



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

**CREEKVIEW COMMONS  
Magnolia Street  
Americus, Sumter County, Georgia**

**Effective Date: May 12, 2011  
Report Date: June 20, 2011**

*Prepared For*

**Creekview Commons of Americus, L.P.  
111 North Main St  
Clarkton, MO 63837**

*Prepared By*

**Novogradac & Company LLP  
2325 Lakeview Parkway  
Suite 450  
Alpharetta, Georgia 30004  
678.867.2333**



**NOVOGRADAC  
& COMPANY LLP**  
CERTIFIED PUBLIC ACCOUNTANTS

June 20, 2011

Creekview Commons of Americus, L.P.  
111 North Main St  
Clarkton, MO 63837

**Re: Market Study for Creekview Commons to be located in Americus, Sumter County, Georgia**

To Whom it May Concern:

At your request, Novogradac & Company LLP performed a market study of the senior rental market in the Americus, Sumter County, Georgia area relative to the above-referenced proposed Low-Income Housing Tax Credit (LIHTC) project, the (Subject). The purpose of this market study is to assess the viability of the construction of Creekview Commons, a proposed Housing for Older Persons (HFOP) development consisting of 50 units. Units will be restricted to senior households ages 55 and older earning 50 and 60 percent of the AMI, or less. 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. Information included in this report is accurate and the report can be relied upon by DCA as a true assessment of the low-income housing rental market. This report was completed in accordance with DCA market study guidelines. We inform the reader that other users of this document may underwrite the LIHTC rents to a different standard than contained in this report.

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,



---

H. Blair Kincer, MAI  
Partner  
Novogradac & Company LLP



---

Michalena M. Sukenik  
Principal  
Novogradac & Company LLP

## **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.

TABLE OF CONTENTS

A. EXECUTIVE SUMMARY AND CONCLUSION ..... 1

B. PROJECT DESCRIPTION ..... 8

C. SITE EVALUATION ..... 12

D. MARKET AREA ..... 22

    Primary Market Area ..... 23

E. COMMUNITY DEMOGRAPHIC DATA..... 26

F. EMPLOYMENT TRENDS ..... 31

G. PROJECT-SPECIFIC DEMAND ANALYSIS ..... 37

H. COMPETITIVE RENTAL ANALYSIS ..... 54

I. ABSORPTION AND STABILIZATION RATES.....85

J. INTERVIEWS..... 86

K. CONCLUSIONS AND RECOMMENDATIONS ..... 94

L. SIGNED STATEMENT REQUIREMENTS..... 98

Addendum

## **A. EXECUTIVE SUMMARY AND CONCLUSION**

## EXECUTIVE SUMMARY AND CONCLUSIONS

### 1. Project Description:

Creekview Commons, the Subject, will be located on Magnolia Street near the intersection of Highway 19/280/Martin Luther King Jr. Boulevard in Americus, Sumter County, Georgia. The Subject will be new construction single story senior duplex style units. The following table illustrates the unit mix including bedrooms/bathrooms, square footage, income targeting, rents, and utility allowance.

PROPOSED RENTS - SENIOR								
Unit Type	Number of Units	Square Footage	Asking Rent	Utility Allowance (1)	Gross Rent	LIHTC Maximum Allowable Gross Rent - Sumter County	LIHTC Maximum Allowable Gross Rent*	HUD Fair Market Rents
<i>50% AMI</i>								
1BR	3	900	\$335	\$135	\$470	\$418	\$483	\$482
2BR	5	1,000	\$395	\$163	\$558	\$502	\$580	\$592
<i>60% AMI</i>								
1BR	17	900	\$430	\$135	\$565	\$502	\$580	\$482
2BR	25	1,000	\$485	\$163	\$648	\$603	\$696	\$592
<b>Total</b>	<b>50</b>							
Notes (1) Source of Utility Allowance provided by the Developer.								
<i>*Based on the 2011 National Non-Metro Median Income</i>								

The Subject will offer the following amenities: patio, blinds, carpeting, central air conditioning, dishwasher, oven, refrigerator, washer dryer hook-ups, clubhouse with business center, exercise room, community room and on-site management, central laundry, and off-street parking. The Subject will not offer exterior storage, ceiling fan, or garbage disposal which are offered at several of the comparables, however we do not believe these are valuable amenities and will not be a competitive disadvantage for the Subject. With regards to community amenities, the Subject will offer a business center, exercise room and clubhouse/community room, which are not offered at several of the comparables. Several of the properties offer a playground or picnic area, which are more valued for family properties.

### 2. Site Description/Evaluation:

The Subject site is currently wooded vacant land. The Subject site is located on the western side of Magnolia Street. Adjacent parcels include wooded land, commercial and retail uses, and single family homes. The neighborhood composition includes a mix of residential

and commercial uses. The site has good access near the intersection of Magnolia Street and Martin Luther King, Jr. Boulevard. Visibility is considered good from Magnolia Street. Views are of Treasure House store, gas stations, single family homes in average condition, Magnolia's Car Wash and Laundry, and a Taco restaurant. Visibility and views are considered average. Proximity to local amenities are all within a few miles and considered average. Overall, the Subject will be a conforming use in the neighborhood and the site appears appropriate for senior duplex style apartment units.

### **3. Market Area Definition:**

The Primary Market Area (PMA) is defined by the Sumter and Schley county borders to the west; SR-26 to the north; Sr-195 to the east; and, the Sumter County border to the south. The area includes the majority of Sumter county and portions of Schley and Macon counties. The area was defined based on interviews with the local housing authority, property managers at comparable properties. Many property managers indicated that the majority of tenants come from Americus or surrounding towns. The property manager at Starlight Place, a family LIHTC property, reported that some tenants come from Andersonville and Ellaville, Leslie, and Plains. However, we do not assume that all tenants come from within these areas. Therefore, we have adjusted for 15 percent leakage from outside of the PMA. The furthest PMA boundary is approximately 19 miles.

### **4. Community Demographic Data:**

The current senior population in the PMA is 8,387 in 2010 and is expected to increase to 8,682 by June 2013 (market entry). Senior households within the PMA are predominately owner-occupied residences. While renter-occupied households are in the minority, the percent of renter-occupied households is projected to increase through 2015. As will be discussed in the supply section of this report, rental rates have generally increased at many of the comparables. The largest income cohort of seniors over 55 and 62 was between 0-\$9,999. The Subject will target households earning below \$25,000. Approximately 67 percent of senior renters are earning below \$30,000. This bodes well for the Subject

We did not witness any abandoned homes in the Subject's neighborhood during our site inspection. According to [www.RealtyTrac.com](http://www.RealtyTrac.com), foreclosed homes accounted for 28

percent of the first quarter 2011 sales. The state of GA, has the eighth highest number of foreclosures in the country. In GA, one in every 1 in every 479 housing units received a foreclosure filing in April 2011. This is higher than the national average of one out of every 593. However, in Americus GA, only one in every 1,622 housing units received a foreclosure filing in April 2011. This is lower than the national average. As of June 4, 2011, there were 78 foreclosed homes listed in Americus.

## 5. Economic Data:

Overall, it appears as if Americus and Sumter County were affected by the current national economic recession. The County experienced significant decreases in total employment over the greater part of the decade, with 2010 having the highest loss of 7.4 percent in total employment. The 2011 YTD total employment has continued to decrease, but at a much slower level. Unemployment figures have been consistently higher than that nation, which is most likely due to the rural nature and reliance on the manufacturing industry. As of YTD 2011, the unemployment percentage decreased from 2010, which is the first year of a decline since 2006. Overall, YTD 2011 numbers illustrate a still suffering economy but appear to be recovering from the past few years.

For covered employment by industry in Sumter County, Trade, Transportation and Utilities, Education/Health Services and Manufacturing are the top three industries. This is consistent with the industry trends in the PMA. The retail industry also has a high percentage employed. While not among the largest industries, public administration is overrepresented in the PMA when compared to the nation. This industry, as well as the health and education industries are historically considered to be stable employers and could provide some additional stability to the local economy during a recession. Unemployment in the SMA over the past five years saw continued increases with the exception of current year to date figures, which illustrates no change in unemployment from the prior year.

Despite the current recession, the Sumter County Chamber of Commerce has reported one major expansion to the area. The Americus Motor Sports Complex, a racing/training facility is slated to begin construction in late 2011. With a projected annual impact of 75 million, it has the potential to create over 200 jobs. This will have a positive economic

impact on Americus and Sumter County. Overall, the Subject will cater to senior households who are likely to be retired. With the potential growth in the economy due to the Motor Sports Complex, this could bode well for additional housing in the PMA.

**6. Project-Specific Affordability And Demand Analysis:**

Overall, there are a total of 213 age and income qualified senior renters in the PMA. All capture rates are within DCA’s threshold requirements and are considered reasonable. The following table illustrates the capture rates for the Subject.

**CAPTURE RATE ANALYSIS CHART - 55+**

Unit Size	Income limits	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate
1BR	50% AMI	3	66	0	66	4.5%
2BR	50% AMI	5	61	0	61	8.1%
<i>Overall 50% AMI</i>	<i>50% AMI</i>	8	128	0	128	6.3%
1BR	60% AMI	17	64	0	64	26.7%
2BR	60% AMI	25	59	0	59	42.4%
<i>Overall 60% AMI</i>	<i>60% AMI</i>	42	123	0	123	34.3%
<b>Overall 1BR</b>	<b>ALL</b>	<b>20</b>	<b>99</b>	<b>0</b>	<b>99</b>	<b>20.2%</b>
<b>Overall 2BR</b>	<b>ALL</b>	<b>30</b>	<b>92</b>	<b>0</b>	<b>92</b>	<b>32.8%</b>
<b>OVERALL - ALL UNITS</b>	<b>ALL</b>	<b>50</b>	<b>191</b>	<b>0</b>	<b>191</b>	<b>26.2%</b>

These capture rates are within DCA’s threshold limits. The capture rates for the 60 percent AMI units are high, but within the threshold limits. Management at comparable properties reported significant demand in the market for senior oriented units; therefore we believe the high capture rates will be mitigated by the demand illustrated at the comparables. Further, Starlight Place reported 50 percent senior tenancy living in their two and three-bedroom units. This property is 100 percent occupied with a waiting list. Furthermore, the two-bedroom rents at Starlight Place are above the Subject’s proposed rents and this property reported 50 percent senior tenancy. This property is 100 percent occupied with a waiting list. The Subject will also have a below average price per square foot, providing an additional advantage. Overall, we believe there is adequate demand for the Subject.

**7. Competitive Rental Analysis:**

The availability of senior LIHTC is considered limited. There is only one senior LIHTC property, Verandah Apartments, however this property operates with additional subsidy for its LIHTC units. We have still included this property to provide for a market characteristic comparison.

We have also included three family LIHTC properties (one that also operates with PBRA subsidy) and one senior rural development property. The market rate data is adequate for family properties. There are no senior unrestricted market rate properties in the PMA. In total, we have included nine properties in our analysis. The LIHTC properties without subsidy offer varying AMI levels, including 50 and 60 percent AMI, similar to the Subject.

The Subject's proposed 50 percent AMI rents will be similar to both Americus Garden and Starlight Place. Both of these properties are well occupied and maintain waiting lists. The Subject's proposed 60 percent AMI rents are above Americus Garden but similar to the rents being achieved at Starlight Place. The property manager at Starlight Place indicated that 50 percent of their tenants are seniors, which illustrates that the Subject's proposed rents at both AMI levels are achievable at the Subject. This property is 100 percent occupied and maintains a lengthy waiting list. The Subject will be superior to Americus Garden with respect to age/condition. Therefore, we believe that the proposed rents at the Subject are considered achievable as proposed.

## 8. Absorption/Stabilization Estimate:

The following table illustrates absorption rates at comparables.

### ABSORPTION

Comparable Property	Type	Year built	Total Units	Units per month
Starlight Place	LIHTC	2005	52	2 to 3
East Oaks	LIHTC/PBRA/Market	2006	40	3
Verandah Apartments (Senior)	LIHTC/PBRA/Market	2006	40	3+

The newest properties in the market were built in 2005-2006 and all reported similar absorption rates of three units per month. For a senior property, we would estimate an absorption rate of three to four units per month, or 12 months to reach 93 percent occupancy.

## 9. Overall Conclusion:

Based upon our market research, demand calculations and analysis, we believe there is adequate demand for a senior property. Overall vacancy is low at 2.80 percent. Six of the nine comparables reported full occupancy and only one property is reporting a vacancy over six percent. Of the LIHTC properties, three of the four comparables are fully

occupied and several reported waiting lists. This illustrates demand for additional housing. The property manager at Starlight Place indicated significant demand indicating that their units are always full and they always maintain a waiting list. The Subject's proposed 50 percent AMI rents will be similar to both Americus Garden and Starlight Place. Both of these properties are well occupied and maintain waiting lists. The Subject's proposed 60 percent AMI rents are above Americus Garden but similar to the rents being achieved at Starlight Place. The property manager at Starlight Place indicated that 50 percent of their tenants are seniors, which illustrates that the Subject's proposed rents at both AMI levels are achievable at the Subject. This property is 100 percent occupied and maintains a lengthy waiting list. The Subject will be superior to Americus Garden with respect to age/condition. Therefore, we believe that the proposed rents at the Subject are considered achievable as proposed.

**Summary Table:**

(must be completed by the analyst and included in the executive summary)

Development Name:	Creekside Commons	Total # Units:	50
Location:	Magnolia Street	# LIHTC Units:	50
PMA Boundary:	Sumter and Schley county borders to the west; SR-26 to the north; Sr-195 to the east; and, the Sumter County border to the south.		
	Farthest Boundary Distance to Subject:	19 miles	

**RENTAL HOUSING STOCK (found on page 84-87)**

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	9	534	15	97.20%
Market-Rate Housing	4	303	13	95.71%
Assisted/Subsidized Housing not to include LIHTC	3	135	0	100.00%
<b>LIHTC</b>	<b>2</b>	<b>96</b>	<b>2</b>	<b>97.92%</b>
Stabilized Comps	9	534	15	97.20%
Properties in Construction & Lease Up	N/A	N/A	N/A	N/A

Subject Development					Average Market Rent			Highest Unadjusted Comp Rent	
# Units	# Beds	# Bath	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
3	1-50%	1	900	\$335	\$404	\$0.52	21%	\$575	\$0.84
17	1-60%	1	900	\$430	\$404	\$0.52	24%	\$575	\$0.84
5	2-50%	2	1,000	\$395	\$489	\$0.49	-6%	\$701	\$0.70
25	2-60%	2	1,000	\$485	\$489	\$0.49	1%	\$701	\$0.70

**DEMOGRAPHIC DATA (found on page 29,42-53)**

	2000		2010		2013	
Renter Households	1,008	22.41%	1,254	25.57%	1,305	25.91%
Income-Qualified Renter HHs (LIHTC)	159	15.77%	198	15.77%	206	15.77%
Income-Qualified Renter HHs (MR) (if applicable)	N/A	N/A	N/A	N/A	N/A	N/A

**TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 53)**

Type of Demand	30%	50%	60%	Market-rate	Other: __	Overall
Renter Household Growth		32	30			47
Existing Households (Overburdened + Substandard)		78	74			115
Homeowner conversion (Seniors)		19	19			30
Less Comparable/Competitive Supply		0	0			0
Demand from outside Market Area		15	14			22
<b>Net Income-qualified Renter HHs</b>		<b>143</b>	<b>137</b>			<b>213</b>

**CAPTURE RATES (found on page 52)**

Targeted Population	30%	50%	60%	Market-rate	Other: __	Overall
Capture Rate		6.3%	34.3%			26.2%

## **B. PROJECT DESCRIPTION**

**PROJECT DESCRIPTION**

**Project Address and  
Development Location:**

The Subject is located along the western side of Magnolia Street north of the intersection of Highway 19/280/Martin Luther King Jr. Boulevard in the western portion of Americus, Sumter County, Georgia.

**Construction Type:**

The Subject will consist of 25 single story duplex style apartment buildings and one single-story community building.

**Occupancy Type:**

HFOP – 55+.

**Special Population Target:**

None.

**Number of Units by Bedroom  
Type and AMI Level:**

**See following property profile.**

**Unit Size:**

**See following property profile.**

**Structure Type:**

**See following property profile.**

**Rents and Utility Allowances:**

**See following property profile.**

**Existing or Proposed  
Project Based Rental Assistance:**

Currently none of the units operate with Project-Based Rental Assistance and none of the units will have Project-Based Rental Assistance following the renovations.

**Proposed Development Amenities: See following property profile.**

<b>Property Profile Report</b>											
<b>Creekview Commons</b>											
<b>Comp #</b>	Subject										
<b>Location</b>	Magnolia Street Americus, GA 31719 Sumter County (verified)										
<b>Distance</b>	n/a										
<b>Units</b>	50										
<b>Vacant Units</b>	N/A										
<b>Vacancy Rate</b>	N/A										
<b>Type</b>	One-story (age-restricted)										
<b>Year Built / Renovated</b>	2013 / n/a										
<b>Market</b>											
<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										
<b>Utilities</b>											
<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						
<b>Unit Mix (face rent)</b>											
<b>Beds</b>	<b>Baths</b>	<b>Type</b>	<b>Units</b>	<b>Size (SF)</b>	<b>Rent</b>	<b>Concession (monthly)</b>	<b>Restriction</b>	<b>Waiting List</b>	<b>Vacant</b>	<b>Vacancy Rate</b>	<b>Max rent?</b>
1	1	One-story	3	900	\$335	\$0	@50%	n/a	N/A	N/A	no
1	1	One-story	17	900	\$430	\$0	@60%	n/a	N/A	N/A	no
2	2	One-story	5	1,000	\$395	\$0	@50%	n/a	N/A	N/A	no
2	2	One-story	25	1,000	\$485	\$0	@60%	n/a	N/A	N/A	no
<b>Creekview Commons</b>											
<b>Comp #</b>	Subject										
<b>Amenities</b>											
<b>In-Unit</b>	Balcony/Patio Blinds Carpeting Coat Closet Dishwasher Oven Refrigerator Washer/Dryer hookup			<b>Security</b>	none						
<b>Property</b>	Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Exercise Facility Central Laundry Off-Street Parking On-Site Management			<b>Premium</b>	none						
<b>Services</b>	none			<b>Other</b>	none						
<b>Comments</b>											
Gross rents are as follows: 1BR@50% AMI - \$470; 1BR@60% AMI - \$565; 2BR@50% AMI - \$558; 2BR@60% AMI - \$648.											

**Placed in Service Date:**

The Subject will be placed in service in June 2013.

**Conclusion:**

The Subject will be an excellent quality single story duplex style apartment complex, comparable or superior to most of the inventory in the area. As new construction, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical obsolescence.

## **C. SITE EVALUATION**

**1. Date of Site Visit and Name of Site Inspector:**

Michalena Sukenik inspected the site on May 12, 2011.

**2. Physical Features of the Site:**

The following illustrates the physical features of the site.

*Frontage:*

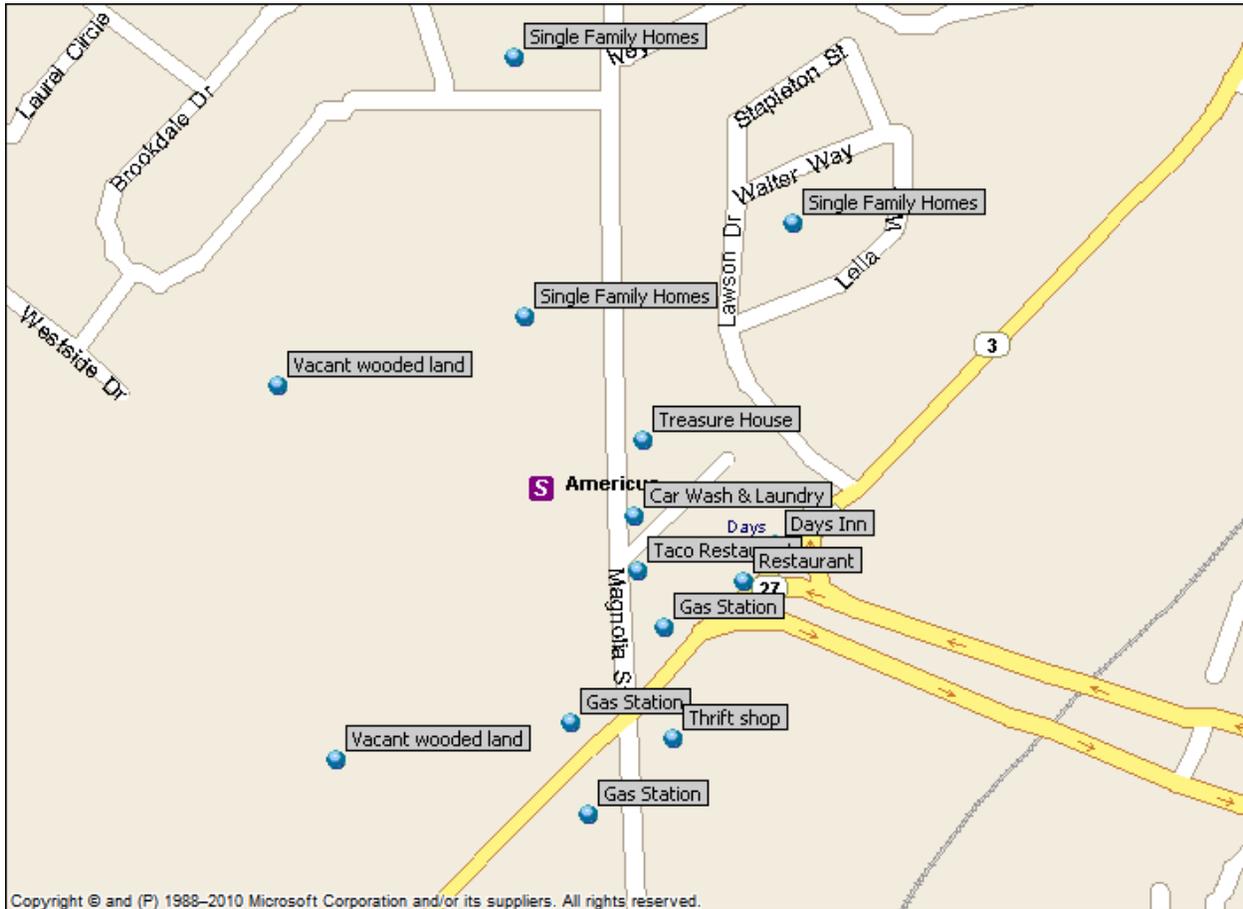
The Subject site has frontage along Magnolia Street.

*Visibility/Views:*

The Subject is located on the western side of Magnolia Street. Visibility is considered good from Magnolia Street. Views are of Treasure House store, gas stations, single family homes in average condition, Magnolia's Car Wash and Laundry, and a Taco restaurant. Visibility and views are considered average.

*Surrounding Uses:*

The following map and pictures illustrate the surrounding land uses.



The surrounding uses are generally in average condition.

*Positive/Negative Attributes of Site:* Positive attributes to the site is that it is within walking distance to several gas stations/mini-markets and a few restaurants. There do not appear to be any negative attributes of the site.

**3. Physical Proximity to Locational Amenities:**

All locational amenities are located within 2.1 miles from the Subject. Access to Routes 30, 19, 27 and 280 are all easily accessible from the Subject. Schools are all located east of the Subject, as well as, grocery stores, retail shops and employment. The hospital is located exactly two miles to the east of the Subject.

**4. Pictures of Site and Adjacent Uses:**



*Subject site*



*Subject site*



*Subject site*



*Subject site*



*View North on Magnolia, Subject on left*



*View south on Magnolia, Subject on right*



*Treasure House II Market*



*Laundry*



*Car Wash*



*Taco Restaurant*



*Typical Single Family Home*



*Typical Single Family Home*



*Commercial on MLK Jr. Boulevard*



*View of Gas Stations at Magnolia St. and MLK Jr. Blvd.*



*Gas Station*



*Gas Station*



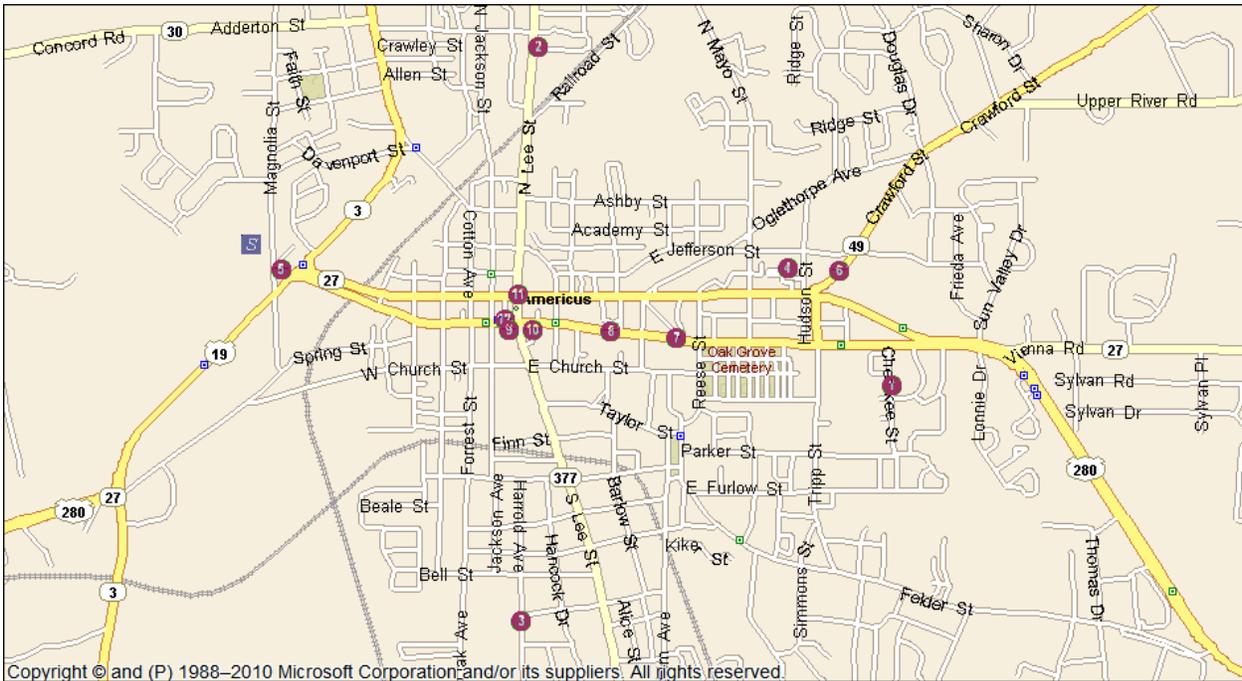
Gas Station



View east on MLK Jr. Blvd.

**5. Proximity to Locational Amenities:**

The following table details the Subject’s distance from key locational amenities.



Copyright © and (P) 1988–2010 Microsoft Corporation and/or its suppliers. All rights reserved.

**Local Distances from Services**

Map#	Service/Amenity	Distance from Subject
1	Cherokee Elementary School	2.1 miles
2	Staley Middle School	1.4 miles
3	Americus-Sumter County High School	2.0 miles
4	Sumter Regional Hospital	2.0 miles
5	Gas Station Food Market	0.2 miles
6	Winn-Dixie	2.1 miles
7	Doctors Pharmacy	1.3 miles
8	Lake Blackshear Regional Library	1.1 miles
9	Americus Police Department	0.9 miles
10	Americus Fire Department	0.9 miles
11	Downtown	1.0 mile
12	Americus Senior Center	0.9 miles

**6. Description of Land Uses:**

The Subject is located on the western side of Magnolia Street. Immediate land uses include The Treasure House market, Magnolia’s Car Wash and Laundry, and a Taco restaurant to the east, vacant wooded land to the west, single family homes in average condition to the north, and three gas stations, a restaurant, thrift store and Days Inn motel to the south. The single family homes in the neighborhood are generally ranch style homes built prior to the 1980s. They range in condition, but are generally in average condition. There are no multifamily properties in the Subject’s immediate neighborhood; however there is a mix of residential and commercial uses that are well established. There are no vacant retail uses within the immediate vicinity. The Subject will be a consistent use with the existing land uses and will be considered an improvement to the neighborhood.

**7. Multifamily Residential within Two Miles:**

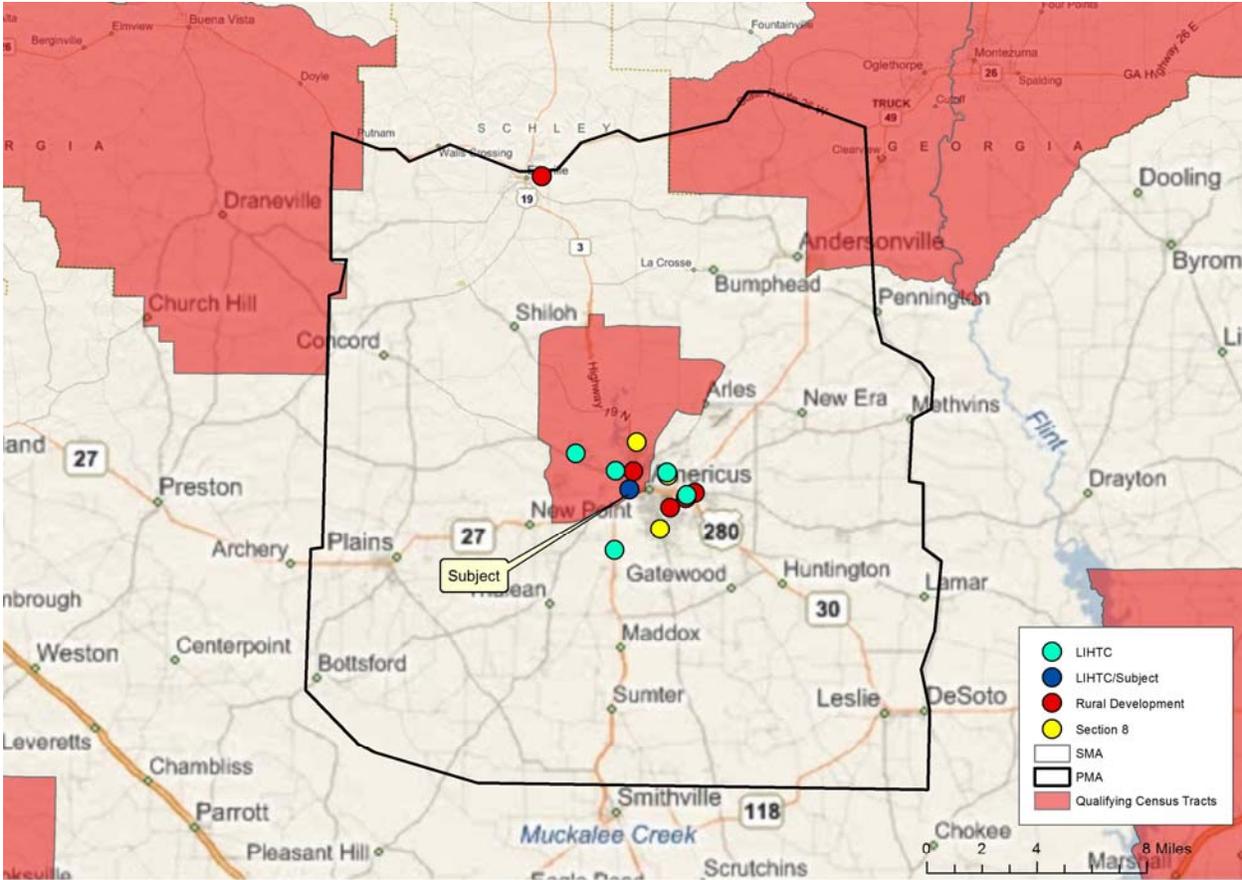
A two mile radius from the Subject incorporates the majority of Americus. The multifamily housing stock within two miles incorporates several LIHTC, market rate, rural development and government subsidized housing. The multifamily housing consists of single story or two-story properties.

**8. Existing Assisted Rental Housing Property Map:**

The following map and list identifies all assisted rental housing properties in the PMA.

**SUBSIDIZED PROPERTIES IN PMA**

Name	Type	Tenancy	Map Color	Included/Excluded	Reason for Exclusion
Cripple Creek Apartments	Rural Development	Family	Red	Excluded	Tenancy not comparable
Heritage Villas of Americus	Rural Development	Family		Excluded	Tenancy not comparable
Pecan Village/Shady Grove	Rural Development	Senior		Excluded	Location not comparable
Meadowbrook Lane Apartments	RD/LIHTC	Family		Excluded	Tenancy not comparable
Ravenwood Apartments	RD/LIHTC	Senior		Excluded	Tenants pay 30% of income, could not contact
Meadowbrook Village	Rural Development	Senior	Yellow	Included	N/Ap
Eastview Apartments	Section 8	Senior		Excluded	Tenants pay 30% of income
Magnolia Gardens	Section 8	Senior		Excluded	Tenants pay 30% of income
Magnolia Manor	Section 8	Senior		Excluded	Tenants pay 30% of income
Joy Court Village - Volunteers of America	Section 8	Senior		Excluded	Tenants pay 30% of income
Magnolia Village	LIHTC/HOME/PBRA	Family	Cyan	Excluded	All units operate with subsidy
Verandah	LIHTC (PBRA)	Senior		Included	N/Ap
American Gardens	LIHTC	Family		Included	N/Ap
Starlight Place	LIHTC	Family		Included	N/Ap
East Oaks	LIHTC	Family		Included	N/Ap
Creekside Gardens	LIHTC	Senior	Blue	SUBJECT	N/Ap



Affordable Properties and QCTs - Americus, GA



**9. Road/Infrastructure  
Proposed Improvements:**

We witnessed no road/infrastructure improvements during our site inspection.

**10. Access, Ingress/Egress and  
Visibility of site:**

The Subject site is accessed via Magnolia Street. Magnolia Street is accessed via Martin Luther King Jr. Boulevard/Highway 19/280, which is a major throughway in Americus. The Subject site is near the intersection of Martin Luther King Jr. Boulevard/Highway 19/280 with Highway 280 – which is the Main Street that traverses through downtown Americus. Overall, visibility is considered average.

**11. Environmental Concerns:**

None visible upon site inspection.

**Detrimental Influences:**

There are no significant detrimental influences.

**12. Conclusion:**

The Subject is located on the western side of Magnolia Street. Immediate land uses include residential and commercial uses generally in average condition. The Subject is expected to be an improvement within the immediate neighborhood.

## **D. MARKET AREA**

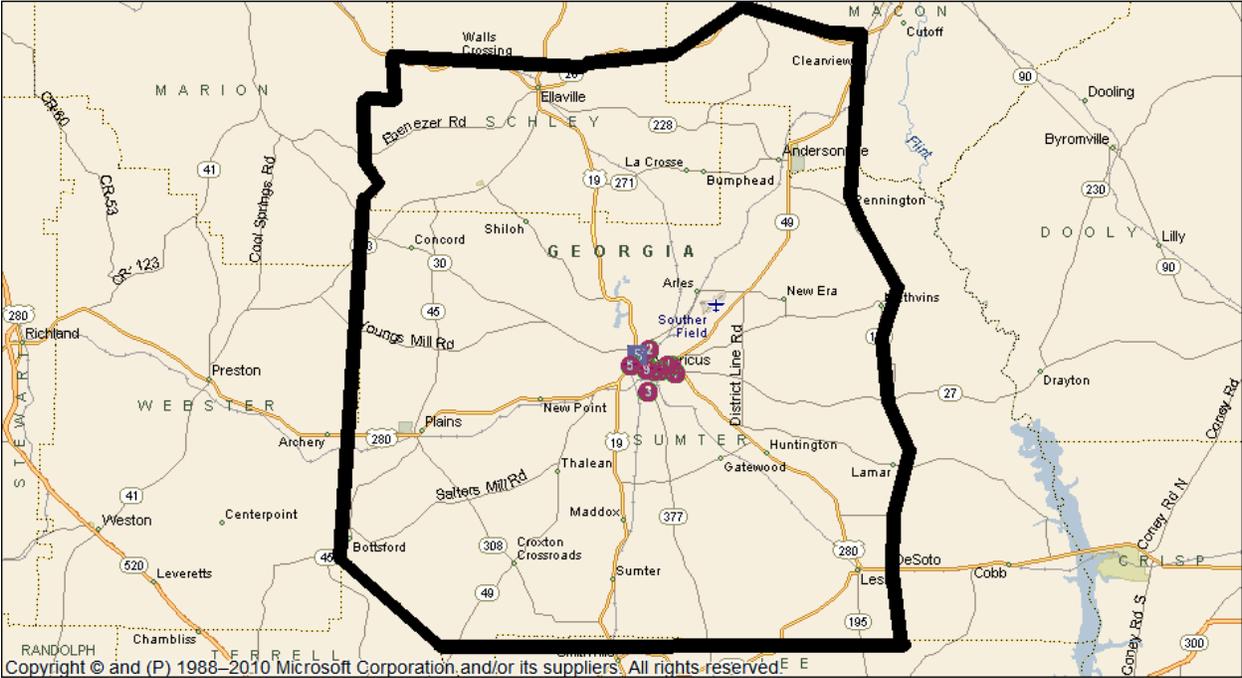
**PRIMARY MARKET AREA**

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.

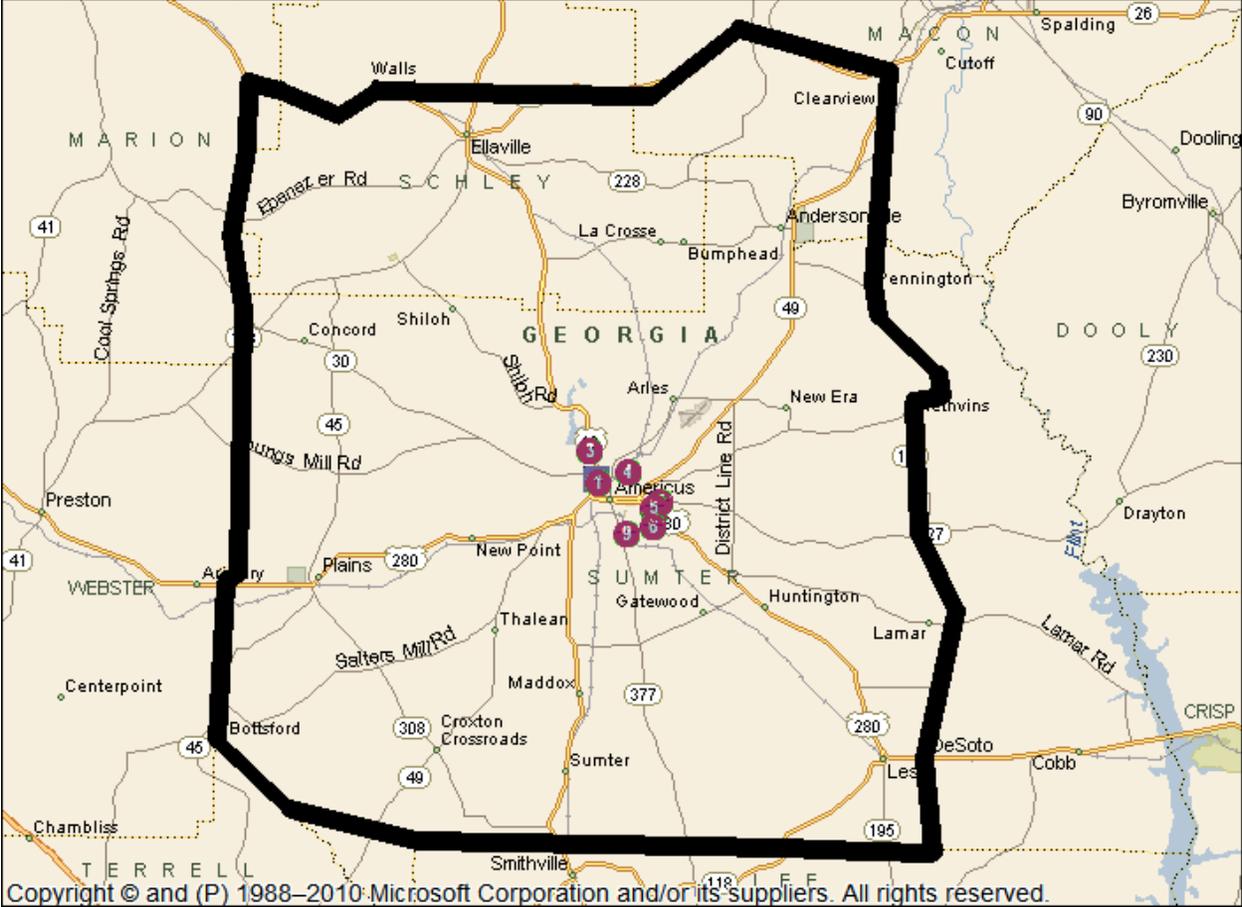
**Primary Market Area Map**



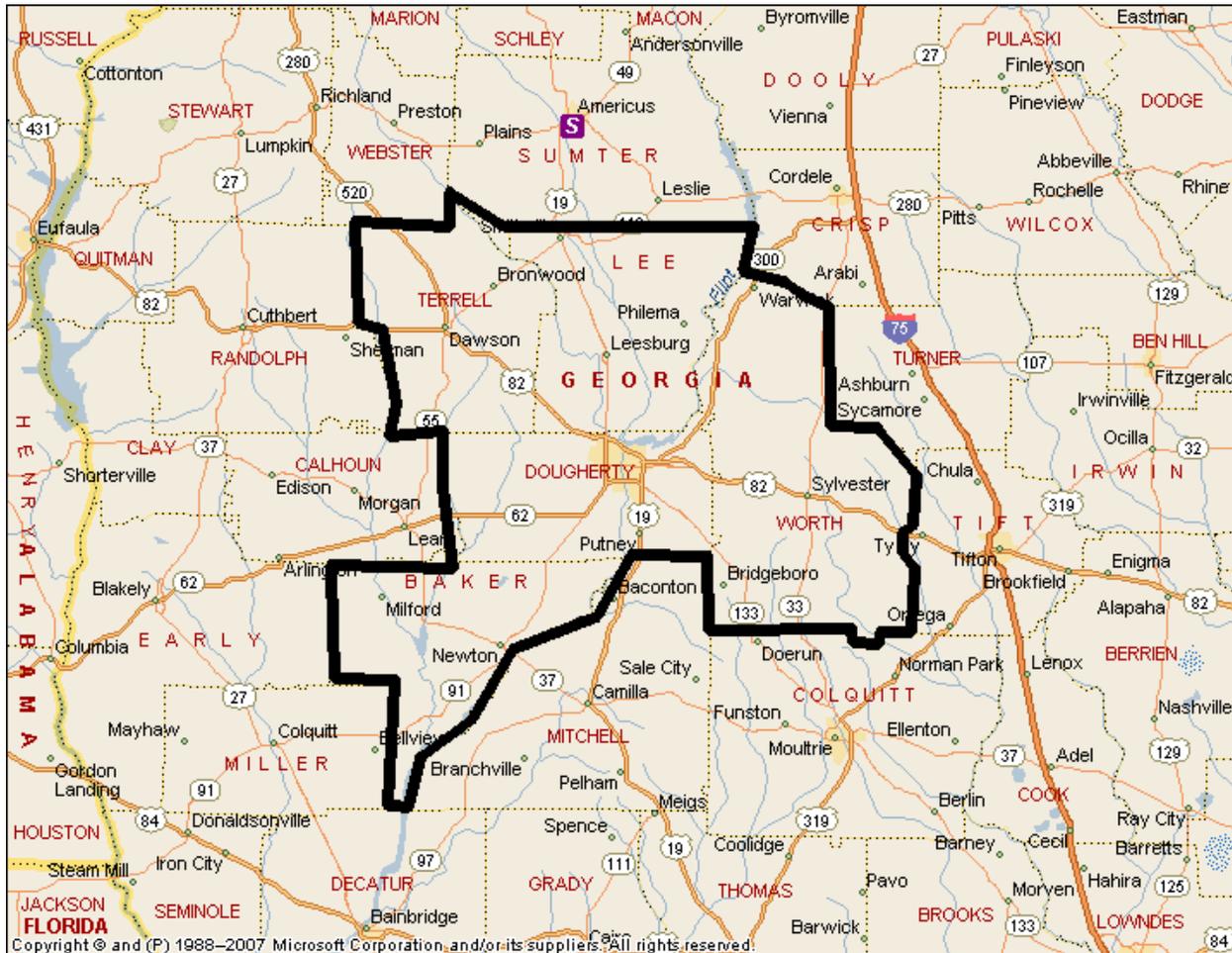
Locational Amenities



Comparable Properties in PMA



## Secondary 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 Albany MSA are areas of growth or contraction. It should be noted that although the Subject's city of Americus is not located in the Albany MSA, this area is the closest urban center to Americus and Sumter County. Additionally, several property managers indicated that some leakage comes from this region. Therefore, we have included the Albany MSA as the secondary market area.

The PMA is defined by the Sumter and Schley county borders to the west; SR-26 to the north; Sr-195 to the east; and, the Sumter County border to the south. The area includes the majority of Sumter county and portions of Schley and Macon counties. The area was defined based on interviews with the local housing authority, property managers at comparable properties. Many property managers indicated that the majority of tenants come from Americus or surrounding towns. The property manager at Starlight Place, a family LIHTC property, reported that some tenants come from Andersonville and Ellaville, Leslie, and Plains. However, we do not assume that all tenants come from within these areas. Therefore, we have adjusted for 15 percent leakage from outside of the PMA.

## **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, GA MSA are areas of growth or contraction. The discussions will also describe typical household size and will provide a picture of the health of the community and the economy. The following demographic tables are specific to the populations of the PMA and MSA.

**1. Population Trends**

The following tables illustrate (a) Total Population, (b) Population by Age Group, and (c) Number of Elderly and Non-Elderly within population in MSA, the PMA and nationally from 2000 through 2013.

**SENIOR POPULATION, 55+**

Year	PMA		Albany, GA MSA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	7,362	-	30,586	-
2010	8,387	1.4%	38,092	2.4%
Prj Mrkt Entry June 2013	8,682	1.2%	40,322	2.0%
2015	8,892	1.2%	41,914	2.0%

Source: ESRI Demographics 2010, Novogradac & Company LLP, April 2011

**POPULATION BY AGE IN 2010**

Age Cohort	PMA		Albany, GA MSA		USA	
	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>
0-4	2,787	7.6%	12,309	7.5%	21,296,740	6.8%
5-9	2,653	7.3%	12,097	7.3%	20,832,961	6.7%
10-14	2,554	7.0%	11,738	7.1%	20,369,284	6.5%
15-19	2,773	7.6%	12,884	7.8%	21,883,995	7.0%
20-24	2,982	8.2%	11,832	7.2%	21,459,235	6.9%
25-29	2,663	7.3%	11,751	7.1%	21,517,303	6.9%
30-34	2,499	6.8%	10,462	6.3%	19,852,007	6.4%
35-39	2,290	6.3%	10,680	6.5%	20,531,543	6.6%
40-44	2,344	6.4%	10,659	6.5%	21,232,056	6.8%
45-49	2,351	6.4%	11,355	6.9%	23,163,948	7.4%
50-54	2,245	6.1%	11,152	6.8%	22,315,436	7.2%
55-59	2,081	5.7%	10,127	6.1%	19,742,941	6.3%
60-64	1,855	5.1%	8,682	5.3%	16,544,050	5.3%
65-69	1,341	3.7%	6,171	3.7%	12,081,110	3.9%
70-74	922	2.5%	4,471	2.7%	9,033,665	2.9%
75-79	746	2.0%	3,477	2.1%	7,339,326	2.4%
80-84	667	1.8%	2,630	1.6%	5,947,153	1.9%
85+	775	2.1%	2,534	1.5%	6,070,110	2.0%
<b>Total</b>	<b>36,528</b>	<b>100.0%</b>	<b>165,011</b>	<b>100.0%</b>	<b>311,212,863</b>	<b>100.0%</b>

Source: ESRI Demographics 2010, Novogradac & Company LLP, April 2011

**Number of Elderly and Non-Elderly - PMA**

Year	PMA			Secondary Area (SMA, MSA, City, Village, etc)		
	Total Population	Non-Elderly	Elderly (65+)	Total Population	Non-Elderly	Elderly (65+)
1990	32,932	28,644	4,288	146,574	131,312	15,262
2000	37,060	32,707	4,353	157,833	140,444	17,389
2010	36,528	32,077	4,451	165,011	145,728	19,283
Projected Mkt Entry June 2013	36,211	31,488	4,723	166,483	145,578	20,906
2015	35,985	31,067	4,918	167,535	145,470	22,065

Source: ESRI Demographics 2010, Novogradac & Company LLP, April 2011

Projected annual population growth in the PMA and MSA from 2010 to 2013 is strong and is expected to increase through the year 2015. The largest age cohorts in the PMA include persons ages 20 to 24 with a high concentration of persons ages 0 to 4 and 15 to 19. The prevalence of these age groups in conjunction suggests that the PMA has a considerable family population.

**2. Household Trends**

**2a. Total Number of Households, Average Household Size**

**HOUSEHOLDS WITH SENIOR HOUSEHOLDER, 55+**

Year	PMA		Albany, GA MSA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	4,501	-	19,524	-
2010	4,914	0.9%	22,139	1.3%
Prj Mrkt Entry June 2013	5,044	0.9%	23,494	2.1%
2015	5,136	0.9%	24,462	2.1%

Source: ESRI Demographics 2010, Novogradac & Company LLP, April 2011

**AVERAGE HOUSEHOLD SIZE**

Year	PMA		Albany, GA MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
1990	2.76	-	2.78	-	2.63	-
2000	2.65	-0.4%	2.65	-0.5%	2.59	-0.1%
2010	2.61	-0.2%	2.60	-0.2%	2.59	0.0%
Prj Mrkt Entry June 2013	2.60	-0.1%	2.59	-0.1%	2.59	0.0%
2015	2.60	-0.1%	2.59	-0.1%	2.60	0.0%

Source: ESRI Demographics 2010, Novogradac & Company LLP, April 2011

Similar to population trends, annual household growth in the PMA is strong at 0.9 percent annually, but does not surpass that of MSA and the nation. Any growth is considered positive in a rural area such as the PMA.

**2b. Households by Tenure**

The table below depicts household growth by tenure from 1990 through 2015.

**TENURE PATTERNS PMA (AGES 55+)**

<b>Year</b>	<b>Owner-Occupied Units</b>	<b>Percentage Owner-Occupied</b>	<b>Renter-Occupied Units</b>	<b>Percentage Renter-Occupied</b>
1990	-	-	-	-
2000	3,490	77.59%	1,008	22.41%
2010	3,649	74.43%	1,254	25.57%
Prj Mrkt Entry				
June 2013	3,731	74.09%	1,305	25.91%
2015	3,789	73.85%	1,341	26.15%

0

As the table illustrates, households within the PMA are predominately owner-occupied residences. While renter-occupied households are in the minority, the percent of renter-occupied households is projected to increase through 2015.

**2c. Households by Income**

The following table depicts household income in 2010 for the PMA.

**2010 HOUSEHOLD INCOME OF SENIORS 55+ & 65+ PMA**

<b>Income Cohort</b>	<b>PMA</b>			
	<b>55+</b>		<b>62+</b>	
	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>
\$0-9,999	942	19.2%	640	23.2%
\$10,000-19,999	691	14.1%	438	15.9%
\$20,000-29,999	781	15.9%	411	14.9%
\$30,000-39,999	579	11.8%	310	11.2%
\$40,000-49,999	529	10.8%	235	8.5%
\$50,000-59,999	308	6.3%	192	6.9%
\$60,000-74,999	482	9.8%	242	8.8%
\$75,000-99,999	321	6.6%	161	5.8%
\$100,000+	269	5.5%	135	4.9%
<b>Total</b>	<b>4,903</b>	<b>100.0%</b>	<b>2,764</b>	<b>100.0%</b>

Source: Ribbon Demographics 2007, Novogradac & Company LLP, April 2011

**PMA HOUSEHOLD INCOME OF SENIORS 55+ IN 2010 BY TENURE**

Income Cohort	Renter Households		Owner Households	
	Number	Percentage	Number	Percentage
\$0-9,999	479	38.2%	463	12.7%
\$10,000-19,999	211	16.8%	481	13.2%
\$20,000-29,999	154	12.3%	627	17.2%
\$30,000-39,999	65	5.2%	514	14.1%
\$40,000-49,999	83	6.6%	447	12.2%
\$50,000-59,999	136	10.9%	171	4.7%
\$60,000-74,999	57	4.5%	426	11.7%
\$75,000-99,999	38	3.0%	284	7.8%
\$100,000+	32	2.5%	237	6.5%
<b>Total</b>	<b>1,254</b>	<b>100.0%</b>	<b>3,649</b>	<b>100.0%</b>

Source: Ribbon Demographics 2007, Novogradac & Company LLP, April 2011

The largest income cohort of seniors over 55 and 62 was between 0-\$9,999. The Subject will target households earning below \$25,000. Approximately 67 percent of senior renters are earning below \$30,000. This bodes well for the Subject.

**2d. Renter Households by Number of Persons in the Household**

The following table illustrates the number of persons per household among renter households.

Renter Households by Number of Persons - PMA (Ages 55+)

	2000		2010		Prj Mrkt Entry June 2013		2015	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
With 1 Person	619	61.4%	732	58.4%	764	58.6%	787	58.7%
With 2 Persons	288	28.6%	331	26.4%	337	25.8%	340	25.4%
With 3 Persons	39	3.9%	106	8.4%	112	8.6%	116	8.7%
With 4 Persons	18	1.7%	21	1.7%	24	1.8%	26	1.9%
With 5+ Persons	44	4.4%	64	5.1%	68	5.2%	72	5.3%
Total Renter Households	1,008	100.0%	1,254	100.0%	1,305	100.0%	1,341	100.0%

Source: Ribbon Demographics 2007, Novogradac & Company LLP, April 2011

One and two person households accounted for 84.8 percent of the population in 2010.

**2e and f. Elderly and HFOP**

Per DCA’s guidelines, elderly households populations will be based on households who are 62 years and older and HFOP populations will be based on households who are 55 years or older according to the census.

**CONCLUSION**

The PMA and MSA have demonstrated that they are areas of growth. The senior population and the number of households are both expected to increase from 2011 to 2015. The largest income cohort of seniors over 55 and 62 was between 0-\$9,999. The Subject will target households earning below \$25,000. Approximately 67 percent of senior renters are earning below \$30,000. This bodes well for the Subject.

## **F. EMPLOYMENT TRENDS**

**Employment Trends**

The following section provides an analysis of the economic characteristics within the market area. Data such as employment, unemployment, expansions, and major employers will be studied to determine if the Primary Market Area (PMA) and the Metropolitan Statistical Area (MSA) are areas of growth or contraction.

Consistent with national trends, the greater MSA and PMA areas have undergone economic contractions over 2009 that are continuing into 2011. Various industries including retail, manufacturing and even historically stable industries such as healthcare have experienced layoffs. While there are some announced expansions in the Americus area, these are subject to the continuing economic recession, market demand fluctuations, and constraints on obtaining financing.

**1. Total Jobs**

The following table illustrates the total jobs (also known as “covered employment”) in Sumter County.

**COVERED EMPLOYMENT IN  
SUMTER COUNTY**

Year	Total Employment	% Change
2001	13,850	
2002	13,467	-2.84%
2003	13,268	-1.50%
2004	12,913	-2.75%
2005	12,630	-2.24%
2006	12,816	1.45%
2007	12,397	-3.38%
2008	12,217	-1.47%
2009	11,109	-9.97%
2010 YTD Average*	10,643	-4.38%
Sep-09	10,965	-
Sep-10	10,628	-3.17%

Source: U.S. Bureau of Labor Statistics

\*YTD as of Sept 10

Employment levels in Sumter County increased between 2003 and 2007. In 2009 Sumter County experienced its highest an employment loss of 9.97 percent and an additional 4.38 percent in 2009. As of September 2010, the MSA has lost a considerable percentage of jobs but appears to be slowing from the number of jobs lost in 2009. This is the most recent data available.

**2. Total Jobs by Industry**

The following table illustrates the total jobs by employment sectors within Sumter County as of the second quarter 2011 and the current employment by industry (not covered employment) for the PMA.

**2010 Q2 EMPLOYMENT JOBS BY INDUSTRY**

**Sumter County, GA**

Industry	Number Employed	Percent Employed
Construction	408	5.00%
Education and Health Services	1,551	18.99%
Financial Activities	279	3.42%
Information	111	1.36%
Leisure and Hospitality	881	10.79%
Manufacturing	1,290	15.79%
Natural Resources and Mining	681	8.34%
Other Services	158	1.93%
Professional and Business Services	435	5.33%
Public Administration*	-	-
Trade, Transportation, and Utilities	2,361	28.91%
Unclassified	13	0.16%
<b>Total Employment</b>	<b>8,168</b>	<b>100.00%</b>

\*Monthly data is not available

Source: U.S. Bureau of Labor Statistics 2010. Covered Employment

**2010 EMPLOYMENT BY INDUSTRY**

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Health Care/Social Assistance	2,093	16.0%	18,891,157	13.9%
Educational Services	1,986	15.2%	14,168,096	10.4%
Manufacturing	1,603	12.2%	13,047,475	9.6%
Retail Trade	1,422	10.9%	15,464,986	11.4%
Other Services (excl Publ Adm)	908	6.9%	6,679,783	4.9%
Public Administration	858	6.5%	6,916,821	5.1%
Construction	765	5.8%	8,872,843	6.5%
Accommodation/Food Services	692	5.3%	9,114,767	6.7%
Agric/Forestry/Fishing/Hunting	472	3.6%	1,790,318	1.3%
Transportation/Warehousing	445	3.4%	5,487,029	4.0%
Admin/Support/Waste Mgmt Svcs	326	2.5%	5,114,479	3.8%
Wholesale Trade	300	2.3%	4,407,788	3.2%
Finance/Insurance	262	2.0%	6,883,526	5.1%
Prof/Scientific/Tech Services	236	1.8%	8,520,310	6.3%
Mining	214	1.6%	723,991	0.5%
Arts/Entertainment/Recreation	149	1.1%	2,628,374	1.9%
Real Estate/Rental/Leasing	128	1.0%	2,825,263	2.1%
Information	126	1.0%	3,158,778	2.3%
Utilities	118	0.9%	1,115,793	0.8%
Mgmt of Companies/Enterprises	0	0.0%	202,384	0.1%
<b>Total Employment</b>	<b>13,103</b>	<b>100.0%</b>	<b>136,013,961</b>	<b>100.0%</b>

Source: ESRI Demographics 2010, Novogradac & Company LLP, April 2011

For covered employment by industry in Sumter County, Trade, Transportation and Utilities, Education/Health Services and Manufacturing are the top three industries. This is consistent with the industry trends in the PMA. The retail industry also has a high percentage employed. While not among the largest industries, public administration is overrepresented in the PMA when compared to the nation. This industry, as well as the health and education industries are

historically considered to be stable employers and could provide some additional stability to the local economy during a recession.

### **3. Major Employers**

The diversification of the Americus economic base is indicated by the following list of the Sumter County ten largest employers.

<b>#</b>	<b>Firm/Institution</b>	<b>Industry</b>	<b>Number of Employees</b>
1	Sumter County Public Schools	Education Services	835
2	Cooper Lighting	Manufacturing	600
3	Magnolia Manor	Healthcare	390
4	Wal-Mart	Retail Trade	360
5	Phoebe Sumter Medical Center	Healthcare	340
6	GA Southwestern University	Education Services	300
7	Middle Flint Behavioral Health	Healthcare	276
8	Habitat for Humanity	Education Services	250
9	Sumter County	Government	250
10	Container Marketing	Manufacturing	225
<b>TOTAL</b>		<b>3,520</b>	

Source: Americus Sumter Payroll Development Authority, 3/2010.

There are no employers in the Sumter County MSA that employ over 1,000 people. Sumter County Public Schools and Cooper Lighting are the largest employers in the MSA. Seven of the top 10 employers in the County are from the Healthcare/social assistance, government and education sectors. Other industries are also heavily represented are the retail trade and manufacturing.

#### *Expansions/Contractions*

Despite the current recession, the Sumter County Chamber of Commerce has reported one major expansion to the area. The Americus Motor Sports Complex, a racing/training facility is slated to begin construction in late 2011. With a projected annual impact of 75 million, it has the potential to create over 200 jobs. This will have a positive economic impact on Americus and Sumter County.

While this announced job growth is notable, it does not reflect actual jobs added to the market in 2010-2011. In August 2010, Cooper Lighting confirmed reports that the company planned to lay off a large portion of their workforce over the next two years. The Georgia Department of Labor, nor the company have confirmed the exact number of layoffs. Furthermore, in 2009, the president/CEO of the Sumter Regional Hospital confirmed they had laid off 62 employees. However, the Georgia Department of Labor hasn't reported any closures or layoffs from 2010 to May 2011 in Sumter County.

### **4. Employment and Unemployment Trends**

The following table details employment and unemployment trends for Sumter County from 2000 to 2011 (through March).

**EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)**

Year	Sumter County, GA				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2000	14,762	-	4.1%	-	136,891,000	-	4.0%	-
2001	14,072	-4.7%	5.6%	1.5%	136,933,000	0.0%	4.7%	0.7%
2002	13,851	-1.6%	6.0%	0.4%	136,485,000	-0.3%	5.8%	1.1%
2003	13,898	0.3%	5.5%	-0.5%	137,736,000	0.9%	6.0%	0.2%
2004	13,671	-1.6%	5.8%	0.3%	139,252,000	1.1%	5.5%	-0.5%
2005	13,485	-1.4%	6.7%	0.9%	141,730,000	1.8%	5.1%	-0.4%
2006	13,878	2.9%	6.2%	-0.5%	144,427,000	1.9%	4.6%	-0.5%
2007	13,641	-1.7%	7.3%	1.1%	146,047,000	1.1%	4.6%	0.0%
2008	13,441	-1.5%	7.8%	0.5%	145,362,000	-0.5%	5.8%	1.2%
2009	12,492	-7.1%	12.7%	4.9%	139,877,000	-3.8%	9.3%	3.5%
2010	11,571	-7.4%	13.4%	0.7%	139,064,000	-0.6%	9.6%	0.3%
2011 YTD Average*	11,437	-1.2%	12.7%	-0.7%	138,578,750	-0.3%	9.3%	-0.3%
Apr-2010	11,908	-	12.6%	-	139,302,000	-	9.5%	-
Apr-2011	11,477	-3.6%	12.5%	-0.1%	139,661,000	0.3%	8.7%	-0.8%

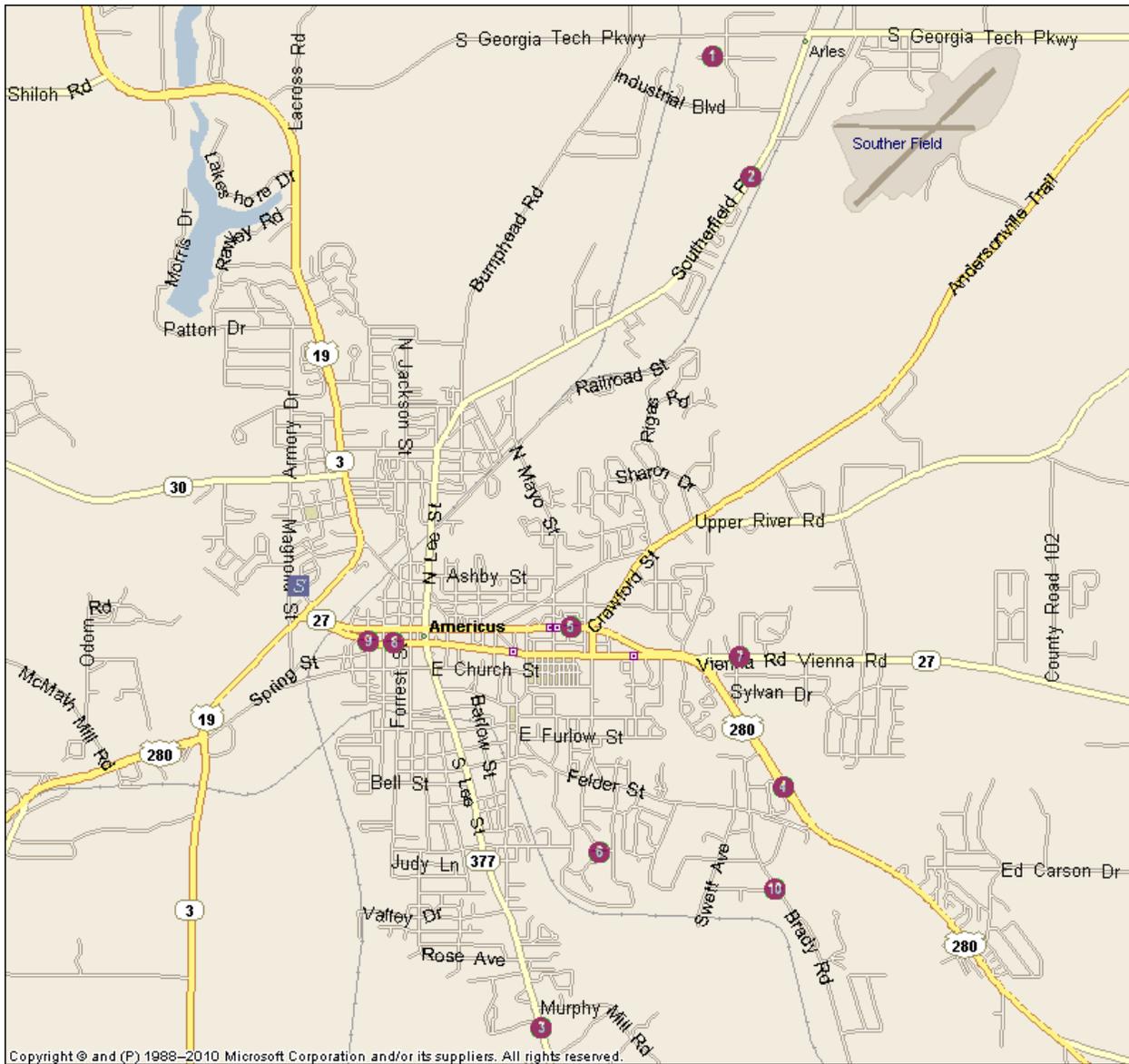
Source: U.S. Bureau of Labor Statistics, Novogradac & Company LLP, March 2011

\*2011 data is through Apr

The County experienced significant decreases in total employment over the greater part of the decade, with 2010 having the highest loss of 7.4 percent in total employment. The 2011 YTD total employment has continued to decrease, but at a much slower level. Unemployment figures have been consistently been higher than that nation, which is most likely due to the rural nature and reliance on the manufacturing industry. As of YTD 2011, the unemployment percentage decreased from 2010, which is the first year of a decline since 2006. Overall, YTD 2011 numbers illustrate a still suffering economy but appear to be recovering from the past few years.

**5. Map of Site and Major Employment Concentrations**

The following map and table details the largest employers in Sumter County.



**Conclusion**

Overall, it appears as if Americus and the Albany, GA MSA were affected by the current national economic recession. Despite the current recession, the Sumter County Chamber of Commerce has reported one major expansion to the area. The Americus Motor Sports Complex, a racing/training facility is slated to begin construction in late 2011. With a projected annual impact of 75 million, it has the potential to create over 200 jobs. This will have a positive economic impact on Americus and Sumter County.

# **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.

### **1. INCOME ELIGIBLE CALCULATIONS**

To establish the number of income eligible potential tenants for the Subject, the calculations are as follows:

First, we estimate the Subject minimum and maximum income levels for the proposed LIHTC Subject. HUD determines maximum income guidelines for tax credit properties based on the area median income. The 2010 AMI for Sumter County is \$51,600. Minimum income limits are determined by affordability. It is typical for low-income households to pay 30 to 40 percent of their income towards rent. For the purposes of this demand analysis, we have determined a rent overburdened percentage of 50 percent based on CHAS data which indicates that this percentage of households are currently rent overburdened.

Second, we illustrate the household population segregated by income band to determine the number of households who are income-qualified to reside in the Subject property.

Third, we combine the allowable income range with the income distribution analysis to determine the number of potential income qualified households. In some cases the LIHTC income eligible band overlaps with more than one income category. In such scenarios, the prorated share of more than one census range is calculated. This provides an estimate of the total number of households that are income eligible.

### **2. 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.

### **3. DEMAND**

The demand for the Subject will be derived from two sources: existing households and new households. These calculations are illustrated in the following tables.

#### **3A. DEMAND FROM NEW HOUSEHOLDS**

The number of new households entering the market is the first level of demand calculated. We have utilized 2013, the anticipated date of market entry, as the base year for the analysis. Therefore, 2010 household population estimates are inflated to 2013 by interpolation of the difference between 2010 estimates and 2015 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 2013. This number takes the overall growth from 2000 to 2013 and applies it

to its respective income cohorts by percentage. This number does not reflect lower income households losing population, as this may be a result of simple dollar value inflation.

### **3B. 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 for family households and 40 percent for senior households of their income in housing costs. For 2a, we relied on estimates provided in the Comprehensive Housing Affordability Strategy (CHAS) reported on the HUD webpage which relies on 2000 census data. This data provides information on the number of households within the county that are within certain income brackets and what percentage of those households are rent overburdened for Sumter County.

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. It should be noted that we have lowered the demand from seniors who convert to homeownership to be at or below 20 percent. We have used a range of 10 to 15 percent of senior homeowners. This is based on interviews with property managers. According the manager at Verandah Apartments, 30 percent of their tenants were previous homeowners and the manager at Starlight Place that over 50 percent of their senior tenants were previous homeowners. Given the downturn in the single family home market, we do not expect 30 or 50 percent of senior homeowners to be tenants at the Subject, but we believe it is reasonable to assume 10 to 15 percent senior homeowners.

In general, 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.

### **3C. SECONDARY MARKET AREA**

To accommodate for the secondary market area, the Demand from Existing Qualified Households within the primary market area will be multiplied by 115% to account for demand from the secondary market area. The property manager at Starlight Place, a family LIHTC property, reported that some tenants come from Andersonville and Ellaville, Leslie, and Plains. However, we do not assume that all tenants come from within these areas. Therefore, we have adjusted for 15 percent leakage from outside of the PMA.

### **3D. OTHER**

DCA does not consider household turnover to be a source of market demand.

## **4. NET DEMAND, CAPTURE RATES AND STABILIZATION CALCULATIONS**

The following pages will outline the overall demand components added together (3(a), 3(b) and 3(c)) less the supply of competitive developments awarded and/or constructed from 2000 to the present.

**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 2000 to present and those that will be constructed through 2013 that are considered directly competitive.

There is only one senior LIHTC property in the PMA, Verandah Apartments. All of the LIHTC units at this property operate with an additional Project Based Rental Assistance Subsidy; therefore the tenants pay 30 percent of income towards rent. Therefore, no units have been deducted from demand.

**PMA OCCUPANCY**

Per DCA’s guidelines, we have determined the average occupancy rate based on all available competitive conventional and LIHTC properties in the PMA. We have provided a combined average occupancy level for the PMA based on the total competitive units in the PMA.

**OVERALL VACANCY**

Property name	Rent Structure	Total Units	Vacant Units	Vacancy Rate
Americus Garden	Family LIHTC	44	2	4.50%
East Oaks	Family LIHTC/PBRA/Market	40	0	0.00%
Starlight Place	Family LIHTC	52	0	0.00%
Verandah Apartments	Senior LIHTC/PBRA/Market	40	0	0.00%
Hillside Manor	Family Market	60	7	11.70%
Lexington Place Apartments	Family Market	97	6	6.20%
Meadowbrook Village	Senior Rural Development	55	0	0.00%
Southland Heights	Family Market	89	0	0.00%
Troy Hill	Family Market	<u>57</u>	<u>0</u>	<u>0.00%</u>
<b>Total</b>		<b>534</b>	<b>15</b>	<b>2.80%</b>

The following table illustrates vacancy in the PMA, not including subsidized properties. Overall, vacancy is low and was reported to be typically low. Therefore, we believe a PMA occupancy of five percent or less is reasonable.

**NET SUPPLY**

The following Competitive Analysis chart may be used to determine the Net Supply number of each bedroom and income category when considering the deduction of properties in the net supply in cases where, for instance, the property is on the edge of the PMA, is a market rate property, or otherwise only partially fulfills the need for units that will be filled by the proposed subject. All properties determined to be competitive with the proposed development will be included in the Competitive Analysis and assigned a Comparability Factor to be used in determining Net Supply in the PMA.

The total Comparability Factor will be applied to each bedroom type for all income segments to determine the number of units to be allocated to the existing property. Total market supply will be comprised of the weighted units supply from the comparable existing properties and all units new to the market area since 2000.

## Creekview Commons, Americus, GA; Market Study

There are no truly competitive market rate properties as they do not cater to senior households. Therefore, we have not deducted market rate units from demand.

### Rehab Developments and PBRA

For any properties that are rehab developments, the capture rates will be based on those units that are vacant, or whose tenants will be rent burdened or over income as listed on the Tenant Relocation Spreadsheet.

Units that are subsidized with PBRA or whose rents are more than 20 percent lower than the rent for other units of the same bedroom size in the same AMI band and comprise less than 10 percent of total units in the same AMI band will not be used in determining project demand. In addition, any units, if priced 30 percent lower than the average market rent for the bedroom type in any income segment, will be assumed to be leasable in the market and deducted from the total number of units in the project for determining capture rates.

The Subject is new construction and will not offer PBRA.

### Capture Rates

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

Renter Household Income Distribution 2000 to Projected Market Entry June 2013								
Creekview Commons								
PMA								
	2000		2010		Prj Mrkt Entry June 2013		Percent Growth	
	#	%	#	%	#	%		
\$0-9,999	447	44.4%	479	38.2%	473	36.2%	-1.4%	
\$10,000-19,999	153	15.2%	211	16.8%	220	16.9%	4.4%	
\$20,000-29,999	133	13.2%	154	12.3%	159	12.2%	2.8%	
\$30,000-39,999	61	6.0%	65	5.2%	77	5.9%	15.3%	
\$40,000-49,999	61	6.0%	83	6.6%	88	6.7%	5.6%	
\$50,000-59,999	74	7.4%	136	10.9%	148	11.3%	7.6%	
\$60,000-74,999	31	3.0%	57	4.5%	59	4.5%	4.0%	
\$75,000-99,999	26	2.5%	38	3.0%	41	3.1%	7.9%	
\$100,000+	22	2.2%	32	2.5%	41	3.2%	24.0%	
<b>Total</b>	<b>1,008</b>	<b>100.0%</b>	<b>1,254</b>	<b>100.0%</b>	<b>1,305</b>	<b>100.0%</b>	<b>3.9%</b>	

Renter Household Income Distribution Projected Market Entry June 2013			
Creekview Commons			
PMA			
	Prj Mrkt Entry June 2013		Change 2000 to Prj Mrkt Entry June 2013
	#	%	#
\$0-9,999	473	36.2%	108
\$10,000-19,999	220	16.9%	50
\$20,000-29,999	159	12.2%	36
\$30,000-39,999	77	5.9%	17
\$40,000-49,999	88	6.7%	20
\$50,000-59,999	148	11.3%	34
\$60,000-74,999	59	4.5%	13
\$75,000-99,999	41	3.1%	9
\$100,000+	41	3.2%	9
<b>Total</b>	<b>1,305</b>	<b>100.0%</b>	<b>297</b>

Tenure Prj Mrkt Entry June 2013	
Renter	25.9%
Owner	74.1%
<b>Total</b>	<b>100.0%</b>

Renter Household Size for Prj Mrkt Entry June 2013		
Size	Number	Percentage
1	764	58.6%
2	337	25.8%
3	112	8.6%
4	24	1.8%
5+	68	5.2%
<b>Total</b>	<b>1,305</b>	<b>100.0%</b>

Renter Household Size for 2000 55+		
Size	Number	Percentage
1	619	61.4%
2	288	28.6%
3	39	3.9%
4	18	1.7%
5+	44	4.4%
<b>Total</b>	<b>1,008</b>	<b>100.0%</b>

### 50% AMI

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

Percent of AMI Level			50%		
Minimum Income Limit			\$14,100		
Maximum Income Limit			\$20,650		
New Renter Households - Total Change in Households PMA 2000 to Prj Mrkt Entry June 2013			2		
Income Category			Income Brackets	Percent within Cohort	Renter Households within Bracket
\$0-9,999	108	36.2%		0.0%	0
\$10,000-19,999	50	16.9%	5,899	59.0%	30
\$20,000-29,999	36	12.2%	650	6.5%	2
\$30,000-39,999	17	5.9%		0.0%	0
\$40,000-49,999	20	6.7%		0.0%	0
\$50,000-59,999	34	11.3%		0.0%	0
\$60,000-74,999	13	4.5%		0.0%	0
\$75,000-99,999	9	3.1%		0.0%	0
\$100,000+	9	3.2%		0.0%	0
	297	100.0%			32
Percent of renter households within limits versus total number of renter households					10.75%

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

Percent of AMI Level			50%		
Minimum Income Limit			\$14,100		
Maximum Income Limit			\$20,650		
Total Renter Households PMA Prj Mrkt Entry June 2013			\$2		
Income Category			Income Brackets	Percent within Cohort	Households within Bracket
\$0-9,999	473	36.2%	0	0.0%	0
\$10,000-19,999	220	16.9%	5,899	59.0%	130
\$20,000-29,999	159	12.2%	650	6.5%	10
\$30,000-39,999	77	5.9%	0	0.0%	0
\$40,000-49,999	88	6.7%	0	0.0%	0
\$50,000-59,999	148	11.3%	0	0.0%	0
\$60,000-74,999	59	4.5%	0	0.0%	0
\$75,000-99,999	41	3.1%	0	0.0%	0
\$100,000+	41	3.2%	0	0.0%	0
	1,305	100.0%			140
Percent of renter households within limits versus total number of renter households					10.75%

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 June 2013 Median Income

Change from 2000 to Prj Mrkt Entry June 2013

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
Senior
Rural
40%
\$30,313
\$38,896
\$8,583
28.3%
4.7%
4.7%
Two year adjustment
1.0000
\$20,650
\$20,650
\$2
50%
\$470
\$470.00

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	75%	25%	0%	0%	0%	100%
2	0%	10%	90%	0%	0%	0%	100%
3	0%	0%	60%	40%	0%	0%	100%
4	0%	0%	0%	80%	20%	0%	100%
5+	0%	0%	0%	70%	30%	0%	100%

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2000 to Prj Mrkt Entry June 2013

Income Target Population		50%
New Renter Households PMA		297
Percent Income Qualified		10.8%
New Renter Income Qualified Households		32

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		1,305
Income Qualified		10.8%
Income Qualified Renter Households		140
Percent Rent Overburdened Prj Mrkt Entry June 2013		55.0%
Rent Overburdened Households		77

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		140
Percent Living in Substandard Housing		0.8%
Households Living in Substandard Housing		1

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

Senior Households Converting from Homeownership

Income Target Population		50%
Total Senior Homeowners		3731
Rural Versus Urban	0.5%	
Senior Demand Converting from Homeownership		19

Total Demand

Total Demand from Existing Households		97
Adjustment Factor - Leakage from SMA (use 115% for DCA)	115%	15
Adjusted Demand from Existing Households		111
Total New Demand		32
Total Demand (New Plus Existing Households)		143

Demand from Seniors Who Convert from Homeownership		19
Percent of Total Demand From Homeownership Conversion		13.0%
Is this Demand Over 20 percent of Total Demand?		No

By Bedroom Demand

One Person	58.6%	84
Two Persons	25.8%	37
Three Persons	8.6%	12
Four Persons	1.8%	3
Five Persons	5.2%	7
Total	100.0%	143

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	75%	63
Of two-person households in 1BR units	10%	4
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	25%	21
Of two-person households in 2BR units	90%	33
Of three-person households in 2BR units	60%	7
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	5
Of four-person households in 3BR units	80%	2
Of five-person households in 3BR units	70%	5
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	20%	1
Of five-person households in 4BR units	30%	2
Total Demand		143
Check		OK

Total Demand by Bedroom	50%
1 BR	66
2 BR	61
Total Demand	128

Additions To Supply 2000 to Prj Mrkt Entry June 2013	50%
1 BR	0
2 BR	0
Total	0

Net Demand	50%
1 BR	66
2 BR	61
Total	128

Developer's Unit Mix	50%
1 BR	3
2 BR	5
Total	8

Capture Rate Analysis	50%
1 BR	4.5%
2 BR	8.1%
Total	6.3%

60%AMI

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

Percent of AMI Level		60%			
Minimum Income Limit		\$17,400			
Maximum Income Limit		\$24,780	2		
Income Category	New Renter Households - Total Change in Households PMA 2000 to Prj Mrkt Entry June 2013		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	108			
\$10,000-19,999	50	16.9%	2,599	26.0%	13
\$20,000-29,999	36	12.2%	4,780	47.8%	17
\$30,000-39,999	17	5.9%		0.0%	0
\$40,000-49,999	20	6.7%		0.0%	0
\$50,000-59,999	34	11.3%		0.0%	0
\$60,000-74,999	13	4.5%		0.0%	0
\$75,000-99,999	9	3.1%		0.0%	0
\$100,000+	9	3.2%		0.0%	0
		297			30
Percent of renter households within limits versus total number of renter households					10.20%

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

Percent of AMI Level		60%			
Minimum Income Limit		\$17,400			
Maximum Income Limit		\$24,780	\$2		
Income Category	Total Renter Households PMA Prj Mrkt Entry June 2013		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	473			
\$10,000-19,999	220	16.9%	2,599	26.0%	57
\$20,000-29,999	159	12.2%	4,780	47.8%	76
\$30,000-39,999	77	5.9%	0	0.0%	0
\$40,000-49,999	88	6.7%	0	0.0%	0
\$50,000-59,999	148	11.3%	0	0.0%	0
\$60,000-74,999	59	4.5%	0	0.0%	0
\$75,000-99,999	41	3.1%	0	0.0%	0
\$100,000+	41	3.2%	0	0.0%	0
		1,305			133
Percent of renter households within limits versus total number of renter households					10.20%

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 June 2013 Median Income

Change from 2000 to Prj Mrkt Entry June 2013

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
Senior
Rural
40%
\$30,313
\$38,896
\$8,583
28.3%
4.7%
4.7%
Two year adjustment
1,000
\$24,780
\$24,780
\$2
60%
\$580
\$580.00

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	75%	25%	0%	0%	0%	100%
2	0%	10%	90%	0%	0%	0%	100%
3	0%	0%	60%	40%	0%	0%	100%
4	0%	0%	0%	80%	20%	0%	100%
5+	0%	0%	0%	70%	30%	0%	100%

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2000 to Prj Mrkt Entry June 2013

Income Target Population		60%
New Renter Households PMA		297
Percent Income Qualified		10.2%
New Renter Income Qualified Households		30

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		1,305
Income Qualified		10.2%
Income Qualified Renter Households		133
Percent Rent Overburdened Prj Mrkt Entry June 2013		55.0%
Rent Overburdened Households		73

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		133
Percent Living in Substandard Housing		0.8%
Households Living in Substandard Housing		1

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

Senior Households Converting from Homeownership

Income Target Population		60%
Total Senior Homeowners		3731
Rural Versus Urban	0.5%	
Senior Demand Converting from Homeownership		19

Total Demand

Total Demand from Existing Households		93
Adjustment Factor - Leakage from SMA (use 115% for DCA)	115%	14
Adjusted Demand from Existing Households		107
Total New Demand		30
Total Demand (New Plus Existing Households)		137

Demand from Seniors Who Convert from Homeownership		19
Percent of Total Demand From Homeownership Conversion		13.6%
Is this Demand Over 20 percent of Total Demand?		No

By Bedroom Demand

One Person	58.6%	80
Two Persons	25.8%	35
Three Persons	8.6%	12
Four Persons	1.8%	3
Five Persons	5.2%	7
Total	100.0%	137

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	75%	60
Of two-person households in 1BR units	10%	4
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	25%	20
Of two-person households in 2BR units	90%	32
Of three-person households in 2BR units	60%	7
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	5
Of four-person households in 3BR units	80%	2
Of five-person households in 3BR units	70%	5
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	20%	1
Of five-person households in 4BR units	30%	2
Total Demand		137
Check		OK

Total Demand by Bedroom	60%
1 BR	64
2 BR	59
Total Demand	123

Additions To Supply 2000 to Prj Mrkt Entry June 2013	60%
1 BR	0
2 BR	0
Total	0

Net Demand	60%
1 BR	64
2 BR	59
Total	123

Developer's Unit Mix	60%
1 BR	17
2 BR	25
Total	42

Capture Rate Analysis	60%
1 BR	26.7%
2 BR	42.4%
Total	34.3%

**Overall**

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

Percent of AMI Level			Overall			
Minimum Income Limit			\$14,100			
Maximum Income Limit			\$24,780	2		
Income Category	New Renter Households - Total Change in Households PMA 2000 to Prj Mrkt Entry June 2013		Income Brackets	Percent within Cohort	Renter Households within Bracket	
	\$0-9,999	108				
\$10,000-19,999	50	16.9%	5,899	59.0%	30	
\$20,000-29,999	36	12.2%	4,780	47.8%	17	
\$30,000-39,999	17	5.9%		0.0%	0	
\$40,000-49,999	20	6.7%		0.0%	0	
\$50,000-59,999	34	11.3%		0.0%	0	
\$60,000-74,999	13	4.5%		0.0%	0	
\$75,000-99,999	9	3.1%		0.0%	0	
\$100,000+	9	3.2%		0.0%	0	
	297	100.0%				47
Percent of renter households within limits versus total number of renter households						15.77%

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

Percent of AMI Level			Overall			
Minimum Income Limit			\$14,100			
Maximum Income Limit			\$24,780	\$2		
Income Category	Total Renter Households PMA Prj Mrkt Entry June 2013		Income Brackets	Percent within Cohort	Households within Bracket	
	\$0-9,999	473				
\$10,000-19,999	220	16.9%	5,899	59.0%	130	
\$20,000-29,999	159	12.2%	4,780	47.8%	76	
\$30,000-39,999	77	5.9%	0	0.0%	0	
\$40,000-49,999	88	6.7%	0	0.0%	0	
\$50,000-59,999	148	11.3%	0	0.0%	0	
\$60,000-74,999	59	4.5%	0	0.0%	0	
\$75,000-99,999	41	3.1%	0	0.0%	0	
\$100,000+	41	3.2%	0	0.0%	0	
	1,305	100.0%				206
Percent of renter households within limits versus total number of renter households						15.77%

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 June 2013 Median Income

Change from 2000 to Prj Mrkt Entry June 2013

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
Senior
Rural
40%
\$30,313
\$38,896
\$8,583
28.3%
4.7%
4.7%
Two year adjustment
1.0000
\$24,780
\$24,780
\$2
Overall
\$470
\$470.00

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	75%	25%	0%	0%	0%	100%
2	0%	10%	90%	0%	0%	0%	100%
3	0%	0%	60%	40%	0%	0%	100%
4	0%	0%	0%	80%	20%	0%	100%
5+	0%	0%	0%	70%	30%	0%	100%

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2000 to Prj Mrkt Entry June 2013

Income Target Population		Overall
New Renter Households PMA		297
Percent Income Qualified		15.8%
New Renter Income Qualified Households		47

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		1,305
Income Qualified		15.8%
Income Qualified Renter Households		206
Percent Rent Overburdened Prj Mrkt Entry June 2013		55.0%
Rent Overburdened Households		113

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		206
Percent Living in Substandard Housing		0.8%
Households Living in Substandard Housing		2

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

Senior Households Converting from Homeownership

Income Target Population		Overall
Total Senior Homeowners		3731
Rural Versus Urban	0.8%	
Senior Demand Converting from Homeownership		30

Total Demand

Total Demand from Existing Households		145
Adjustment Factor - Leakage from SMA (use 115% for DCA)	115%	22
Adjusted Demand from Existing Households		166
Total New Demand		47
Total Demand (New Plus Existing Households)		213

Demand from Seniors Who Convert from Homeownership		30
Percent of Total Demand From Homeownership Conversion		14.0%
Is this Demand Over 20 percent of Total Demand?		No

By Bedroom Demand

One Person	58.6%	125
Two Persons	25.8%	55
Three Persons	8.6%	18
Four Persons	1.8%	4
Five Persons	5.2%	11
Total	100.0%	213

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	75%	94
Of two-person households in 1BR units	10%	5
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	25%	31
Of two-person households in 2BR units	90%	49
Of three-person households in 2BR units	60%	11
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	7
Of four-person households in 3BR units	80%	3
Of five-person households in 3BR units	70%	8
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	20%	1
Of five-person households in 4BR units	30%	3
Total Demand		213
Check		OK

Total Demand by Bedroom	Overall
1 BR	99
2 BR	92
Total Demand	191

Additions To Supply 2000 to Prj Mrkt Entry June 2013	Overall
1 BR	0
2 BR	0
Total	0

Net Demand	Overall
1 BR	99
2 BR	92
Total	191

Developer's Unit Mix	Overall
1 BR	20
2 BR	30
Total	50

Capture Rate Analysis	Overall
1 BR	20.2%
2 BR	32.8%
Total	26.2%

**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 senior households in the PMA is expected to increase 1.2 percent between 2013 and 2015.
- This demand analysis does not measure the PMA's or Subject's ability to attract additional or latent demand into the market from elsewhere by offering an affordable option. We believe this to be moderate and therefore the demand analysis is somewhat conservative in its conclusions because this demand is not included.

CAPTURE RATE ANALYSIS CHART - 55+

Unit Size	Income limits	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents	Proposed Rents
1BR	50% AMI	3	66	0	66	4.5%	12 months	\$404	\$331-575	\$335
2BR	50% AMI	5	61	0	61	8.1%	12 months	\$489	\$341-701	\$395
<i>Overall 50% AMI</i>	<i>50% AMI</i>	8	128	0	128	6.3%	12 months	-	-	-
1BR	60% AMI	17	64	0	64	26.7%	12 months	\$404	\$331-575	\$430
2BR	60% AMI	25	59	0	59	42.4%	12 months	\$489	\$341-701	\$485
<i>Overall 60% AMI</i>	<i>60% AMI</i>	42	123	0	123	34.3%	12 months	-	-	-
<b>Overall 1BR</b>	<b>ALL</b>	<b>20</b>	<b>99</b>	<b>0</b>	<b>99</b>	<b>20.2%</b>	12 months	-	-	-
<b>Overall 2BR</b>	<b>ALL</b>	<b>30</b>	<b>92</b>	<b>0</b>	<b>92</b>	<b>32.8%</b>	12 months	-	-	-
<b>OVERALL - ALL UNITS</b>	<b>ALL</b>	<b>50</b>	<b>191</b>	<b>0</b>	<b>191</b>	<b>26.2%</b>	12 months	-	-	-

<b>Demand and Net Demand</b>			
	<b>HH at 50% AMI (min to max income)</b>	<b>HH at 60% AMI (min to max income)</b>	<b>All Tax Credit Households</b>
Demand from New Households (age and income appropriate)	32	30	47
<b>PLUS</b>	+	+	+
Demand from Existing Renter Households - Substandard Housing	1	1	2
<b>PLUS</b>	+	+	+
Demand from Existing Renter Households - Rent Overburdened Households	77	73	113
<b>PLUS</b>	+	+	+
<b>Secondary Market Demand adjustment IF ANY Subject to 15% Limitation</b>	<b>15</b>	<b>14</b>	<b>22</b>
<b>Sub Total</b>	<b>125</b>	<b>119</b>	<b>183</b>
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 20% where applicable)	19	19	30
<b>Equals Total Demand</b>	<b>143</b>	<b>137</b>	<b>213</b>
<b>Less</b>	-	-	-
Supply of comparable LIHTC or Market Rate housing units built and/or planned in the projected market between 2000 and the present	0	0	0
<b>Equals Net Demand</b>	<b>143</b>	<b>137</b>	<b>213</b>

As the analysis illustrates, the Subject's capture rates at the 50 percent AMI level will range from 4.5 to 8.1 percent, with an overall capture rate of 6.3 percent. The Subject's 60 percent AMI capture rates range from 26.7 to 42.4 percent, with an overall capture rate of 34.3 percent. The overall capture rate for the project's 50 and 60 percent units is 26.2 percent. These capture rates are within DCA's threshold limits. The capture rates for the 60 percent AMI units are high, but within the threshold limits. Management at comparable properties reported significant demand in the market for senior oriented units; therefore we believe the high capture rates will be mitigated by the demand illustrated at the comparables. Furthermore, the two-bedroom rents at Starlight Place are above the Subject's proposed rents and this property reported 50 percent senior tenancy. This property is 100 percent occupied with a waiting list. The Subject will also have a below average price per square foot, providing an additional advantage. Overall, we believe there is adequate demand for the Subject.

## **H. COMPETITIVE RENTAL ANALYSIS**

### **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. Our competitive survey includes nine “true” comparable properties containing 534 units. 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 senior LIHTC is considered limited. There is only one senior LIHTC property, Verandah Apartments, however this property operates with additional subsidy for its LIHTC units. We have still included this property to provide for a market characteristic comparison. We have also included three family LIHTC properties (one that also operates with PBRA subsidy) and one senior rural development property. The market rate data is adequate for family properties. There are no senior unrestricted market rate properties in the PMA.

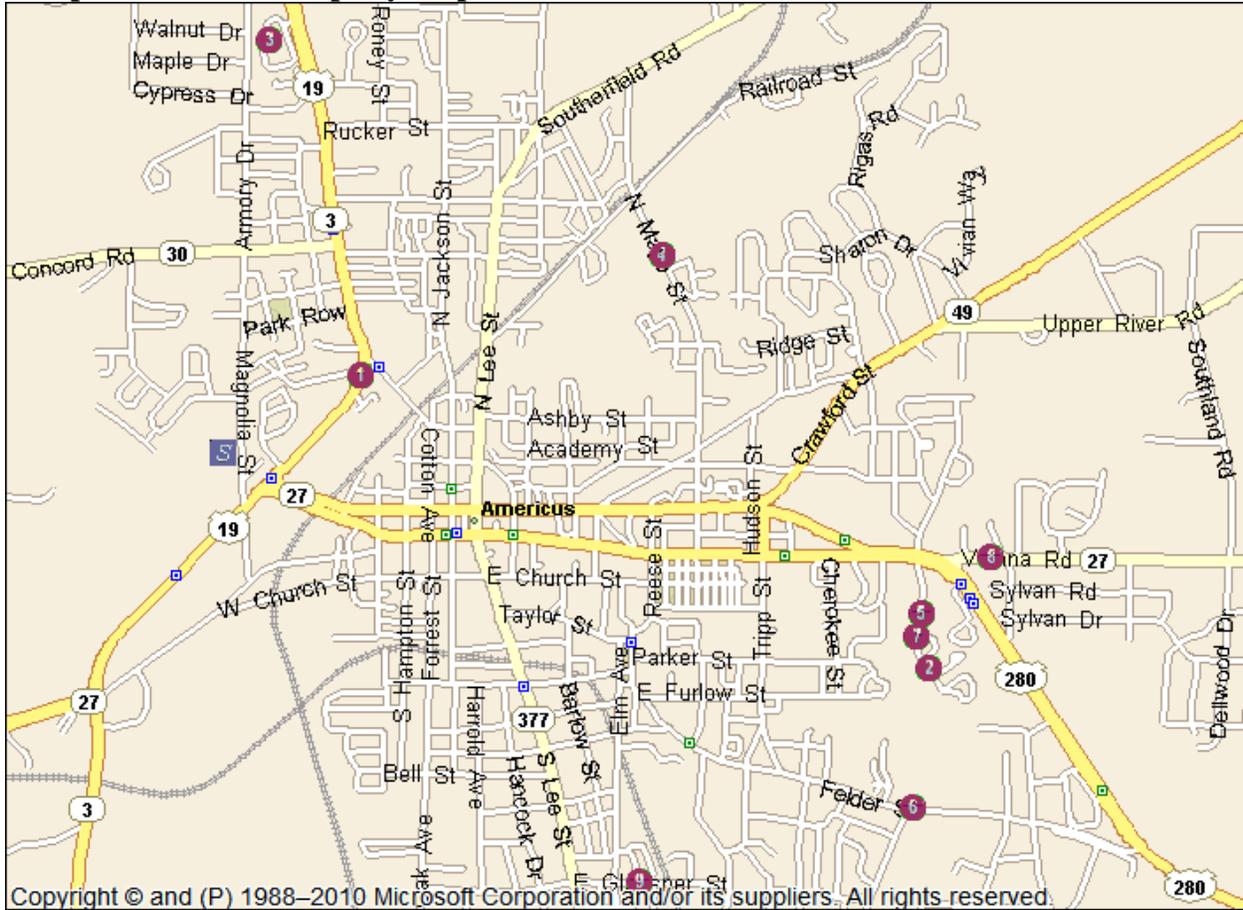
### **General Market Overview/Included/Excluded Properties**

The following table illustrates properties that are within the PMA or a similar market areas. The table highlights vacancy. Some of these properties have been included as “true comparables.”

**GENERAL MARKET OVERVIEW**

Name	Type	Tenancy	Distance from Subject	Occupancy	Included/Excluded	Reason for Exclusion
Cripple Creek Apartments	Rural Development	Family	2.7 miles	N/Ap	Excluded	Tenancy not comparable
Heritage Villas of Americus	Rural Development	Family	2.3 miles	N/Ap	Excluded	Tenancy not comparable
Pecan Village/Shady Grove	Rural Development	Senior	14.3 miles	N/Ap	Excluded	Location not comparable
Meadowbrook Lane Apartments	RD/LIHTC	Family	2.6 miles	N/Ap	Excluded	Tenancy not comparable
Ravenwood Apartments	RD/LIHTC	Senior	0.7 miles	N/Ap	Excluded	Tenants pay 30% of income, could not contact
Meadowbrook Village	Rural Development	Senior	2.6 miles	100%	Included	N/Ap
Eastview Apartments	Section 8	Senior	2.5 miles	N/Ap	Excluded	Tenants pay 30% of income
Magnolia Gardens	Section 8	Senior	3.1 miles	N/Ap	Excluded	Tenants pay 30% of income
Magnolia Manor	Section 8	Senior	3.1 miles	N/Ap	Excluded	Tenants pay 30% of income
Joy Court Village - Volunteers of America	Section 8	Senior	2.6 miles	N/Ap	Excluded	Tenants pay 30% of income
Magnolia Village	LIHTC/HOME/PBRA	Family	1.3 miles	100%	Excluded	All units operate with subsidy
Verandah	LIHTC (PBRA)	Senior	2.2 miles	100%	Included	N/Ap
American Gardens	LIHTC	Family	0.8 miles	95%	Included	N/Ap
Starlight Place	LIHTC	Family	1.7 miles	100%	Included	N/Ap
East Oaks	LIHTC	Family	2.7 miles	100%	Included	N/Ap
Troy Hill Apartments	Market	Family	2.5 miles	100%	Included	N/Ap
Hillside Manor	Market	Family	2.4 miles	88%	Included	N/Ap
Southland Heights	Market	Family	2.6 miles	100%	Included	N/Ap
Lexington Place	Market	Family	3.0 miles	94%	Included	N/Ap

**Comparable Rental Property Map**



**COMPARABLE PROPERTIES**

#	Property Name	City	Tenancy	Type	Distance
1	Americus Garden	Americus	Family	LIHTC	0.8 miles
2	East Oaks	Americus	Family	LIHTC/PBRA/ Market	2.7 miles
3	Starlight Place	Americus	Family	LIHTC	1.7 miles
4	Verandah Apartments	Americus	Senior	LIHTC/PBRA/ Market	2.2 miles
5	Hillside Manor	Americus	Family	Market	2.4 miles
6	Lexington Place Apartments	Americus	Family	Market	3.0 miles
7	Meadowbrook Village	Americus	Senior	Rural Development	2.6 miles
8	Southland Heights	Americus	Family	Market	2.6 miles
9	Troy Hill	Americus	Family	Market	2.5 miles

1. The following tables illustrate detailed information in a comparable framework for the Subject and the comparable properties.

SUMMARY MATRIX

Comp #	Project	Distance	Type / Built / Renovated	Market / Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Max Rent?	Wait List?	Units Vacant	Vacancy Rate					
Subject	Creekview Commons  Magnolia Street Americus, GA 31719 Sumter County	n/a	One-story (age-restricted)  2013 / n/a	@50%, @60%	1BR / 1BA	3	6.00%	@50%	\$335	900	no		N/A	N/A					
					1BR / 1BA	17	34.00%	@60%	\$430	900	no		N/A	N/A					
					2BR / 2BA	5	10.00%	@50%	\$395	1,000	no		N/A	N/A					
					2BR / 2BA	25	50.00%	@60%	\$485	1,000	no		N/A	N/A					
						50	100%							N/A	N/A				
1	Americus Garden 730 S Martin Luther King Dr Americus, GA 31719 Sumter County	0.8 mile	Garden (2 stories) 1998 / n/a	@30%, @50%, @60%	1BR / 1BA	4	9.10%	@30%	\$153	N/A	yes	Yes	0	0.00%					
					1BR / 1BA	4	9.10%	@50%	\$362	N/A	yes	Yes	0	0.00%					
					1BR / 1BA	4	9.10%	@60%	\$362	N/A	no	No	1	25.00%					
					2BR / 1BA	12	27.30%	@50%	\$391	N/A	yes	No	0	0.00%					
					2BR / 1BA	12	27.30%	@60%	\$420	N/A	no	No	1	8.30%					
					3BR / 2BA	4	9.10%	@50%	\$439	N/A	yes	Yes	0	0.00%					
					3BR / 2BA	4	9.10%	@60%	\$449	N/A	no	Yes	0	0.00%					
						44	100%							2	4.50%				
					2	East Oaks 252 Lonnie Lane Americus, GA 31709 Sumter County	2.7 miles	Garden 2006 / n/a	@30% (PBRA), @50% (PBRA), Market	1BR / 1BA	6	15.00%	@50%	BOI	808	yes	57 HH total	0	0.00%
										1BR / 1BA	2	5.00%	Market	\$383	808	n/a	57 HH total	0	0.00%
2BR / 2BA	13	32.50%	@50%	BOI						1,084	yes	57 HH total	0	0.00%					
2BR / 2BA	3	7.50%	Market	\$472						1,084	n/a	57 HH total	0	0.00%					
3BR / 2BA	13	32.50%	@50%	BOI						1,177	yes	57 HH total	0	0.00%					
3BR / 2BA	3	7.50%	Market	\$553						1,177	n/a	57 HH total	0	0.00%					
	40	100%												0	0.00%				
3	Starlight Place 154 Starlight Circle Americus, GA 31709 Sumter County	1.7 miles	Single Family 2005 / n/a	@30%, @50%, @60%	2BR / 2BA	3	5.80%	@30%	\$174	900	yes	Yes	0	0.00%					
					2BR / 2BA	9	17.30%	@50%	\$406	900	no	Yes	0	0.00%					
					2BR / 2BA	10	19.20%	@60%	\$481	900	no	Yes	0	0.00%					
					3BR / 2BA	3	5.80%	@30%	\$185	1,100	no	Yes	0	0.00%					
					3BR / 2BA	14	26.90%	@50%	\$453	1,100	no	Yes	0	0.00%					
					3BR / 2BA	13	25.00%	@60%	\$541	1,100	no	Yes	0	0.00%					
						52	100%							0	0.00%				
					4	Verandah Apartments 817 Mayo St Americus, GA 31709 Sumter County	2.2 miles	Garden (age-restricted) (2 stories) 2006 / n/a	@50% (Project Based Rental Assistance - PBRA), Market	1BR / 1BA	26	65.00%	@50%	BOI	821	yes	Yes	0	0.00%
1BR / 1BA	6	15.00%	Market	\$382						821	n/a	Yes	0	0.00%					
2BR / 2BA	6	15.00%	@50%	BOI						1,080	yes	Yes	0	0.00%					
2BR / 2BA	2	5.00%	Market	\$471						1,080	n/a	Yes	0	0.00%					
	40	100%												0	0.00%				
5	Hillside Manor 120 Lonnie Lane  Americus, GA 31709  Sumter County	2.4 miles	Garden 1985 / n/a	Market	Studio / 1BA	6	10.00%	Market	\$425	288	n/a	4-5 people total	3	50.00%					
					1BR / 1BA	42	70.00%	Market	\$486	576	n/a		4	9.50%					
					2BR / 1BA	12	20.00%	Market	\$606	864	n/a	4-5 people total	0	0.00%					
						60	100%							7	11.70%				
					6	Lexington Place Apartments 1130 Felder St Americus, GA 31079 Sumter County	3 miles	Various (2 stories) 1990s / n/a	Market	1BR / 1BA (Garden)	N/A	N/A	Market	\$575	850	n/a	Yes	0	N/A
2BR / 2BA (Garden)	N/A	N/A	Market	\$701						1,140	n/a	No	N/A	N/A					
2BR / 2BA (Garden)	N/A	N/A	Market	\$675						1,140	n/a	No	N/A	N/A					
2BR / 2.5BA (Townhouse)	N/A	N/A	Market	\$701						1,140	n/a	No	N/A	N/A					
2BR / 2.5BA (Townhouse)	N/A	N/A	Market	\$675						1,140	n/a	No	N/A	N/A					
3BR / 3.5BA (Townhouse)	N/A	N/A	Market	\$801						1,400	n/a	Yes	0	N/A					
3BR / 3.5BA (Townhouse)	N/A	N/A	Market	\$775						1,400	n/a	Yes	0	N/A					
	97	100%												6	6.20%				
7	Meadowbrook Village 130 Lonnie Lane Americus, GA 31709 Sumter County	2.6 miles	Garden (age-restricted) 1990s / n/a	Rural Development	1BR / 1BA	52	94.50%	Rural Development	\$331	N/A	n/a	17 HH total	0	0.00%					
					2BR / 2BA	3	5.50%	Rural Development	\$341	N/A	n/a	17 HH total	0	0.00%					
						55	100%						0	0.00%					
8	Southland Heights 113 Ga Highway 27 East Americus, GA 31709 Sumter County	2.6 miles	Garden 1974 / n/a	Market	Studio / 1BA	1	1.10%	Market	\$389	600	n/a	None	0	0.00%					
					1BR / 1BA	32	36.00%	Market	\$356	825	n/a	None	0	0.00%					
					2BR / 1BA	24	27.00%	Market	\$386	850	n/a	None	0	0.00%					
					2BR / 1.5BA	24	27.00%	Market	\$451	875	n/a	None	0	0.00%					
					3BR / 2BA	8	9.00%	Market	\$537	950	n/a	None	0	0.00%					
9	Troy Hill 303 East Glessner Street Americus, GA 31709 Sumter County	2.5 miles	Various 1960/2000 / n/a	Market	1BR / 1BA (Garden)	36	63.20%	Market	\$399	825	n/a	None	0	0.00%					
					2BR / 1.5BA (Townhouse)	21	36.80%	Market	\$550	1,025	n/a	None	0	0.00%					
						57	100%						0	0.00%					

**RENT AND SQUARE FOOTAGE RANKING -- All rents adjusted for utilities and concessions extracted from the market.**

Effective Rent Date:	May-11	Units Surveyed:	534	Weighted Occupancy:	97.20%
		Market Rate	358	Market Rate	96.40%
		Tax Credit	176	Tax Credit	98.90%

**One Bedroom One Bath**

**Two Bedrooms Two Bath**

	Property	Average	Property	Average	Property	Average
<b>RENT</b>	Lexington Place Apartments	\$575	Lexington Place Apartments	\$701		
	Hillside Manor	\$486	Lexington Place Apartments	\$675		
	<b>Creekview Commons * (60%)</b>	<b>\$430</b>	Hillside Manor (1BA)	\$606		
	Troy Hill	\$399	Troy Hill (1.5BA)	\$550		
	East Oaks * (M)	\$383	<b>Creekview Commons * (60%)</b>	<b>\$485</b>		
	Verandah Apartments * (M)	\$382	Starlight Place * (60%)	\$481		
	Americus Garden * (50%)	\$362	East Oaks * (M)	\$472		
	Americus Garden * (60%)	\$362	Verandah Apartments * (M)	\$471		
	Southland Heights	\$356	Southland Heights (1.5BA)	\$451		
	<b>Creekview Commons * (50%)</b>	<b>\$335</b>	Americus Garden * (1BA 60%)	\$420		
	Meadowbrook Village	\$331	Starlight Place * (50%)	\$406		
	Americus Garden * (30%)	\$153	<b>Creekview Commons * (50%)</b>	<b>\$395</b>		
			Americus Garden * (1BA 50%)	\$391		
			Meadowbrook Village	\$341		
		Starlight Place * (30%)	\$174			
<b>SQUARE</b>	<b>Creekview Commons * (50%)</b>	<b>900</b>	Lexington Place Apartments	1,140		
	<b>Creekview Commons * (60%)</b>	<b>900</b>	Lexington Place Apartments	1,140		
	Lexington Place Apartments	850	East Oaks * (M)	1,084		
	Southland Heights	825	Verandah Apartments * (M)	1,080		
	Troy Hill	825	Troy Hill (1.5BA)	1,025		
	Verandah Apartments * (M)	821	<b>Creekview Commons * (50%)</b>	<b>1,000</b>		
	East Oaks * (M)	808	<b>Creekview Commons * (60%)</b>	<b>1,000</b>		
	Hillside Manor	576	Starlight Place * (30%)	900		
	Americus Garden * (30%)	N/A	Starlight Place * (50%)	900		
	Americus Garden * (50%)	N/A	Starlight Place * (60%)	900		
	Americus Garden * (60%)	N/A	Southland Heights (1.5BA)	875		
	Meadowbrook Village	N/A	Hillside Manor (1BA)	864		
			Americus Garden * (1BA 50%)	N/A		
			Americus Garden * (1BA 60%)	N/A		
		Meadowbrook Village	N/A			
<b>RENT PER</b>	Hillside Manor	\$0.84	Hillside Manor (1BA)	\$0.70		
	Lexington Place Apartments	\$0.68	Lexington Place Apartments	\$0.61		
	Troy Hill	\$0.48	Lexington Place Apartments	\$0.59		
	<b>Creekview Commons * (60%)</b>	<b>\$0.48</b>	Troy Hill (1.5BA)	\$0.54		
	East Oaks * (M)	\$0.47	Starlight Place * (60%)	\$0.53		
	Verandah Apartments * (M)	\$0.47	Southland Heights (1.5BA)	\$0.52		
	Southland Heights	\$0.43	<b>Creekview Commons * (60%)</b>	<b>\$0.48</b>		
	<b>Creekview Commons * (50%)</b>	<b>\$0.37</b>	Starlight Place * (50%)	\$0.45		
	Americus Garden * (30%)	N/A	Verandah Apartments * (M)	\$0.44		
	Americus Garden * (50%)	N/A	East Oaks * (M)	\$0.44		
	Americus Garden * (60%)	N/A	<b>Creekview Commons * (50%)</b>	<b>\$0.40</b>		
	Meadowbrook Village	N/A	Starlight Place * (30%)	\$0.19		
			Americus Garden * (1BA 50%)	N/A		
			Americus Garden * (1BA 60%)	N/A		
		Meadowbrook Village	N/A			

# PROPERTY PROFILE REPORT

## Americus Garden

**Effective Rent Date** 4/27/2011  
**Location** 730 S Martin Luther King Dr  
 Americus, GA 31719  
 Sumter County  
**Distance** 0.8 miles  
**Units** 44  
**Vacant Units** 2  
**Vacancy Rate** 4.5%  
**Type** Garden (2 stories)  
**Year Built/Renovated** 1998 / N/A  
**Marketing Began** N/A  
**Leasing Began** N/A  
**Last Unit Leased** N/A  
**Major Competitors** Sister properties: East Oaks, Verandah  
**Tenant Characteristics** varies  
**Contact Name** Sharon Roland  
**Phone** (229) 924-7475



### Market Information

**Program** @30%, @50%, @60%  
**Annual Turnover Rate** 23%  
**Units/Month Absorbed** N/A  
**HCV Tenants** N/A  
**Leasing Pace** Less than 1 month  
**Annual Chg. in Rent** remained the same  
**Concession** None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	4	N/A	\$153	\$0	@30%	Yes	0	0.0%	yes	None
1	1	Garden (2 stories)	4	N/A	\$362	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Garden (2 stories)	4	N/A	\$362	\$0	@60%	No	1	25.0%	no	None
2	1	Garden (2 stories)	12	N/A	\$391	\$0	@50%	No	0	0.0%	yes	None
2	1	Garden (2 stories)	12	N/A	\$420	\$0	@60%	No	1	8.3%	no	None
3	2	Garden (2 stories)	4	N/A	\$439	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	4	N/A	\$449	\$0	@60%	Yes	0	0.0%	no	None

## Americus Garden, continued

### Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$153	\$0	\$153	\$0	\$153	1BR / 1BA	\$362	\$0	\$362	\$0	\$362
						2BR / 1BA	\$391	\$0	\$391	\$0	\$391
						3BR / 2BA	\$439	\$0	\$439	\$0	\$439

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$362	\$0	\$362	\$0	\$362
2BR / 1BA	\$420	\$0	\$420	\$0	\$420
3BR / 2BA	\$449	\$0	\$449	\$0	\$449

### Amenities

#### In-Unit

Balcony/Patio  
 Carpeting  
 Dishwasher  
 Ceiling Fan  
 Oven  
 Washer/Dryer hookup

Blinds  
 Central A/C  
 Exterior Storage  
 Garbage Disposal  
 Refrigerator

#### Security

None

#### Services

None

#### Property

Clubhouse/Meeting  
 Central Laundry  
 On-Site Management  
 Playground

Exercise Facility  
 Off-Street Parking  
 Picnic Area

#### Premium

None

#### Other

None

### Comments

The contact reported the rents have remained the same. The contact could not report the number of tenants using Housing Choice Vouchers, annual turnover, leasing pace, or the number of people on the waiting list for the three-bedroom units.

# Americus Garden, continued

## Trend Report

### Vacancy Rates

2Q08	2Q09	3Q10	2Q11
2.3%	2.3%	6.8%	4.5%

### Trend: @30%

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	0.0%	\$161	\$0	\$161	\$161
2009	2	0.0%	\$161	\$0	\$161	\$161
2010	3	0.0%	\$153	\$0	\$153	\$153
2011	2	0.0%	\$153	\$0	\$153	\$153

### Trend: @50%

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$327	\$0	\$327	\$327
2009	2	0.0%	\$361	\$0	\$361	\$361
2010	3	0.0%	\$362	\$0	\$362	\$362
2011	2	0.0%	\$362	\$0	\$362	\$362

#### 2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	0.0%	\$370	\$0	\$370	\$370
2009	2	0.0%	\$400	\$0	\$400	\$400
2010	3	8.3%	\$391	\$0	\$391	\$391
2011	2	0.0%	\$391	\$0	\$391	\$391

#### 3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	12.5%	\$415	\$0	\$415	\$415
2009	2	0.0%	\$449	\$0	\$449	\$449
2010	3	0.0%	\$439	\$0	\$439	\$439
2011	2	0.0%	\$439	\$0	\$439	\$439

### Trend: @60%

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$327	\$0	\$327	\$327
2009	2	0.0%	\$361	\$0	\$361	\$361
2010	3	0.0%	\$362	\$0	\$362	\$362
2011	2	25.0%	\$362	\$0	\$362	\$362

#### 2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$370	\$0	\$370	\$370
2009	2	0.0%	\$400	\$0	\$400	\$400
2010	3	16.7%	\$420	\$0	\$420	\$420
2011	2	8.3%	\$420	\$0	\$420	\$420

#### 3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$415	\$0	\$415	\$415
2009	2	25.0%	\$449	\$0	\$449	\$449
2010	3	0.0%	\$449	\$0	\$449	\$449
2011	2	0.0%	\$449	\$0	\$449	\$449

## Americus Garden, continued

### Trend: Comments

- 2Q08** The property manager also manages East Oaks (LIHTC family) and Verandah (LIHTC senior). The contact did not comment on market characteristics but stated that the amenities at Americus Gardens are the same as those of East Oaks.
- 2Q09** The property manager also manages East Oaks (LIHTC family) and Verandah (LIHTC senior). The contact could not report square footage or unit breakdown by AMI level. Therefore, the unit mix listed is an estimate based on 12 one-, 24, two-, and eight three-bedroom units. The contact also could not report the number of tenants using Housing Choice Vouchers.
- 3Q10** The property manager also manages East Oaks (LIHTC family) and Verandah (LIHTC senior). The contact could not report square footage or unit breakdown by AMI level. Therefore, the unit mix listed is an estimate based on 12 one-, 24, two-, and eight three-bedroom units. The contact also could not report the number of tenants using Housing Choice Vouchers, annual turnover, leasing pace, or the number of people on the waiting list. According to the last interview, the annual turnover rate at the property is approximately 23 percent, and the leasing pace was less than one month.
- 2Q11** The contact reported the rents have remained the same. The contact could not report the number of tenants using Housing Choice Vouchers, annual turnover, leasing pace, or the number of people on the waiting list for the three-bedroom units.

# PROPERTY PROFILE REPORT

## East Oaks

**Effective Rent Date** 7/16/2010  
**Location** 252 Lonnie Lane  
 Americus, GA 31709  
 Sumter County  
**Distance** 2.7 miles  
**Units** 40  
**Vacant Units** 0  
**Vacancy Rate** 0.0%  
**Type** Garden  
**Year Built/Renovated** 2006 / N/A  
**Marketing Began** N/A  
**Leasing Began** N/A  
**Last Unit Leased** N/A  
**Major Competitors** Meadowbrook, Hillside  
**Tenant Characteristics** Some seniors  
**Contact Name** Sharon Roland, John Anderson  
**Phone** (229) 928-5072; 229-924-3386



### Market Information

**Program** @30% (PBRA), @50% (PBRA), Market  
**Annual Turnover Rate** 28%  
**Units/Month Absorbed** 3  
**HCV Tenants** 75%  
**Leasing Pace** 2 weeks  
**Annual Chg. in Rent** Increased  
**Concession** None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden	6	808	N/A	\$0	@50% (Project Based Rental Assistance - PBRA)	57 HH	0	0.0%	yes	None
1	1	Garden	2	808	\$383	\$0	Market	57 HH	0	0.0%	N/A	None
2	2	Garden	13	1,084	N/A	\$0	@50% (Project Based Rental Assistance - PBRA)	57 HH	0	0.0%	yes	None
2	2	Garden	3	1,084	\$472	\$0	Market	57 HH	0	0.0%	N/A	None
3	2	Garden	13	1,177	N/A	\$0	@50% (Project Based Rental Assistance - PBRA)	57 HH	0	0.0%	yes	None
3	2	Garden	3	1,177	\$553	\$0	Market	57 HH	0	0.0%	N/A	None

## East Oaks, continued

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
<b>1BR / 1BA</b>	N/A	\$0	N/A	\$0	N/A	<b>1BR / 1BA</b>	\$383	\$0	\$383	\$0	\$383
<b>2BR / 2BA</b>	N/A	\$0	N/A	\$0	N/A	<b>2BR / 2BA</b>	\$472	\$0	\$472	\$0	\$472
<b>3BR / 2BA</b>	N/A	\$0	N/A	\$0	N/A	<b>3BR / 2BA</b>	\$553	\$0	\$553	\$0	\$553

### Amenities

#### In-Unit

Balcony/Patio  
 Carpeting  
 Coat Closet  
 Exterior Storage  
 Garbage Disposal  
 Oven  
 Washer/Dryer hookup

Blinds  
 Central A/C  
 Dishwasher  
 Ceiling Fan  
 Microwave  
 Refrigerator

#### Security

None

#### Services

None

#### Property

Business Center/Computer Lab  
 Exercise Facility  
 On-Site Management  
 Playground

Clubhouse/Meeting  
 Off-Street Parking  
 Picnic Area

#### Premium

None

#### Other

None

### Comments

The property manager reported that the contract rent ranges from \$383 per month to \$553 per month. She could not comment on the average tenant paid portion of the rent, but the previous interview indicates that the range is from \$0 to \$300 per month. Tomeka Sparks, with the Americus Housing Authority, reported that the property increased their 30 percent PBRA rents to 50 percent PBRA rents. John Anderson, with the Americus housing authority, indicated there were 57 total people on the waiting list at East Oaks. One of these people is elderly, five are disabled, 53 are extremely low income, and four are very low income.

## East Oaks, continued

### Trend Report

#### Vacancy Rates

2Q08	2Q09	3Q10
2.5%	0.0%	0.0%

#### Trend: @50%

##### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$318	\$0	\$318	\$318
2009	2	0.0%	\$346	\$0	\$346	\$346
2010	3	0.0%	N/A	\$0	N/A	N/A

##### 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$376	\$0	\$376	\$376
2009	2	0.0%	\$413	\$0	\$413	\$413
2010	3	0.0%	N/A	\$0	N/A	N/A

##### 3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$461	\$0	\$461	\$461
2009	2	0.0%	\$461	\$0	\$461	\$461
2010	3	0.0%	N/A	\$0	N/A	N/A

#### Trend: Market

##### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$318	\$0	\$318	\$318
2009	2	0.0%	\$346	\$0	\$346	\$346
2010	3	0.0%	\$383	\$0	\$383	\$383

##### 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$376	\$0	\$376	\$376
2009	2	0.0%	\$413	\$0	\$413	\$413
2010	3	0.0%	\$472	\$0	\$472	\$472

##### 3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$461	\$0	\$461	\$461
2009	2	0.0%	\$461	\$0	\$461	\$461
2010	3	0.0%	\$553	\$0	\$553	\$553

### Trend: Comments

- 2Q08** The contact refused to comment on market characteristics.
- 2Q09** The contact indicated that the property has remained 100 percent occupied since January 2009. The tenant paid rent for households with rental assistance ranges from \$0 to \$300.
- 3Q10** The property manager reported that the contract rent ranges from \$383 per month to \$553 per month. She could not comment on the average tenant paid portion of the rent, but the previous interview indicates that the range is from \$0 to \$300 per month. Tomeka Sparks, with the Americus Housing Authority, reported that the property increased their 30 percent PBRA rents to 50 percent PBRA rents. John Anderson, with the Americus housing authority, indicated there were 57 total people on the waiting list at East Oaks. One of these people is elderly, five are disabled, 53 are extremely low income, and four are very low income.

# PROPERTY PROFILE REPORT

## Starlight Place

<b>Effective Rent Date</b>	4/29/2011
<b>Location</b>	154 Starlight Circle Americus, GA 31709 Sumter County
<b>Distance</b>	1.7 miles
<b>Units</b>	52
<b>Vacant Units</b>	0
<b>Vacancy Rate</b>	0.0%
<b>Type</b>	Single Family
<b>Year Built/Renovated</b>	2005 / N/A
<b>Marketing Began</b>	N/A
<b>Leasing Began</b>	N/A
<b>Last Unit Leased</b>	N/A
<b>Major Competitors</b>	None
<b>Tenant Characteristics</b>	50% seniors; Tenants come from Leslie, Plains, Andersonville, Ellaville; Employed at Wal-Mart
<b>Contact Name</b>	Leasing agent
<b>Phone</b>	(229) 928-0258



### Market Information

<b>Program</b>	@30%, @50%, @60%
<b>Annual Turnover Rate</b>	5%
<b>Units/Month Absorbed</b>	2-3
<b>HCV Tenants</b>	25%
<b>Leasing Pace</b>	Prelease
<b>Annual Chg. in Rent</b>	30% and 40% decreased; 50% and 60%
<b>Concession</b>	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Single Family	3	900	\$158	\$0	@30%	Yes	0	0.0%	yes	None
2	2	Single Family	9	900	\$390	\$0	@50%	Yes	0	0.0%	no	None
2	2	Single Family	10	900	\$465	\$0	@60%	Yes	0	0.0%	no	None
3	2	Single Family	3	1,100	\$169	\$0	@30%	Yes	0	0.0%	no	None
3	2	Single Family	14	1,100	\$437	\$0	@50%	Yes	0	0.0%	no	None
3	2	Single Family	13	1,100	\$525	\$0	@60%	Yes	0	0.0%	no	None

### Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
2BR / 2BA	\$158	\$0	\$158	\$16	\$174	2BR / 2BA	\$390	\$0	\$390	\$16	\$406
3BR / 2BA	\$169	\$0	\$169	\$16	\$185	3BR / 2BA	\$437	\$0	\$437	\$16	\$453
@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent						
2BR / 2BA	\$465	\$0	\$465	\$16	\$481						
3BR / 2BA	\$525	\$0	\$525	\$16	\$541						

## Starlight Place, continued

### Amenities

#### In-Unit

Balcony/Patio  
Carpeting  
Coat Closet  
Exterior Storage  
Garbage Disposal  
Refrigerator  
Washer/Dryer hookup

Blinds  
Central A/C  
Dishwasher  
Ceiling Fan  
Oven  
Walk-In Closet

#### Security

None

#### Services

None

#### Property

Clubhouse/Meeting  
Garage  
Off-Street Parking  
Picnic Area

Exercise Facility  
Central Laundry  
On-Site Management  
Playground

#### Premium

None

#### Other

None

### Comments

The property manager reported that there is demand for additional LIHTC rental units in the area, given the waiting list. She indicated that the public housing waiting list consists of approximately 426 households. The units either increased or decreased slightly due to a change in the utility allowance. The contact reported there isn't any competition from other properties due to the fact that they have single family units.

# Starlight Place, continued

## Trend Report

### Vacancy Rates

2Q08	2Q09	3Q10	2Q11
0.0%	0.0%	0.0%	0.0%

### Trend: @30%

#### 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	0.0%	\$148	\$0	\$148	\$164
2009	2	0.0%	\$204	\$0	\$204	\$220
2010	3	0.0%	\$168	\$0	\$168	\$184
2011	2	0.0%	\$158	\$0	\$158	\$174

#### 3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	0.0%	\$163	\$0	\$163	\$179
2009	2	0.0%	\$230	\$0	\$230	\$246
2010	3	0.0%	\$179	\$0	\$179	\$195
2011	2	0.0%	\$169	\$0	\$169	\$185

### Trend: @50%

#### 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	0.0%	\$357	\$0	\$357	\$373
2009	2	0.0%	\$390	\$0	\$390	\$406
2010	3	0.0%	\$395	\$0	\$395	\$411
2011	2	0.0%	\$390	\$0	\$390	\$406

#### 3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	0.0%	\$405	\$0	\$405	\$421
2009	2	0.0%	\$430	\$0	\$430	\$446
2010	3	0.0%	\$440	\$0	\$440	\$456
2011	2	0.0%	\$437	\$0	\$437	\$453

### Trend: @60%

#### 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	0.0%	\$400	\$0	\$400	\$416
2009	2	0.0%	\$425	\$0	\$425	\$441
2010	3	0.0%	\$445	\$0	\$445	\$461
2011	2	0.0%	\$465	\$0	\$465	\$481

#### 3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	0.0%	\$465	\$0	\$465	\$481
2009	2	0.0%	\$485	\$0	\$485	\$501
2010	3	0.0%	\$505	\$0	\$505	\$521
2011	2	0.0%	\$525	\$0	\$525	\$541

## Trend: Comments

- 2Q08** The contact reported that there is high demand for affordable housing in the area. The contact attributed the slow absorption rate due to phased development/opening. The contact reported that tenants probably cannot afford higher rents. The contact reported that rents are at the maximum allowable.
- 2Q09** The contact reported that there is demand for additional 40 senior LIHTC units in the area. The contact indicated that demand for additional LIHTC units in general has increased due to the demolition of public housing units. The contact indicated that the public housing waiting list consists of approximately 350 households. Rents increased in February 2009 and due to the state of the economy, tenants cannot likely afford higher rents.
- 3Q10** The contact reported that there is demand for additional rental units in the area, given the waiting list. Previous interviews indicate that demand for additional LIHTC units in general has increased due to the demolition of public housing units. The contact indicated that the public housing waiting list consists of approximately 445 households. The 30 percent AMI level units decreased due to a change in the utility allowance. Over 50 percent of the senior renters were previous homeowners.
- 2Q11** The property manager reported that there is demand for additional LIHTC rental units in the area, given the waiting list. She indicated that the public housing waiting list consists of approximately 426 households. The units either increased or decreased slightly due to a change in the utility allowance. The contact reported there isn't any competition from other properties due to the fact that they have single family units.

# PROPERTY PROFILE REPORT

## Verandah Apartments

<b>Effective Rent Date</b>	7/16/2010
<b>Location</b>	817 Mayo St Americus, GA 31709 Sumter County
<b>Distance</b>	2.2 miles
<b>Units</b>	40
<b>Vacant Units</b>	0
<b>Vacancy Rate</b>	0.0%
<b>Type</b>	Garden (age-restricted) (2 stories)
<b>Year Built/Renovated</b>	2006 / N/A
<b>Marketing Began</b>	N/A
<b>Leasing Began</b>	N/A
<b>Last Unit Leased</b>	N/A
<b>Major Competitors</b>	Could not report
<b>Tenant Characteristics</b>	30% previous homeowners; average age is 72; most are retired
<b>Contact Name</b>	Sharon Roland
<b>Phone</b>	(229) 924-3463



### Market Information

<b>Program</b>	@50% (Project Based Rental Assistance -
<b>Annual Turnover Rate</b>	5%
<b>Units/Month Absorbed</b>	3 or more
<b>HCV Tenants</b>	N/A
<b>Leasing Pace</b>	2 weeks
<b>Annual Chg. in Rent</b>	Rents increased 11-15%
<b>Concession</b>	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	26	821	N/A	\$0	@50% (Project Based Rental Assistance - PBRA)	Yes	0	0.0%	yes	None
1	1	Garden (2 stories)	6	821	\$382	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (2 stories)	6	1,080	N/A	\$0	@50% (Project Based Rental Assistance - PBRA)	Yes	0	0.0%	yes	None
2	2	Garden (2 stories)	2	1,080	\$471	\$0	Market	Yes	0	0.0%	N/A	None

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	N/A	\$0	N/A	\$0	N/A	1BR / 1BA	\$382	\$0	\$382	\$0	\$382
2BR / 2BA	N/A	\$0	N/A	\$0	N/A	2BR / 2BA	\$471	\$0	\$471	\$0	\$471

## Verandah Apartments, continued

### Amenities

**In-Unit**

Balcony/Patio  
Carpeting  
Coat Closet  
Garbage Disposal  
Microwave  
Pull Cords  
Washer/Dryer hookup

Blinds  
Central A/C  
Dishwasher  
Hand Rails  
Oven  
Refrigerator

**Security**

None

**Services**

None

**Property**

Business Center/Computer Lab  
Elevators  
Off-Street Parking  
Picnic Area

Clubhouse/Meeting  
Central Laundry  
On-Site Management  
Recreation Areas

**Premium**

None

**Other**

Shuffleboard

### Comments

The property manager reported that the contract rent for one bedroom units is \$382 per month and \$471 per month for two bedroom units. According to Ms. Tamika Sparks at the Americus Housing Authority, the property increased the rents of the 30 percent PBRA units to 50 percent PBRA. There is one person on the waiting list. The contact could not report the number of tenants with housing choice vouchers. The contact also could not estimate turnover or leasing pace; the previous interview illustrates an annual turnover of five percent, and leasing pace of two weeks.

# Verandah Apartments, continued

## Trend Report

### Vacancy Rates

2Q08	2Q09	3Q10
2.5%	2.5%	0.0%

### Trend: @50%

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$318	\$0	\$318	\$318
2009	2	0.0%	\$344	\$0	\$344	\$344
2010	3	0.0%	N/A	\$0	N/A	N/A

#### 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$370	\$0	\$370	\$370
2009	2	0.0%	\$411	\$0	\$411	\$411
2010	3	0.0%	N/A	\$0	N/A	N/A

### Trend: Market

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$318	\$0	\$318	\$318
2009	2	0.0%	\$344	\$0	\$344	\$344
2010	3	0.0%	\$382	\$0	\$382	\$382

#### 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$370	\$0	\$370	\$370
2009	2	0.0%	\$411	\$0	\$411	\$411
2010	3	0.0%	\$471	\$0	\$471	\$471

## Trend: Comments

- 2Q08** The contact reported that only two tenants are paying market rents as the majority households occupying the market rate units are using Housing Choice Vouchers. The contact could not comment on demand but stated that the one-bedroom vacancy has been sitting for two months.
- 2Q09** The contact could not comment on whether there is demand for additional senior LIHTC units in the area but stated that the property typically remains full. Management does keep a waiting list but currently there are no households on the list. The property manager could not report an exact absorption rate, major competitors, or the number of tenants using Housing Choice Vouchers. The contact reported that tenants in the PBRA units are paying between \$0 to the actual LIHTC rent.
- 3Q10** The property manager reported that the contract rent for one bedroom units is \$382 per month and \$471 per month for two bedroom units. According to Ms. Tamika Sparks at the Americus Housing Authority, the property increased the rents of the 30 percent PBRA units to 50 percent PBRA. There is one person on the waiting list. The contact could not report the number of tenants with housing choice vouchers. The contact also could not estimate turnover or leasing pace; the previous interview illustrates an annual turnover of five percent, and leasing pace of two weeks.



## Hillside Manor, continued

### Comments

The contact said that the summer months are the busy time of year because of all of the students moving in. Management indicated that there is a great deal of demand for LIHTC housing - both family and senior.

## Hillside Manor, continued

### Trend Report

#### Vacancy Rates

1Q04	2Q08	2Q11
10.0%	1.7%	11.7%

### Trend: Market

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2004	1	7.1%	\$414	\$0	\$414	\$430
2008	2	0.0%	\$419	\$0	\$419	\$435
2011	2	9.5%	\$470	\$0	\$470	\$486

#### 2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2004	1	0.0%	\$509	\$0	\$509	\$525
2008	2	8.3%	\$569	\$0	\$569	\$585
2011	2	0.0%	\$590	\$0	\$590	\$606

#### Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2004	1	50.0%	\$410	\$0	\$410	\$426
2008	2	0.0%	\$399	\$0	\$399	\$415
2011	2	50.0%	\$409	\$0	\$409	\$425

### Trend: Comments

1Q04	Hillside Manor is a market rate property that offers studio, one, and two-bedroom units. Management was not able to comment on turnover. The property does not maintain a waiting list. The rental rates and vacancy rates have remained stable during the previous year. The leasing pace is approximately one to two weeks. This property is managed by Equity Residential.
2Q08	The contact reported that demand for rental housing is high.
2Q11	The contact said that the summer months are the busy time of year because of all of the students moving in. Management indicated that there is a great deal of demand for LIHTC housing - both family and senior.

# PROPERTY PROFILE REPORT

## Lexington Place Apartments

<b>Effective Rent Date</b>	4/29/2011
<b>Location</b>	1130 Felder St Americus, GA 31079 Sumter County
<b>Distance</b>	3 miles
<b>Units</b>	97
<b>Vacant Units</b>	6
<b>Vacancy Rate</b>	6.2%
<b>Type</b>	Various (2 stories)
<b>Year Built/Renovated</b>	1990s / N/A
<b>Marketing Began</b>	N/A
<b>Leasing Began</b>	N/A
<b>Last Unit Leased</b>	N/A
<b>Major Competitors</b>	Sister properties: Georgetown, University Place
<b>Tenant Characteristics</b>	Mostly tudents, some seniors
<b>Contact Name</b>	LeeAnne, Mary
<b>Phone</b>	(229) 928-8413



### Market Information

<b>Program</b>	Market
<b>Annual Turnover Rate</b>	60%
<b>Units/Month Absorbed</b>	N/A
<b>HCV Tenants</b>	0%
<b>Leasing Pace</b>	Less than 1 month
<b>Annual Chg. in Rent</b>	Increased
<b>Concession</b>	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden	N/A	850	\$559	\$0	Market	Yes	0	N/A	N/A	None
2	2	Garden	N/A	1,140	\$685	\$0	Market	No	N/A	N/A	N/A	HIGH
2	2	Garden	N/A	1,140	\$659	\$0	Market	No	N/A	N/A	N/A	LOW
2	2.5	Townhouse	N/A	1,140	\$685	\$0	Market	No	N/A	N/A	N/A	HIGH
2	2.5	Townhouse	N/A	1,140	\$659	\$0	Market	No	N/A	N/A	N/A	LOW
3	3.5	Townhouse	N/A	1,400	\$785	\$0	Market	Yes	0	N/A	N/A	HIGH
3	3.5	Townhouse	N/A	1,400	\$759	\$0	Market	Yes	0	N/A	N/A	LOW

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
<b>1BR / 1BA</b>	\$559	\$0	\$559	\$16	\$575
<b>2BR / 2BA</b>	\$659 - \$685	\$0	\$659 - \$685	\$16	\$675 - \$701
<b>2BR / 2.5BA</b>	\$659 - \$685	\$0	\$659 - \$685	\$16	\$675 - \$701
<b>3BR / 3.5BA</b>	\$759 - \$785	\$0	\$759 - \$785	\$16	\$775 - \$801

## Lexington Place Apartments, continued

### Amenities

**In-Unit**

Blinds  
Central A/C  
Oven  
Washer/Dryer hookup

Carpeting  
Dishwasher  
Refrigerator

**Security**

None

**Services**

None

**Property**

Off-Street Parking

Swimming Pool

**Premium**

None

**Other**

None

### Comments

The contact reported that turnover and occupancy have increased because students will be moving out next month. There is a waiting list of about 20 people for the one-bedroom units and the three-bedroom units. The management was unable to give a complete unit breakdown. The base rents have increased \$10 due to improved market conditions. As tenants vacate the units, the management has been installing hardwood flooring in the living/dining areas. Units with the new hardwood flooring account for the higher monthly rates.

# Lexington Place Apartments, continued

## Trend Report

### Vacancy Rates

2Q08	2Q09	3Q10	2Q11
3.3%	6.2%	6.2%	6.2%

## Trend: Market

### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$539	\$0	\$539	\$555
2009	2	N/A	\$539	\$0	\$539	\$555
2010	3	N/A	\$549	\$0	\$549	\$565
2011	2	N/A	\$559	\$0	\$559	\$575

### 2BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$639	\$0	\$639	\$655
2009	2	N/A	\$639	\$0	\$639	\$655
2010	3	N/A	\$649	\$0	\$649	\$665
2011	2	N/A	\$659 - \$685	\$0	\$659 - \$685	\$675 - \$701

### 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$639	\$0	\$639	\$655
2009	2	N/A	\$639	\$0	\$639	\$655
2010	3	N/A	\$649	\$0	\$649	\$665
2011	2	N/A	\$659 - \$685	\$0	\$659 - \$685	\$675 - \$701

### 3BR / 3.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$739	\$0	\$739	\$755
2009	2	N/A	\$739	\$0	\$739	\$755
2010	3	N/A	\$749	\$0	\$749	\$765
2011	2	N/A	\$759 - \$785	\$0	\$759 - \$785	\$775 - \$801

## Trend: Comments

2Q08	The contact reported that there are a few senior households at the property. The website for this and other Richmond Properties is <a href="http://therichmondapartments.com">http://therichmondapartments.com</a> .
2Q09	The contact reported that turnover has increased because students are moving out. Rents have not changed since the last interview in May 2008 and occupancy has decreased from 97 to 94 percent. The contact reported that vacancy is higher than usual because management is currently re-painting the vacant units and therefore tenants cannot move in. The property's website is <a href="http://www.americusapartments.com">http://www.americusapartments.com</a> .
3Q10	N/A
2Q11	The contact reported that turnover and occupancy have increased because students will be moving out next month. There is a waiting list of about 20 people for the one-bedroom units and the three-bedroom units. The management was unable to give a complete unit breakdown. The base rents have increased \$10 due to improved market conditions. As tenants vacate the units, the management has been installing hardwood flooring in the living/dining areas. Units with the new hardwood flooring account for the higher monthly rates.

# PROPERTY PROFILE REPORT

## Meadowbrook Village

**Effective Rent Date** 5/18/2011  
**Location** 130 Lonnie Lane  
 Americus, GA 31709  
 Sumter County  
**Distance** 2.6 miles  
**Units** 55  
**Vacant Units** 0  
**Vacancy Rate** 0.0%  
**Type** Garden (age-restricted)  
**Year Built/Renovated** 1990s / N/A  
**Marketing Began** N/A  
**Leasing Began** N/A  
**Last Unit Leased** N/A  
**Major Competitors** Joy Court  
**Tenant Characteristics** Restricted to 62+; 90% from Americus; Majority  
 rely on SS for income; Approx \$700/month  
**Contact Name** Deborah  
**Phone** (229) 924-9067



### Market Information

**Program** Rural Development  
**Annual Turnover Rate** 5%  
**Units/Month Absorbed** N/A  
**HCV Tenants** 1%  
**Leasing Pace** pre-leased  
**Annual Chg. in Rent** increase  
**Concession** None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden	52	N/A	\$370	\$0	Rural Development (Rural Rental Assistance Program - RRAP)	17 HH	0	0.0%	N/A	None
2	2	Garden	3	N/A	\$390	\$0	Rural Development (Rural Rental Assistance Program - RRAP)	17 HH	0	0.0%	N/A	None

### Unit Mix

Rural	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$370	\$0	\$370	-\$39	\$331
2BR / 2BA	\$390	\$0	\$390	-\$49	\$341

## Meadowbrook Village, continued

### Amenities

**In-Unit**

Blinds  
Central A/C  
Oven  
Refrigerator

Carpeting  
Hand Rails  
Pull Cords

**Security**

None

**Services**

None

**Property**

Off-Street Parking

On-Site Management

**Premium**

None

**Other**

None

### Comments

The contact stated that there is a demand for more senior housing and seniors can afford a higher rent. At least 50 percent of the tenants were previous homeowners. There are 2 housing choice voucher tenants.

## Meadowbrook Village, continued

### Trend Report

#### Vacancy Rates

2Q08	2Q11
3.6%	0.0%

### Trend: Rural Development

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	3.8%	\$120	\$0	\$120	\$81
2011	2	0.0%	\$370	\$0	\$370	\$331

#### 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	0.0%	\$120	\$0	\$120	\$71
2011	2	0.0%	\$390	\$0	\$390	\$341

### Trend: Comments

- 2Q08** The contact manages Meadowbrook Lane, the neighboring family RD property. The contact recommended building a new affordable property targeting seniors ages 55 and older in order to capture more seniors that are employed. The contact also stated that two-bedroom units are in higher demand in the area. Almost all units operate with rural rental assistance. The basic and note rents for the one- and two-bedroom units respectively are: \$330 to \$481 and \$350 to \$497.
- 2Q11** The contact stated that there is a demand for more senior housing and seniors can afford a higher rent. At least 50 percent of the tenants were previous homeowners. There are 2 housing choice voucher tenants.

# PROPERTY PROFILE REPORT

## Southland Heights

<b>Effective Rent Date</b>	5/18/2011
<b>Location</b>	113 Ga Highway 27 East Americus, GA 31709 Sumter County
<b>Distance</b>	2.6 miles
<b>Units</b>	89
<b>Vacant Units</b>	0
<b>Vacancy Rate</b>	0.0%
<b>Type</b>	Garden
<b>Year Built/Renovated</b>	1974 / N/A
<b>Marketing Began</b>	N/A
<b>Leasing Began</b>	N/A
<b>Last Unit Leased</b>	N/A
<b>Major Competitors</b>	Lexington, St Charles
<b>Tenant Characteristics</b>	5-6 senior HH; School teachers, doctors, families
<b>Contact Name</b>	Donna Drake
<b>Phone</b>	229-924-4253



### Market Information

<b>Program</b>	Market
<b>Annual Turnover Rate</b>	20%
<b>Units/Month Absorbed</b>	N/A
<b>HCV Tenants</b>	0%
<b>Leasing Pace</b>	1 week
<b>Annual Chg. in Rent</b>	None
<b>Concession</b>	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Garden	1	600	\$420	\$0	Market	None	0	0.0%	N/A	None
1	1	Garden	32	825	\$395	\$0	Market	None	0	0.0%	N/A	None
2	1	Garden	24	850	\$435	\$0	Market	None	0	0.0%	N/A	None
2	1.5	Garden	24	875	\$500	\$0	Market	None	0	0.0%	N/A	None
3	2	Garden	8	950	\$595	\$0	Market	None	0	0.0%	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$420	\$0	\$420	-\$31	\$389
1BR / 1BA	\$395	\$0	\$395	-\$39	\$356
2BR / 1BA	\$435	\$0	\$435	-\$49	\$386
2BR / 1.5BA	\$500	\$0	\$500	-\$49	\$451
3BR / 2BA	\$595	\$0	\$595	-\$58	\$537

## Southland Heights, continued

### Amenities

**In-Unit**

Balcony/Patio  
Carpeting  
Dishwasher  
Garbage Disposal  
Refrigerator

Blinds  
Central A/C  
Ceiling Fan  
Oven  
Washer/Dryer hookup

**Security**

None

**Services**

None

**Property**

Off-Street Parking  
Picnic Area

On-Site Management  
Swimming Pool

**Premium**

None

**Other**

None

### Comments

The contact reported that rents have remained the same and the market has improved within the last year. Within the last year management did include the water bill in the rent. The contact reported there is a huge tenant mixture, with less than 10 percent being seniors.

## Southland Heights, continued

### Trend Report

#### Vacancy Rates

1Q04	2Q08	2Q11
1.1%	1.1%	0.0%

### Trend: Market

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2004	1	0.0%	\$350	\$0	\$350	\$311
2008	2	3.1%	\$395	\$0	\$395	\$356
2011	2	0.0%	\$395	\$0	\$395	\$356

#### 2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2004	1	4.2%	\$450	\$0	\$450	\$401
2008	2	0.0%	\$500	\$0	\$500	\$451
2011	2	0.0%	\$500	\$0	\$500	\$451

#### 2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2004	1	0.0%	\$390	\$0	\$390	\$341
2008	2	0.0%	\$435	\$0	\$435	\$386
2011	2	0.0%	\$435	\$0	\$435	\$386

#### 3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2004	1	0.0%	\$525	\$0	\$525	\$467
2008	2	0.0%	\$575	\$0	\$575	\$517
2011	2	0.0%	\$595	\$0	\$595	\$537

#### Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	0.0%	\$420	\$0	\$420	\$389

### Trend: Comments

- 1Q04** Southland Heights is a market rate property that offers one, two, and three-bedroom units. This property maintains a waiting list of six to eight households. The leasing pace is approximately one week, and the turnover rate is 20 percent annually. The rental rates increased recently by \$15, or approximately three to five percent. The vacancy rate has remained stable during the previous year. This property is managed by Charles Williams Realty.
- 2Q08** The contact reported that the majority of tenants come from the immediate area and that the closest town that is similar to Americus is Fort Valley. The contact also reported that the property does not have much competition because many properties nearby are government subsidized.
- 2Q11** The contact reported that rents have remained the same and the market has improved within the last year. Within the last year management did include the water bill in the rent. The contact reported there is a huge tenant mixture, with less than 10 percent being seniors.

# PROPERTY PROFILE REPORT

## Troy Hill

<b>Effective Rent Date</b>	4/27/2011
<b>Location</b>	303 East Glessner Street Americus, GA 31709 Sumter County
<b>Distance</b>	2.5 miles
<b>Units</b>	57
<b>Vacant Units</b>	0
<b>Vacancy Rate</b>	0.0%
<b>Type</b>	Various
<b>Year Built/Renovated</b>	1960/2000 / N/A
<b>Marketing Began</b>	N/A
<b>Leasing Began</b>	N/A
<b>Last Unit Leased</b>	N/A
<b>Major Competitors</b>	Georgetown Villas, Turton Properties
<b>Tenant Characteristics</b>	Seniors, Small Families, Students, some young professionals
<b>Contact Name</b>	Denise Elmore
<b>Phone</b>	229-924-8440



### Market Information

<b>Program</b>	Market
<b>Annual Turnover Rate</b>	40%
<b>Units/Month Absorbed</b>	N/A
<b>HCV Tenants</b>	0%
<b>Leasing Pace</b>	Pre-lease
<b>Annual Chg. in Rent</b>	Increase
<b>Concession</b>	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden	36	825	\$399	\$0	Market	None	0	0.0%	N/A	None
2	1.5	Townhouse (2 stories)	21	1,025	\$550	\$0	Market	None	0	0.0%	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$399	\$0	\$399	\$0	\$399
2BR / 1.5BA	\$550	\$0	\$550	\$0	\$550

### Amenities

In-Unit	Security	Services
Blinds Central A/C Oven Washer/Dryer hookup	None	None
Carpeting Dishwasher Refrigerator		
Property	Premium	Other
Off-Street Parking Swimming Pool	None	None
On-Site Management		

**Comments**

Management indicated there is a huge need for section 8 and LIHTC housing. There is also a need for market rate housing due to lack of student housing. About 40 percent of the tenants at the property are college students from South Georgia Tech. or Georgia Southwestern University. Turnover is higher because students move in and out two-four times per year.

## Troy Hill, continued

### Trend Report

#### Vacancy Rates

1Q04	2Q08	2Q11
7.0%	0.0%	0.0%

### Trend: Market

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2004	1	5.6%	\$325	\$0	\$325	\$325
2008	2	0.0%	\$355	\$0	\$355	\$355
2011	2	0.0%	\$399	\$0	\$399	\$399

#### 2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2004	1	9.5%	\$475	\$0	\$475	\$475
2008	2	0.0%	\$510	\$0	\$510	\$510
2011	2	0.0%	\$550	\$0	\$550	\$550

### Trend: Comments

- 1Q04** Troy Hill is a market rate property that offers one and two-bedroom units. The property currently maintains a waiting list of 20 to 25 households for the one-bedroom units and 15 households for the two-bedroom units. Management indicated that the four currently vacant units will be leased very quickly. The typical leasing pace is a few days. The turnover is approximately two to five percent annually. The rental rates have increased two to five percent, while the vacancy rate has remained stable.
- 2Q08** Management indicated that the one-bedroom units were converted from college dorms into apartments and are in fair overall condition. The two-bedroom townhomes were newly constructed since 2000 and are in good condition. Although the property is located next to the college, management indicated that the property has tenants from a variety of ages and backgrounds including seniors, small families, students, and several young professionals.
- 2Q11** Management indicated there is a huge need for section 8 and LIHTC housing. There is also a need for market rate housing due to lack of student housing. About 40 percent of the tenants at the property are college students from South Georgia Tech. or Georgia Southwestern University. Turnover is higher because students move in and out two-four times per year.

**2. The following information is provided as required by DCA:**

**Housing Choice Vouchers**

<b>TENANTS WITH VOUCHERS</b>		
<b>Comparable Property</b>	<b>Type</b>	<b>Housing Choice Voucher Tenants</b>
Americus Garden	Family LIHTC	N/A
East Oaks	Family LIHTC/PBRA/Market	75%
Starlight Place	Family LIHTC	25%
Verandah Apartments	Senior LIHTC/PBRA/Market	N/A
Hillside Manor	Family Market	0%
Lexington Place Apartments	Family Market	0%
Meadowbrook Village	Senior Rural Development	1%
Southland Heights	Family Market	0%
Troy Hill	Family Market	0%

As illustrated in the table, only two of the LIHTC properties reported voucher tenancy. The high HCV rate at East Oaks is actually due to the subsidy. All LIHTC units at this property operate with project based vouchers. Verandah Apartments operates the same way. None of their market tenants were reportedly voucher holders. The local market does not appear to be dependent on voucher tenants. We believe that the Subject will not be reliant on voucher holders and will maintain a HCV rate of approximately 25 to 30 percent.

**Lease Up History**

The following table illustrates absorption rates at comparables.

<b>ABSORPTION</b>				
<b>Comparable Property</b>	<b>Type</b>	<b>Year built</b>	<b>Total Units</b>	<b>Units per Month</b>
East Oaks	LIHTC/PBRA/Market	2006	40	3
Starlight Place	LIHTC	2005	52	2 to 3
Verandah Apartments (Senior)	LIHTC/PBRA/Market	2006	40	3+

The newest properties in the market were built in 2005-2006 and all reported similar absorption rates of three units per month. For a senior property, we would estimate an absorption rate of three to four units per month, or 12 months to reach 93 percent occupancy.

**Phased Developments**

N/Ap

**Rural Areas**

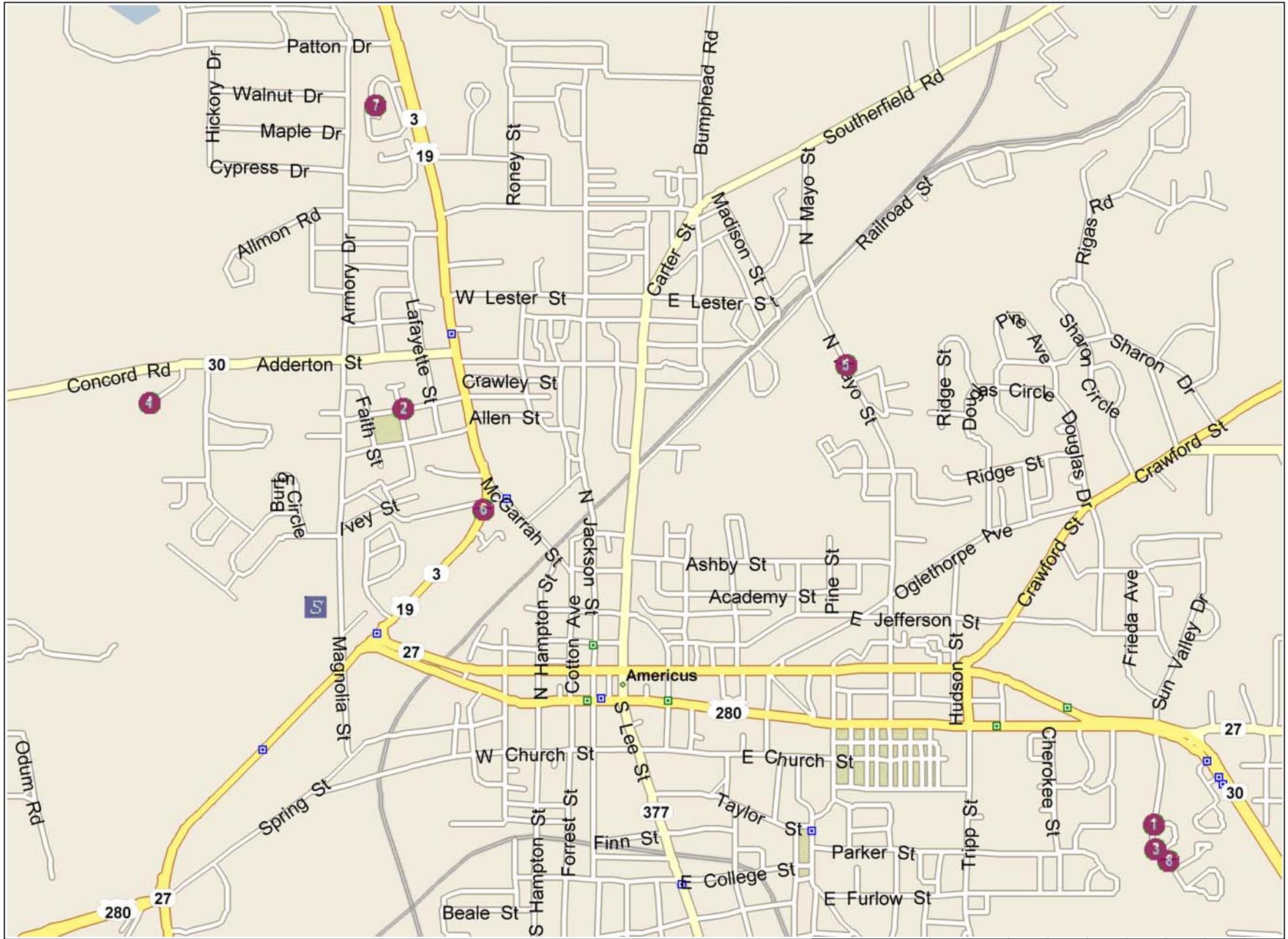
The Subject is located in a rural area, however there are a reasonable number of comparable properties that have been included in this analysis.

3. Competitive project map

COMPETITIVE PROPERTY TABLE/MAP

Map #	Name	Type	Tenancy	Distance from Subject	Competitive?
1	Meadowbrook Lane Apartments	RD/LIHTC	Family	2.6 miles	No - family, all units subsidized
2	Ravenwood Apartments	RD/LIHTC	Senior	0.7 miles	No - all units subsidized
3	Meadowbrook Village	Rural Development	Senior	2.6 miles	Yes
4	Magnolia Village	LIHTC/HOME/PBRA	Family	1.3 miles	No - family, all units subsidized
5	Verandah	LIHTC (PBRA)	Senior	2.2 miles	Yes
6	American Gardens	LIHTC	Family	0.8 miles	No - family
7	Starlight Place	LIHTC	Family	1.7 miles	Partially
8	East Oaks	LIHTC	Family	2.7 miles	No - family, all units subsidized

# Competitive Property Map



#### 4. Amenities

A detailed description of amenities included in both the Subject and the comparable properties can be found in the amenity matrix below. The matrix has been color coded. Those properties that offer an amenity that the Subject does not offer are shaded in grey, while those properties that do not offer an amenity that the Subject does offer are shaded in blue. Thus, the inferior properties can be identified by the blue and the superior properties can be identified by the grey.

**UNIT MATRIX REPORT**

	Creekview Commons	Americus Garden	East Oaks	Starlight Place	Verandah Apartments	Hillside Manor	Lexington Place Apartments	Meadowbrook Village	Southland Heights	Troy Hill
Comp#	Subject	1	2	3	4	5	6	7	8	9
<b>Property Information</b>										
Property Type	One-story (age-restricted)	Garden (2 stories)	Garden	Single Family	Garden (age-restricted) (2 stories)	Garden	Various (2 stories)	Garden (age-restricted)	Garden	Various
Year Built / Renovated	2013 / n/a	1998 / n/a	2006 / n/a	2005 / n/a	2006 / n/a	1985 / n/a	1990s / n/a	1990s / n/a	1974 / n/a	1960/2000 / n/a
Market (Conv.)/Subsidy Type	LIHTC	LIHTC	PBRA/Market	LIHTC	PBRA/Market	Market	Market	Rural Development	Market	Market
<b>In-Unit Amenities</b>										
Balcony/Patio	yes	yes	yes	yes	yes	yes	no	no	yes	no
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Carpeting	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Coat Closet	yes	no	yes	yes	yes	yes	no	no	no	no
Dishwasher	yes	yes	yes	yes	yes	yes	yes	no	yes	yes
Exterior Storage	no	yes	yes	yes	no	no	no	no	no	no
Ceiling Fan	no	yes	yes	yes	no	yes	no	no	yes	no
Garbage Disposal	no	yes	yes	yes	yes	yes	no	no	yes	no
Hand Rails	yes	no	no	no	yes	no	no	yes	no	no
Microwave	no	no	yes	no	yes	no	no	no	no	no
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Pull Cords	yes	no	no	no	yes	no	no	yes	no	no
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Walk-In Closet	no	no	no	yes	no	no	no	no	no	no
Washer/Dryer hookup	yes	yes	yes	yes	yes	yes	yes	no	yes	yes
<b>Property Amenities</b>										
Business		no	yes	no	yes	no	no	no	no	no
Center/Computer Lab	yes	no	yes	no	yes	no	no	no	no	no
Clubhouse/Meeting Room/Community Room	yes	yes	yes	yes	yes	no	no	no	no	no
Elevators	no	no	no	no	yes	no	no	no	no	no
Exercise Facility	yes	yes	yes	yes	no	no	no	no	no	no
Garage	no	no	no	yes	no	no	no	no	no	no
Central Laundry	yes	yes	no	yes	yes	yes	no	no	no	no
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
On-Site Management	yes	yes	yes	yes	yes	yes	no	yes	yes	yes
Picnic Area	no	yes	yes	yes	yes	no	no	no	yes	no
Playground	no	yes	yes	yes	yes	no	no	no	no	no
Recreation Areas	no	no	no	no	yes	no	no	no	no	no
Swimming Pool	no	no	no	no	no	no	yes	no	yes	yes

The Subject will offer a generally standard in-unit amenity package comparable to the current inventory to the existing properties. The Subject will not offer exterior storage, ceiling fan, or garbage disposal which are offered at several of the comparables, however we do not believe these are valuable amenities and will not be a competitive disadvantage for the Subject. With regards to community amenities, the Subject will offer a business center, exercise room and clubhouse/community room, which are not offered at several of the comparables. Several of the

properties offer a playground or picnic area, which are generally more geared towards family properties.

5. The Subject will target senior households aged 55 and older. We have included all senior properties in the PMA that we were able to interview. Due to the lack of senior properties, we have also included family properties. The following table illustrates the percent of senior tenants at the family properties included.

**TENANT CHARACTERISTICS**

<b>Comparable Property</b>	<b>Type</b>	<b>Tenant Characteristics</b>
Americus Garden	Family LIHTC	Varies
East Oaks	Family LIHTC/PBRA/Market	Some seniors
Starlight Place	Family LIHTC	50% seniors; Tenants come from Leslie, Plains, Andersonville, Ellaville; Employed at Wal-Mart
Verandah Apartments	Senior LIHTC/PBRA/Market	30% previous homeowners; average age is 72; most are retired
Hillside Manor	Family Market	Ages between 20-70
Lexington Place Apartments	Family Market	Mostly students, some seniors
Meadowbrook Village	Senior Rural Development	Restricted to 62+; 90% from Americus; Majority rely on SS for income; Approx \$700/month
Southland Heights	Family Market	5-6 senior HH; School teachers, doctors, families
Troy Hill	Family Market	Seniors, Small Families, Students, some young professionals

**6. 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>
Americus Garden	Family LIHTC	44	2	4.50%
East Oaks	Family LIHTC/PBRA/Market	40	0	0.00%
Starlight Place	Family LIHTC	52	0	0.00%
Verandah Apartments	Senior LIHTC/PBRA/Market	40	0	0.00%
Hillside Manor	Family Market	60	7	11.70%
Lexington Place Apartments	Family Market	97	6	6.20%
Meadowbrook Village	Senior Rural Development	55	0	0.00%
Southland Heights	Family Market	89	0	0.00%
Troy Hill	Family Market	57	0	0.00%
<b>Total</b>		<b>534</b>	<b>15</b>	<b>2.80%</b>

Overall vacancy is low at 2.80 percent. Six of the nine comparables reported full occupancy and only one property is reporting a vacancy over 6.20 percent. Of the LIHTC properties, three of the four comparables are fully occupied and several reported waiting lists. This illustrates demand for additional housing. Our interviews indicated that a new senior property would be successful. The property manager at Americus Gardens indicated that they have a lengthy waiting list for three-bedroom units, there was a lack of supply within larger unit types and that seniors would prefer two-bedroom units. The property manager at Starlight Place indicated

significant demand indicating that their units are always full and they always maintain a waiting list. This property offers single family home style two and three-bedroom units and 50 percent of their tenants are seniors living in both two and three-bedroom units, which supports the large number of two-bedroom units at the Subject. Overall, based on the occupancy rates listed in the table above and from our interviews, we believe there is demand for the Subject’s 50 senior units.

**7. Properties Under Construction and Proposed**

There are no new LIHTC or market rate properties that have been proposed or under construction in the PMA.

**8. Rental Advantage**

The following table illustrates the Subject’s similarity to the comparable properties. We inform the reader that other users of this document may underwrite the LIHTC rents to a different standard than contained in this report.

**Similarity Matrix**

#	Property Name	Type	Property Amenities	Unit Features	Location	Age / Condition	Unit Size	Overall Comparison
1	Americus Garden	Family LIHTC	Similar	Slightly Superior	Similar	Inferior	Similar	-5
2	East Oaks	Family LIHTC/PBRA/Market	Similar	Slightly Superior	Similar	Inferior	Similar	-5
3	Starlight Place	Family LIHTC	Similar	Slightly Superior	Similar	Inferior	Slightly Inferior	-10
4	Verandah Apartments	Senior LIHTC/PBRA/Market	Similar	Similar	Similar	Inferior	Similar	-10
5	Hillside Manor	Family Market	Inferior	Similar	Similar	Inferior	Inferior	-30
6	Lexington Place Apartments	Family Market	Slightly Inferior	Slightly Inferior	Similar	Inferior	Similar	-20
7	Meadowbrook Village	Senior Rural Development	Inferior	Slightly Inferior	Similar	Inferior	Inferior	-35
8	Southland Heights	Family Market	Slightly Inferior	Similar	Similar	Inferior	Inferior	-25
9	Troy Hill	Family Market	Slightly Inferior	Slightly Inferior	Similar	Inferior	Similar	-20

\*Inferior=-10, slightly inferior=-5, similar=0, slightly superior=5, superior=10.

The rental rates at the LIHTC properties are compared to the Subject’s proposed 50 and 60 percent AMI rents in the following table.

**LIHTC Rent Comparison - @50%**

Property Name	1BR	2BR
Creekview Commons (Subject)	\$335	\$395
<b>LIHTC Maximum (Net)</b>	\$348	\$417
Americus Garden	\$362	\$391
Starlight Place	N/A	\$406
East Oaks	N/A	N/A
Verandah Apartments	N/A	N/A
<b>Average (excluding Subject)</b>	<b>\$362</b>	<b>\$399</b>

**LIHTC Rent Comparison - @60%**

<b>Property Name</b>	<b>1BR</b>	<b>2BR</b>
Creekview Commons (Subject)	\$430	\$485
<b>LIHTC Maximum (Net)</b>	\$445	\$533
Starlight Place	N/A	\$481
Americus Garden	\$362	\$420
<b>Average (excluding Subject)</b>	<b>\$362</b>	<b>\$451</b>

The Subject’s proposed 50 percent AMI rents will be similar to both Americus Garden and Starlight Place. Both of these properties are well occupied and maintain waiting lists. The Subject’s proposed 60 percent AMI rents are above Americus Garden but similar to the rents being achieved at Starlight Place. The property manager at Starlight Place indicated that 50 percent of their tenants are seniors, which illustrates that the Subject’s proposed rents at both AMI levels are achievable at the Subject. This property is 100 percent occupied and maintains a lengthy waiting list. The Subject will be superior to Americus Garden with respect to age/condition. Therefore, we believe that the proposed rents at the Subject are considered achievable as proposed.

**Analysis of “Market Rents”**

Per DCA’s market study guidelines, “average market rent is to be a reflection of rents that are achieved in the market. In other words, the rents the competitive properties are currently receiving. Average market rent is not “Achievable unrestricted market rent.” In an urban market with many tax credit comps, the average market rent might be the weighted average of those tax credit comps. In cases where there are few tax credit comps, but many market rate comps with similar unit designs and amenity packages, then the average market rent might be the weighted average of those market rate comps. In a small rural market there may be neither tax credit comps nor market rate comps with similar positioning as the subject. In a case like that the average market rent would be a weighted average of whatever rents were present in the market.”

When comparing the Subject’s rents to the average market rent, we have not included rents at lower AMI levels given that this artificially lowers the average market rent as those rents are constricted. Including rents at lower AMI levels does reflect an accurate average rent for rents at higher income levels. For example, if the Subject offers 50 and 60 percent AMI rents and there is a distinct difference at comparable properties between rents at the two AMI levels, we have not included the 50 percent AMI rents in the average market rent for the 60 percent AMI comparison. In this market, there does not appear to be a significant difference between 50 and 60 percent AMI rents.

The overall average and the maximum and minimum adjusted rents for the market properties surveyed are illustrated in the table below in comparison with net rents for the Subject.

**Subject Comparison to ALL Rents**

Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
<i>Subject at 50% AMI</i>					
1 BR	\$335	\$331	\$575	\$404	21%
2 BR	\$395	\$341	\$701	\$489	24%
<i>Subject at 60% AMI</i>					
1 BR	\$430	\$331	\$575	\$404	-6%
2 BR	\$485	\$341	\$701	\$489	1%

As the tables above depict, the Subject’s proposed rents for both AMI levels are below the average “market” rents, with the exception of the one-bedroom 60 percent AMI rents. Lexington Place Apartments is achieving the highest rents. This property was built in the 1990s and is the most similar market rate comp. Given that the Subject will be new construction, it will be significantly superior to the existing market rate competition and therefore will have a positive rent advantage over market rate properties.

**9. LIHTC Competition – Recent Allocations within Ten Miles**

There have no recent allocations in Sumter County.

**10. Rental Trends in the PMA**

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

**TENURE PATTERNS PMA (AGES 55+)**

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
1990	-	-	-	-
2000	3,490	77.59%	1,008	22.41%
2010	3,649	74.43%	1,254	25.57%
Prj Mrkt Entry				
June 2013	3,731	74.09%	1,305	25.91%
2015	3,789	73.85%	1,341	26.15%

Owner-occupied housing units dominate the housing market in the PMA. Nationally, approximately 13 percent of households are renters. The PMA has a higher percentage of renter households than the nation as a whole. Even though the PMA has a higher portion of owner households than the national average, the owner-occupied market still does not promote affordable housing choices for low and moderate-income people.

*Historical Vacancy*

The following table illustrates the historical vacancy at the comparable properties when available.

**CHANGE IN VACANCY RATES**

Comparable Property	Type	Total Units	2QTR 2008	2QTR 2009	3QTR 2010	2QTR 2011
Americus Garden	Family LIHTC	44	2.30%	2.30%	6.80%	4.50%
East Oaks	Family LIHTC/PBRA/Market	40	2.50%	0.00%	0.00%	N/A
Starlight Place	Family LIHTC	52	0.00%	0.00%	0.00%	0.00%
Verandah Apartments	Senior LIHTC/PBRA/Market	40	2.50%	2.50%	0.00%	N/A
Hillside Manor	Family Market	60	1.70%	N/A	N/A	11.70%
Lexington Place Apartments	Family Market	97	3.30%	6.20%	6.20%	6.20%
Meadowbrook Village	Senior Rural Development	55	3.60%	N/A	N/A	0.00%
Southland Heights	Family Market	89	1.10%	N/A	N/A	0.00%
Troy Hill	Family Market	57	0.00%	N/A	N/A	0.00%

As illustrated in the table, the average vacancy in the local market has generally remained low.

*Change in Rental Rates*

The following table illustrates the rent growth at the comparables.

**RENT GROWTH**

Comparable Property	Rent Structure	Rent Growth
Americus Garden	Family LIHTC	None
East Oaks	Family LIHTC/PBRA/Market	Increased
Starlight Place	Family LIHTC	30% and 40% decreased; 50% and
Verandah Apartments	Senior LIHTC/PBRA/Market	Rents increased 11-15%
Hillside Manor	Family Market	None
Lexington Place Apartments	Family Market	Increased
Meadowbrook Village	Senior Rural Development	Increased
Southland Heights	Family Market	None
Troy Hill	Family Market	Increase

**11. Impact of Foreclosed, Abandoned and Vacant Structures**

According to [www.RealtyTrac.com](http://www.RealtyTrac.com), foreclosed homes accounted for 28 percent of the first quarter 2011 sales. The state of GA, has the eighth highest number of foreclosures in the country. In GA, one in every 1 in every 479 housing units received a foreclosure filing in April 2011. This is higher than the national average of one out of every 593. However, in Americus GA, only one in every 1,622 housing units received a foreclosure filing in April 2011. This is lower than the national average. As of June 4, 2011, there were 78 foreclosed homes listed in Americus.

**12. Primary Housing Void**

Given the low vacancy and waiting lists at the LIHTC properties, there does not appear to be a significant housing void, but there appears to be demand for additional units to the market. The Subject will fill this void.

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

The Subject will be the only non-subsidized senior LIHTC property in the PMA. Given the vacancy rates and waiting lists at the family affordable properties, we do not believe the Subject will affect other affordable units in the market.

## Conclusions

Based upon our market research, demand calculations and analysis, we believe there is adequate demand for a senior property. Overall vacancy is low at 2.80 percent. Six of the nine comparables reported full occupancy and only one property is reporting a vacancy over six percent. Of the LIHTC properties, three of the four comparables are fully occupied and several reported waiting lists. This illustrates demand for additional housing. The property manager at Starlight Place indicated significant demand indicating that their units are always full and they always maintain a waiting list. The Subject's proposed 50 percent AMI rents will be similar to both Americus Garden and Starlight Place. Both of these properties are well occupied and maintain waiting lists. The Subject's proposed 60 percent AMI rents are above Americus Garden but similar to the rents being achieved at Starlight Place. The property manager at Starlight Place indicated that 50 percent of their tenants are seniors, which illustrates that the Subject's proposed rents at both AMI levels are achievable at the Subject. This property is 100 percent occupied and maintains a lengthy waiting list. The Subject will be superior to Americus Garden with respect to age/condition. Therefore, we believe that the proposed rents at the Subject are considered achievable as proposed.

## **I. ABSORPTION & STABILIZATION RATES**

**Stabilization/Absorption Rate**

The following table illustrates absorption rates at comparables.

**ABSORPTION**

<b>Comparable Property</b>	<b>Type</b>	<b>Year built</b>	<b>Total Units</b>	<b>Units per month</b>
Starlight Place	LIHTC	2005	52	2 to 3
East Oaks	LIHTC/PBRA/Market	2006	40	3
Verandah Apartments (Senior)	LIHTC/PBRA/Market	2006	40	3+

The newest properties in the market were built in 2005-2006 and all reported similar absorption rates of three units per month. For a senior property, we would estimate an absorption rate of three to four units per month, or 12 months to reach 93 percent occupancy.

## **J. INTERVIEWS**

**Georgia Department of Community Affairs, Sumter Regional Office**

According to George Edge, Regional Housing Administrator of the Georgia Department of Sumter County Regional Office, the department currently has 714 Housing Choice Vouchers under contract in Sumter County. Of that amount, 650 are tenant based and 64 are project based. There are currently 450 households on the wait list. According to Mr. Edge there is always a need for more affordable housing. The current payment standard for Sumter County can be found in the following table.

<b>Payment Standards</b>	
0BR	\$432
1BR	\$486
2BR	\$597
3BR	\$714
4BR	\$1,028

**Planning**

According to Mike Sudduth, of the Sumter County Code Enforcement Office there has been no new development within the County area. He felt that housing has been relatively slow and it was difficult for developers to obtain financing. We attempted to interview, Daisy Blakely, from the City of Americus Code Enforcement office, but we were unable to contact her.

**Additional interviews can be found in the comments section of the property profiles.**

## **K. CONCLUSIONS AND RECOMMENDATIONS**

**CONCLUSIONS**

- The current senior population in the PMA is 8,387 in 2010 and is expected to increase to 8,682 by June 2013 (market entry). Senior households within the PMA are predominately owner-occupied residences. While renter-occupied households are in the minority, the percent of renter-occupied households is projected to increase through 2015. As will be discussed in the supply section of this report, rental rates have generally increased at many of the comparables. The largest income cohort of seniors over 55 and 62 was between 0-\$9,999. The Subject will target households earning below \$25,000. Approximately 67 percent of senior renters are earning below \$30,000. This bodes well for the Subject
- Overall, it appears as if Americus and Sumter County were affected by the current national economic recession. The County experienced significant decreases in total employment over the greater part of the decade, with 2010 having the highest loss of 7.4 percent in total employment. The 2011 YTD total employment has continued to decrease, but at a much slower level. Unemployment figures have been consistently been higher than that nation, which is most likely due to the rural nature and reliance on the manufacturing industry. As of YTD 2011, the unemployment percentage decreased from 2010, which is the first year of a decline since 2006. Overall, YTD 2011 numbers illustrate a still suffering economy but appear to be recovering from the past few years.
- For covered employment by industry in Sumter County, Trade, Transportation and Utilities, Education/Health Services and Manufacturing are the top three industries. This is consistent with the industry trends in the PMA. The retail industry also has a high percentage employed. While not among the largest industries, public administration is overrepresented in the PMA when compared to the nation. This industry, as well as the health and education industries are historically considered to be stable employers and could provide some additional stability to the local economy during a recession. Unemployment in the SMA over the past five years saw continued increases with the exception of current year to date figures, which illustrates no change in unemployment from the prior year.
- Despite the current recession, the Sumter County Chamber of Commerce has reported one major expansion to the area. The Americus Motor Sports Complex, a racing/training facility is slated to begin construction in late 2011. With a projected annual impact of 75 million, it has the potential to create over 200 jobs. This will have a positive economic impact on Americus and Sumter County. Overall, the Subject will cater to senior households who are likely to be retired. With the potential growth in the economy due to the Motor Sports Complex, this could bode well for additional housing in the PMA.
- Overall, there are a total of 213 age and income qualified senior renters in the PMA. All capture rates are within DCA's threshold requirements and are considered reasonable. The following table illustrates the capture rates for the Subject.

**CAPTURE RATE ANALYSIS CHART - 55+**

Unit Size	Income limits	Units	Total	Supply	Net	Capture Rate
		Proposed	Demand		Demand	
1BR	50% AMI	3	66	0	66	4.5%
2BR	50% AMI	5	61	0	61	8.1%
<i>Overall 50% AMI</i>	<i>50% AMI</i>	8	128	0	128	6.3%
1BR	60% AMI	17	64	0	64	26.7%
2BR	60% AMI	25	59	0	59	42.4%
<i>Overall 60% AMI</i>	<i>60% AMI</i>	42	123	0	123	34.3%
<b>Overall 1BR</b>	<b>ALL</b>	<b>20</b>	<b>99</b>	<b>0</b>	<b>99</b>	<b>20.2%</b>
<b>Overall 2BR</b>	<b>ALL</b>	<b>30</b>	<b>92</b>	<b>0</b>	<b>92</b>	<b>32.8%</b>
<b>OVERALL - ALL UNITS</b>	<b>ALL</b>	<b>50</b>	<b>191</b>	<b>0</b>	<b>191</b>	<b>26.2%</b>

These capture rates are within DCA’s threshold limits. The capture rates for the 60 percent AMI units are high, but within the threshold limits. Management at comparable properties reported significant demand in the market for senior oriented units; therefore we believe the high capture rates will be mitigated by the demand illustrated at the comparables. Further, Starlight Place reported 50 percent senior tenancy living in their two and three-bedroom units. This property is 100 percent occupied with a waiting list. Overall, we believe there is adequate demand for the Subject.

- The availability of senior LIHTC is considered limited. There is only one senior LIHTC property, Verandah Apartments, however this property operates with additional subsidy for its LIHTC units. We have still included this property to provide for a market characteristic comparison. We have also included three family LIHTC properties (one that also operates with PBRA subsidy) and one senior rural development property. The market rate data is adequate for family properties. There are no senior unrestricted market rate properties in the PMA. In total, we have included nine properties in our analysis. The LIHTC properties without subsidy offer varying AMI levels, including 50 and 60 percent AMI, similar to the Subject.

The Subject’s proposed 50 percent AMI rents will be similar to both Americus Garden and Starlight Place. Both of these properties are well occupied and maintain waiting lists. The Subject’s proposed 60 percent AMI rents are above Americus Garden but similar to the rents being achieved at Starlight Place. The property manager at Starlight Place indicated that 50 percent of their tenants are seniors, which illustrates that the Subject’s proposed rents at both AMI levels are achievable at the Subject. This property is 100 percent occupied and maintains a lengthy waiting list. The Subject will be superior to Americus Garden with respect to age/condition. Therefore, we believe that the proposed rents at the Subject are considered achievable as proposed.

- The following table illustrates absorption rates at comparables.

**ABSORPTION**

Comparable Property	Type	Year built	Total Units	Units per month
Starlight Place	LIHTC	2005	52	2 to 3
East Oaks	LIHTC/PBRA/Market	2006	40	3
Verandah Apartments (Senior)	LIHTC/PBRA/Market	2006	40	3+

The newest properties in the market were built in 2005-2006 and all reported similar absorption rates of three units per month. For a senior property, we would estimate an absorption rate of three to four units per month, or 12 months to reach 93 percent occupancy.

- Based upon our market research, demand calculations and analysis, we believe there is adequate demand for a senior property. Overall vacancy is low at 2.80 percent. Six of the nine comparables reported full occupancy and only one property is reporting a vacancy over six percent. Of the LIHTC properties, three of the four comparables are fully occupied and several reported waiting lists. This illustrates demand for additional housing. The property manager at Starlight Place indicated significant demand indicating that their units are always full and they always maintain a waiting list. The Subject's proposed 50 percent AMI rents will be similar to both Americus Garden and Starlight Place. Both of these properties are well occupied and maintain waiting lists. The Subject's proposed 60 percent AMI rents are above Americus Garden but similar to the rents being achieved at Starlight Place. The property manager at Starlight Place indicated that 50 percent of their tenants are seniors, which illustrates that the Subject's proposed rents at both AMI levels are achievable at the Subject. This property is 100 percent occupied and maintains a lengthy waiting list. The Subject will be superior to Americus Garden with respect to age/condition. Therefore, we believe that the proposed rents at the Subject are considered achievable as proposed.

**Recommendations**

- Based on the conclusions above, we recommend the Subject as proposed.

## **L. SIGNED STATEMENT REQUIREMENTS**

I affirm that I (or one of the persons signing below) have made a physical inspection of the market area and the subject property and that information has been used in the full study of the need and demand for the proposed units. To the best of my knowledge, the market can (cannot) support the project as shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in DCA's rental housing programs. I also affirm that I have no interest in the project or relationship with the ownership entity and my compensation is not contingent on this project being funded.



---

H. Blair Kincer, MAI  
Partner  
Novogradac & Company LLP

6-20-2011  
Date



---

Michalena M. Sukenik  
Principal  
Novogradac & Company LLP

6-20-2011  
Date

## **M. MARKET STUDY REPRESENTATION**

Novogradac & Company LLP states that DCA may rely on the representation made in the market study provided and this document is assignable to other lenders that are parties to the DCA loan transaction.



---

H. Blair Kincer, MAI  
Partner  
Novogradac & Company LLP

6-20-2011  
Date



---

Michalena M. Sukenik  
Principal  
Novogradac & Company LLP

6-20-2011  
Date

## **N. QUALIFICATIONS**

# STATEMENT OF PROFESSIONAL QUALIFICATIONS

## H. BLAIR KINCER, MAI

### I. Education

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

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

### II. Licensing and Professional Affiliation

Member of the Appraisal Institute (MAI)  
Past Member Frostburg Housing Authority  
Certified General Real Estate Appraiser, No. 31534 – State of Arizona  
Certified General Real Estate Appraiser, No. RCG1046 – State of Connecticut  
Certified General Real Estate Appraiser, No. CG100026242 – State of Colorado  
Certified General Real Estate Appraiser, No 4206 – State of Kentucky  
Certified General Real Estate Appraiser, No. 1326 – State of Maryland  
Certified General Real Estate Appraiser, No. 1201073262 – State of Michigan  
Certified General Real Estate Appraiser, No. GA-805 – State of Mississippi  
Certified General Real Estate Appraiser, No. 46000039124 – State of New York  
Certified General Real Estate Appraiser, No. A6765 – State of North Carolina  
Certified General Real Estate Appraiser, No. GA001407L – Commonwealth of Pennsylvania  
Certified General Real Estate Appraiser, No. 5930 – State of South Carolina  
Certified General Real Estate Appraiser, No. 3918 – State of Tennessee  
Certified General Real Estate Appraiser, No. 4001004822 – Commonwealth of Virginia  
Certified General Real Estate Appraiser, No. 1101008 – State of Washington  
Certified General Real Estate Appraiser, No. CG360 – State of West Virginia

### 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 MD  
*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. Have done presentations on the appraisal and market

## **H. Blair Kincer**

### **Qualifications**

#### **Page 2**

analysis of Section 8 and 42 properties. Have spoken regarding general market analysis topics.

Obtained the MAI designation in 1998 and maintained continuing education requirements since.

## **V. Real Estate Assignments – Examples**

In general, have managed and conducted numerous market analyses and appraisals for all types of commercial real estate since 1988.

- Performed numerous appraisals for the US Army Corps of Engineers US Geological Survey and the GSA. Property types included Office, Hotel, Residential, Land, Gymnasium, warehouse space, border patrol office. Properties located in varied locations such as the Washington, DC area, Yuma, AZ, Moscow, ID, Blaine, WA, Lakewood, CO, Seattle, WA
- Performed appraisals of commercial properties such as hotels, retail strip centers, grocery stores, shopping centers etc for properties in various locations throughout Pennsylvania, New Jersey, Maryland, New York for Holiday, Fenoglio, Fowler, LP and Three Rivers Bank.
- 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.
- Provided appraisal and market studies for a large portfolio of properties located throughout the United States. The reports provided included a variety of property types including vacant land, office buildings, multifamily rental properties, gas stations, hotels, retail buildings, industrial and warehouse space, country clubs and golf courses, etc. The portfolio included more than 150 assets and the work was performed for the SBA through Metec Asset Management LLP.
- 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.
- Performed numerous appraisals in 17 states of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing program. These appraisals meet the requirements outlined in HUD Handbook 4465.1 and Chapter 7 of the HUD MAP Guide.

**H. Blair Kincer**

**Qualifications**

**Page 3**

- Performed numerous market study/appraisals assignments for USDA RD properties in several states in conjunction with acquisition rehabilitation redevelopments. Documents are used by states, FannieMae, USDA and the developer in the underwriting process. Market studies are compliant to State, FannieMae and USDA requirements. Appraisals are compliant to FannieMae and USDA HB-1-3560 Chapter 7 and Attachments.
- Completed numerous FannieMae appraisals of affordable and market rate multi-family properties for Fannie DUS Lenders. Currently have ongoing assignment relationships with several DUS Lenders.
- In accordance with HUD's Section 8 Renewal Policy and Chapter 9, 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.

# **STATEMENT OF PROFESSIONAL QUALIFICATIONS**

## **MICHALENA M. SUKENIK**

### **I. Education**

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

### **II. Professional Experience**

Principal, Novogradac & Company LLP (Start date: September 2002 - present)  
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.
- Prepared a comprehensive city wide housing market analysis for the City of Biloxi, MS which included a housing needs assessment.
- Prepared a comprehensive neighborhood housing market analysis for the New Orleans East neighborhood in New Orleans, LA for the Louisiana Housing and Finance Agency. The study focused on the housing and economic trends Pre- and Post- Hurricane Katrina and overall housing needs in that neighborhood.
- 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 Alabama, Alaska, Arizona, California, Colorado, Florida, Georgia, Idaho, Illinois, Indiana, Iowa, Kentucky, Louisiana, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Montana, Nevada, New Jersey, New York, North Carolina, Oregon, Pennsylvania, South Carolina, Tennessee, Texas, Utah, Virginia, West Virginia, Washington, and 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.