood Apartments, management did not offer an explanation for the high vacancy nor did they seem concerned by it. The high vacancy is likely the result of units awaiting renovation as the property was preparing for a renovation last year. At Ashley Riverside, the most similar LIHTC property in the market, most of the vacancy is among its LIHTC units (16 percent for units at 60 percent of AMI). The Public Housing and market-rate units have minimal vacancy due to normal turnover. However, the LIHTC units have had difficulty maintaining a stabilized occupancy since the property opened. Mr. McCarthy, the Executive Director of the Albany Housing Authority speculated that this is the result of the high LIHTC rents relative to the market rents. This limits the range of income-eligible households. Many households who are income-qualified have lost their job just prior to or soon after moving in, forcing the tenant to either not move in or move out soon after occupancy. This causes further delays in leasing. The property has not accepted any tenants with Section 8 vouchers due to stringent screening requirements. However, these are expected to be adjusted in the near future to allow for Section 8 tenants.

- The Subject's greatest concern with regard to occupancy will also be its LIHTC units at 50 and 60 percent of AMI. The market-rate units will have a ready market because of its proximity to Albany State University, although attracting college students may increase turnover. The lower-income units at 30 percent of AMI should also find adequate demand as all local market participants report a need for housing at these lower income levels. Rent specials or reduced rents may be necessary for the Subject to maintain a high occupancy among its LIHTC units at 50 and 60 percent of AMI.
- Seven of the properties in our survey have a waiting list. Two properties, Ashley Riverside and Westover Place, likely have a waiting list for some of their units, but management would not say. With the right unit mix and rents, the Subject should be able to maintain a waiting list once it reaches a stabilized occupancy for its market-rate units and LIHTC units at 30 percent of AMI.
- None of the properties in our surveyed offered rents at 30 percent of AMI. However, we believe the Subject's proposed rents are reasonable for the market, assuming the two-bedroom rent is appropriately adjusted to \$236 to meet rent guidelines.
- The Subject's rents show an advantage over existing LIHTC properties in the market. The Subject's units at 50 percent of AMI are equivalent to the market average. This is reasonable given that the Subject will be a superior property when compared to the other units at 50 percent of AMI. At 60 percent of AMI, the Subject's three-bedroom rents are equivalent to the market average while the two-bedroom units have a four percent rent advantage over the market average (excluding Swift Court Apartments, an inferior property). These lower rents should give the Subject a slight advantage in the market.
- Because most of the LIHTC properties in the market are heavily reliant on Section 8 voucher holders to fill their units, it is difficult to determine what rent level is necessary to maintain occupancy above 95 percent without the aid of vouchers. Ashley Riverside is able to maintain 83 percent occupancy with its current asking rents. With the exception of Swift

Court Apartments, the other LIHTC communities in the area are only 50 to 80 percent occupied without the aid of Section 8 vouchers. Therefore, we must conclude that the current asking rents at the LIHTC properties in the market are not achievable.

- Woodland Heights, a local Community Development Block Grant (CDBG) community near the Subject provides another point of comparison. The property limits incomes for 51 percent of its units to 80 percent of AMI, but offers only one rent level for both the income-restricted units and the market-rate units. The property is the strongest performer in the market among the affordable housing communities with only three percent of its units leased to Section 8 voucher holders. The property is also able to maintain full occupancy with a lengthy waiting list. The adjusted rents at Woodland Heights are \$410 for the two-bedroom units and \$501 for the three-bedroom units. The Subject’s rents at 60 percent of AMI are ten percent higher than the two-bedroom rents at Woodland Heights and three percent higher than the three-bedroom rents. Given the superiority of the Subject property in terms of location and amenities, we believe the Subject should be able to achieve higher rents. The strong performance of Woodland Heights also suggests that the property could sustain higher rents.
- However, the market is very price conscious. The units at Woodland Heights are reserved for households earning 80 percent or less of AMI while the Subject’s units are for households earning 60 percent or less. This means that the households at Woodland Heights are paying a smaller portion of their income for rent. Based on all the factors affecting achievable LIHTC rents in the market, we believe the Subject’s rents at both the 50 and 60 percent of AMI levels should be lowered. We recommend setting the 60 percent rents five percent below those at Woodland Heights and the 50 percent rents 10 percent below those at Woodland Heights. The following table details the Subject’s achievable LIHTC rents at the 50 and 60 percent of AMI level. We recommend no changes to the rents at the 30 percent of AMI level.

**Achievable LIHTC Rents**

	<b>50% AMI</b>	<b>60% AMI</b>
2BR	\$369	\$390
3BR	\$451	\$476

With these rents, there will be adequate demand in the market for the Subject without adversely impacting existing LIHTC properties. The following table shows the capture rates for the Subject assuming these lower rents.

Capture Rates Assuming Recommended Rents						
Unit Size	Income limits	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate
2 Bdrm	30% AMI	6	61	0	61	10%
	50% AMI	15	114	62	52	29%
	60% AMI	24	185	46	139	15%
	Market	15	312	20	292	5%
<b>2 Bdrm</b>	<b>TOTAL</b>	<b>60</b>	<b>461</b>	<b>128</b>	<b>333</b>	<b>17%</b>
3 Bdrm	30% AMI	6	41	0	41	15%
	50% AMI	15	76	46	30	49%
	60% AMI	24	124	21	103	23%
	Market	15	210	20	190	8%
<b>3 Bdrm</b>	<b>TOTAL</b>	<b>60</b>	<b>310</b>	<b>87</b>	<b>223</b>	<b>27%</b>

- The Subject’s market rent comparison to other market-rate properties in the community is not as favorable. It is 12 percent above the market average for two-bedroom units and 14 percent above average for the three-bedroom units. Among the market-rate properties, the Subject is most similar to Ashley Riverside, which also includes a mix of affordable and market-rate units. It is located on the west side of the Flint River, a few blocks south of downtown Albany. However, the Subject has the advantage of being within walking distance of Albany State University. It is also closer to the Marine Corp Logistics Base. The Subject will be approximately four years newer than Ashley Riverside at the time of its completion in 2008. It will also have slightly superior community amenities. Ashley Riverside has not had any difficulty leasing market-rate units. It is often able to maintain a waiting list for these units and fill vacancies quickly. This indicates that the property could possibly achieve higher rents than it is currently asking. Therefore, the Subject should be able to achieve rents similar to or even slightly higher than Ashley Riverside. The Subject’s two-bedroom rents are \$10 below Ashley Riverside. The three-bedroom rents are \$20 higher than those at Ashley Riverside. This is considered reasonable.

**Recommendations**

The Subject will be a desirable addition to the local market and fill a void created by the lack of quality rental housing in eastern Albany. It will have superior amenities to existing properties and offer a slight rent advantage compared to most of the LIHTC and market-rate properties in our survey. However, the demand analysis, market interviews, and the analysis of comparable properties indicate that the Subject will not be able to maintain a stabilized occupancy with the proposed unit mix and rents. There are three alternative resolutions to this.

- The first is to lower the Subject’s rents to levels that will be more easily achievable and expand the Subject’s income-eligible tenant base. We recommend setting the 60 percent rents five percent below those at Woodland Heights and the 50 percent rents 10 percent below those at Woodland Heights. The following table details the Subject’s achievable LIHTC rents at the 50 and 60 percent of AMI level. We recommend no changes to the rents at the 30 percent of AMI level.

**Achievable LIHTC Rents**

	50% AMI	60% AMI
2BR	\$369	\$390
3BR	\$451	\$476

With these rents, there will be adequate demand in the market for the Subject. The table on the following page shows the capture rates for the Subject assuming these lower rents.

<b>Capture Rates Assuming Recommended Rents</b>						
Unit Size	Income limits	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate
2 Bdrm	30% AMI	6	61	0	61	10%
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	60% AMI	24	124	21	103	23%
	Market	15	210	20	190	8%
<b>3 Bdrm</b>	<b>TOTAL</b>	<b>60</b>	<b>310</b>	<b>87</b>	<b>223</b>	<b>27%</b>

Although the capture rate for the three-bedroom units at 50 percent of AMI is still well above 30 percent, we believe the capture rates for the remaining units that the Subject could maintain a stabilized occupancy with the proposed unit mix and the lower rents suggested in the rent analysis section of this report. By lowering the rents, the Subject will increase the band of income-eligible tenants, thereby allowing a broader portion of the local population to afford LIHTC housing. This will allow the Subject to capture the necessary portion of the market without adversely affecting existing LIHTC communities.

- The second alternative is to continue as proposed with the understanding that the property will only be able to lease 75 to 80 percent of its LIHTC units at 50 and 60 percent of AMI at the proposed rents. To reach and maintain a stabilized occupancy, concessions or rent reductions to meet the local Section 8 Payment Standards will be necessary.
- The third alternative is to change the unit mix to have fewer two and three-bedroom units at 50 and 60 percent of AMI. We believe the market can support up to 16 three-bedroom units at 60 percent as well as the proposed 24 units two-bedroom units at 60 percent of AMI. With this mix, the capture rate for two-bedroom units would remain at 25 percent, but the three-bedroom capture rate would decrease to 27 percent and the overall capture rate would decrease to 25 percent. To offset this change, the property can add units at 30 percent of AMI or market. Alternatively, the property could add one-bedroom units to the mix at any income level to attract the latent demand from small households. One-bedroom units account for only ten percent of the surveyed inventory. Market participants indicate one and two-bedroom units are in high demand. Therefore, these units should be easily absorbed into the market.

## **J. SIGNED STATEMENT REQUIREMENTS**

I affirm that I, or an individual employed by my company, have made a physical inspection of the market area and that information has been used in the full study of the need and demand for new rental units. To the best of my knowledge, the market can support the demand shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in the Georgia Department of Community Affairs's rental housing programs. I also affirm that I have no interest in the project or relationship with the ownership entity and my compensation is not contingent on this project being funded.



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H. Blair Kincer, MAI  
Partner  
Novogradac & Company LLP

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7-8-2006  
Date

## **K. ANALYST QUALIFICATIONS**

# **STATEMENT OF PROFESSIONAL QUALIFICATIONS**

## **H. BLAIR KINCER**

### **I. Education**

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

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

### **II. Licensing and Professional Affiliation**

Member of the Appraisal Institute (MAI)  
Candidate member of the Commercial Investment Real Estate Institute pursuing  
the Certified Investment Member (CCIM) designation.  
Member Frostburg Housing Authority

Certified General Real Estate Appraiser - State of Maryland  
Certified General Real Estate Appraiser – State of New York  
Certified General Real Estate Appraiser – Commonwealth of Virginia  
Certified General Real Estate Appraiser – State of Washington

### **III. Professional Experience**

Partner, Novogradac & Company, LLP  
Vice President, Capital Realty Advisors, Inc.  
Vice President - Acquisitions, The Community Partners Development Group, LLC  
Commercial Loan Officer / Work-Out Specialist, First Federal Savings Bank of Western  
Maryland Manager, Real Estate Valuation Services, Ernst & Young LLP Senior  
Associate, Joseph J. Blake and Associates, Inc. Senior Appraiser, Chevy Chase, F.S.B.  
Senior Consultant, Pannell Kerr Forster

### **IV. Professional Training**

Have presented at and attended Various IPED and Novogradac conferences regarding the  
affordable housing industry. CCIREI – Course CI 101 Financial Analysis for Commercial  
Real Estate Appraisal Institute – Real Estate Appraisal Principles Appraisal Institute –  
Basic Valuation Procedures Appraisal Institute – Capitalization Theory and Techniques  
Part A and B Appraisal Institute – Case Studies in Real Estate Valuation Appraisal  
Institute – Standards and Professional Practice Appraisal Institute – Valuation Analysis  
and Report Writing BAI Seminars – Loan Review, Advanced Loan Review, Commercial  
Loan Work - Out National Institute of Trial Lawyers Appraisal Institute– Expert Witness  
Testimony Ernst & Young, LLP– - Capital Markets and Financing

**V. Real Estate Assignments**

A representative sample of Due Diligence, Consulting or Valuation Engagements includes:

- Have managed and conducted numerous market and feasibility studies for affordable housing. Properties are generally Section 42 Low Income Housing Tax Credit Properties. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of LIHTC properties. Analysis typically includes; unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis. An area of special concentration has been the category of Senior Independent living properties. Work has been national in scope with a concentration on the east coast.
- Have managed and conducted numerous appraisals of affordable housing (primarily LIHTC developments). Appraisal assignments typically involved determining the as is, as if complete and the as if complete and stabilized values. Additionally, encumbered (LIHTC) and unencumbered values were typically derived. The three traditional approaches to value are developed with special methodologies included to value tax credit equity, below market financing and Pilot agreements.
- In accordance with HUD Notice H 00-12, Mr. Kincer has completed numerous rent comparability Studies for various property owners and local housing authorities. The properties were typically undergoing recertification under HUD's Mark to Market Program.
- Member of the due diligence team hired by Insignia/ESG to assist in the determination of underlying asset value and marketability of a large retail portfolio of regional malls. Assignment included review of leases, lease abstracting, and cash flow modeling. Prepared due diligence package that included lease abstracts, market analysis and projected operations with explanatory comments.
- Assisted a developer on three projects located in Maryland through all stages of the development process. This assistance included market analysis, contract negotiation, third party report supervision and preparation of financing packages. Market analysis included; preliminary property screening, market analysis, comparable rent surveys, and development programming. Support for contract negotiations involved cash flow projections and valuation analyses. Third party report supervision entailed the marshaling and review of the appropriate third party reports including market studies, environmental and engineering reports and appraisals. Preparation of financing packages included the compilation of development budgets and cash flow projections. Completed financing submissions including; Tax Exempt Bond Applications, Credit Enhancement Applications, Construction Loan Applications, and alternative financing applications.
- Completed a market study for an affordable housing developer on Clifton Terrace Apartments in Washington, DC. Clifton Terrace is a former HUD financed property currently owned by the Federal Government. The market study was used in a response to a request for redevelopment proposals. Our research included neighborhood analysis, competitive supply evaluation and demand projections. Demand by family size was further analyzed using PUMS detailed census analysis. This analysis formed the basis for the proposed unit mix in the response.

# **STATEMENT OF PROFESSIONAL QUALIFICATIONS**

## **MICHALENA M. SKIADAS**

### **I. Education**

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

### **II. Professional Experience**

Manager, Novogradac & Company LLP  
Dallas / Fort Worth and Atlanta Research Manager, CoStar Group, Inc.  
Senior Research Analyst / Newswire Editor, CoStar Group, Inc.

### **III. Professional Training and Continuing Education**

Member, National Council of Affordable Housing Market Analysts (NCAHMA)  
Attended HUD Community Development Block Grant (CDBG) 30<sup>th</sup> Anniversary Conference, September 13-14, 2004, Washington, DC  
Successfully completed "Introduction to Commercial Real Estate Analysis" and "Financial Analysis for Commercial Real Estate Investment".

### **IV. Real Estate Assignments**

A representative sample of Due Diligence, Consulting, or Valuation Engagements includes:

- Conducted numerous market and feasibility studies for affordable housing. Properties are generally Section 42 Low Income Housing Tax Credit Properties. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of LIHTC properties. Analysis typically includes; unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis.
- Assisted in preparing an approved HUD Consolidated Plan for the City of Gainesville, GA; which included a housing and homeless needs assessment, market analysis, non-housing needs analysis, and a strategic plan, which conformed to 24CFR Part 91, Consolidated Plan Regulations for the ensuing five-year period (2004-2009).
- Assisted in preparing a comprehensive senior housing study in Seattle, Washington for the Seattle Housing Authority. This study evaluated the Seattle Housing Authority's affordable senior housing project for their position within the entire city's senior housing market. The research involved analysis of the senior population by neighborhood, income, household size, racial composition, and tenure.

- Conducted market studies for senior projects in Virginia Beach, Virginia; Hampton Roads, Virginia; Goshen, New York; Calumet City, Illinois; Pontiac, Illinois; Galesburg, Illinois; San Antonio, Texas; Salt Lake City, Utah; Ogden, Utah; Philadelphia, Pennsylvania; Thibodaux, Louisiana; Jennings, Louisiana; Rio Rico, Arizona; Twin Falls, Idaho; Sheridan, Wyoming; Cheyenne, Wyoming; Detroit, Michigan; Springfield, Missouri; Jackson, Mississippi; Los Banos, California; Oregon, Wisconsin; Milwaukee, Wisconsin, and Racine Wisconsin.
- Assisted in appraisals of proposed new construction and existing Low-Income Housing Tax Credit properties.
- Assisted in the preparation of Rent Comparability Studies and HUD MAP Market Studies according to HUD guidelines.

# **STATEMENT OF PROFESSIONAL QUALIFICATIONS**

## **BRANDI DAY**

### **I. Education**

The George Washington University  
Bachelor of Arts, Political Science  
Minor, Journalism

### **II. Professional Experience**

Real Estate Analyst, Novogradac & Company, LLP  
Research Assistant, Grubb & Ellis

### **III. Professional Training and Continuing Education**

Attended several internal Novogradac & Company seminars in affordable housing development and New Market Tax Credits

Conducted panels at Novogradac Conferences on topics including rural development of affordable housing and the use of GIS and demographic analysis in site evaluation.

Participated in the Virginia Housing Conference, 2002

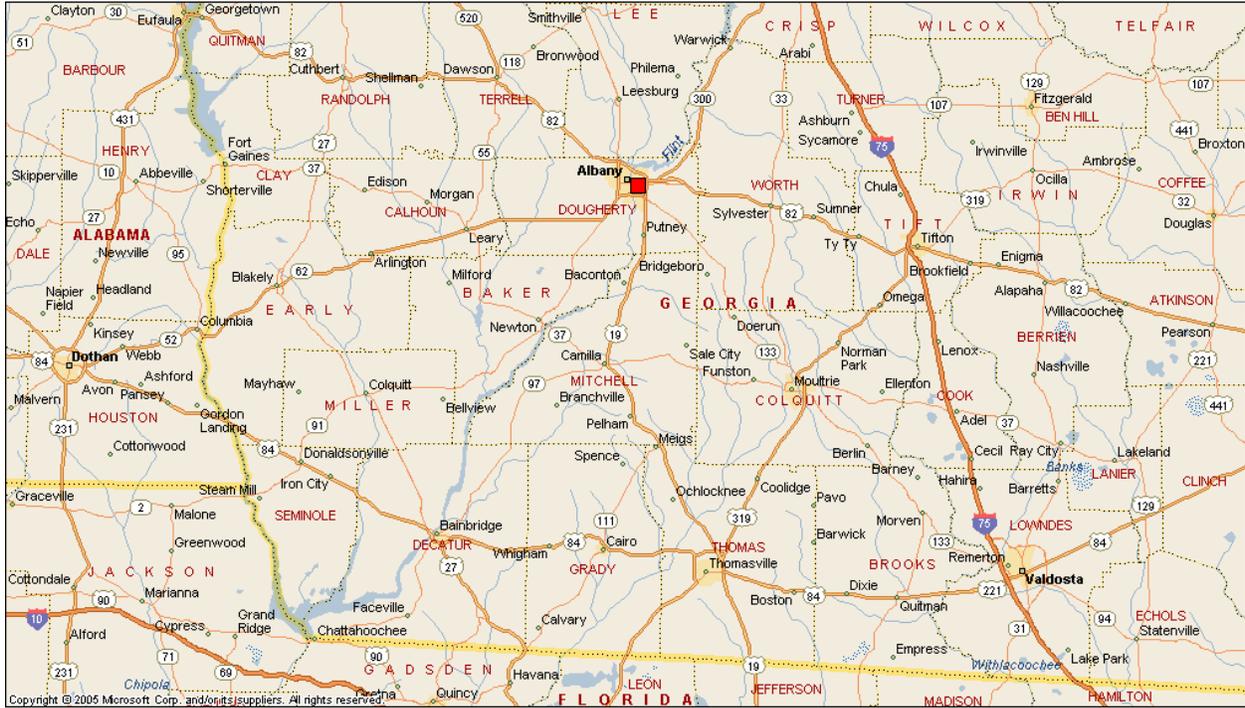
### **IV. Real Estate Assignments**

A representative sample of Due Diligence, Consulting or Valuation Engagements includes:

- Assisted in the appraisal of multi-family, retail and hotel properties for a portfolio of loans held by the SBA/METEC nationwide.
- Assisted with appraisal of a portfolio of big-box retail properties in the New England area.
- Conducted market studies and assisted in appraisals of proposed new construction and existing Low Income Housing Tax Credit properties. Market analysis included; preliminary property screening, market analysis, comparable rent surveys, and demand analysis.
- Conducted Market studies for the state of North Carolina and the state of Georgia during the LIHTC application process.
- Prepared full market survey of the Orlando, Florida, LIHTC market, including analysis of near-future occupancy and rents and the affects of the 2004 hurricane season.
- Writes monthly Q&A for The Valuation Report, a monthly newsletter publication produced by Novogradac & Co., LLP.

## **L. MAPS**

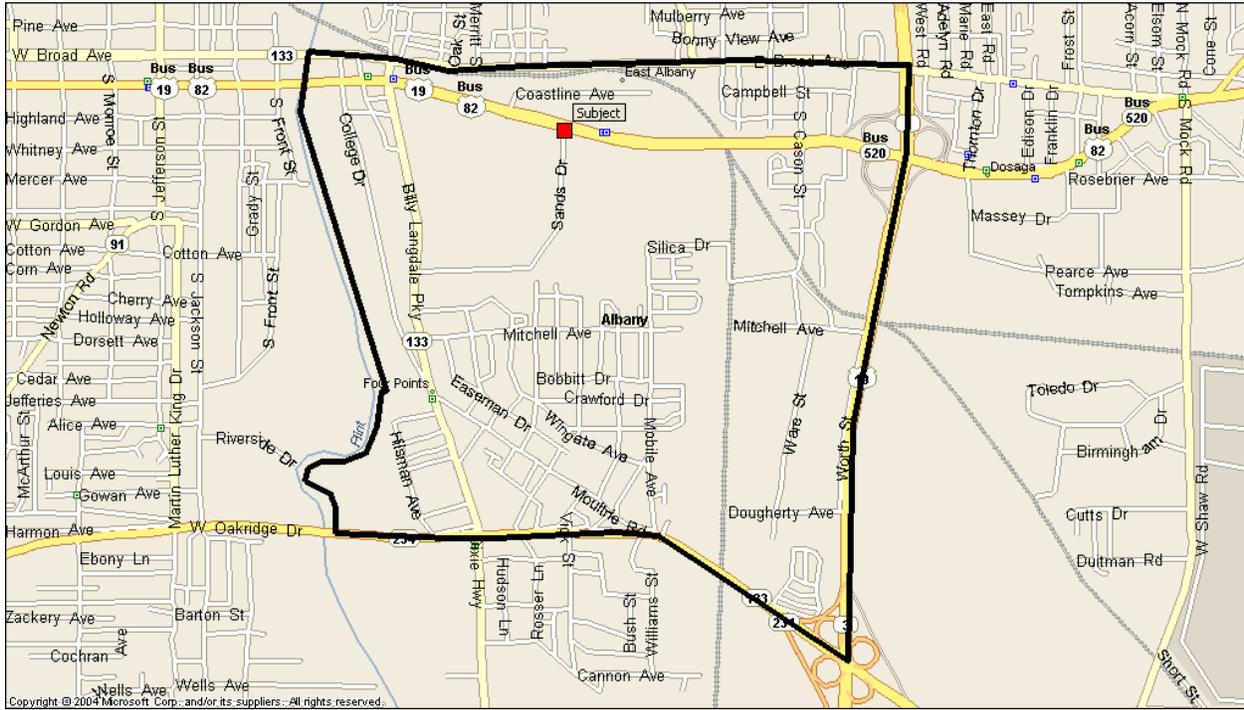
Regional Map



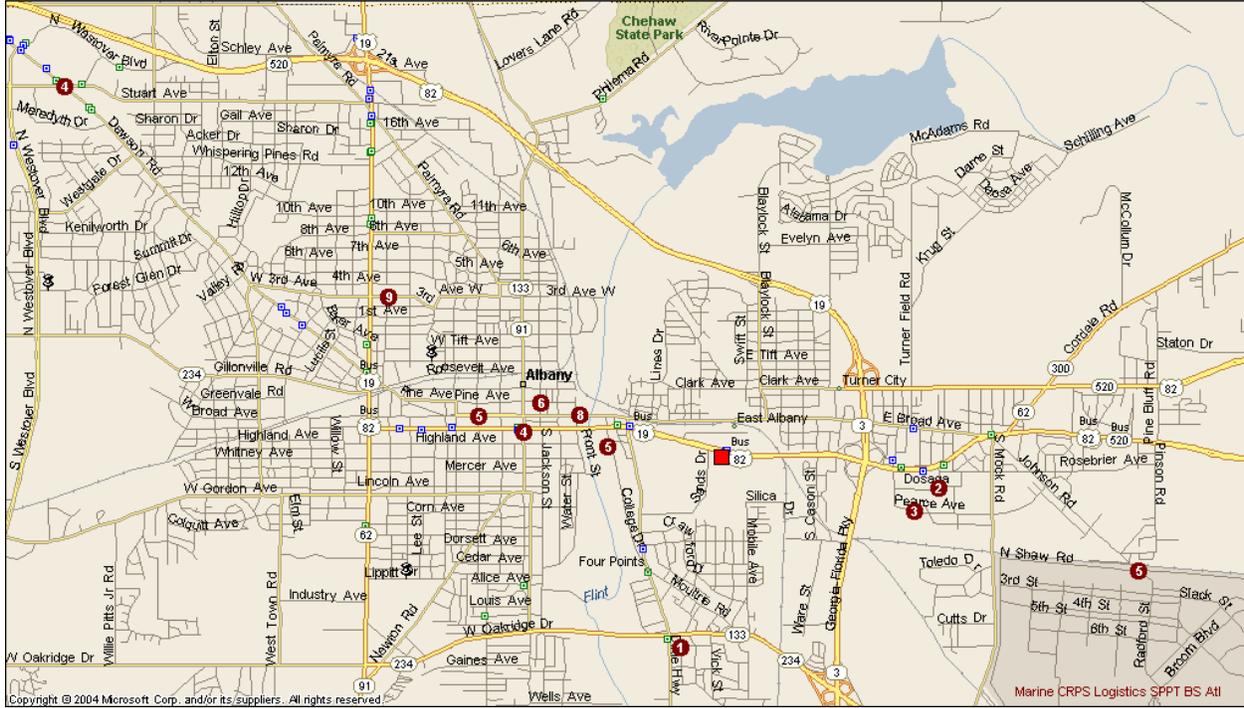
PMA Map



Neighborhood Map

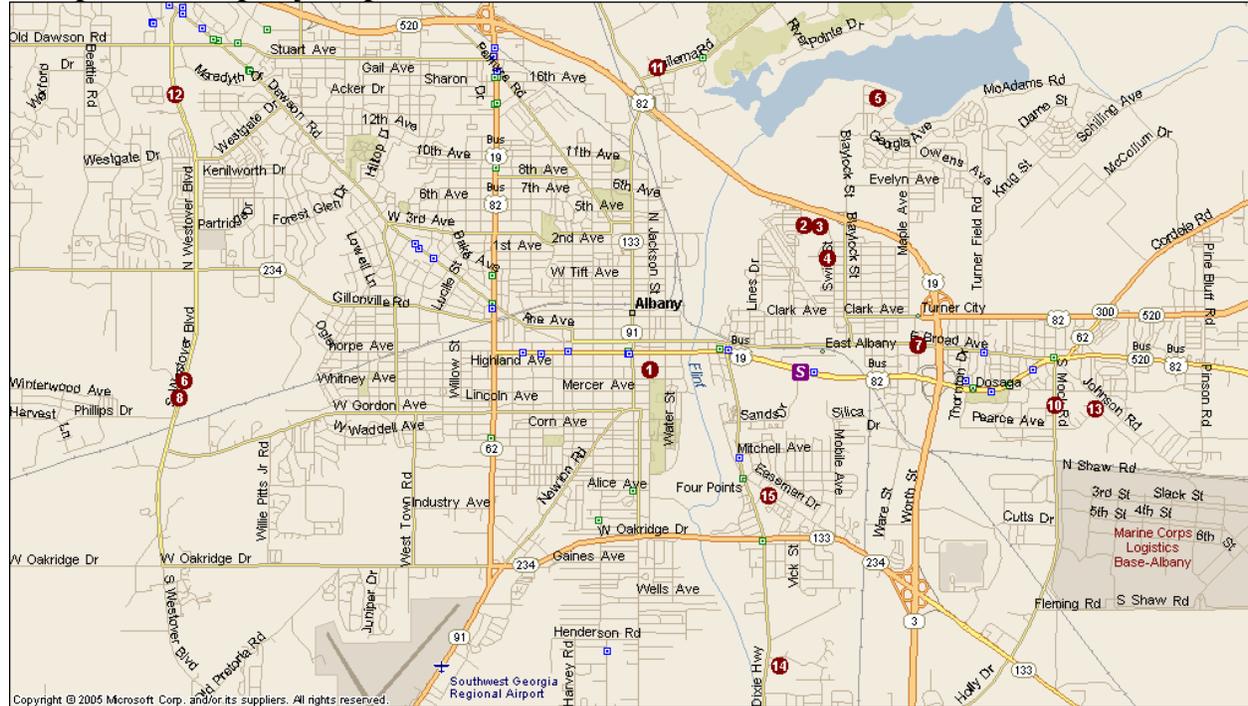


Location Amenity Map



LOCAL DISTANCES FROM SERVICES		
Service	Number	Distance (in Miles)
Elementary School	1	Morningside Elementary School (3.9 mile south)
Middle School	2	Dougherty Middle School (1.9 miles east)
High School	3	Dougherty High School (1.9 miles east)
Shopping District	4	Priya Food Mart (1.4 miles west) Albany Mall (6.3 miles northwest)
Employment District	5	Albany State University (0.2 miles west) Downtown Albany (1.3 miles west) Marine Logistics Base (3.9 miles east)
Library	6	Albany Central Library (1.5 miles west)
Local Transportation-bus stops	7	On Oglethorpe Blvd (.1 miles north)
Local Parks and Recreation	8	Riverfront Park (1.0 miles east)
Hospital/Medical Facilities	9	Phoebe-Putney Hospital (5.4 mile northwest)

Comparable Property Map



Comparable Properties Distances from Subject

Map #	Name	Distance (in Miles)
1	Ashley Riverside	3.1 miles
2	Rivercrest Apartments	4.0 miles
3	Sunchase Apartments	3.9 miles
4	Swift Court Apartments	3.8 miles
5	Towering Pines	4.6 miles
6	Westover Place	8.3 miles
7	Woodland Heights	1.3 miles
8	Woodpine Way	8.4 miles
9	Albany Homes	2.7 miles
10	Hidden Oaks	2.7 miles
11	Marsh Landings	5.7 miles
12	Princeton Place	11.8 miles
13	Shadoowood Apartments	3.1 miles
14	Springs Apartments	5.2 miles
15	Zori's Village	4.1 miles