



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

**CAMERON COURT III
1807 Macon Road
Perry, Houston County, Georgia**

Effective Date: June 6, 2012

Report Date: June 13, 2012

Prepared For

**Mr. John Collins
Potemkin-Development
P.O. Box 56
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Prepared By

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**NOVOGRADAC
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CERTIFIED PUBLIC ACCOUNTANTS

June 13, 2012

Mr. John Collins
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P.O. Box 56
Fort Valley, Georgia 31030

Re: Market Study for Cameron Court III in Perry, Georgia

Dear Mr. Collins:

At your request, Novogradac & Company LLP performed a market study of the senior rental market in the Perry, Houston County, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project, the (Subject). The purpose of this market study is to assess the viability of the construction of Cameron Court III, a proposed Housing for Older Persons (HFOP) development consisting of 56 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,



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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

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

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

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Addendum

A. EXECUTIVE SUMMARY AND CONCLUSION

EXECUTIVE SUMMARY AND CONCLUSIONS

1. Project Description:

The Subject is a proposed senior multifamily property that will be located at 1807 Macon Street in Perry, GA. As a newly constructed property, the Subject will offer 48 two-bedroom units in eight quadraplexes and four sextaplexes. The following table illustrates the unit mix including bedrooms/bathrooms, square footage, income targeting, rents, and utility allowance.

Per DCA’s QAP clarification question and answer round, since 2012 utility allowances have not yet been released, applicants must use 2011 rent and income limits in areas that are using 2011 utility allowance schedules.

PROPOSED RENTS

Unit Type	Number of Units	Square Footage	Asking Rent	Utility Allowance (1)	Gross Rent	2011 LIHTC Maximum Allowable Gross Rent	2011 HUD Fair Market Rents
				<i>50% AMI</i>			
2BR	9	1,100	\$470	\$227	\$697	\$780	\$704
				<i>60% AMI</i>			
2BR	47	1,100	\$470	\$227	\$697	\$936	\$704
Total	56						

Notes (1) Source of Utility Allowance provided by the Developer.

The Subject will not operate with any additional subsidies.

The Subject will offer the following amenities: balcony/patios, mini-blinds, central heating and air-conditioning, coat closets, dishwashers, ceiling fans, garbage disposals, microwaves, stoves/ovens, refrigerators, walk-in closets, emergency pull cords, and washer/dryer connections. Property amenities will include: a clubhouse, central laundry facility, computer room, outdoor covered gathering area, and a community garden. The Subject’s amenity package is extensive and will be similar to superior to amenities offered at the comparable properties.

2. Site Description/Evaluation:

The Subject is located in a neighborhood with excellent access to retail/commercial, residential, and other locational amenities. Views from the Subject site include wooded land and Phase II of the Subject. Further, the Subject site is located within reasonable proximity to necessary locational

amenities. We believe that the Subject's location will allow it to be competitive in the local age restricted housing market.

3. Market Area Definition:

The PMA borders are defined by Peach Parkway to the north, US 129 to the east, Georgia Highway 26 E to the south, and the county line and State Route 27 to the west. These borders were defined based on interviews with property managers and local officials.

4. Community Demographic Data:

Both the PMA and SMA are areas of growth. Both general population growth and senior population growth in the PMA has been, and is projected to continue to be, strong. The Subject will target households earning between \$20,910 and \$33,300 and presently approximately 25 percent of senior households in the PMA earn incomes within a similar range. Households within these income cohorts are expected to create demand for the Subject's proposed units. In 2010 approximately 16.7 percent of senior households were renter households; this is projected to increase to just over 17 percent by 2015.

According to realtytrac.com, as of April 2012 there are 94 properties in foreclosure; this equates to one in every 620 housing units. Of these 94 properties, 26 are located in Perry. Realtytrac.com considers this a high foreclosure rate. Property managers did not indicate that an increase in foreclosures, abandoned and/or vacant structures was having a negative impact on the performance of senior LIHTC properties in the market area. Further, few foreclosures, abandoned and/or vacant structures were identified during the site and neighborhood inspection. As such, we do not expect that these structures will have a negative impact on the proposed Subject.

Overall, demographic trends suggest there is demand for affordable age-restricted rental housing in the PMA.

5. Economic Data:

The Warner Robins, GA MSA demonstrated steady total employment growth from 2001 to 2007 but consistent with national trends, total employment in the area slowed in 2008 and decreased from 2009 to 2011, albeit at a slower pace than the national average. Additionally, the 2011 to 2012 year-over-year comparison shows an increase in total employment in the MSA compared to a slight decrease for the nation as a whole. Trends in unemployment rates in the MSA and nation as a whole are similar to those in total

employment. Overall, the local economy of the MSA has consistently outperformed national averages maintaining well below average unemployment rates. Relative economic stability in the MSA is likely due to stable employers in public administration, healthcare and education industries.

A total of 1,212 jobs were cut in west central Georgia from 2010 to the second quarter of 2012. Of these, only 16 percent were from employers in the PMA and neither of these are located in Perry itself. This was considerably fewer jobs than were lost in 2008 and 2009 (4,676 jobs total). The slowdown of reported layoffs in the PMA is likely due to economic stability provided by the Warner Robins Air Force Base. We are also aware of one major new employer in the area: a new nationwide first responder’s training center is currently being built in the Perry area. According to the Community Development Department, this development is projected to bring approximately 100 jobs to the local area. Overall, the relative stability in the local economy, particularly when compared to national trends, is a positive sign for the housing market.

6. Project-Specific Affordability And Demand Analysis:

The demand analysis illustrates moderate demand for the Subject based on capture rates of income-eligible renter households. When viewing total income-eligible renter households, the calculation illustrates overall capture rates of 28.9 percent for all LIHTC units. The demand analysis demonstrates that there are a total of 682 income-eligible renter households in the PMA. The Subject would need to capture 52, or 13 percent, of these households in order to stabilize at 93 percent occupancy rate. This is considered reasonable taking into account the other indications of demand. The following table illustrates demand based on DCA’s demand analysis methodology.

CAPTURE RATE ANALYSIS CHART

Unit Size	Income limits	Units Proposed	Total Demand	Supply	Capture Rate	Absorption	Average Market Rent	Market Rents Band Min-Max	Proposed Rents
2BR	50%	9	237	61	5.1%	7-8 months	\$526	\$199	\$470
2BR	60%	47	396	144	18.7%	7-8 months	\$526	\$199	\$470
Overall		56	399	205	28.9%	7-8 months	\$526	\$199	\$470

Overall, we believe there is adequate demand for the Subject.

7. Competitive Rental Analysis:

The Subject site is located in Perry, Georgia. There are approximately 14 multifamily properties in the immediate market area and of these three were included as directly competitive comparable properties. In addition to these three properties, we have also included five additional properties. All five of these properties are senior LIHTC developments and all are located in the PMA. Overall, the availability of LIHTC data is considered good. There are seven senior LIHTC properties in the PMA. Of these, three also offer unrestricted units. We have also included one market rate property with a large senior tenancy. Overall, we consider the availability of both LIHTC and market rate data to be good.

The Subject is a proposed Phase III of Cameron Court. Phase I of the Subject opened in 2009 and was absorbed at a rate of seven units per month. Presently the property is 98.4 percent occupied with 56 households on the waiting list. Phase II of the Subject is currently in the final stages of construction. Marketing for Phase II has been going on for over four months and to date 56 applications have been submitted; these 56 applications are reported as households on the waiting list for Phase I. Of the 56 applications submitted, 24 have been approved and of the remaining 32 pending applications management estimates that at least 26 of these will be approved; this equates to a total estimated number of approved applicants of 50, two more than the total number of units that will be offered at Phase II. Phase II is scheduled to open in late July/early August 2012. According to management, approximately 50 percent of the households are previous homeowners; 60 percent are from the local area and 40 percent are from out of state. Phase I offers one, two, and three-bedroom units and Phase II will offer one and two-bedroom units. Although three-bedroom units at senior properties are not typical, management at Phase I indicated that there is sufficient demand for all unit types including the three-bedroom units. All units at the Subject will be two-bedroom units. Management noted that of the current Phase I two-bedroom residents, nearly 88 percent are occupied by one-person households. A similar trend was reported for applications submitted for the Phase II units.

The Subject will offer 56 two-bedroom units restricted to senior households ages 55 and older earning 50 and 60 percent of the AMI, or below. The Subject's proposed rent of \$470 per month is comparable to rents currently being achieved at senior LIHTC developments in the PMA.

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.

The one market rate comparable, Timberwood Apartments is achieving a two-bedroom rent of \$659 per month. The Subject's proposed LIHTC rents represent a 40 percent rent advantage over the rent being achieved at this property.

The average two-bedroom "market rent" for the most comparable properties is \$526; the Subject's proposed rents are below this surveyed average. The Subject's proposed LIHTC rents are higher than the surveyed minimum. This however is considered reasonable given that the Subject will be new construction. The Subject's proposed LIHTC rents will have a 12 percent rent advantage over the "market rent" being achieved at the most comparable properties. Overall, we believe that the Subject's proposed rents are achievable in the market and will be competitive when compared to the average rents being achieved at comparable properties.

8. Absorption/Stabilization Estimate:

Comparable properties experienced absorption rates ranging from five to 8.5 units per month with an average of just over six units per month. The two properties in Perry reported an average absorption rate of six units per month (Cameron Court I reported absorption rate of seven units per month) and the three most recently completed comparables reported a similar average absorption rate of six units per month. Based on absorption rates reported by the comparable properties, the low vacancy rates and presence of waiting lists at comparable properties, and the strong demand for affordable age-restricted housing in the

market, we anticipate that the Subject will absorb seven units per month, for an absorption period of seven to eight months in order to stabilize at a 93 percent occupancy rate.

9. Overall Conclusion:

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property. As the newest property in the market, the Subject will be similar to superior to the existing age restricted housing stock in terms of age and condition and it will offer an extensive amenities package. Additionally, the Subject site, which is located within close proximity to retail and other locational amenities, is considered a good location for age restricted housing and this has been proven accurate based on the strong performance of Phase I and interest in Phase II.

All of the comparable LIHTC properties in the PMA share the same project sponsor as the Subject. The strong acceptance and continued strong performance of these properties is a positive sign for the Subject. The Subject's proposed rents will be similar to slightly above the current rents at five of the seven restricted properties and are therefore achievable in the local market. The vacancy rate among the age restricted LIHTC comparables is 1.2 percent, which is considered very low. Further, management at all of the age restricted comparables is maintaining waiting lists and all property managers reported that there is demand for additional age restricted housing in the market. Additionally, the longest waiting lists were reported at the two most recent additions to the senior LIHTC market, Cameron Court I and Potemkin Senior Village. Phase II of the Subject is the only planned addition to the senior LIHTC housing market and management at Phase I indicated that the property has already accepted more applications than there are units at Phase II. The interest in Phase II of the Subject is indicative of strong demand for additional age-restricted affordable housing the market area. Overall, we believe that there is sufficient demand in Perry for both Cameron Court II and Cameron Court III, and we believe the Subject will be successful in the local market as proposed.

Cameron Court III, Perry, GA; Market Study

Summary Table:

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

Development Name:	Cameron Court III	Total # Units: 56
Location:	1806 Macon Road	# LIHTC Units: 56
PMA Boundary:	Peach Parkway to the north, US 129 to the east, Georgia Highway 26 E to the south, and the county line and State Route 27 to the west.	
	Farthest Boundary Distance to Subject:	13.6 miles

RENTAL HOUSING STOCK (found on pages 60-99)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing (within 2 miles)	14	954	N/Av	97.5%
Market-Rate Housing (within 2 miles)	8	571	N/Av	96.5%
Assisted/Subsidized Housing not to include LIHTC (within 2 miles)	2	103	0	100%
LIHTC (within 2 miles)	3	232	3	98.8%
Stabilized Comps (in PMA)	8	438	7	98.4%
Properties in Construction & Lease Up (in PMA)	1	48	48	0%

Subject Development					Average Market Rent at Most Comparable Properties			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
56	2	2	1,100	\$470	\$526	\$0.66	12%	\$639	\$0.74

DEMOGRAPHIC DATA (found on page 46 & 53)

	2000		2010		2015	
Renter Households	2,088	15.7%	2,956	16.7%	3,633	17.0%
Income-Qualified Renter HHs (LIHTC)	392	18.77%	555	18.77%	682	18.77%

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 39-57)

Type of Demand	30%	50%	60%	Market-rate	Other: __	Overall
Renter Household Growth		173	290			290
Existing Households (Overburdened + Substandard)		104	175			175
Homeowner conversion (Seniors)		74	124			127
Less Comparable/Competitive Supply		61	144			205
Net Income-qualified Renter HHs		291	445			388

CAPTURE RATES (found on page 47-57)

Targeted Population	30%	50%	60%	Market-rate	Other: __	Overall
Capture Rate		5.1%	18.7%			28.9%

B. PROJECT DESCRIPTION

PROJECT DESCRIPTION

**Project Address and
Development Location:**

The Subject site is located at 1807 Macon Road in the northern portion of Perry, Houston County, Georgia.

Construction Type:

The Subject will be a newly constructed consisting of eight quadraplexes and four sextaplexes. All buildings will be single-story or split-level walk-up buildings. Split-level buildings will be located on an incline and will be accessible from both sides so that all units can be accessed without requiring stairs.

Occupancy Type:

The Subject will be an HFOP property targeting seniors ages 55 and older.

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:**

None of the Subject's units will operate with Project Based Rental Assistance.

Proposed Development Amenities: See following property profile.

Cameron Court III, Perry, GA; Market Study

Cameron Court III												
Comp#	Subject											
Effective Rent Date	6/6/2012											
Location	1806 Macon Rd Perry, GA 31069 Houston County											
Distance	n/a											
Units	56											
Vacant Units	N/A											
Vacancy Rate	N/A											
Type	Various											
Year Built / Renovated	2015 / n/a											
Utilities												
A/C	not included -- central				Other Electric				not included			
Cooking	not included -- electric				Water				not included			
Water Heat	not included -- electric				Sewer				not included			
Heat	not included -- electric				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
2	2	Various	9	1,100	\$470	\$0	@50%	n/a	N/A	N/A	no	
2	2	Various	47	1,100	\$470	\$0	@60%	n/a	N/A	N/A	no	
Amenities												
In-Unit	Balcony/Patio Blinds Central A/C Coat Closet Dishwasher Ceiling Fan Garbage Disposal Microwave Oven Pull Cords Refrigerator Walk-In Closet Washer/Dryer hookup				Security				Perimeter Fencing			
Property	Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Exercise Facility Central Laundry Off-Street Parking On-Site Management Picnic Area				Premium				none			
Services	none				Other				Community Garden			
Comments												
This is a proposed Subject property. Construction on the Subject is scheduled to begin in July 2013 and be completed by December 2014. Leasing is projected to begin in July 2015 with an anticipated stabilization date of October 2015. The Subject's utility allowances (based on the 2011 DCA middle region utility allowance schedule) is \$227. The unit mix illustrates the net asking rents which together with the utility allowance estimates equate to a gross rent of \$697.												

Scope of Renovations:

The Subject will be new construction.

Current Rents:	The Subject will be newly constructed and therefore there are no current rents.
Current Occupancy:	The Subject will be newly constructed and therefore there is no current occupancy.
Current Tenant Income:	The Subject will be newly constructed and therefore there are no current tenant incomes.
Placed in Service Date:	Construction on the Subject is scheduled to begin in July 2013 and be completed by December 2014. Leasing is projected to begin in July 2015 with an anticipated stabilization date of October 2015.
Conclusion:	The Subject will be an excellent walk-up apartment complex, comparable to most of the senior inventory in the area. As new construction, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical obsolescence.

C. SITE EVALUATION

homes are located east of the site and are in average to good condition. Phase I of the Subject (Cameron Court I) is located immediately east and Phase II (Cameron Court II) immediately north of the Subject site. Phase I is currently 98.4 percent occupied with 56 household waiting list. Phase II is in the final stages of construction and is scheduled to open in July/August 2012. The long waiting list at Phase I includes households who have submitted applications for one of the 48 units at Phase II. The Subject will benefit from the exposure of Phases I and II. Other multifamily development is located south of the site along Macon Road. Ashton Landing is a family LIHTC property that has been excluded from our analysis due to the differing tenancy. Nevertheless, we did interview the property for occupancy, current rents, and waiting list. Management indicated that the property is currently 98.1 percent occupied. The property does not maintain a waiting list; however this is not because of a lack of demand, but rather because turnover is relatively low and so by the time units become available, households on the waiting list have typically found alternative housing arrangements. The property is currently achieving utility adjusted rents of \$450 and \$600 for the two-bedroom units and \$550 and \$675 for the three-bedroom units at the 50 and 60 percent AMI levels, respectively. With the exception of the two-bedroom 50 percent AMI rent, the Subject's proposed rent is well below that being achieved at Ashton Landing. Other multifamily properties in the immediate area include Commodore Manor, a family RD property and the Perry Public Housing Authority property. Both properties are older and are in fair to average condition. Commodore Manor is currently 100 percent occupied with a nine household waiting list. The property is achieving two-bedroom rural development rents ranging from \$455 to \$636 per month; the Subject's proposed rent of \$470 is within this range. The Perry Housing Authority manages 50 units. The PHA units are currently 100 percent occupied and the estimated waiting period is anywhere from six months to one year in length. Retail in the Subject's neighborhood is located approximately one mile south of the site along Sam Nunn Boulevard, southwest of the site. Retail in the area was approximately 95 percent occupied and includes a Kroger and Wal Mart shopping centers, several fast food restaurants, banks, and pharmacies. Overall, the Subject's neighborhood is well suited for age restricted affordable housing.

Positive/Negative Attributes of Site: None.

3. Physical Proximity to Locational Amenities:

The Subject is located in a neighborhood with excellent access to retail/commercial, residential, and other locational amenities. Further, the Subject site is located within reasonable proximity to necessary locational amenities including roads, employment centers, and community service providers. The Subject's community is a walkable community. We believe that the Subject's location will allow it to be competitive in the local age restricted housing market.

4. Pictures of Site and Adjacent Uses:



Subject site



Subject site



View north on Macon Road



View south on Macon Road



Ashton Landing – Family LIHTC



Commercial north of the Subject site



New single family home north of the Subject site



Retail south of the Subject site



Retail south of the Subject site



Restaurant south of the Subject site



Single family home east of the Subject site



Gatwick Senior Apartments south of the Subject site



Public Housing south of the Subject site



Commodore Manor south of the Subject site



Cameron Court I-adjacent to the Subject site



Cameron Court II-adjacent to the Subject site

5. Proximity to Locational Amenities:

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

DISTANCES TO LOCAL SERVICES		
Map Number	Amenity	Miles from Subject
1	Perry Hospital	3.1 miles
2	Rite Aid Pharmacy	1.5 miles
3	Perry Police Department	1.4 miles
4	Perry Branch Library	1.2 miles
5	US Post Office	9.8 miles
6	Kroger Grocery	1.3 miles
7	Perry Primary School	1.9 miles
8	Perry Middle School	0.7 miles
9	Perry High School	0.9 miles
10	Public Transportation	N/Ap

6. Description of Land Uses:

Surrounding land uses include Cameron Court II (Phase II of the Subject’s larger development) and wooded land. As the neighborhood analysis illustrates, the surrounding area includes a variety of uses including residential, storage facilities, multifamily properties, retail, and public uses. A multifamily property on the Subject site would be consistent with existing land uses within one mile of the site.

7. Multifamily Residential within Two Miles:

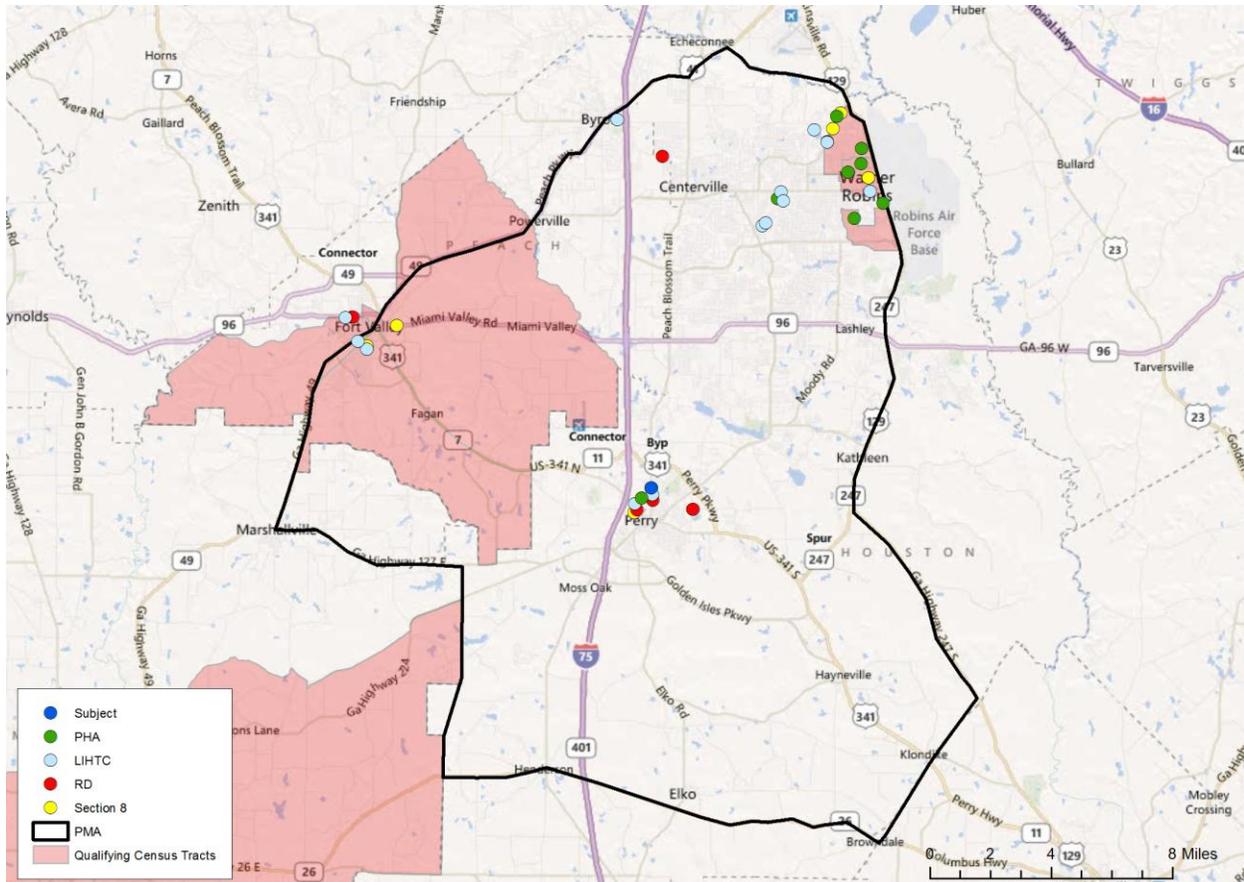
There are 13 multifamily properties located within two miles of the Subject site: Commodore Manor; Perry Public Housing; Cameron Court I; Cameron Court II; Gatwick Senior; Ashton Landing; Winslow Place; Timberwood Apartments; Pinebrook Apartments; Heritage Apartments; Marquis Apartments; Smith Heights Apartments; and Heritage Place. Of these, four are LIHTC properties: Ashton Landing, Cameron Court I, Cameron Court II, and Gatwick Senior. The last three of these are age-restricted developments and all three of these were included as comparable properties in this report. We have also included Timberwood Apartments, a market rate property with a significant number of senior tenants.

8. Existing Assisted Rental Housing Property Map:

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

Cameron Court III, Perry, GA; Market Study

Name	Address	City	Type	Map Color	Distance	Included/Excluded	Reason for Exclusion	
Smith Heights Apts	615 Smith Dr	Perry	Section 8 - Family	Yellow	2.7 miles	Excluded	Rent Subsidized - Tenancy not Comparable	
Falcon Park Apts	451 Myrtle St	Warner Robins	Section 8 - Family		18.2 miles	Excluded	Rent Subsidized - Tenancy not Comparable	
Falcon Park Group Homes	455 Myrtle St	Warner Robins	Section 8 - Disabled		18.2 miles	Excluded	Rent Subsidized - Tenancy not Comparable	
Randall Heights Apts	306 Alberta Rd	Warner Robins	Section 8 - Family		22.9 miles	Excluded	Rent Subsidized - Tenancy not Comparable	
Springfield Gardens Apts	120 Malachi Dr	Warner Robins	Section 8 - Elderly		18.3 miles	Excluded	Rent Subsidized	
College Square Apts	1207 Edward St	Fort Valley	Section 8 - Family		12.8 miles	Excluded	Rent Subsidized - Tenancy not Comparable	
Indian Oaks Apts	1103 E Church St	Fort Valley	Section 8 - Elderly		13.0 miles	Excluded	Rent Subsidized	
Lakeview Apts	1105 Edward St	Fort Valley	LIHTC/Section 8 - Family		12.8 miles	Excluded	Rent Subsidized - Tenancy not Comparable	
Commodore Manor	1603 Macon Rd	Perry	RD - Family		Red	0.5 miles	Excluded	Rent Subsidized - Tenancy not Comparable
Kings Villa I	1980 Kings Chapel Rd	Perry	RD - Family			3.8 miles	Excluded	Rent Subsidized - Tenancy not Comparable
Kings Villa II	1980 Kings Chapel Rd	Perry	RD - Family	3.8 miles		Excluded	Rent Subsidized - Tenancy not Comparable	
Pinebrook Apts	715 Mason Terrace Rd	Perry	RD - Family	3.3 miles		Excluded	Rent Subsidized - Tenancy not Comparable	
Byron Apts	205 White Rd	Byron	RD - Family	13.0 miles		Excluded	Rent Subsidized - Tenancy not Comparable	
Valley Pines IV	104 Brooks Blvd	Fort Valley	RD - Family	14.8 miles		Excluded	Rent Subsidized - Tenancy not Comparable	
Valley Pines III	104 Brooks Blvd	Fort Valley	RD - Family	14.8 miles		Excluded	Rent Subsidized - Tenancy not Comparable	
Westside Villas	108 Brooks Blvd	Fort Valley	RD - Family	14.8 miles		Excluded	Rent Subsidized - Tenancy not Comparable	
Perry Public Housing	32 Perimeter Circle	Perry	PHA - Family	Green		1.1 miles	Excluded	Rent Subsidized - Tenancy not Comparable
Cam Campbell Homes	110 Oak Grove Rd	Warner Robins	PHA - Family			14.8 miles	Excluded	Rent Subsidized - Tenancy not Comparable
Herman Watson Homes	700 Elberta Rd	Warner Robins	PHA - Family		17.7 miles	Excluded	Rent Subsidized - Tenancy not Comparable	
Jimmy Rosenberg Homes	119 Appian Rd	Warner Robins	PHA - Family		17.4 miles	Excluded	Rent Subsidized - Tenancy not Comparable	
Kathleen Bynum Homes	1137 Kathleen Bynum Dr	Warner Robins	PHA - Family		18.9 miles	Excluded	Rent Subsidized - Tenancy not Comparable	
Kemp Harrison Homes	112 Memorial Terrace	Warner Robins	PHA - Elderly		19.1 miles	Excluded	Rent Subsidized	
Mary B Terry Homes	300 Burnham Rd	Warner Robins	PHA - Family		14.9 miles	Excluded	Rent Subsidized - Tenancy not Comparable	
Oscar Thomie Homes	119 Vicki Lynn Dr	Warner Robins	PHA - Family		18.5 miles	Excluded	Rent Subsidized - Tenancy not Comparable	
T.J. Calhoun Homes	400 Green St	Warner Robins	PHA - Family		Cyan	17.7 miles	Excluded	Rent Subsidized - Tenancy not Comparable
Lake Visa Apts	206 Northlake Dr	Warner Robins	LIHTC/Bond/Market - Family			18.1 miles	Excluded	Tenancy not comparable
Marvin Gardens I & II	301 Edward Court	Fort Valley	LIHTC/Market - Family	12.6 miles		Excluded	Tenancy not comparable	
Austin Pointe	115 Austin Avenue	Warner Robins	LIHTC - Family	14.9 miles		Excluded	Tenancy not comparable	
Pacific Park	1205 Levertte Rd	Warner Robins	LIHTC/Market - Family	11.6 miles		Excluded	Tenancy not comparable	
Robin Landings	320 Carl Vinson Pkwy	Warner Robins	LIHTC - Family	11.7 miles		Excluded	Tenancy not comparable	
Magnolia Terrace I & II	714 Green St	Fort Valley	LIHTC/Market - Family	15.0 miles		Excluded	Tenancy not comparable	
Ashton Landing	1701 Macon Rd	Perry	LIHTC - Family	0.3 miles		Excluded	Tenancy not comparable	
Cameron Court I	1807 Macon Rd	Perry	LIHTC - Senior	0.1 miles		Included	N/Ap	
Cameron Court II	1806 Macon Rd	Perry	LIHTC - Senior	0.1 miles		Included	N/Ap	
Gatwick Senior	901 Perimeter Rd	Perry	LIHTC/Market - Senior	1.0 miles	Included	N/Ap		
Heathrow Senior Village	100 Heathrow Way	Byron	LIHTC - Senior	14.2 miles	Included	N/Ap		
Ridgecrest Apts	301 Millside Dr	Warner Robins	LIHTC/Market - Senior	15.4 miles	Included	N/Ap		
Summit Rosemont Court	127 South Sixth St	Warner Robins	LIHTC - Senior	18 miles	Included	N/Ap		
Windsor Court	1201 Orange St	Fort Valley	LIHTC/Market - Senior	14.9 miles	Included	N/Ap		
Potemkin Senior Village	710 Elberta Rd	Warner Robins	LIHTC - Senior	17.7 miles	Included	N/Ap		
Cameron Court III	1806 Macon Rd	Perry	LIHTC - Senior	Blue	-	Subject	Subject	



Affordable Properties and QCTs, Perry, GA



9. Road/Infrastructure Proposed Improvements:

None.

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

Access is from Phase I which has frontage on Macon Road. The Subject site has no visibility from Macon Road, but the Subject will benefit from the exposure of the two existing phases.

11. Environmental Concerns:

None visible upon site inspection.

12. Detrimental Influences:

There are no significant detrimental influences.

13. Conclusion:

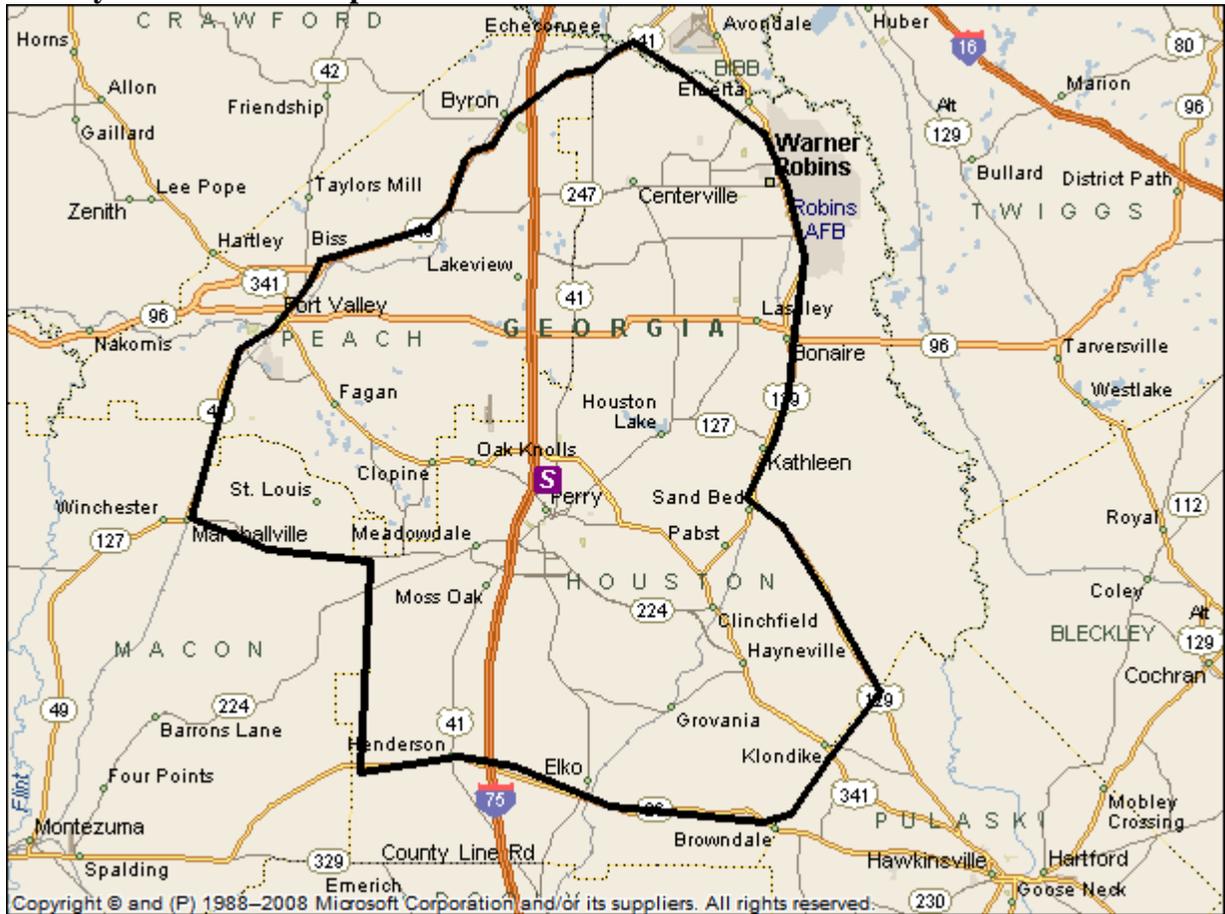
The Subject is located in a neighborhood with excellent access to retail/commercial, residential, and other locational amenities. We believe that the Subject’s location will allow it to be competitive in the local age restricted housing market.

D. MARKET AREA

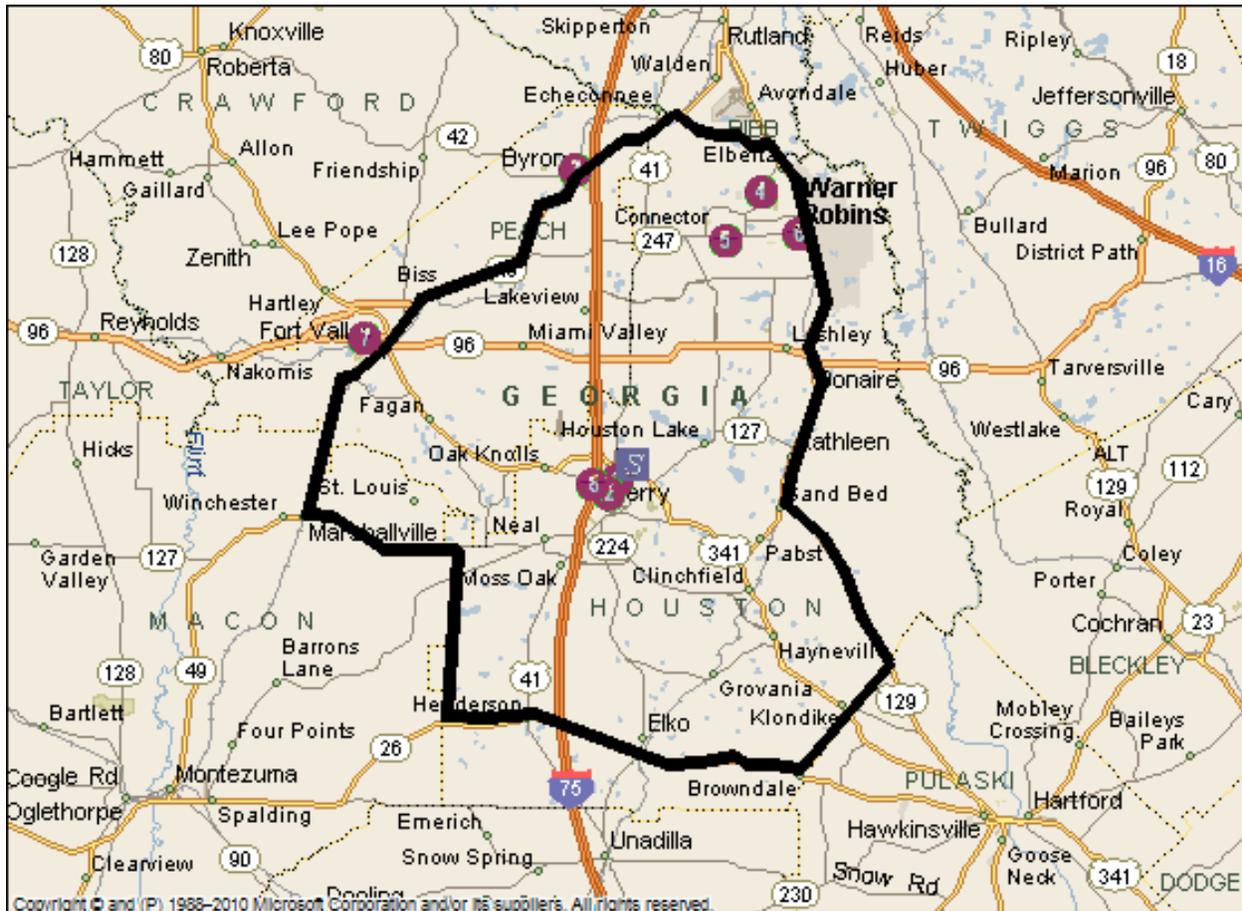
PRIMARY MARKET AREA

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



Comparable Properties with PMA



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

The boundaries of the PMA are as follows:

North – Peach Parkway

South- Georgia Highway 26 East

East- US Highway 129

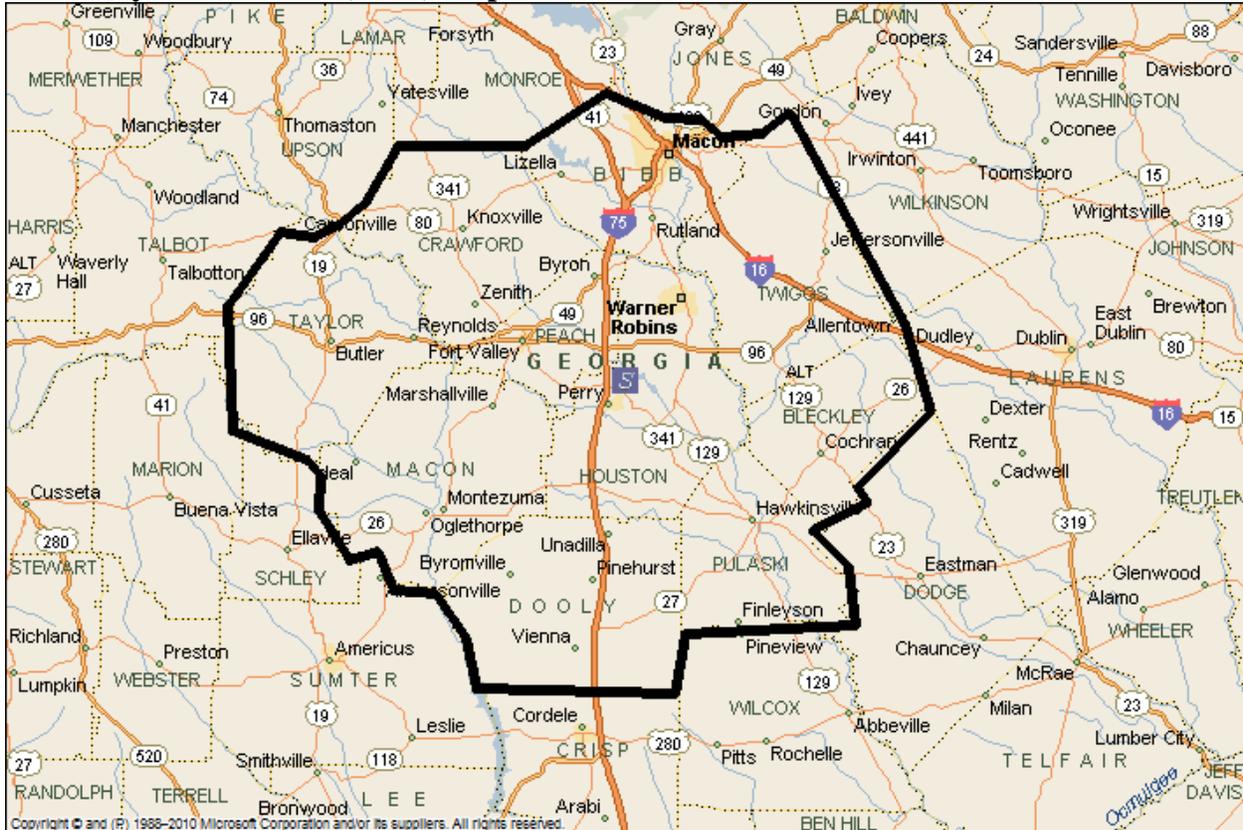
West- State Route 27 and Houston-Macon County Line

The PMA borders are defined by Peach Parkway to the north, US 129 to the east, Georgia Highway 26 E to the south, and the county line and State Route 27 to the west. These borders were defined based on interviews with property managers and local officials. Property managers indicated that the majority of the tenants are from the local region of Peach and/or Houston counties. The percentage of households originating from outside of this area was reported to range from seven to 40 percent depending on the comparable property. Management at Phase I of the Subject reported the highest percentage of out of state tenants at approximately 40 percent. Management at Gatwick Senior Village, the only other senior LIHTC comparable in Perry, also

reported a large out of state tenancy. We expect the Subject to feature a similarly large percentage of tenants originating from outside of the PMA. DCA guidelines allow for leakage of up to 15 percent. Therefore, we have accounted for 15 percent leakage from outside the PMA.

The SMA is defined as the counties immediately surrounding the PMA. This area is comprised of the following counties: Bibb, Crawford, Twiggs, Taylor, Macon, Dooly, Peach, Pulaski, Bleckley, and Houston. The following map illustrates the SMA.

Secondary Market Area (SMA) Map



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 Secondary Market Area (SMA) 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 SMA. The boundaries for both the PMA and SMA are described and illustrated in the Market Area section of this report.

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 1990 through 2015.

POPULATION

Year	PMA		SMA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
1990	96,744	-	328,351	-	248,709,873	-
2000	116,932	2.1%	367,066	1.2%	281,421,906	1.3%
2010	146,063	2.4%	402,191	0.9%	311,212,863	1.0%
Projected Mkt Entry July 2015	158,129	1.7%	414,412	0.6%	323,209,391	0.8%
2015	158,129	1.7%	414,412	0.6%	323,209,391	0.8%

Source: ESRI Demographics 2010, Novogradac & Company LLP, June 2012

SENIOR POPULATION, 55+

Year	PMA		SMA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	21,220	-	73,415	-
2010	30,930	4.5%	94,046	2.7%
Prj Mrkt Entry July 2015	36,832	3.8%	105,847	2.5%
2015	36,832	3.8%	105,847	2.5%

Source: ESRI Demographics 2010, Novogradac & Company LLP, June 2012

POPULATION BY AGE IN 2010

Age Cohort	PMA		SMA		USA	
	Number	Percentage	Number	Percentage	Number	Percentage
0-4	10,564	7.2%	28,415	7.1%	21,296,740	6.8%
5-9	10,178	7.0%	27,858	6.9%	20,832,961	6.7%
10-14	9,764	6.7%	26,968	6.7%	20,369,284	6.5%
15-19	10,683	7.3%	30,528	7.6%	21,883,995	7.0%
20-24	10,650	7.3%	28,684	7.1%	21,459,235	6.9%
25-29	11,499	7.9%	28,135	7.0%	21,517,303	6.9%
30-34	9,831	6.7%	25,502	6.3%	19,852,007	6.4%
35-39	9,879	6.8%	26,847	6.7%	20,531,543	6.6%
40-44	9,744	6.7%	26,507	6.6%	21,232,056	6.8%
45-49	11,571	7.9%	30,019	7.5%	23,163,948	7.4%
50-54	10,770	7.4%	28,682	7.1%	22,315,436	7.2%
55-59	8,769	6.0%	24,924	6.2%	19,742,941	6.3%
60-64	7,274	5.0%	20,895	5.2%	16,544,050	5.3%
65-69	4,884	3.3%	15,021	3.7%	12,081,110	3.9%
70-74	3,646	2.5%	11,140	2.8%	9,033,665	2.9%
75-79	2,843	1.9%	8,856	2.2%	7,339,326	2.4%
80-84	1,906	1.3%	6,729	1.7%	5,947,153	1.9%
85+	1,608	1.1%	6,481	1.6%	6,070,110	2.0%
Total	146,063	100.0%	402,191	100.0%	311,212,863	100.0%

Source: ESRI Demographics 2010, Novogradac & Company LLP, June 2012

Elderly vs. Non-Elderly

Number of Elderly and Non-Elderly - PMA & SMA

Year	PMA			SMA		
	Total Population	Non-Elderly	Elderly (65+)	Total Population	Non-Elderly	Elderly (65+)
1990	96,745	88,848	7,897	328,356	290,936	37,420
2000	116,931	105,636	11,295	367,069	325,299	41,770
2010	146,063	131,176	14,887	402,191	353,964	48,227
Projected Mkt Entry July 2015	158,129	140,006	18,123	414,412	359,247	55,165
2015	158,129	140,006	18,123	414,412	359,247	55,165

Source: ESRI Demographics 2010, Novogradac & Company LLP, June 2012

Population growth in the PMA was significantly greater than that of both the SMA and the national average. This trend is projected to continue through 2015. Senior population growth is projected to be considerably stronger than non-elderly population growth in both the PMA and SMA. The 45 to 49 year old age cohort is the largest age cohort in the PMA; this bodes well for future demand for senior housing in the area as the population ages.

2. Household Trends

2a. Total Number of Households, Average Household Size

HOUSEHOLDS

Year	PMA		SMA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
1990	35,036	-	119,908	-	91,947,410	-
2000	43,674	2.5%	137,107	1.4%	105,480,101	1.5%
2010	54,984	2.5%	150,777	1.0%	116,761,140	1.0%
Projected Mkt Entry July 2015	59,755	1.7%	155,879	0.7%	121,359,604	0.8%
2015	59,755	1.7%	155,879	0.7%	121,359,604	0.8%

Source: ESRI Demographics 2010, Novogradac & Company LLP, June 2012

HOUSEHOLDS WITH SENIOR HOUSEHOLDER, 55+

Year	PMA		SMA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	13,280	-	46,541	-
2010	17,710	3.3%	54,457	1.7%
Prj Mrkt Entry July 2015	21,340	4.1%	60,999	2.4%
2015	21,340	4.1%	60,999	2.4%

Source: ESRI Demographics 2010, Novogradac & Company LLP, June 2012

AVERAGE HOUSEHOLD SIZE

Year	PMA		SMA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
1990	2.71	-	2.67	-	2.63	-
2000	2.63	-0.3%	2.58	-0.3%	2.59	-0.1%
2010	2.61	-0.1%	2.56	-0.1%	2.59	0.0%
Projected Mkt Entry July 2015	2.60	0.0%	2.55	0.0%	2.60	0.0%
2015	2.60	0.0%	2.55	0.0%	2.60	0.0%

Source: ESRI Demographics 2010, Novogradac & Company LLP, June 2012

Similar to population trends, annual household growth in the PMA has historically been and will continue to be considerably stronger than that in both the SMA and USA. Average household size in the PMA is similar to the national average. The Subject will offer two-bedroom units, which will accommodate one- and two-person senior households.

2b. Households by Tenure

The table below depicts senior household growth by tenure from 2000 through 2015.

TENURE PATTERNS PMA (AGES 55+)

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	11,188	84.28%	2,088	15.72%
2010	14,742	83.30%	2,956	16.70%
Prj Mrkt Entry				
July 2015	17,701	82.97%	3,633	17.03%
2015	17,701	82.97%	3,633	17.03%

Source: ESRI Demographics 2010, Novogradac & Company LLP, June 2012

As indicated, the majority of housing units occupied by seniors in the PMA are owner-occupied. The percentage of senior renters is however projected in increase from 2010 to 2015. This bodes well for the Subject.

2c. Households by Income

The following table depicts senior household income in 2010 for the PMA, MSA, and USA.

HOUSEHOLD INCOME OF SENIORS 55+ IN 2010

Income Cohort	PMA		MSA		USA
	Number	Percentage	Number	Percentage	Percentage
\$0-9,999	1,689	9.5%	7,706	14.2%	24.0%
\$10,000-19,999	1,941	11.0%	8,139	14.9%	23.3%
\$20,000-29,999	2,265	12.8%	7,266	13.3%	15.0%
\$30,000-39,999	2,217	12.5%	6,367	11.7%	10.3%
\$40,000-49,999	1,740	9.8%	5,182	9.5%	7.2%
\$50,000-59,999	1,425	8.1%	3,820	7.0%	5.2%
\$60,000-74,999	2,136	12.1%	5,368	9.9%	4.1%
\$75,000-99,999	2,534	14.3%	6,108	11.2%	4.7%
\$100,000+	1,751	9.9%	4,502	8.3%	6.3%
Total	17,698	100.0%	54,457	100.0%	100.0%

Source: ESRI Demographics 2010, Novogradac & Company LLP, June 2012

The Subject will target senior households with annual incomes ranging from \$20,910 to \$33,300. Approximately 25 percent of senior households in the PMA, MSA and USA have incomes ranging from \$20,000 to \$39,999. 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 July 2015		2015	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
With 1 Person	1,155	55.3%	1,657	56.1%	2,047	56.4%	2,047	56.4%
With 2 Persons	544	26.0%	725	24.5%	856	23.6%	856	23.6%
With 3 Persons	214	10.3%	342	11.6%	432	11.9%	432	11.9%
With 4 Persons	94	4.5%	124	4.2%	172	4.7%	172	4.7%
With 5+ Persons	81	3.9%	107	3.6%	125	3.5%	125	3.5%
Total Renter Households	2,088	100.0%	2,956	100.0%	3,633	100.0%	3,633	100.0%

Source: Ribbon Demographics 2007, Novogradac & Company LLP, June 2012

Approximately 81 percent of senior renter households in the PMA are one- and two-person households. This is well above the 71 percent of senior households in the MSA that are renters. This bodes well for the Subject.

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

Both the PMA and SMA are areas of growth. Both general population growth and senior population growth in the PMA has been, and is projected to continue to be, strong. The Subject will target households earning between \$20,910 and \$33,300 and presently approximately 25 percent of senior households in the PMA earn incomes within a similar range. Households within these income cohorts are expected to create demand for the Subject’s proposed units. Overall, demographic trends suggest there is demand for affordable age-restricted rental housing in the PMA.

F. EMPLOYMENT TRENDS

Employment Trends

Perry is located in Houston County, which is the only county in the Warner Robins, GA MSA. Houston County is bordered by Bibb County and Macon to the north, Peach County and Fort Valley to the west, Dooly County to the south, bordered by Schley and Taylor counties to the northwest, Macon County to the west, and Twiggs, Bleckley, and Pulaski counties to the east. These counties rely heavily on the manufacturing industry, which is currently in flux due to the ongoing recession. Consistent with national trends, the greater Warner Robins area has undergone economic contractions from 2008 through 2011 with industries such as retail and manufacturing experiencing considerable layoffs. However, the presence of the Warner Robins Air Force Base has mitigated the effects of the recession on the local economy. The base is the largest employer in the county. According to the 2005 Base Realignment and Closure (BRAC) Act, the Warner Robins Air Force Base was projected to experience a net gain of 749 jobs by September 2011. As illustrated in the following sections, the PMA did experience strong growth in total employment prior to the recession ranging from 3.4 to 5.6 percent from 2005 to 2007. Additionally, the stability of the base has likely produced a positive trickle-down effect to businesses in the surrounding areas, which is reflected in the PMA’s unemployment rate as it has consistently remained well below the national average.

1. Total Jobs

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

TOTAL JOBS IN HOUSTON COUNTY, GEORGIA		
Year	Total Employment	% Change
2001	46,357	-
2002	47,627	2.74%
2003	48,688	2.23%
2004	49,744	2.17%
2005	51,436	3.40%
2006	54,228	5.43%
2007	56,459	4.11%
2008	56,389	-0.12%
2009	56,503	0.20%
2010	57,362	1.52%
2011 YTD Average*	57,311	-0.09%
September 2010	57,784	-
September 2011	57,613	-0.30%

Source: U.S. Bureau of Labor Statistics, most current data available.

*YTD as of Sept 2011

From 2001 to 2007 total employment growth in Houston County was strong. This growth was particularly strong in 2006 and 2007 and was likely a result of the 2005 BRAC realignment recommendations which called for the addition of jobs to Warner Robbins Air Force Base. The county lost 70 jobs from 2007 to 2008, but these jobs were recovered by 2009. Overall, total employment growth in the county appears strong, particularly considering the ongoing national recession.

2. Total Jobs by Industry

The following table illustrates the total jobs by employment sectors within the county as of third quarter 2011.

2011 Q3 TOTAL JOBS BY INDUSTRY Houston County, GA

Industry	Number Employed	Percent Employed
Health Care and Social Assistance	6564	18.8%
Retail Trade	6,323	18.1%
Accommodation and Food Services	5714	16.4%
Manufacturing	4890	14.0%
Professional, Scientific, and Technical Services	3277	9.4%
Administrative and Support and Waste Management	1576	4.5%
Transportation and Warehousing	1,147	3.3%
Other Services (except Public Administration)	1077	3.1%
Construction	1011	2.9%
Finance and Insurance	1008	2.9%
Wholesale Trade	537	1.5%
Real Estate and Rental and Leasing	506	1.5%
Arts, Entertainment, and Recreation	490	1.4%
Information	351	1.0%
Utilities	221	0.6%
Management of Companies and Enterprises	172	0.5%
Agriculture, Forestry, Fishing and Hunting	72	0.2%
Mining, Quarrying, and Oil and Gas Extraction	-	-
Educational Services	-	-
Public Administration	-	-
Total Employment	34,864	100.0%

Source: Georgia Department of Labor, Workforce Statistics & Economic Research, 6/2012.

As indicated above, in the third quarter of 2011 the healthcare/social assistance, retail trade, accommodation and food services, and manufacturing industries employed the largest percentage of people in the county. Data was not available for the public administration or educational services industries, two sectors that likely employ a large percentage of the population when considering that the two largest employers in the county, the U.S. Air Force and the Houston County Board of Education, are in these industries. The following table illustrates employment by industry for the PMA (versus the county as illustrated above) in 2010.

2010 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Public Administration	12,814	19.0%	6,916,821	5.1%
Health Care/Social Assistance	7,849	11.6%	18,891,157	13.9%
Retail Trade	7,680	11.4%	15,464,986	11.4%
Educational Services	7,100	10.5%	14,168,096	10.4%
Accommodation/Food Services	5,457	8.1%	9,114,767	6.7%
Manufacturing	4,713	7.0%	13,047,475	9.6%
Construction	3,549	5.3%	8,872,843	6.5%
Other Services (excl Publ Adm)	3,477	5.2%	6,679,783	4.9%
Prof/Scientific/Tech Services	3,035	4.5%	8,520,310	6.3%
Finance/Insurance	2,553	3.8%	6,883,526	5.1%
Transportation/Warehousing	2,334	3.5%	5,487,029	4.0%
Admin/Support/Waste Mgmt Svcs	2,088	3.1%	5,114,479	3.8%
Wholesale Trade	1,360	2.0%	4,407,788	3.2%
Real Estate/Rental/Leasing	1,033	1.5%	2,825,263	2.1%
Arts/Entertainment/Recreation	939	1.4%	2,628,374	1.9%
Information	679	1.0%	3,158,778	2.3%
Agric/Forestry/Fishing/Hunting	410	0.6%	1,790,318	1.3%
Utilities	326	0.5%	1,115,793	0.8%
Mining	73	0.1%	723,991	0.5%
Mgmt of Companies/Enterprises	0	0.0%	202,384	0.1%
Total Employment	67,469	100.0%	136,013,961	100.0%

Source: ESRI Demographics 2010, Novogradac & Company LLP, June 2012

The largest industry in the PMA is public administration followed by health care/social assistance, retail trade, and educational services. All of these industries except for retail trade are considered historically stable employers and therefore may have mitigated the negative impact of the current recession. The presence of the Warner Robins Air Force base accounts for the high rate of employment in public administration and is considered a stable and growing employer due to the 2005 BRAC expansion. Retail trade, however, is considered a volatile industry during the current recession and will likely experience continued layoffs. Industries that are underrepresented in the PMA when compared to the nation are manufacturing, construction, and professional/scientific/technological services.

3. Major Employers

The diversification of the economic base is indicated by the following list of Houston County's ten largest employers. We attempted to obtain a more current version of the major employers list in Houston County but to date have not received said information.

HOUSTON COUNTY 2009 MAJOR EMPLOYERS

#	Employer	Industry	Number of Employees
1	U.S. Air Force	Civil Service	21,377
2	Houston County Board of Education	Education	4,564
3	Houston County Healthcare	Healthcare	2,100
4	Perdue Farms	Agriculture	1,820
5	Frito-Lay	Manufacturing	1,225
6	Houston County	Public Administration	650
7	City of Warner Robins	Public Administration	562
8	Anchor Glass Container Corp.	Manufacturing	443
9	Middle Georgia Technical College	Education	332
10	Graphic Packaging	Manufacturing	304
TOTAL			33,377
Total Employment in MSA (2008)			65,733
Major Employers as % of MSA Total Employment (2008)			50.78%

Source: Houston County Economic Development Authority, 5/2009, most current available.

Major employers in the Subject’s PMA represent a variety of industries. The prevalence of stable employers such as education, healthcare, and public administration in Houston County may mitigate the negative effects of the current recession. These employers account for 89 percent of employment among the top employers. The largest employer is the Warner Robins Air Force Base, which comprised 33 percent of the county’s total employment in 2008. As previously discussed, the base is projected to experience a net gain of 749 jobs as a result of the 2005 BRAC. Due to the size of the base, the county does not offer a broad employment base as the ten largest employers comprise 51 percent of the county’s economy.

Expansions/Contractions

The following table lists the business closures and layoffs in southwest Georgia in 2010, 2011, and 2012 (year to date) according to the Georgia Department of Labor’s Business Closure and Layoff listing. The west central Georgia region includes: 21 counties: Baldwin, Bibb, Butts, Carroll, Coweta, Crawford, Heard, Houston, Jones, Lamar, Meriwether, Monroe, Pike, Peach, Pulaski, Putnam, Spalding, Troup, Twiggs, Upson, and Wilkinson.

West Central Georgia 2010 - 2012 Business Layoffs & Closures

Year	Company Name	City	County	Estimated Number Affected	Type
2012	Haband (An Orchard Brands Company)	Eatonton	Putnam	89	Closure
2012	Sears Holdings	Macon	Bibb	13	Closure
2012 TOTAL				102	
2011	Bway Corporation	Macon Drive	Bibb	73	Closure
2011	Fluor	Roopville	Carroll	50	Closure
2011	HIS Global Inc	Warner Robins	Houston	92	Closure
2011	Southern Textiles	Forsyth	Monroe	30	Non-Substantial Layoff
2011	Griffin Regional Youth Detention Center	Griffin	Spalding	70	Closure
2011 TOTAL				315	
2010	Genco	McDonough	Henry	50	Closure
2010	Cox Communications	Macon	Bibb	71	Non-Substantial Layoff
2010	T-Mobile	LaGrange	Troup	392	Closure
2010	Emerson Network Power Energy Systems	LaGrange	Troup	180	Closure
2010	The Step2 Company, LLC	Fort Valley	Peach	102	Closure
2010 TOTAL				795	

Source: Georgia Department of Labor Business Layoff/Closure Listing, retrieved 6/7/2012.

As the previous table illustrates, a total of 1,212 jobs were cut in west central Georgia from 2010 to the second quarter of 2012. Of these only 16 percent were from employers in the PMA and neither are located in Perry itself. This was considerably fewer jobs than were lost in 2008 and 2009 (4,676 jobs total). The slowdown of reported layoffs in the PMA is likely due to economic stability provided by the Warner Robins Air Force Base.

We are also aware of one major new employer in the area: a new nationwide first responder’s training center is currently being built in the Perry area. According to the Community Development Department, this development is projected to bring approximately 100 jobs to the local area.

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for the Warner Robbins, GA MSA (comprises Houston County) from 2001 to April 2012.

EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

Year	Total Employment	Warner Robbins, GA MSA			USA	
		% Change	Unemployment Rate	Change	Unemployment Rate	
2001	53,270	-	3.3%	-	4.7%	
2002	55,019	3.3%	3.7%	0.4%	5.8%	
2003	56,721	3.1%	3.6%	-0.1%	6.0%	
2004	58,024	2.3%	4.0%	0.4%	5.5%	
2005	60,052	3.5%	4.7%	0.7%	5.1%	
2006	63,403	5.6%	4.2%	-0.5%	4.6%	
2007	65,542	3.4%	4.0%	-0.2%	4.6%	
2008	65,962	0.6%	5.2%	1.2%	5.8%	
2009	65,182	-1.2%	7.1%	1.9%	9.3%	
2010	64,948	-0.4%	7.8%	0.7%	9.6%	
2011	64,824	-0.2%	7.8%	0.0%	8.9%	
2012 YTD Average*	65,657	1.3%	7.8%	0.0%	8.4%	
Apr-2011	64,992	-	7.3%	-	8.7%	
Apr-2012	65,431	0.7%	7.2%	-0.1%	7.7%	

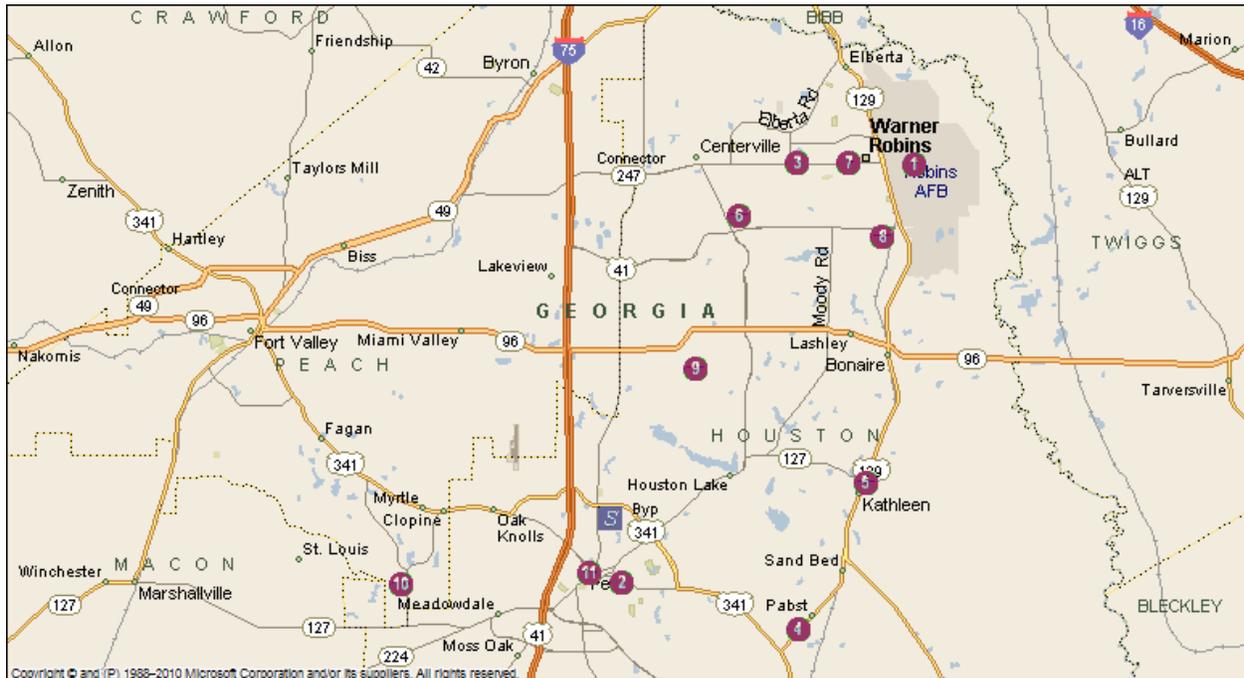
Source: U.S. Bureau of Labor Statistics April 2012

*2012 data is through Apr

The MSA posted strong employment growth from 2001 to 2007 but growth slowed significantly in 2008 followed by losses in total employment from 2009 through 2011 both of which were a direct result of the national recession. Overall, total employment in the MSA decreased by 1.75 percent due to the recession; this is considered limited when compared to the national decrease of 3.78 percent. Additionally, the 2011 to 2012 year-over-year comparison shows an increase in total employment in the MSA compared to a slight decrease for the nation as a whole. Trends in unemployment rates in the MSA and nation as a whole are similar to those in total employment. Overall, the local economy of the MSA has consistently outperformed national averages maintaining well below average unemployment rates. Relative economic stability in the MSA is likely due to stable employers in public administration, healthcare and education industries.

5. Map of Site and Major Employment Concentrations

The following map and table details the largest employers and employment centers in Houston County.



HOUSTON COUNTY 2009 MAJOR EMPLOYERS & EMPLOYMENT DISTRICTS

#	Employer	Industry	Number of Employees
1	U.S. Air Force	Civil Service	21,377
2	Houston County Board of Education	Education	4,564
3	Houston County Healthcare	Healthcare	2,100
4	Perdue Farms	Agriculture	1,820
5	Frito-Lay	Manufacturing	1,225
6	Houston County	Public Administration	650
7	City of Warner Robins	Public Administration	562
8	Anchor Glass Container Corp.	Manufacturing	443
9	Middle Georgia Technical College	Education	332
10	Graphic Packaging	Manufacturing	304
11	Downtown Perry	Downtown Business District	N/Ap

As illustrated, there are several major employers and employment centers located in close proximity to the Subject site.

Conclusion

The Warner Robins, GA MSA demonstrated steady total employment growth from 2001 to 2007 but consistent with national trends, total employment in the area slowed in 2008 and decreased from 2009 to 2011, albeit at a slower pace than the national average. Additionally, the 2011 to 2012 year-over-year comparison shows an increase in total employment in the MSA compared to a slight decrease for the nation as a whole. Trends in unemployment rates in the MSA and nation as a whole are similar to those in total employment. Overall, the local economy of the MSA has consistently outperformed national averages maintaining well below average unemployment rates. Relative economic stability in the MSA is likely due to stable employers in public administration, healthcare and education industries.

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 RESTRICTIONS

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

According to DCA, household size is assumed to be 1.5 persons per bedroom for LIHTC rent calculation purposes. For example, the maximum rent for a four-person household in a two-bedroom unit is based on an assumed household size of three persons (1.5 per bedroom). However, very few senior households have more than two persons. Therefore, we have used a maximum household size of two persons in our analysis.

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

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

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 July 2015, the anticipated date of market entry, as the base year for the analysis. Therefore, 2010 household population estimates are inflated to 2015 by interpolation of the difference between 2020 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 2015. This number takes the overall growth from 2000 to 2015 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. This data is interpolated using CHAS data based on appropriate income levels.

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 despite the fact that property managers at the two closest and most similar comparables, Phase I of the Subject and Gatwick Senior, both reported that the majority of the tenants were former 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

Property managers indicated that the majority of the tenants are from the local region of Peach and/or Houston counties. The percentage of households originating from outside of this area was reported to range from seven to 40 percent depending on the comparable property. Management at Phase I of the Subject reported the highest percentage of out of state tenants at approximately 40 percent. Management at Gatwick Senior Village, the only other senior LIHTC comparable in Perry, also reported a large out of state tenancy. We expect the Subject to feature a similarly large percentage of tenants originating from outside of the PMA. DCA guidelines allow for leakage of up to 15 percent. Therefore, we have accounted for 15 percent leakage from outside the PMA. 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.

3D. OTHER

DCA does not consider household turnover to be a source of market demand. Therefore, for the purposes of this report, we did not account for turnover in this demand analysis.

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 2010 to present and those that will be constructed through 2012 that are considered directly competitive.

ADDITIONS TO SUPPLY SINCE 2010

Property Name	Type	Year Built/Proposed	Competitive with Subject	Number of Units
Cameron Court II	LIHTC	2012	Yes	48
Potemkin Senior Village	LIHTC	2011	Yes	68

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. The following table illustrates overall vacancy in the market.

OVERALL VACANCY

Property name	Location	Type	Tenancy	Total Units	Vacant Units	Vacancy Rate
Cameron Court	Perry	LIHTC	Senior	64	1	1.6%
Gatwick Senior Village	Perry	LIHTC, Market	Senior	60	0	0.0%
Heathrow Senior Village	Byron	LIHTC	Senior	50	2	4.0%
Potemkin Senior Village	Warner Robins	LIHTC	Senior	68	0	0.0%
Ridgecrest Apartments	Warner Robins	LIHTC, Market	Senior	46	0	0.0%
Summit Rosemont Court	Warner Robins	LIHTC	Senior	34	1	2.9%
Windsor Court	Fort Valley	LIHTC, Market	Senior	56	0	0.0%
Timberwood Apartments	Perry	Market	Family	60	3	5.0%
Total				438	7	1.6%

As indicated, the average vacancy rate among competitive properties in the PMA is 1.6 percent; this equates to an average occupancy rate of 98.4 percent.

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 directly 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. It is worth mentioning that this includes all comparables with the exception of one, Timberwood Apartments. Timberwood Apartments is a family market rate development; despite the lack of an age-restriction however, management indicated that the majority of the tenants at the property are in fact seniors. Therefore, because the property is located within two miles of the proposed Subject we have included the property in the supply analysis to highlight the performance of a local market rate property with a large senior tenancy. Despite the property’s inclusion as a comparable property in the supply section, we do not

Competitive Property Analysis			
Heathrow Senior Village - Comparable 3		Percent	Comments
1	Location	1.00	Similar
2	Affordability	1.00	Similar
3	Property Type	1.00	Similar
4	Quality	0.75	Slightly inferior condition to Subject
Comparability Factor		0.75	

Competitive Property Analysis			
Ridgecrest Apartments - Comparable 5		Percent	Similar
1	Location	1.00	Slightly Superior
2	Affordability	1.00	More affordable
3	Property Type	0.50	Inferior property amenities
4	Quality	0.50	Slightly inferior condition to Subject
Comparability Factor		0.250	

Competitive Property Analysis			
Summit Rosemont Court - Comparable 6		Percent	Comments
1	Location	1.00	Slightly Superior
2	Affordability	1.00	More affordable
3	Property Type	0.25	Inferior amenities
4	Quality	0.25	Inferior condition to Subject
Comparability Factor		0.063	

Competitive Property Analysis			
Windsor Court - Comparable 7		Percent	Comments
1	Location	0.50	Slightly Inferior
2	Affordability	1.00	More affordable
3	Property Type	1.00	Similar
4	Quality	1.00	Similar
Comparability Factor		0.500	

Competitive Property Analysis

Property Name	Total Number of Units*	Comparability Factor	Units to be Deducted from Demand
Cameron Court II - New Supply	48	1.000	48
Potemkin Senior Village at Warner Robins - New Supply	68	1.000	68
Cameron Court I	64	1.000	64
Gatwick Senior Village	60	0.500	30
Heathrow Senior Village	50	0.750	38
Ridgecrest Apartments	46	0.250	12
Summit Rosemont Court	34	0.063	2
Windsor Court	56	0.500	28

*Total number of comparable units by bedroom type

The following table illustrates the total number of units removed based on existing properties as well as new properties to the market area built since 2010.

Additions To Supply (Cumulative)	50% AMI	60% AMI	Overall
One Bedroom	28	24	53
Two Bedroom	61	144	205
Three Bedroom	4	7	11
Total	94	176	269

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.

Capture Rates

All units at the Subject will be two-bedroom units. Management noted that of the current Phase I two-bedroom residents, nearly 88 percent are occupied by one-person households. A similar trend was reported for applications submitted for the Phase II units. For the purposes of this analysis we have estimated that approximately 75 percent of one-person households reside in two-bedroom units.

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

Cameron Court III, Perry, GA; Market Study

Renter Household Income Distribution 2000 to Projected Market Entry July 2015									
Cameron Court III									
PMA									
	2000		2010		Pj Mrkt Entry July 2015		Percent		Growth
	#	%	#	%	#	%	%		
\$0-9,999	599	28.7%	768	26.0%	871	24.0%			11.8%
\$10,000-19,999	425	20.4%	549	18.6%	648	17.8%			15.3%
\$20,000-29,999	396	19.0%	522	17.7%	595	16.4%			12.3%
\$30,000-39,999	277	13.3%	349	11.8%	428	11.8%			18.4%
\$40,000-49,999	105	5.0%	173	5.8%	250	6.9%			30.8%
\$50,000-59,999	87	4.2%	141	4.8%	177	4.9%			20.3%
\$60,000-74,999	74	3.6%	151	5.1%	191	5.3%			21.2%
\$75,000-99,999	73	3.5%	179	6.1%	246	6.8%			27.4%
\$100,000+	52	2.5%	124	4.2%	226	6.2%			45.3%
Total	2,088	100.0%	2,956	100.0%	3,633	100.0%			18.6%

Renter Household Income Distribution Projected Market Entry July 2015			
Cameron Court III			
PMA			
	Pj Mrkt Entry July 2015		Change 2000 to Pj Mrkt Entry July 2015
	#	%	#
\$0-9,999	871	24.0%	371
\$10,000-19,999	648	17.8%	276
\$20,000-29,999	595	16.4%	253
\$30,000-39,999	428	11.8%	182
\$40,000-49,999	250	6.9%	106
\$50,000-59,999	177	4.9%	75
\$60,000-74,999	191	5.3%	81
\$75,000-99,999	246	6.8%	105
\$100,000+	226	6.2%	96
Total	3,633	100.0%	1,546

Tenure Pj Mrkt Entry July 2015	
Renter	17.0%
Owner	83.0%
Total	100.0%

Renter Household Size for Pj Mrkt Entry July 2015		
Size	Number	Percentage
1	2,047	56.4%
2	856	23.6%
3	432	11.9%
4	172	4.7%
5+	125	3.5%
Total	3,633	100.0%

Renter Household Size for 2000 55+		
Size	Number	Percentage
1	1,155	55.3%
2	544	26.0%
3	214	10.3%
4	94	4.5%
5+	81	3.9%
Total	2,088	100.0%

50% AMI

Calculation of Potential Household Demand by Income Cohort by % of AMI				50%	
Percent of AMI Level				\$20,910	
Minimum Income Limit				\$27,750	2
Maximum Income Limit					
Income Category	New Renter Households - Total Change in Households PMA 2000 to Pj Mrkt Entry July 2015		Income Brackets	Percent within Cohort	Renter Households within Bracket
	July 2015				
\$0-9,999	371	24.0%		0.0%	0
\$10,000-19,999	276	17.8%		0.0%	0
\$20,000-29,999	253	16.4%	6,840	68.4%	173
\$30,000-39,999	182	11.8%		0.0%	0
\$40,000-49,999	106	6.9%		0.0%	0
\$50,000-59,999	75	4.9%		0.0%	0
\$60,000-74,999	81	5.3%		0.0%	0
\$75,000-99,999	105	6.8%		0.0%	0
\$100,000+	96	6.2%		0.0%	0
	1,546	100.0%			173
Percent of renter households within limits versus total number of renter households					11.20%

Calculation of New Renter Household Demand by Income Cohort by % of AMI				50%	
Percent of AMI Level				\$20,910	
Minimum Income Limit				\$27,750	2
Maximum Income Limit					
Income Category	Total Renter Households PMA Pj Mrkt Entry July 2015		Income Brackets	Percent within Cohort	Households within Bracket
	July 2015				
\$0-9,999	871	24.0%	0	0.0%	0
\$10,000-19,999	648	17.8%	0	0.0%	0
\$20,000-29,999	595	16.4%	6,840	68.4%	407
\$30,000-39,999	428	11.8%	0	0.0%	0
\$40,000-49,999	250	6.9%	0	0.0%	0
\$50,000-59,999	177	4.9%	0	0.0%	0
\$60,000-74,999	191	5.3%	0	0.0%	0
\$75,000-99,999	246	6.8%	0	0.0%	0
\$100,000+	226	6.2%	0	0.0%	0
	3,633	100.0%			407
Percent of renter households within limits versus total number of renter households					11.20%

Does the Project Benefit from Rent Subsidy? (Y/N)	No
Type of Housing (Family vs Senior)	Senior
Location of Subject (Rural versus Urban)	Rural
Percent of Income for Housing	40%
2000 Median Income	\$42,255
Pj Mrkt Entry July 2015 Median Income	\$60,862
Change from 2000 to Pj Mrkt Entry July 2015	\$18,607
Total Percent Change	44.0%
Average Annual Change	7.3%
Inflation Rate	7.3%
	Two year adjustment
	1.0000
Maximum Allowable Income	\$27,750
Maximum Allowable Income Inflation Adjusted	\$27,750
Maximum Number of Occupants	2
Rent Income Categories	50%
Initial Gross Rent for Smallest Unit	\$697
Initial Gross Rent for Smallest Unit Inflation Adjusted	\$697.00

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	25%	75%	0%	0%	0%	100%
2	0%	15%	85%	0%	0%	0%	100%
3	0%	0%	0%	50%	50%	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 July 2015

Income Target Population		50%
New Renter Households PMA		1,546
Percent Income Qualified		11.2%
New Renter Income Qualified Households		173

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		3,633
Income Qualified		11.2%
Income Qualified Renter Households		407
Percent Rent Overburdened Prj Mrkt Entry July 2015		25.7%
Rent Overburdened Households		104

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		407
Percent Living in Substandard Housing		0.3%
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		17701
Rural Versus Urban	0.4%	
Senior Demand Converting from Homeownership		74

Total Demand

Total Demand from Existing Households		180
Adjustment Factor - Leakage from SMA (use 115% for DCA)	115%	27
Adjusted Demand from Existing Households		207
Total New Demand		173
Total Demand (New Plus Existing Households)		380

Demand from Seniors Who Convert from Homeownership		74
Percent of Total Demand From Homeownership Conversion		19.6%
Is this Demand Over 20 percent of Total Demand?		No

By Bedroom Demand

One Person	56.4%	214
Two Persons	23.6%	89
Three Persons	11.9%	45
Four Persons	4.7%	18
Five Persons	3.5%	13
Total	100.0%	380

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
<hr/>		
Of one-person households in 1BR units	25%	54
Of two-person households in 1BR units	15%	13
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
<hr/>		
Of one-person households in 2BR units	75%	161
Of two-person households in 2BR units	85%	76
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
<hr/>		
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	50%	23
Of four-person households in 3BR units	80%	14
Of five-person households in 3BR units	70%	9
<hr/>		
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	50%	23
Of four-person households in 4BR units	20%	4
Of five-person households in 4BR units	30%	4
<hr/>		
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0

Total Demand 380

Check OK

Total Demand by Bedroom 50%

2 BR 237

Total Demand 237

Additions To Supply 2000 to Prj Mrkt Entry July 2015 50%

2 BR 61

Total 61

Net Demand 50%

2 BR 176

Total 176

Developer's Unit Mix 50%

2 BR 9

Total 9

Capture Rate Analysis 50%

2 BR 5.1%

Total 5.1%

60%AMI

Calculation of Potential Household Demand by Income Cohort by % of AMI				60%	
Percent of AMI Level				\$20,910	
Minimum Income Limit				\$33,300	2
Maximum Income Limit					
Income Category	New Renter Households - Total Change in Households PMA 2000 to Pj Mrkt Entry July 2015		Income Brackets	Percent within Cohort	Renter Households within Bracket
	July 2015				
\$0-9,999	371	24.0%		0.0%	0
\$10,000-19,999	276	17.8%		0.0%	0
\$20,000-29,999	253	16.4%	9,089	90.9%	230
\$30,000-39,999	182	11.8%	3,300	33.0%	60
\$40,000-49,999	106	6.9%		0.0%	0
\$50,000-59,999	75	4.9%		0.0%	0
\$60,000-74,999	81	5.3%		0.0%	0
\$75,000-99,999	105	6.8%		0.0%	0
\$100,000+	96	6.2%		0.0%	0
	1,546	100.0%			290
Percent of renter households within limits versus total number of renter households					18.77%

Calculation of New Renter Household Demand by Income Cohort by % of AMI				60%	
Percent of AMI Level				\$20,910	
Minimum Income Limit				\$33,300	2
Maximum Income Limit					
Income Category	Total Renter Households PMA Pj Mrkt Entry July 2015		Income Brackets	Percent within Cohort	Households within Bracket
	July 2015				
\$0-9,999	871	24.0%	0	0.0%	0
\$10,000-19,999	648	17.8%	0	0.0%	0
\$20,000-29,999	595	16.4%	9,089	90.9%	541
\$30,000-39,999	428	11.8%	3,300	33.0%	141
\$40,000-49,999	250	6.9%	0	0.0%	0
\$50,000-59,999	177	4.9%	0	0.0%	0
\$60,000-74,999	191	5.3%	0	0.0%	0
\$75,000-99,999	246	6.8%	0	0.0%	0
\$100,000+	226	6.2%	0	0.0%	0
	3,633	100.0%			682
Percent of renter households within limits versus total number of renter households					18.77%

Does the Project Benefit from Rent Subsidy? (Y/N)	No
Type of Housing (Family vs Senior)	Senior
Location of Subject (Rural versus Urban)	Rural
Percent of Income for Housing	40%
2000 Median Income	\$42,255
Pj Mrkt Entry July 2015 Median Income	\$60,862
Change from 2000 to Pj Mrkt Entry July 2015	\$18,607
Total Percent Change	44.0%
Average Annual Change	7.3%
Inflation Rate	7.3%
	Two year adjustment
	1.0000
Maximum Allowable Income	\$33,300
Maximum Allowable Income Inflation Adjusted	\$33,300
Maximum Number of Occupants	2
Rent Income Categories	60%
Initial Gross Rent for Smallest Unit	\$697
Initial Gross Rent for Smallest Unit Inflation Adjusted	\$697.00

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	25%	75%	0%	0%	0%	100%
2	0%	15%	85%	0%	0%	0%	100%
3	0%	0%	0%	50%	50%	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 July 2015

Income Target Population		60%
New Renter Households PMA		1,546
Percent Income Qualified		18.8%
New Renter Income Qualified Households		290

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

Demand from Existing Households 2000

Demand form Rent Overburdened Households

Income Target Population		60%
Total Existing Demand		3,633
Income Qualified		18.8%
Income Qualified Renter Households		682
Percent Rent Overburdened Prj Mrkt Entry July 2015		25.7%
Rent Overburdened Households		175

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		682
Percent Living in Substandard Housing		0.3%
Households Living in Substandard Housing		2

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

Senior Households Converting from Homeownership

Income Target Population		60%
Total Senior Homeowners		17701
Rural Versus Urban	0.7%	
Senior Demand Converting from Homeownership		124

Total Demand

Total Demand from Existing Households		301
Adjustment Factor - Leakage from SMA (use 115% for DCA)	115%	45
Adjusted Demand from Existing Households		346
Total New Demand		290
Total Demand (New Plus Existing Households)		636

Demand from Seniors Who Convert from Homeownership		124
Percent of Total Demand From Homeownership Conversion		19.5%
Is this Demand Over 20 percent of Total Demand?		No

By Bedroom Demand

One Person	56.4%	358
Two Persons	23.6%	150
Three Persons	11.9%	76
Four Persons	4.7%	30
Five Persons	3.5%	22
Total	100.0%	636

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
<hr/>		
Of one-person households in 1BR units	25%	90
Of two-person households in 1BR units	15%	22
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
<hr/>		
Of one-person households in 2BR units	75%	269
Of two-person households in 2BR units	85%	127
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
<hr/>		
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	50%	38
Of four-person households in 3BR units	80%	24
Of five-person households in 3BR units	70%	15
<hr/>		
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	50%	38
Of four-person households in 4BR units	20%	6
Of five-person households in 4BR units	30%	7
<hr/>		
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
<hr/>		
Total Demand		636
Check		OK
<hr/>		
Total Demand by Bedroom		60%
2 BR		396
Total Demand		396
<hr/>		
Additions To Supply 2000 to Prj Mrkt Entry July 2015		60%
2 BR		144
Total		144
<hr/>		
Net Demand		60%
2 BR		252
Total		252
<hr/>		
Developer's Unit Mix		60%
2 BR		47
Total		47
<hr/>		
Capture Rate Analysis		60%
2 BR		18.7%
Total		18.7%

Overall

Calculation of Potential Household Demand by Income Cohort by % of AMI						
Percent of AMI Level			Overall			
Minimum Income Limit			\$20,910			
Maximum Income Limit			\$33,300	2		
Income Category	New Renter Households - Total Change in Households PMA 2000 to Pj Mrkt Entry July 2015		Income Brackets	Percent within Cohort	Renter Households within Bracket	
	Count	Percentage			Count	Percentage
\$0-9,999	371	24.0%		0.0%	0	
\$10,000-19,999	276	17.8%		0.0%	0	
\$20,000-29,999	253	16.4%	9,089	90.9%	230	
\$30,000-39,999	182	11.8%	3,300	33.0%	60	
\$40,000-49,999	106	6.9%		0.0%	0	
\$50,000-59,999	75	4.9%		0.0%	0	
\$60,000-74,999	81	5.3%		0.0%	0	
\$75,000-99,999	105	6.8%		0.0%	0	
\$100,000+	96	6.2%		0.0%	0	
					290	
Percent of renter households within limits versus total number of renter households			18.77%			

Calculation of New Renter Household Demand by Income Cohort by % of AMI						
Percent of AMI Level			Overall			
Minimum Income Limit			\$20,910			
Maximum Income Limit			\$33,300	2		
Income Category	Total Renter Households PMA Pj Mrkt Entry July 2015		Income Brackets	Percent within Cohort	Households within Bracket	
	Count	Percentage			Count	Percentage
\$0-9,999	871	24.0%	0	0.0%	0	
\$10,000-19,999	648	17.8%	0	0.0%	0	
\$20,000-29,999	595	16.4%	9,089	90.9%	541	
\$30,000-39,999	428	11.8%	3,300	33.0%	141	
\$40,000-49,999	250	6.9%	0	0.0%	0	
\$50,000-59,999	177	4.9%	0	0.0%	0	
\$60,000-74,999	191	5.3%	0	0.0%	0	
\$75,000-99,999	246	6.8%	0	0.0%	0	
\$100,000+	226	6.2%	0	0.0%	0	
					682	
Percent of renter households within limits versus total number of renter households			18.77%			

Does the Project Benefit from Rent Subsidy? (Y/N)	No
Type of Housing (Family vs Senior)	Senior
Location of Subject (Rural versus Urban)	Rural
Percent of Income for Housing	40%
2000 Median Income	\$42,255
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Change from 2000 to Pj Mrkt Entry July 2015	\$18,607
Total Percent Change	44.0%
Average Annual Change	7.3%
Inflation Rate	7.3%
Maximum Allowable Income	\$33,300
Maximum Allowable Income Inflation Adjusted	\$33,300
Maximum Number of Occupants	2
Rent Income Categories	Overall
Initial Gross Rent for Smallest Unit	\$697
Initial Gross Rent for Smallest Unit Inflation Adjusted	\$697.00

Persons in Household	OBR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	25%	75%	0%	0%	0%	100%
2	0%	15%	85%	0%	0%	0%	100%
3	0%	0%	0%	50%	50%	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 July 2015

Income Target Population		Overall
New Renter Households PMA		1,546
Percent Income Qualified		18.8%
New Renter Income Qualified Households		290

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		3,633
Income Qualified		18.8%
Income Qualified Renter Households		682
Percent Rent Overburdened Prj Mrkt Entry July 2015		25.7%
Rent Overburdened Households		175

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		682
Percent Living in Substandard Housing		0.3%
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		17701
Rural Versus Urban	0.7%	
Senior Demand Converting from Homeownership		127

Total Demand

Total Demand from Existing Households		305
Adjustment Factor - Leakage from SMA (use 115% for DCA)	115%	46
Adjusted Demand from Existing Households		350
Total New Demand		290
Total Demand (New Plus Existing Households)		640

Demand from Seniors Who Convert from Homeownership		127
Percent of Total Demand From Homeownership Conversion		19.9%
Is this Demand Over 20 percent of Total Demand?		No

By Bedroom Demand

One Person	56.4%	361
Two Persons	23.6%	151
Three Persons	11.9%	76
Four Persons	4.7%	30
Five Persons	3.5%	22
Total	100.0%	640

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
<hr/>		
Of one-person households in 1BR units	25%	90
Of two-person households in 1BR units	15%	23
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
<hr/>		
Of one-person households in 2BR units	75%	270
Of two-person households in 2BR units	85%	128
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
<hr/>		
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	50%	38
Of four-person households in 3BR units	80%	24
Of five-person households in 3BR units	70%	15
<hr/>		
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	50%	38
Of four-person households in 4BR units	20%	6
Of five-person households in 4BR units	30%	7
<hr/>		
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0

Total Demand	640
Check	OK

Total Demand by Bedroom	Overall
2 BR	399
Total Demand	399

Additions To Supply 2000 to Prj Mrkt Entry July 2015	Overall
2 BR	205
Total	205

Net Demand	Overall
2 BR	194
Total	194

Developer's Unit Mix	Overall
2 BR	56
Total	56

Capture Rate Analysis	Overall
2 BR	28.9%
Total	28.9%

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 by 4.1 percent between 2010 and 2015.
- The Subject will offer 56 two-bedroom units for seniors ages 55 and older earning 50 and 60 percent of the AMI, or less. Currently there are only three vacant two-bedroom age-restricted units in the market for a vacancy rate of 1.1 percent. The low vacancy rate together with the presence of waiting lists and the reasonable capture rates illustrated above are indicative of demand for additional age-restricted two-bedroom LIHTC units in the market.
- 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

Unit Size	Income limits	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band Min-Max	Proposed Rents
2BR	50%	9	237	61	176	5.1%	7-8 months	\$526	\$199	\$470
2BR	60%	47	396	144	252	18.7%	7-8 months	\$526	\$199	\$470

Demand and Net Demand

	HH at 50% AMI (min to max income)	HH at 60% AMI (min to max income)	All Tax Credit Households
Demand from New Households (age and income appropriate)	173	290	290
PLUS	+	+	+
Demand from Existing Renter Households - Substandard Housing	1	2	2
PLUS	+	+	+
Demand from Existing Renter Housholds - Rent Overburdened Households	104	175	175
PLUS	+	+	+
Secondary Market Demand adjustment IF ANY Subject to 15% Limitation	27	45	46
Sub Total	306	512	513
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 20% where applicatble)	74	124	127
Equals Total Demand	380	636	640
Less	-	-	-
Supply of comparable LIHTC or Market Rate housing units built and/or planned in the projected market between 2000 and the present	61	144	205
Equals Net Demand	320	492	436

As the analysis illustrates, the Subject’s capture rates at range from 5.1 percent for the 50 percent AMI units to 18.7 percent for the 60 percent AMI units with an overall capture rate of 28.9 percent. Therefore, 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 eight “true” comparable properties containing 438 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 LIHTC data is considered good. There are seven senior LIHTC properties in the PMA. Of these, three also offer unrestricted units. These properties are located in Perry, Warner Robbins, Byron, and Fort Valley. The following table illustrates a comparison of these cities.

Location Comparison

Location	2010 Median HH Income	2010 Median Gross Rent
Fort Valley	\$29,255	\$570
Byron	\$52,656	\$718
Perry	\$56,810	\$680
Warner Robbins	\$45,109	\$762

Source: U.S. Census Bureau, 2010 data.

As illustrated above, while the median household income and median rents in Byron, Perry, and Warner Robbins are relatively similar, both the median household income and the median rent in Fort Valley is well below that of the other three cities. While Warner Robbins features a similar median household income and median rent to that of Byron and Perry, Warner Robbins is a considerably larger city with greater access to retail, major employers, etc. Overall, Fort Valley is considered a slightly inferior location when compared to Perry, Byron similar to that of Perry, and Warner Robbins slightly superior when compared to Perry.

We have also included one market rate with a large senior tenancy. Overall, we consider the availability of both LIHTC and market rate data to be good.

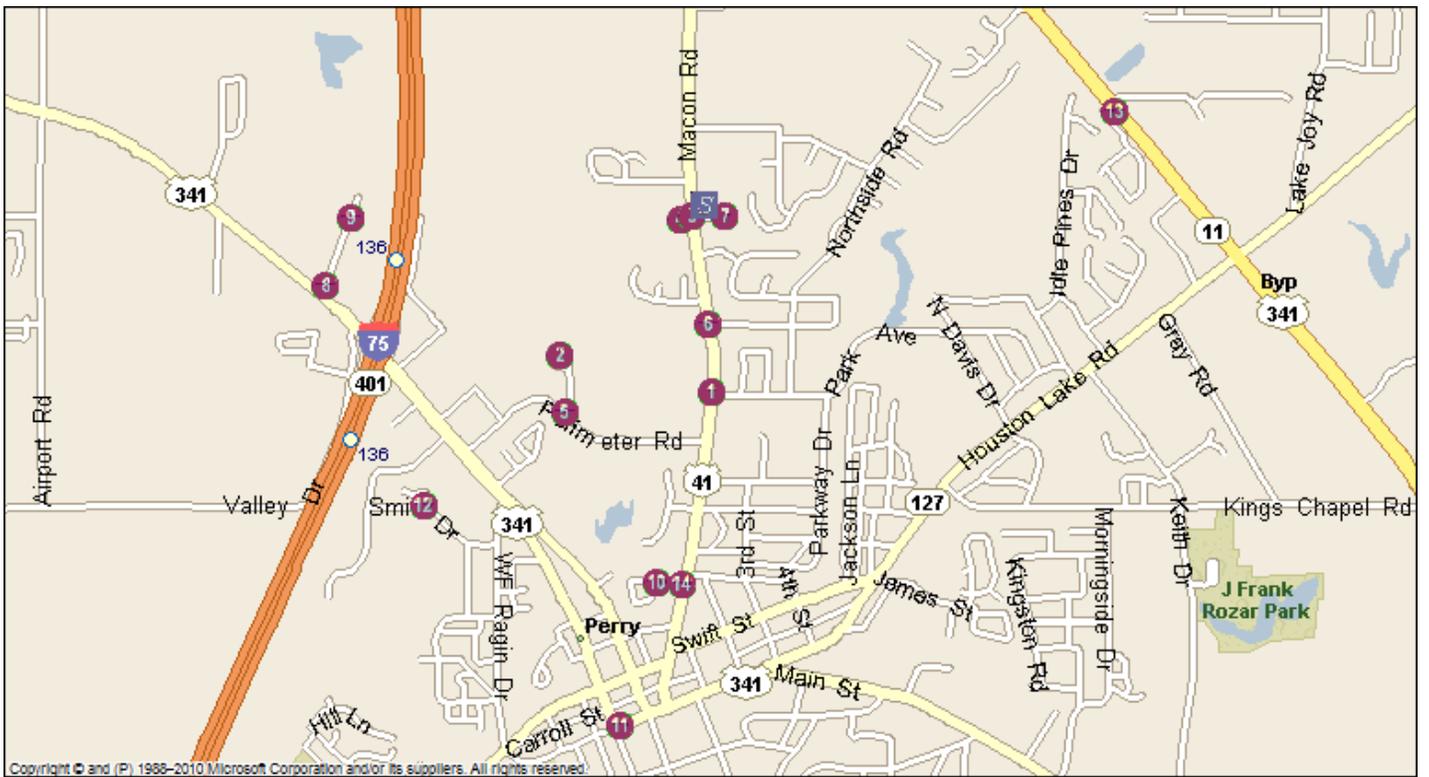
General Market Overview/Included/Excluded Properties

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

The following map illustrates the location of the Subject site and properties located within two miles of the Subject site.

Cameron Court III, Perry, GA; Market Study



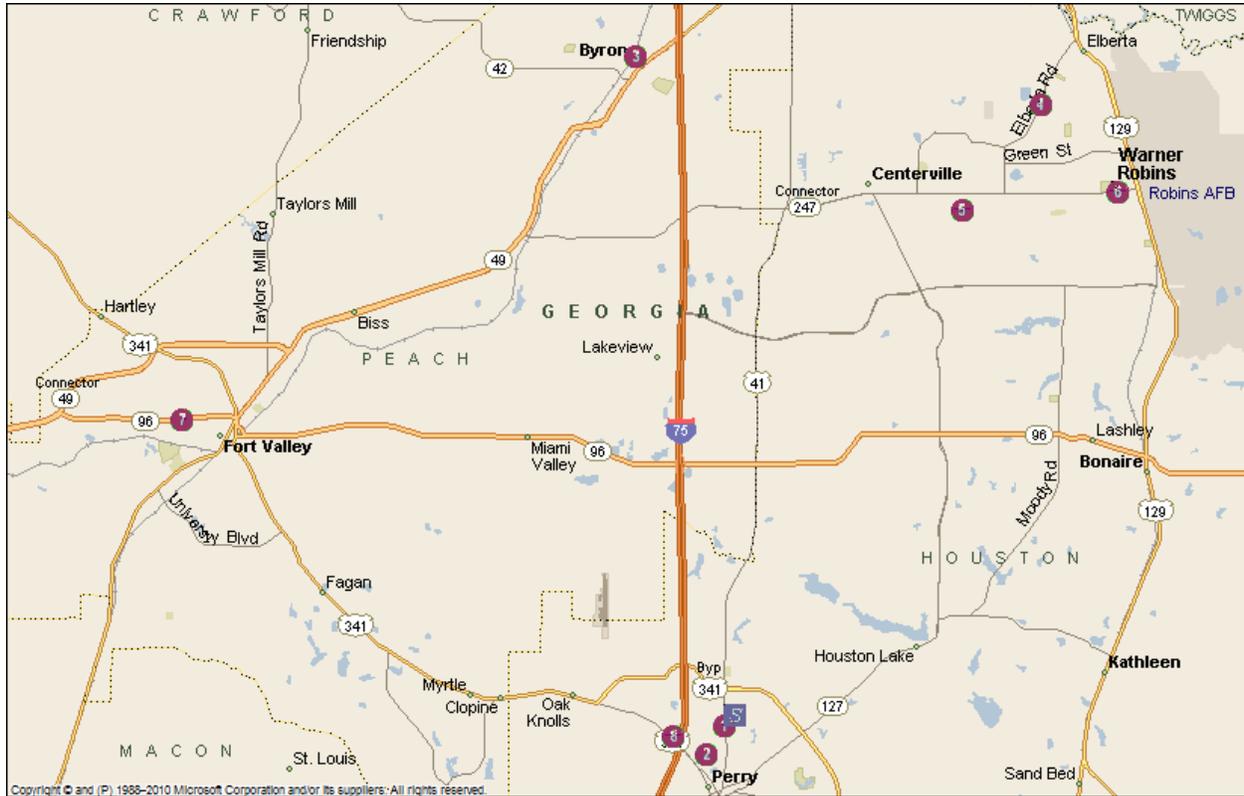
GENERAL MARKET OVERVIEW

Map #	Name	Distance	Type	Occupancy	Included /Excluded	Reason for Exclusion
1	Commodore Manor	0.5 miles	RD - Family	100.0%	Excluded	Rent Subsidized - Tenancy not Comparable
2	Perry Public Housing	1.1 miles	PHA - Family	100.0%	Excluded	Rent Subsidized - Tenancy not Comparable
3	Cameron Court I	0.1 miles	LIHTC - Senior	98.4%	Included	N/Ap
4	Cameron Court II	0.1 miles	LIHTC - Senior	0.0%	Excluded	Under Construction
5	Gatwick Senior	1.0 miles	LIHTC/Market - Senior	100.0%	Included	N/Ap
6	Ashton Landing	0.3 miles	LIHTC - Family	98.1%	Excluded	Tenancy not comparable
7	Winslow Place	0.1 miles	Market - Family	97.9%	Excluded	Tenancy not comparable
8	Timberwood Apartments	1.9 miles	Market - Family	95.0%	Included	N/Ap
9	Pinebrook Apartments	2.0 miles	Market - Family	N/Av	Excluded	Tenancy not comparable
10	Heritage Apartments	0.9 miles	Market - Family	N/Av	Excluded	Tenancy not comparable
11	Mullins Apartments I & II	1.5 miles	Market - Family	N/Av	Excluded	Tenancy not comparable
12	Sam Heights Apartments	1.8 miles	Market - Family	N/Av	Excluded	Tenancy not comparable
13	Hampton Place	1.9 miles	Market - Family	90.8%	Excluded	Tenancy not comparable
14	Heritage Square	0.9 miles	Market - Family	N/Av	Excluded	Tenancy not comparable

There are three affordable properties in the immediate neighborhood, Commodore Manor, Perry Public Housing, and Ashton Landing, that are not considered directly comparable with the Subject but for which we did obtain additional information due to the proximity. Commodore Manor is a family rural development property with 53 units all of which are currently occupied and there are approximately 13 households on the waiting list. The public housing development has 50 units all of which are occupied and the estimated waiting time ranges from six months to one year depending on the unit type. Finally, Ashton Landing is a family LIHTC property offering 108 two- and three-bedroom units to families earning 50 and 60 percent of the AMI, or less. Presently the property is 98.1 percent occupied and is achieving two-bedroom rents of \$450 and \$600 at the 50 and 60 percent AMI levels, respectively. The Subject's proposed rent of \$470 is slightly above the current 50 percent AMI rent at Ashton Landing but well below the 60 percent rent. Management at Ashton Landing reported that while the majority of the residents are families there are some seniors that reside at the property in the two-bedroom units.

Comparable Rental Property Map

The following map and corresponding table illustrates the location of the Subject and properties in the PMA deemed to be most comparable to the proposed Subject.



COMPARABLE PROPERTIES

#	Property Name	City	Type	Tenancy	Distance
1	Cameron Court	Perry	LIHTC	Senior	0.1 miles
2	Gatwick Senior Village	Perry	LIHTC/Market	Senior	1.0 miles
3	Heathrow Senior Village	Byron	LIHTC	Senior	14.2 miles
4	Potemkin Senior Village	Warner Robins	LIHTC	Senior	17.7 miles
5	Ridgecrest Apartments	Warner Robins	LIHTC/Market	Senior	15.4 miles
6	Summit Rosemont Court	Warner Robins	LIHTC	Senior	18.0 miles
7	Windsor Court	Fort Valley	LIHTC/Market	Senior	14.9 miles
8	Timberwood Apartments	Perry	Market	Family	1.9 miles

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

Cameron Court III, Perry, GA; Market Study

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	Cameron Court III 1806 Macon Rd Perry, GA 31069 Houston County	n/a	One-story 2015 / n/a	@ 50%, @ 60%	2BR / 2BA	9	16.10%	@ 50%	\$470	1,100	no		N/A	N/A	
					2BR / 2BA	47	83.90%	@ 60%	\$470	1,100	no		N/A	N/A	
						56	100%						N/A	N/A	
1	Cameron Court 1807 Macon Rd Perry, GA 31069 Houston County	0.1 mile	One-story (age-restricted) 2009 / n/a	@ 50%, @ 60%	1BR / 1BA	3	4.70%	@ 50%	\$410	835	no	56 HH	0	0.00%	
					1BR / 1BA	5	7.80%	@ 60%	\$410	835	no	56 HH	0	0.00%	
					2BR / 2BA	17	26.60%	@ 50%	\$460	1,101	no	56 HH	1	5.90%	
					2BR / 2BA	31	48.40%	@ 60%	\$460	1,101	no	56 HH	0	0.00%	
					3BR / 2BA	3	4.70%	@ 50%	\$510	1,318	no	56 HH	0	0.00%	
					3BR / 2BA	5	7.80%	@ 60%	\$510	1,318	no	56 HH	0	0.00%	
						64	100%							1	1.60%
2	Gatwick Senior Village 901 Perimeter Road Perry, GA 31008 Houston County	1 mile	Garden (age-restricted) 2002 / n/a	@ 50%, @ 60%, Market	1BR / 1BA	30	50.00%	@ 50%	\$410	800	no	3 HH	0	0.00%	
					1BR / 1BA	2	3.30%	@ 60%	\$410	800	no	No	0	0.00%	
					1BR / 1BA	8	13.30%	Market	\$430	800	n/a	No	0	0.00%	
					2BR / 2BA	10	16.70%	@ 50%	\$460	1,038	no	6 HH	0	0.00%	
					2BR / 2BA	6	10.00%	@ 60%	\$460	1,038	no	No	0	0.00%	
					2BR / 2BA	4	6.70%	Market	\$490	1,038	n/a	No	0	0.00%	
						60	100%							0	0.00%
3	Heathrow Senior Village 1000 Heathrow Way Byron, GA 31008 Crawford County	14.2 miles	Garden (age-restricted) 2006 / n/a	@ 30%, @ 50%, @ 60%	1BR / 1BA	2	4.00%	@ 30%	\$161	891	yes	13 HH	0	0.00%	
					1BR / 1BA	3	6.00%	@ 50%	\$370	891	no	13 HH	0	0.00%	
					1BR / 1BA	3	6.00%	@ 60%	\$430	891	no	13 HH	0	0.00%	
					2BR / 2BA	3	6.00%	@ 30%	\$181	1,139	yes	13 HH	1	33.30%	
					2BR / 2BA	9	18.00%	@ 50%	\$432	1,139	no	13 HH	0	0.00%	
					2BR / 2BA	26	52.00%	@ 60%	\$480	1,139	no	13 HH	0	0.00%	
					3BR / 2BA	1	2.00%	@ 50%	\$485	1,337	no	13 HH	1	100.00%	
					3BR / 2BA	3	6.00%	@ 60%	\$530	1,337	no	13 HH	0	0.00%	
						50	100%							2	4.00%
4	Potemkin Senior Village At Warner Robins 710 Elberta Road Warner Robins, GA 31093 Houston County	17.7 miles	One-story (age-restricted) 2011 / n/a	@ 30%, @ 50%, @ 60%	2BR / 2BA	4	5.90%	@ 30%	\$265	1,044	yes	80 HH	0	0.00%	
					2BR / 2BA	14	20.60%	@ 50%	\$465	1,044	yes	80 HH	0	0.00%	
					2BR / 2BA	50	73.50%	@ 60%	\$465	1,044	no	80 HH	0	0.00%	
						68	100%							0	0.00%
														0	0.00%
5	Ridgecrest Apartments 301 Millside Drive Warner Robins, GA 31088 Houston County	15.4 miles	Duplex (age-restricted) 2003 / n/a	@ 50%, Market	1BR / 1BA	12	26.10%	@ 50%	\$402	817	yes	1 HH	0	0.00%	
					1BR / 1BA	4	8.70%	Market	\$495	817	n/a	No	0	0.00%	
					2BR / 2BA	21	45.70%	@ 50%	\$437	978	yes	4 HH	0	0.00%	
					2BR / 2BA	9	19.60%	Market	\$595	978	n/a	No	0	0.00%	
						46	100%							0	0.00%
6	Summit Rosemont Court 127 South Sixth Street Warner Robins, GA 31088 Houston County	18 miles	Midrise (age-restricted) 1970s / 1999	@ 60%	1BR / 1BA	13	38.20%	@ 60%	\$298	481	no	2 HH	0	0.00%	
					2BR / 1BA	21	61.80%	@ 60%	\$348	618	no	No	1	4.80%	
						34	100%							1	2.90%
7	Windsor Court 1201 Orange St Fort Valley, GA 31030 Peach County	14.9 miles	Duplex (age-restricted) 2009 / n/a	@ 50%, @ 60%, Market	1BR / 1BA	8	14.30%	@ 50%	\$370	891	yes	None	0	0.00%	
					1BR / 1BA	10	17.90%	@ 60%	\$370	891	yes	None	0	0.00%	
					1BR / 1BA	2	3.60%	Market	\$370	891	n/a	None	0	0.00%	
					2BR / 2BA	13	23.20%	@ 50%	\$415	1,139	yes	None	0	0.00%	
					2BR / 2BA	19	33.90%	@ 60%	\$415	1,139	yes	None	0	0.00%	
					2BR / 2BA	4	7.10%	Market	\$415	1,139	n/a	None	0	0.00%	
						56	100%							0	0.00%
8	Timberwood Apartments 710 Mason Terrace Perry, GA 31069 Houston County	1.9 miles	One-story 1970s / n/a	Market	Studio / 1BA	N/A	N/A	Market	\$479	288	n/a	None	1	N/A	
					1BR / 1BA	N/A	N/A	Market	\$529	576	n/a	None	2	N/A	
					2BR / 1BA	N/A	N/A	Market	\$629	864	n/a	Yes	0	N/A	
					2BR / 2BA	N/A	N/A	Market	\$659	864	n/a	Yes	0	N/A	
						60	100%							3	5.00%

Cameron Court III, Perry, GA; Market Study

UNIT MATRIX REPORT

2BR / 2BA	Cameron Court III	Cameron Court	Gatwick Senior Village	Heathrow Senior Village	Potemkin Senior Village	Ridgecrest Apartments	Summit Rosemont Court	Windsor Court	Timberwood Apartments
Comp #	Subject	1	2	3	4	5	6	7	8
Distance from Subject	n/a	0.1 mile	1 mile	14.2 miles	17.7 miles	15.4 miles	18 miles	14.9 miles	1.9 miles
Unit Types									
Market									
Bath/Bedroom	--	--	2BR / 2BA	--	--	2BR / 2BA	--	2BR / 2BA	2BR / 2BA
Base Rent/Month	--	--	\$490	--	--	\$595	--	\$395	\$639
Unit GLA (SF)	--	--	1,038	--	--	978	--	1,139	864
Adjusted Utility Base Rent	--	--	\$490	--	--	\$595	--	\$415	\$659
@50%									
Bath/Bedroom	2BR / 2BA	2BR / 2BA	2BR / 2BA	2BR / 2BA	2BR / 2BA	2BR / 2BA	--	2BR / 2BA	--
Base Rent/Month	\$470	\$460	\$460	\$432	\$465	\$437	--	\$395	--
Unit GLA (SF)	1,100	1,101	1,038	1,139	1,044	978	--	1,139	--
Adjusted Utility Base Rent	\$470	\$460	\$460	\$432	\$465	\$437	--	\$415	--
@60%									
Bath/Bedroom	2BR / 2BA	2BR / 2BA	2BR / 2BA	2BR / 2BA	2BR / 2BA	--	2BR / 1BA	2BR / 2BA	--
Base Rent/Month	\$470	\$460	\$460	\$480	\$465	--	\$575	\$395	--
Unit GLA (SF)	1,100	1,101	1,038	1,139	1,044	--	618	1,139	--
Adjusted Utility Base Rent	\$470	\$460	\$460	\$480	\$465	--	\$348	\$415	--
Property Information									
Property Type	One-story	One-story (age-restricted)	Garden (age-restricted)	Garden (age-restricted)	One-story (age-restricted)	Duplex (age-restricted)	Midrise (age-restricted)	Duplex (age-restricted)	One-story
Year Built	2015 / n/a	2009 / n/a	2002 / n/a	2006 / n/a	2011 / n/a	2003 / n/a	1970s / 1999	2009 / n/a	1970s / n/a
Market (Conv./Subsidy Type)	@50%, @60%	@50%, @60%	@50%, @60%, Market	@30%, @50%, @60%	@30%, @50%, @60%	@50%, Market	@60%	@50%, @60%, Market	Market
Unit Information									
Total Units	56	48	20	38	68	30	21	36	N/A
Vacant	N/A	1	0	1	0	0	1	0	0
Vacancy Rate	N/A	2.10%	0.00%	2.60%	0.00%	0.00%	4.80%	0.00%	N/A
Utilities									
A/C	central	central	central	central	central	central	central	central	central
Cooking	tenant	tenant	tenant	tenant	tenant	tenant	landlord	tenant	tenant
Water Heat	electric	electric	electric	electric	electric	electric	landlord	electric	electric
Heat	tenant	tenant	tenant	tenant	tenant	tenant	landlord	tenant	tenant
Other Electric	tenant	tenant	tenant	tenant	tenant	tenant	landlord	tenant	tenant
Water	tenant	tenant	tenant	tenant	tenant	tenant	landlord	tenant	tenant
Sewer	tenant	tenant	tenant	tenant	tenant	tenant	landlord	tenant	tenant
Trash Collection	landlord	landlord	landlord	landlord	landlord	landlord	landlord	tenant	tenant
In-Unit Amenities									
Balcony/Patio	yes	yes	yes	yes	yes	yes	no	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes
Coat Closet	yes	yes	yes	yes	yes	yes	yes	no	yes
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes
Ceiling Fan	yes	yes	yes	yes	yes	no	no	no	yes
Garbage Disposal	yes	yes	yes	yes	yes	yes	yes	yes	yes
Hand Rails	yes	yes	yes	no	yes	no	no	yes	no
Microwave	yes	no	yes	yes	yes	no	no	yes	no
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes
Pull Cords	yes	yes	yes	no	yes	no	no	yes	no
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes
Walk-In Closet	yes	yes	no	yes	yes	no	no	no	no
Washer/Dryer hookup	yes	yes	yes	yes	yes	yes	no	yes	yes
Property Amenities									
Business Center/Computer Lab	yes	yes	yes	yes	yes	no	no	yes	no
Clubhouse/Meeting Room/Community Room	yes	yes	yes	yes	yes	yes	yes	yes	no
Elevators	no	no	no	no	no	no	yes	no	no
Exercise Facility	yes	yes	yes	yes	yes	no	no	yes	no
Central Laundry	yes	yes	yes	yes	yes	yes	yes	yes	yes
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes
On-Site Management	yes	yes	yes	yes	yes	yes	yes	yes	yes
Picnic Area	yes	no	yes	no	yes	yes	no	no	no
Recreation Areas	no	yes	no	no	no	no	no	no	no
Tennis Court	no	no	yes	no	no	no	no	no	no
Services									
Security									
Limited Access	no	yes	no	yes	yes	no	no	no	no
Patrol	no	no	yes	no	no	no	no	no	no
Perimeter Fencing	yes	no	yes	no	no	no	no	no	no
Premium Amenities									
Other Amenities									
Other	Community Garden	Library, lake	Nature trail, shuffle ball court and gazebo	Walking trail and library	Library	n/a	n/a	Library, walking trail	n/a

Cameron Court III, Perry, GA; Market Study

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

Effective Rent Date:	Jun-12	Units Surveyed:	438	Weighted Occupancy:	98.40%
		Market Rate	60	Market Rate	95.00%
		Tax Credit	378	Tax Credit	98.90%

Two Bedrooms Two Bath

	Property	Average	Property	Average
RENT	Timberwood Apartments	\$659		
	Ridgecrest Apartments * (M)	\$595		
	Gatwick Senior Village * (M)	\$490		
	Heathrow Senior Village * (60%)	\$480		
	Cameron Court III * (50%)	\$470		
	Cameron Court III * (60%)	\$470		
	Potemkin Senior Village At Warner Robins * (50%)	\$465		
	Potemkin Senior Village At Warner Robins * (60%)	\$465		
	Cameron Court * (50%)	\$460		
	Cameron Court * (60%)	\$460		
	Gatwick Senior Village * (50%)	\$460		
	Gatwick Senior Village * (60%)	\$460		
	Ridgecrest Apartments * (50%)	\$437		
	Heathrow Senior Village * (50%)	\$432		
	Windsor Court * (50%)	\$415		
	Windsor Court * (60%)	\$415		
	Windsor Court * (M)	\$415		
	Summit Rosemont Court * (1BA 60%)	\$348		
	Potemkin Senior Village At Warner Robins * (30%)	\$265		
	Heathrow Senior Village * (30%)	\$181		
SQUARE FOOTAGE	Heathrow Senior Village * (30%)	1,139		
	Heathrow Senior Village * (50%)	1,139		
	Heathrow Senior Village * (60%)	1,139		
	Windsor Court * (50%)	1,139		
	Windsor Court * (60%)	1,139		
	Windsor Court * (M)	1,139		
	Cameron Court * (50%)	1,101		
	Cameron Court * (60%)	1,101		
	Cameron Court III * (50%)	1,100		
	Cameron Court III * (60%)	1,100		
	Potemkin Senior Village At Warner Robins * (30%)	1,044		
	Potemkin Senior Village At Warner Robins * (50%)	1,044		
	Potemkin Senior Village At Warner Robins * (60%)	1,044		
	Gatwick Senior Village * (50%)	1,038		
	Gatwick Senior Village * (60%)	1,038		
	Gatwick Senior Village * (M)	1,038		
	Ridgecrest Apartments * (50%)	978		
	Ridgecrest Apartments * (M)	978		
	Timberwood Apartments	864		
	Summit Rosemont Court * (1BA 60%)	618		
RENT PER SQUARE FOOT	Timberwood Apartments	\$0.76		
	Ridgecrest Apartments * (M)	\$0.61		
	Summit Rosemont Court * (1BA 60%)	\$0.56		
	Gatwick Senior Village * (M)	\$0.47		
	Ridgecrest Apartments * (50%)	\$0.45		
	Potemkin Senior Village At Warner Robins * (50%)	\$0.45		
	Potemkin Senior Village At Warner Robins * (60%)	\$0.45		
	Gatwick Senior Village * (50%)	\$0.44		
	Gatwick Senior Village * (60%)	\$0.44		
	Cameron Court III * (50%)	\$0.43		
	Cameron Court III * (60%)	\$0.43		
	Heathrow Senior Village * (60%)	\$0.42		
	Cameron Court * (50%)	\$0.42		
	Cameron Court * (60%)	\$0.42		
	Heathrow Senior Village * (50%)	\$0.38		
	Windsor Court * (50%)	\$0.36		
	Windsor Court * (60%)	\$0.36		
	Windsor Court * (M)	\$0.36		
	Potemkin Senior Village At Warner Robins * (30%)	\$0.25		
	Heathrow Senior Village * (30%)	\$0.16		

PROPERTY PROFILE REPORT

Cameron Court

Effective Rent Date 6/05/2012
Location 1807 Macon Rd
 Perry, GA 31069
 Houston County
Distance 0.1 miles
Units 64
Vacant Units 1
Vacancy Rate 1.6%
Type One-story (age-restricted)
Year Built/Renovated 2009 / N/A
Marketing Began 1/01/2009
Leasing Began 1/17/2009
Last Unit Leased N/A
Major Competitors Sister property - Gatwick Senior Village
Tenant Characteristics 50% of households were previous homeowners,
 60% from local area, 40% out of state
Contact Name Stephanie
Phone 478-988-0109



Market Information

Program @50%, @60%
Annual Turnover Rate 10%
Units/Month Absorbed 7
HCV Tenants 12%
Leasing Pace Pre-leased to couple of weeks
Annual Chg. in Rent None
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	One-story	3	835	\$410	\$0	@50%	56 HH	0	0.0%	no	None
1	1	One-story	5	835	\$410	\$0	@60%	56 HH	0	0.0%	no	None
2	2	One-story	17	1,101	\$460	\$0	@50%	56 HH	1	5.9%	no	None
2	2	One-story	31	1,101	\$460	\$0	@60%	56 HH	0	0.0%	no	None
3	2	One-story	3	1,318	\$510	\$0	@50%	56 HH	0	0.0%	no	None
3	2	One-story	5	1,318	\$510	\$0	@60%	56 HH	0	0.0%	no	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$410	\$0	\$410	\$0	\$410	1BR / 1BA	\$410	\$0	\$410	\$0	\$410
2BR / 2BA	\$460	\$0	\$460	\$0	\$460	2BR / 2BA	\$460	\$0	\$460	\$0	\$460
3BR / 2BA	\$510	\$0	\$510	\$0	\$510	3BR / 2BA	\$510	\$0	\$510	\$0	\$510

Cameron Court, continued

Amenities

In-Unit

Balcony/Patio
Cable/Satellite/Internet
Central A/C
Dishwasher
Garbage Disposal
Oven
Refrigerator
Washer/Dryer hookup

Blinds
Carpeting
Coat Closet
Ceiling Fan
Hand Rails
Pull Cords
Walk-In Closet

Security

Limited Access

Services

None

Property

Business Center/Computer Lab
Exercise Facility
Off-Street Parking
Recreation Areas

Clubhouse/Meeting
Central Laundry
On-Site Management

Premium

None

Other

Library, lake

Comments

Management indicated that there is presently one vacant unit at the property. The unit was originally pre-leased but the prospective tenant backed out of the lease at the end of last week and so management has returned to the waiting list to fill the unit. Typically the property has an occupancy rate of 95 to 100 percent. There are presently 56 households on the waiting list who have submitted applications. The large number of households on the waiting list is due to the pending market entry of phase II of the property which will feature 48 one- and two-bedroom units. According to management advertising for Phase II has been going on for over four months, but is relatively limited in scope (sign on Phase I). Despite the minimal advertising management has already accepted 56 applications and of these 24 have already been approved. The remaining applications are in the final stages of processing. Management noted that she anticipates no fewer than 26 of these 32 pending applications will be approved in upcoming weeks. This equates to an estimated approval of 50 applications, two greater than the total number of units that will be offered at Phase II. Overall this is a positive sign for the property and indicative of strong demand in the market.

Phase II was originally scheduled to be delivered in late spring, but because of construction issues with the bridge connecting the two phases the market entry date has been pushed back to late July/early August.

The property offers three-bedroom units which is unique for age-restricted properties. Management indicated that there are at least six households on the waiting list for three-bedroom units. Of these some are senior households in the early stages of downsizing; some are multi-generational households; and one is a mother and father with a disabled son. Management indicated that there is sufficient demand for additional ten or so three-bedroom units.

Cameron Court, continued

Trend Report

Vacancy Rates

2Q09	3Q10	1Q11	2Q12
64.1%	0.0%	0.0%	1.6%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$395	\$0	\$395	\$395
2010	3	0.0%	\$395	\$0	\$395	\$395
2011	1	0.0%	\$395	\$0	\$395	\$395
2012	2	0.0%	\$410	\$0	\$410	\$410

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$450	\$0	\$450	\$450
2010	3	0.0%	\$450	\$0	\$450	\$450
2011	1	0.0%	\$450	\$0	\$450	\$450
2012	2	5.9%	\$460	\$0	\$460	\$460

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$500	\$0	\$500	\$500
2010	3	0.0%	\$500	\$0	\$500	\$500
2011	1	0.0%	\$500	\$0	\$500	\$500
2012	2	0.0%	\$510	\$0	\$510	\$510

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$395	\$0	\$395	\$395
2010	3	0.0%	\$395	\$0	\$395	\$395
2011	1	0.0%	\$395	\$0	\$395	\$395
2012	2	0.0%	\$410	\$0	\$410	\$410

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$450	\$0	\$450	\$450
2010	3	0.0%	\$450	\$0	\$450	\$450
2011	1	0.0%	\$450	\$0	\$450	\$450
2012	2	0.0%	\$460	\$0	\$460	\$460

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$500	\$0	\$500	\$500
2010	3	0.0%	\$500	\$0	\$500	\$500
2011	1	0.0%	\$500	\$0	\$500	\$500
2012	2	0.0%	\$510	\$0	\$510	\$510

Trend: Comments

- 2Q09** This property is currently in the last phase of construction. The clubhouse area is still under construction and all units are complete. Pre-leasing began in January 2009 and the first move-in occurred on January 17, 2009. As of April 28, 2009, there are 23 units occupied and an additional 10 units leased, which yields an absorption pace of over eight units per month. The property is therefore 36 percent occupied and 52 percent leased. The property currently does not provide service coordination or social activities but there are plans for the property manager to provide these services.
- 3Q10** The contact reported that the property has leased up without any difficulty. The three bedroom senior units are all occupied and the property manager reported that there was adequate demand for the units. There are 20 to 30 households on the waiting list total. The property manager indicated there was sufficient demand for another 60 unit senior property.
- 1Q11** Management stated that effective April 1, 2011, the rental rates will increase to \$410, \$460, and \$510 for the one, two, and three-bedroom units. The three-bedroom units are unique in the market for senior residents and indicate that there is demand for larger senior households.
- 2Q12** Management indicated that there is presently one vacant unit at the property. The unit was originally pre-leased but the prospective tenant backed out of the lease at the end of last week and so management has returned to the waiting list to fill the unit. Typically the property has an occupancy rate of 95 to 100 percent. There are presently 56 households on the waiting list who have submitted applications. The large number of households on the waiting list is due to the pending market entry of phase II of the property which will feature 48 one- and two-bedroom units. According to management advertising for Phase II has been going on for over four months, but is relatively limited in scope (sign on Phase I). Despite the minimal advertising management has already accepted 56 applications and of these 24 have already been approved. The remaining applications are in the final stages of processing. Management noted that she anticipates no fewer than 26 of these 32 pending applications will be approved in upcoming weeks. This equates to an estimated approval of 50 applications, two greater than the total number of units that will be offered at Phase II. Overall this is a positive sign for the property and indicative of strong demand in the market.
Phase II was originally scheduled to be delivered in late spring, but because of construction issues with the bridge connecting the two phases the market entry date has been pushed back to late July/early August.
The property offers three-bedroom units which is unique for age-restricted properties. Management indicated that there are at least six households on the waiting list for three-bedroom units. Of these some are senior households in the early stages of downsizing; some are multi-generational households; and one is a mother and father with a disabled son. Management indicated that there is sufficient demand for additional ten or so three-bedroom units.

PROPERTY PROFILE REPORT

Gatwick Senior Village

Effective Rent Date 5/24/2012

Location 901 Perimeter Road
Perry, GA 31069
Houston County

Distance 1 mile

Units 60

Vacant Units 0

Vacancy Rate 0.0%

Type Garden (age-restricted)

Year Built/Renovated 2002 / N/A

Marketing Began N/A

Leasing Began 8/01/2002

Last Unit Leased 8/01/2003

Major Competitors None in Perry - Cameron Court sister property

Tenant Characteristics Seniors 55+, Avg. age 72, mostly former homeowners from outside the market area

Contact Name Rosemary Chaney

Phone 478-987-7252



Market Information

Program @50%, @60%, Market

Annual Turnover Rate 8%

Units/Month Absorbed 5

HCV Tenants 30%

Leasing Pace Pre-leased

Annual Chg. in Rent None

Concession None

Utilities

A/C not included -- central

Cooking not included -- electric

Water Heat not included -- gas

Heat not included -- gas

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	30	800	\$410	\$0	@50%	3 HH	0	0.0%	no	None
1	1	Garden	2	800	\$410	\$0	@60%	0	0	0.0%	no	None
1	1	Garden	8	800	\$430	\$0	Market	0	0	0.0%	N/A	None
2	2	Garden	10	1,038	\$460	\$0	@50%	6 HH	0	0.0%	no	None
2	2	Garden	6	1,038	\$460	\$0	@60%	0	0	0.0%	no	None
2	2	Garden	4	1,038	\$490	\$0	Market	0	0	0.0%	N/A	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$410	\$0	\$410	\$0	\$410	1BR / 1BA	\$410	\$0	\$410	\$0	\$410
2BR / 2BA	\$460	\$0	\$460	\$0	\$460	2BR / 2BA	\$460	\$0	\$460	\$0	\$460
Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent						
1BR / 1BA	\$430	\$0	\$430	\$0	\$430						
2BR / 2BA	\$490	\$0	\$490	\$0	\$490						

Gatwick Senior Village, continued

Amenities

In-Unit

Balcony/Patio
Cable/Satellite/Internet
Central A/C
Dishwasher
Garbage Disposal
Oven
Refrigerator

Blinds
Carpeting
Coat Closet
Ceiling Fan
Hand Rails
Pull Cords
Washer/Dryer hookup

Security

Patrol
Perimeter Fencing

Services

None

Property

Business Center/Computer Lab
Exercise Facility
Off-Street Parking
Picnic Area

Clubhouse/Meeting
Central Laundry
On-Site Management
Tennis Court

Premium

None

Other

Nature trail, shuffle ball

Comments

The manager noted strong demand for good quality affordable senior housing in the area as the property is typically 100 percent occupied. Management estimated that 50 percent of tenants come from homeownership. Washer/dryer units are not available for rent. As of 2Q2012, nothing has really changed for Gatwick. The waitlist currently sits at nine people. Tenants using Section 8 vouchers rose to 30 percent. Exterior Storage is no longer offered.

Gatwick Senior Village, continued

Trend Report

Vacancy Rates

2Q09	3Q10	1Q11	2Q12
0.0%	0.0%	0.0%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$390	\$0	\$390	\$390
2010	3	0.0%	\$400	\$0	\$400	\$400
2011	1	0.0%	\$400	\$0	\$400	\$400
2012	2	0.0%	\$410	\$0	\$410	\$410

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$435	\$0	\$435	\$435
2010	3	0.0%	\$450	\$0	\$450	\$450
2011	1	0.0%	\$450	\$0	\$450	\$450
2012	2	0.0%	\$460	\$0	\$460	\$460

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$390	\$0	\$390	\$390
2010	3	0.0%	\$400	\$0	\$400	\$400
2011	1	0.0%	\$400	\$0	\$400	\$400
2012	2	0.0%	\$410	\$0	\$410	\$410

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
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2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$435	\$0	\$435	\$435
2010	3	0.0%	\$435	\$0	\$435	\$435
2011	1	0.0%	\$450	\$0	\$450	\$450
2012	2	0.0%	\$460	\$0	\$460	\$460

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$410	\$0	\$410	\$410
2010	3	0.0%	\$420	\$0	\$420	\$420
2011	1	0.0%	\$420	\$0	\$420	\$420
2012	2	0.0%	\$430	\$0	\$430	\$430

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
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2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$465	\$0	\$465	\$465
2010	3	0.0%	\$465	\$0	\$465	\$465
2011	1	0.0%	\$480	\$0	\$480	\$480
2012	2	0.0%	\$490	\$0	\$490	\$490

Trend: Comments

- 2Q09** The manager noted strong demand for good quality affordable senior housing in the area. She stated that 60 to 70 percent of tenants are from out of the area that have relocated to be closer to children. Typical occupancy has stayed at 100 percent.
- 3Q10** The manager noted strong demand for good quality affordable senior housing in the area as the property is typically 100 percent occupied. The property manager could not estimate the number of seniors that were previous homeowners but indicated that several were.
- 1Q11** The manager noted strong demand for good quality affordable senior housing in the area as the property is typically 100 percent occupied. Management estimated that 50 percent of tenants come from homeownership. Washer/dryer units are not available for rent.
- 2Q12** The manager noted strong demand for good quality affordable senior housing in the area as the property is typically 100 percent occupied. Management estimated that 50 percent of tenants come from homeownership. Washer/dryer units are not available for rent. As of 2Q2012, nothing has really changed for Gatwick. The waitlist currently sits at nine people. Tenants using Section 8 vouchers rose to 30 percent. Exterior Storage is no longer offered.

PROPERTY PROFILE REPORT

Heathrow Senior Village

Effective Rent Date 5/23/2012
Location 1000 Heathrow Way
 Byron, GA 31008
 Crawford County
Distance 14.2 miles
Units 50
Vacant Units 2
Vacancy Rate 4.0%
Type Garden (age-restricted)
Year Built/Renovated 2006 / N/A
Marketing Began 6/15/2006
Leasing Began 9/15/2006
Last Unit Leased 3/15/2006
Major Competitors None in Byron
Tenant Characteristics Seniors 55+; Typical age range of 65-75; Many Macon and Warner Robins; Some out-of-state residents
Contact Name Janet
Phone 478-956-7931



Market Information

Program @30%, @50%, @60%
Annual Turnover Rate 10%
Units/Month Absorbed 8.5
HCV Tenants 10%
Leasing Pace Pre-leased
Annual Chg. in Rent None
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	891	\$161	\$0	@30%	13 HH	0	0.0%	yes	None
1	1	Garden	3	891	\$370	\$0	@50%	13 HH	0	0.0%	no	None
1	1	Garden	3	891	\$430	\$0	@60%	13 HH	0	0.0%	no	None
2	2	Garden	3	1,139	\$181	\$0	@30%	13 HH	1	33.3%	yes	None
2	2	Garden	9	1,139	\$432	\$0	@50%	13 HH	0	0.0%	no	None
2	2	Garden	26	1,139	\$480	\$0	@60%	13 HH	0	0.0%	no	None
3	2	Garden	1	1,337	\$485	\$0	@50%	13 HH	1	100.0%	no	None
3	2	Garden	3	1,337	\$530	\$0	@60%	13 HH	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
1BR / 1BA	\$161	\$0	\$161	\$0	\$161	1BR / 1BA	\$370	\$0	\$370	\$0	\$370
2BR / 2BA	\$181	\$0	\$181	\$0	\$181	2BR / 2BA	\$432	\$0	\$432	\$0	\$432
						3BR / 2BA	\$485	\$0	\$485	\$0	\$485

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$430	\$0	\$430	\$0	\$430
2BR / 2BA	\$480	\$0	\$480	\$0	\$480
3BR / 2BA	\$530	\$0	\$530	\$0	\$530

Heathrow Senior Village, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Ceiling Fan
Microwave
Refrigerator
Washer/Dryer hookup

Blinds
Central A/C
Dishwasher
Garbage Disposal
Oven
Walk-In Closet

Security

Limited Access

Services

None

Property

Business Center/Computer Lab
Exercise Facility
Off-Street Parking

Clubhouse/Meeting
Central Laundry
On-Site Management

Premium

None

Other

Walking trail and library

Comments

Management has gotten rid of the 30 percent AMI level units as of 2Q2012. All units are at max allowable rent. The waitlist is currently at 13 households.

Heathrow Senior Village, continued

Trend Report

Vacancy Rates

1Q09	2Q09	1Q11	2Q12
3.9%	3.9%	0.0%	4.0%

Trend: @30%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	0.0%	\$195	\$0	\$195	\$195
2009	2	0.0%	\$178	\$0	\$178	\$178
2011	1	0.0%	\$178	\$0	\$178	\$178
2012	2	0.0%	\$161	\$0	\$161	\$161

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	0.0%	\$230	\$0	\$230	\$230
2009	2	0.0%	\$203	\$0	\$203	\$203
2011	1	0.0%	\$203	\$0	\$203	\$203
2012	2	33.3%	\$181	\$0	\$181	\$181

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	0.0%	\$253	\$0	\$253	\$253
2009	2	0.0%	\$238	\$0	\$238	\$238
2011	1	0.0%	\$238	\$0	\$238	\$238

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	0.0%	\$400	\$0	\$400	\$400
2009	2	0.0%	\$415	\$0	\$415	\$415
2011	1	0.0%	\$415	\$0	\$415	\$415
2012	2	0.0%	\$370	\$0	\$370	\$370

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	0.0%	\$450	\$0	\$450	\$450
2009	2	0.0%	\$465	\$0	\$465	\$465
2011	1	0.0%	\$465	\$0	\$465	\$465
2012	2	0.0%	\$432	\$0	\$432	\$432

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	0.0%	\$500	\$0	\$500	\$500
2009	2	0.0%	\$515	\$0	\$515	\$515
2011	1	0.0%	\$515	\$0	\$515	\$515
2012	2	100.0%	\$485	\$0	\$485	\$485

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	33.3%	\$400	\$0	\$400	\$400
2009	2	0.0%	\$415	\$0	\$415	\$415
2011	1	0.0%	\$415	\$0	\$415	\$415
2012	2	0.0%	\$430	\$0	\$430	\$430

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	0.0%	\$450	\$0	\$450	\$450
2009	2	7.7%	\$465	\$0	\$465	\$465
2011	1	0.0%	\$465	\$0	\$465	\$465
2012	2	0.0%	\$480	\$0	\$480	\$480

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	33.3%	\$500	\$0	\$500	\$500
2009	2	0.0%	\$515	\$0	\$515	\$515
2011	1	0.0%	\$515	\$0	\$515	\$515
2012	2	0.0%	\$530	\$0	\$530	\$530

Heathrow Senior Village, continued

Trend: Comments

- 1Q09** The manager noted although the economy in the area is slow, the occupancy at the property has been at or near 100 percent during the past year. There are a total of 12 households on the current waiting list.
- 2Q09** The manager reported rents increased 3.0 to 3.75 percent for the units restricted at 50 and 60 percent of AMI and decreased 5.0 to 8.0 percent for the units restricted at 30 percent of AMI. Decrease in rents was reportedly due to a change in the utility allowance. There are currently an estimated 10 households on the waiting list.
- 1Q11** Management commented that maximum allowable rents are not achievable in this market. The three-bedroom units are unique in the market for senior residents and indicate that there is demand for larger senior households. Management reported demand for all bedroom types.
- 2Q12** Management has gotten rid of the 30 percent AMI level units as of 2Q2012. All units are at max allowable rent. The waitlist is currently at 13 households.

PROPERTY PROFILE REPORT

Potemkin Senior Village At Warner Robins

Effective Rent Date 6/06/2012
Location 710 Elberta Road
 Warner Robins, GA 31093
 Houston County
Distance 17.7 miles
Units 68
Vacant Units 0
Vacancy Rate 0.0%
Type One-story (age-restricted)
Year Built/Renovated 2011 / N/A
Marketing Began 10/01/2010
Leasing Began 3/01/2011
Last Unit Leased 11/30/2011
Major Competitors Ridgecrest, Summit Rosemont,
Tenant Characteristics Seniors from local region
Contact Name Leasing Agent
Phone 478.922.4343



Market Information

Program @30%, @50%, @60%
Annual Turnover Rate N/A
Units/Month Absorbed 6
HCV Tenants 24%
Leasing Pace Pre-leased
Annual Chg. in Rent Increase of 3 to 6 percent
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
2	2	One-story	4	1,044	\$265	\$0	@30%	80 HH	0	0.0%	yes	None
2	2	One-story	14	1,044	\$465	\$0	@50%	80 HH	0	0.0%	yes	None
2	2	One-story	50	1,044	\$465	\$0	@60%	80 HH	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	\$265	\$0	\$265	\$0	\$265	2BR / 2BA	\$465	\$0	\$465	\$0	\$465
@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent						
2BR / 2BA	\$465	\$0	\$465	\$0	\$465						

Potemkin Senior Village At Warner Robins, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Hand Rails
Oven
Refrigerator

Blinds
Central A/C
Garbage Disposal
Microwave
Pull Cords
Washer/Dryer hookup

Security

Limited Access

Services

None

Property

Business Center/Computer Lab
Exercise Facility
Off-Street Parking
Picnic Area

Clubhouse/Meeting
Central Laundry
On-Site Management

Premium

None

Other

Library

Comments

Management indicated that the waiting list for units at the 30 and 50 percent AMI levels is currently closed. Presently there are 80 households on the waiting list for all AMI levels. Management began taking applications in October 2010, the property opened in March 2011, reached an occupancy of 90 percent by the beginning of October 2011, and was fully occupied by the end of November 2011.

Potemkin Senior Village At Warner Robins, continued

Trend Report

Vacancy Rates

2Q08	1Q11	2Q12
100.0%	N/A	0.0%

Trend: @30%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	100.0%	\$263	\$0	\$263	\$263
2011	1	N/A	\$250	\$0	\$250	\$250
2012	2	0.0%	\$265	\$0	\$265	\$265

Trend: @50%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	100.0%	\$430	\$0	\$430	\$430
2011	1	N/A	\$450	\$0	\$450	\$450
2012	2	0.0%	\$465	\$0	\$465	\$465

Trend: @60%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	100.0%	\$430	\$0	\$430	\$430
2011	1	N/A	\$450	\$0	\$450	\$450
2012	2	0.0%	\$465	\$0	\$465	\$465

Trend: Comments

2Q08	This is the Subject property. Amenities also include a pond and an outdoor gaming area.
1Q11	This is a new construction LIHTC senior development. Amenities also include a pond and an outdoor gaming area.
2Q12	Management indicated that the waiting list for units at the 30 and 50 percent AMI levels is currently closed. Presently there are 80 households on the waiting list for all AMI levels. Management began taking applications in October 2010, the property opened in March 2011, reached an occupancy of 90 percent by the beginning of October 2011, and was fully occupied by the end of November 2011.

PROPERTY PROFILE REPORT

Ridgecrest Apartments

Effective Rent Date	5/23/2012
Location	301 Millside Drive Warner Robins, GA 31088 Houston County
Distance	15.4 miles
Units	46
Vacant Units	0
Vacancy Rate	0.0%
Type	Duplex (age-restricted)
Year Built/Renovated	2003 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None Identified
Tenant Characteristics	Seniors 55+ ; most from Warner Robins/Macon area and a small number out-of-state
Contact Name	Holly
Phone	478.922.7935



Market Information

Program	@50%, Market
Annual Turnover Rate	0%
Units/Month Absorbed	6
HCV Tenants	50%
Leasing Pace	Pre-leasing
Annual Chg. in Rent	Increase of 4 to 5 percent
Concession	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- gas
Heat	not included -- gas
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	Duplex	12	817	\$402	\$0	@50%	1 HH	0	0.0%	yes	None
1	1	Duplex	4	817	\$495	\$0	Market	No	0	0.0%	N/A	None
2	2	Duplex	21	978	\$437	\$0	@50%	4 HH	0	0.0%	yes	None
2	2	Duplex	9	978	\$595	\$0	Market	No	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	\$402	\$0	\$402	\$0	\$402	1BR / 1BA	\$495	\$0	\$495	\$0	\$495
2BR / 2BA	\$437	\$0	\$437	\$0	\$437	2BR / 2BA	\$595	\$0	\$595	\$0	\$595

Amenities

In-Unit	Security	Services
Balcony/Patio	None	None
Carpeting		
Coat Closet		
Garbage Disposal		
Refrigerator		
Blinds		
Central A/C		
Dishwasher		
Oven		
Washer/Dryer hookup		
Property	Premium	Other
Clubhouse/Meeting	None	None
Off-Street Parking		
Picnic Area		
Central Laundry		
On-Site Management		

Ridgecrest Apartments, continued

Comments

The property no longer carries 60 percent AMI level units, just 50 percent levels as of 2Q2012.

Ridgecrest Apartments, continued

Trend Report

Vacancy Rates

1Q09	2Q09	1Q11	2Q12
1.7%	0.0%	6.7%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	0.0%	\$367	\$0	\$367	\$367
2009	2	0.0%	\$367	\$0	\$367	\$367
2011	1	0.0%	\$402	\$0	\$402	\$402
2012	2	0.0%	\$402	\$0	\$402	\$402

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	0.0%	\$422	\$0	\$422	\$422
2009	2	0.0%	\$422	\$0	\$422	\$422
2011	1	0.0%	\$437	\$0	\$437	\$437
2012	2	0.0%	\$437	\$0	\$437	\$437

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	25.0%	\$485	\$0	\$485	\$485
2009	2	0.0%	\$485	\$0	\$485	\$485
2011	1	50.0%	\$495	\$0	\$495	\$495
2012	2	0.0%	\$495	\$0	\$495	\$495

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	0.0%	\$585	\$0	\$585	\$585
2009	2	0.0%	\$585	\$0	\$585	\$585
2011	1	22.2%	\$595	\$0	\$595	\$595
2012	2	0.0%	\$595	\$0	\$595	\$595

Trend: Comments

- 1Q09** The manager stated rents are below the maximum allowable and noted a significant majority of tenants cannot afford the maximum rents due to their low incomes.
- 2Q09** The contact reported approximately 15 households on the waiting list and that rents are set at the maximum allowable.
- 1Q11** Management commented that maximum allowable rents are not achievable in this market. This property does not offer washer/dryer rentals or covered parking.
- 2Q12** The property no longer carries 60 percent AMI level units, just 50 percent levels as of 2Q2012.

PROPERTY PROFILE REPORT

Summit Rosemont Court

Effective Rent Date 6/05/2012

Location 127 South Sixth Street
Warner Robins, GA 31088
Houston County

Distance 18 miles

Units 34

Vacant Units 1

Vacancy Rate 2.9%

Type Midrise (age-restricted)

Year Built/Renovated 1970's / 1999

Marketing Began N/A

Leasing Began N/A

Last Unit Leased N/A

Major Competitors None Identified

Tenant Characteristics Seniors age 55 and older. Avg. age is 76

Contact Name Oscar Mason - Property Manager

Phone 478-293-1181



Market Information

Program @60%

Annual Turnover Rate 35%

Units/Month Absorbed N/A

HCV Tenants 20%

Leasing Pace 30 days

Annual Chg. in Rent None

Concession None

Utilities

A/C included -- central

Cooking included -- electric

Water Heat included -- gas

Heat included -- gas

Other Electric 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	Midrise	13	481	\$475	\$0	@60%	2 HHs	0	0.0%	no	None
2	1	Midrise	21	618	\$575	\$0	@60%	No	1	4.8%	no	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$475	\$0	\$475	-\$177	\$298
2BR / 1BA	\$575	\$0	\$575	-\$227	\$348

Amenities

In-Unit

Blinds
Central A/C
Dishwasher
Refrigerator

Carpeting
Coat Closet
Oven

Security

None

Services

None

Property

Elevators
Off-Street Parking

Central Laundry
On-Site Management

Premium

None

Other

None

Summit Rosemont Court, continued

Comments

The property manager reported that the one vacant unit will be occupied by the end of June 2012. The property typically remains fully occupied with low to moderate turnover; however, the property experienced higher-than-average turnover in September 2011 because a new senior LIHTC property opened. Despite the new addition to senior LIHTC supply in the market, the property is maintaining a low vacancy rate. The contact indicated that rents have not increased at the property for several years.

Summit Rosemont Court, continued

Trend Report

Vacancy Rates

1Q09	2Q09	1Q11	2Q12
14.7%	8.8%	8.8%	2.9%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	7.7%	\$475	\$0	\$475	\$298
2009	2	0.0%	\$475	\$0	\$475	\$298
2011	1	23.1%	\$475	\$0	\$475	\$298
2012	2	0.0%	\$475	\$0	\$475	\$298

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	19.0%	\$575	\$0	\$575	\$348
2009	2	14.3%	\$575	\$0	\$575	\$348
2011	1	0.0%	\$575	\$0	\$575	\$348
2012	2	4.8%	\$575	\$0	\$575	\$348

Trend: Comments

- 1Q09** The manager noted good demand for senior housing but said this property would perform better if it was no more than two stories and offered more one bedroom units.
- 2Q09** The contact reported that the property has experienced low occupancy over the past year due to poor management and noted strong demand for affordable senior housing in the area. The management changed in January 2009 and has been building occupancy back up from an estimated 75 percent.
- 1Q11** Management noted that all vacancies are preleased. Extended cable is available for a discounted rate of \$25 per month.
- 2Q12** The property manager reported that the one vacant unit will be occupied by the end of June 2012. The property typically remains fully occupied with low to moderate turnover; however, the property experienced higher-than-average turnover in September 2011 because a new senior LIHTC property opened. Despite the new addition to senior LIHTC supply in the market, the property is maintaining a low vacancy rate. The contact indicated that rents have not increased at the property for several years.

PROPERTY PROFILE REPORT

Windsor Court

Effective Rent Date 5/23/2012
Location 1201 Orange St
 Fort Valley, GA 31030
 Peach County
Distance 14.9 miles
Units 56
Vacant Units 0
Vacancy Rate 0.0%
Type Duplex (age-restricted)
Year Built/Renovated 2009 / N/A
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors None Identified
Tenant Characteristics Majority from Fort Valley; Some Perry and Byron; 7% out-of-state (OH, FL, WV, MI)
Contact Name Mary - Hill Realty
Phone 478.827.1096



Market Information

Program @50%, @60%, Market
Annual Turnover Rate N/A
Units/Month Absorbed 5-6 (As of 5/19/09)
HCV Tenants 14%
Leasing Pace pre-leasing
Annual Chg. in Rent None
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 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	Duplex	8	891	\$350	\$0	@50%	5 HH	0	0.0%	no	None
1	1	Duplex	10	891	\$350	\$0	@60%	5 HH	0	0.0%	no	None
1	1	Duplex	2	891	\$350	\$0	Market	None	0	0.0%	N/A	None
2	2	Duplex	13	1,139	\$395	\$0	@50%	5 HH	0	0.0%	no	None
2	2	Duplex	19	1,139	\$395	\$0	@60%	5 HH	0	0.0%	no	None
2	2	Duplex	4	1,139	\$395	\$0	Market	None	0	0.0%	N/A	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$350	\$0	\$350	\$20	\$370	1BR / 1BA	\$350	\$0	\$350	\$20	\$370
2BR / 2BA	\$395	\$0	\$395	\$20	\$415	2BR / 2BA	\$395	\$0	\$395	\$20	\$415
Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent						
1BR / 1BA	\$350	\$0	\$350	\$20	\$370						
2BR / 2BA	\$395	\$0	\$395	\$20	\$415						

Windsor Court, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Hand Rails
Oven
Refrigerator

Blinds
Central A/C
Garbage Disposal
Microwave
Pull Cords
Washer/Dryer hookup

Security

None

Services

None

Property

Business Center/Computer Lab
Exercise Facility
Off-Street Parking

Clubhouse/Meeting
Central Laundry
On-Site Management

Premium

None

Other

Library, walking trail

Comments

Our contact reported no vacancies and a waitlist of five people. The contact reported no other competitive properties. They have eight section 8 tenants.

Windsor Court, continued

Trend Report

Vacancy Rates

2Q09	2Q12
51.8%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$350	\$0	\$350	\$370
2012	2	0.0%	\$350	\$0	\$350	\$370

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$395	\$0	\$395	\$415
2012	2	0.0%	\$395	\$0	\$395	\$415

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$350	\$0	\$350	\$370
2012	2	0.0%	\$350	\$0	\$350	\$370

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$395	\$0	\$395	\$415
2012	2	0.0%	\$395	\$0	\$395	\$415

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$350	\$0	\$350	\$370
2012	2	0.0%	\$350	\$0	\$350	\$370

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$395	\$0	\$395	\$415
2012	2	0.0%	\$395	\$0	\$395	\$415

Trend: Comments

2Q09 The contact reported that leasing began in December 2008 and that there is still some remaining construction as of May 2009. The contact indicated that leasing has been slower than other senior properties such as Cameron Court in Perry because Cameron Court has benefited from the waiting list at neighboring Gatwick Senior Village at Perry.

2Q12 Our contact reported no vacancies and a waitlist of five people. The contact reported no other competitive properties. They have eight section 8 tenants.

PROPERTY PROFILE REPORT

Timberwood Apartments

Effective Rent Date	6/06/2012
Location	710 Mason Terrace Perry, GA 31069 Houston County
Distance	1.9 miles
Units	60
Vacant Units	3
Vacancy Rate	5.0%
Type	One-story
Year Built/Renovated	1970s / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Primarily retired residents, some short term leases for Bluebird employees
Contact Name	Diane
Phone	478-987-4150



Market Information

Program	Market
Annual Turnover Rate	40%
Units/Month Absorbed	Unknown
HCV Tenants	0%
Leasing Pace	Prelease
Annual Chg. in Rent	None
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	not 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	One-story	N/A	288	\$459	\$0	Market	None	1	N/A	N/A	None
1	1	One-story	N/A	576	\$509	\$0	Market	None	2	N/A	N/A	None
2	1	One-story	N/A	864	\$609	\$0	Market	Yes	0	N/A	N/A	None
2	2	One-story	N/A	864	\$639	\$0	Market	Yes	0	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$459	\$0	\$459	\$20	\$479
1BR / 1BA	\$509	\$0	\$509	\$20	\$529
2BR / 1BA	\$609	\$0	\$609	\$20	\$629
2BR / 2BA	\$639	\$0	\$639	\$20	\$659

Timberwood Apartments, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Ceiling Fan
Oven
Washer/Dryer hookup

Blinds
Central A/C
Dishwasher
Garbage Disposal
Refrigerator

Security

None

Services

None

Property

Central Laundry
On-Site Management

Off-Street Parking

Premium

None

Other

None

Comments

Management indicated demand for additional senior units. She stated that seniors will move from Warner Robins for quality housing. She stated that typical occupancy at this property ranges from 93-95%. There are currently waiting lists for the two-bedroom units.

Timberwood Apartments, continued

Trend Report

Vacancy Rates

1Q08	1Q10	3Q10	2Q12
3.3%	3.3%	5.0%	5.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	1	N/A	\$489	\$0	\$489	\$509
2010	1	N/A	\$509	\$0	\$509	\$529
2010	3	N/A	\$509	\$0	\$509	\$529
2012	2	N/A	\$509	\$0	\$509	\$529

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	1	N/A	\$589	\$0	\$589	\$609
2010	1	N/A	\$599	\$0	\$599	\$619
2010	3	N/A	\$599	\$0	\$599	\$619
2012	2	N/A	\$609	\$0	\$609	\$629

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	1	N/A	\$599	\$0	\$599	\$619
2010	1	N/A	\$609	\$0	\$609	\$629
2010	3	N/A	\$609	\$0	\$609	\$629
2012	2	N/A	\$639	\$0	\$639	\$659

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	1	N/A	\$449	\$0	\$449	\$469
2010	1	N/A	\$459	\$0	\$459	\$479
2010	3	N/A	\$459	\$0	\$459	\$479
2012	2	N/A	\$459	\$0	\$459	\$479

Trend: Comments

- 1Q08** The sales representative was new to the property and did not have a number of units per bedroom type. She was unable to comment on annual turnover and absorption rates. The development has no amenities other than a laundry facility, and only some units have dishwashers; the contact did not know how many. She refused to comment on the state of the rental market in her area. The property does not accept Housing Choice Vouchers.
- 1Q10** Management indicated that there has been a small rental increase over the past year and that occupancy has remained above 90 percent.
- 3Q10** Management indicated that the market had not changed since the previous interview.
- 2Q12** Management indicated demand for additional senior units. She stated that seniors will move from Warner Robins for quality housing. She stated that typical occupancy at this property ranges from 93-95%. There are currently waiting lists for the two-bedroom units.

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

Housing Choice Vouchers

TENANTS WITH VOUCHERS

Comparable Property	Location	Type	Tenancy	Housing Choice Voucher Tenants
Cameron Court	Perry	LIHTC	Senior	12%
Gatwick Senior Village	Perry	LIHTC, Market	Senior	30%
Heathrow Senior Village	Byron	LIHTC	Senior	10%
Potemkin Senior Village	Warner Robins	LIHTC	Senior	24%
Ridgecrest Apartments	Warner Robins	LIHTC, Market	Senior	50%
Summit Rosemont Court	Warner Robins	LIHTC	Senior	20%
Windsor Court	Fort Valley	LIHTC, Market	Senior	14%
Timberwood Apartments	Perry	Market	Family	0%

As illustrated in the table, all of the LIHTC comparables reported having voucher tenants. Only one of these properties however reported a high voucher tenancy, Ridgecrest Apartments. The average number of voucher tenants at all LIHTC properties is 23 percent; when excluding Ridgecrest Apartments the average voucher tenancy at the remaining LIHTC comparables decreases to 18 percent. Management at Phase I of the Subject reported the second lowest voucher tenancy at 12 percent. Overall, the local market does not appear to be dependent on voucher tenants.

Lease Up History

We were able to obtain absorption information from six comparable properties, illustrated following.

ABSORPTION

Comparable Property	Location	Type	Tenancy	Opened	# of Units	Units Absorbed Per Month
Potemkin Senior Village	Warner Robins	LIHTC	Senior	2011	68	6
Cameron Court	Perry	LIHTC	Senior	2009	64	7
Windsor Court	Fort Valley	LIHTC, Market	Senior	2009	56	5.5
Heathrow Senior Village	Byron	LIHTC	Senior	2006	50	8.5
Ridgecrest Apartments	Warner Robins	LIHTC, Market	Senior	2003	46	6
Gatwick Senior Village	Perry	LIHTC, Market	Senior	2002	60	5

Comparable properties experienced absorption rates ranging from five to 8.5 units per month with an average of just over six units per month. The two properties in Perry reported an average absorption rate of six units per month (Cameron Court I reported absorption rate of seven units per month) and the three most recently completed comparables reported a similar average absorption rate of six units per month. Based on absorption rates reported by the comparable

properties, the low vacancy rates and presence of waiting lists at comparable properties, and the strong demand for affordable age-restricted housing in the market, we anticipate that the Subject will absorb seven units per month, for an absorption period of seven to eight months in order to stabilize at a 93 percent occupancy rate.

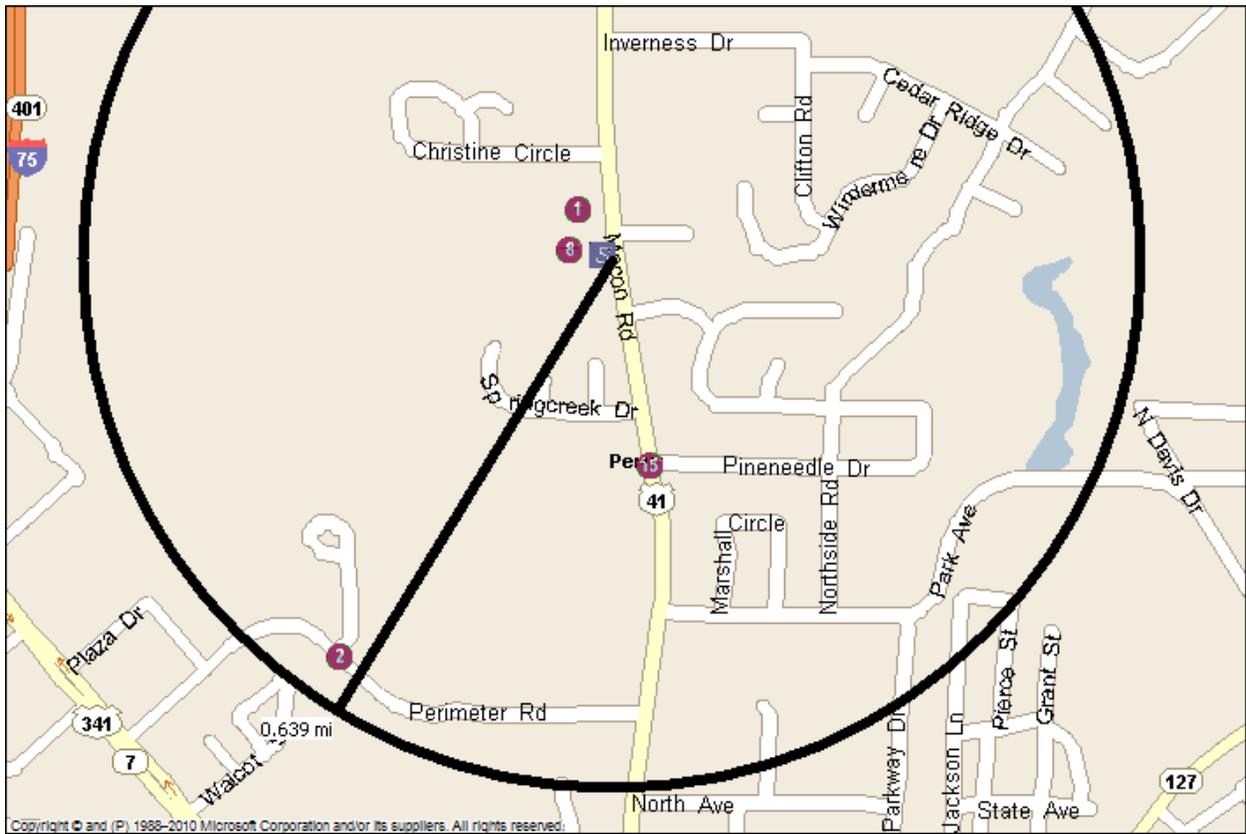
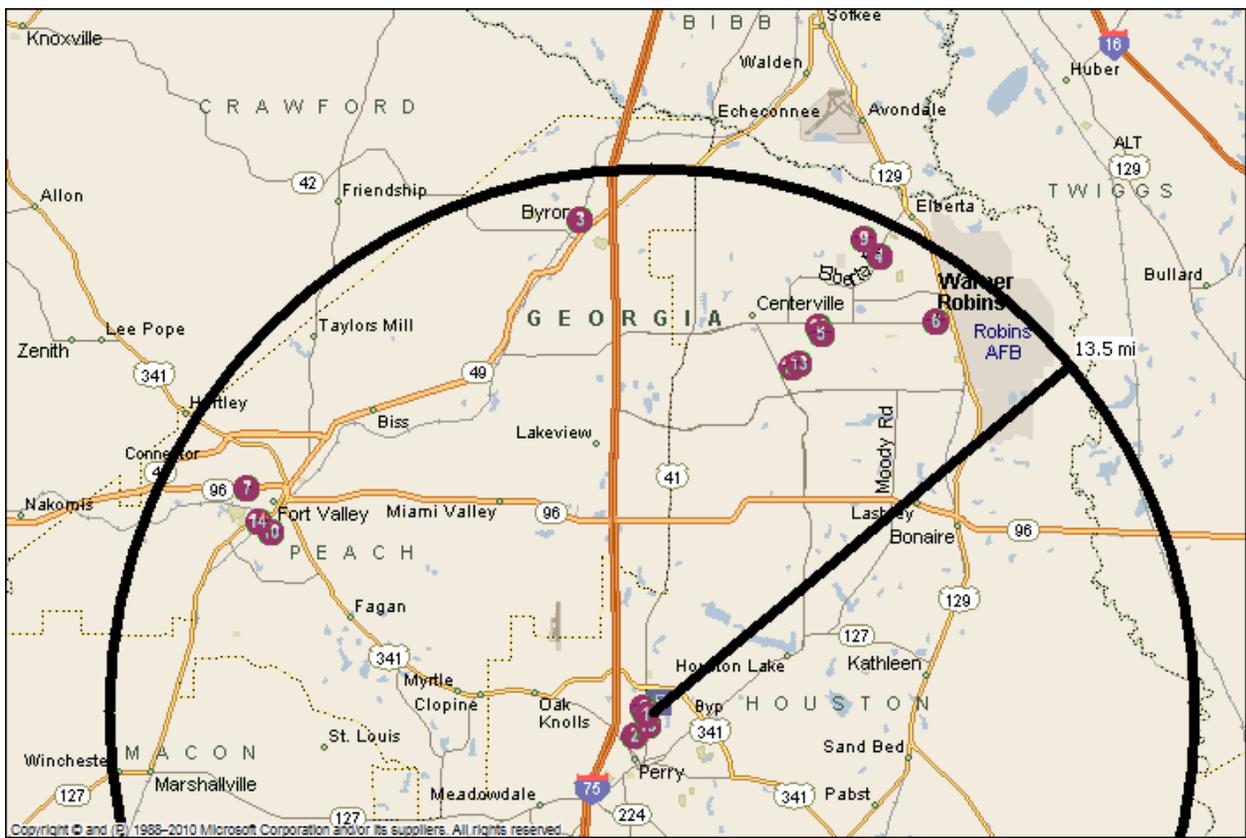
Phased Developments

The Subject is a proposed Phase III of Cameron Court. Phase I of the Subject opened in 2009 and was absorbed at a rate of seven units per month. Presently the property is 98.4 percent occupied with 56 households on the waiting list. Phase II of the Subject is currently in the final stages of construction. Marketing for Phase II has been going on for over four months and to date 56 applications have been submitted; these 56 applications are reported as households on the waiting list for Phase I. Of the 56 applications submitted, 24 have been approved and of the remaining 32 pending applications management estimates that at least 26 of these will be approved; this equates to a total estimated number of approved applicants of 50, two more than the total number of units that will be offered at Phase II. Phase II is scheduled to open in late July/early August 2012. According to management, approximately 50 percent of the households are previous homeowners; 60 percent are from the local area and 40 percent are from out of state. Phase I offers one, two, and three-bedroom units and Phase II will offer one and two-bedroom units. Although three-bedroom units at senior properties are not typical, management at Phase I indicated that there is sufficient demand for all unit types including the three-bedroom units. All units at the Subject will be two-bedroom units. Management noted that of the current Phase I two-bedroom residents, nearly 88 percent are occupied by one-person households. A similar trend was reported for applications submitted for the Phase II units.

3. COMPETITIVE PROJECT MAP

The following map and corresponding table illustrates all existing and proposed LIHTC and bond properties in the PMA.

Cameron Court III, Perry, GA; Market Study



COMPETITIVE PROJECTS

#	Property Name	City	Type
1	Cameron Court	Perry	LIHTC - Senior
2	Gatwick Senior Village	Perry	LIHTC/Market - Senior
3	Heathrow Senior Village	Byron	LIHTC - Senior
4	Potemkin Senior Village	Warner Robins	LIHTC/Market - Senior
5	Ridgecrest Apartments	Warner Robins	LIHTC/Market
6	Summit Rosemont Court	Warner Robins	LIHTC - Senior
7	Windsor Court	Fort Valley	LIHTC/Market - Senior
8	Cameron Court II	Perry	LIHTC - Senior
9	Lake Visa Apts	Warner Robins	LIHTC/Bond/Market - Family
10	Marvin Gardens I & II	Fort Valley	LIHTC/Market - Family
11	Austin Pointe	Warner Robins	LIHTC - Family
12	Pacific Park	Warner Robins	LIHTC/Market - Family
13	Robin Landings	Warner Robins	LIHTC - Family
14	Magnolia Terrace I & II	Fort Valley	LIHTC/Market - Family
15	Ashton Landing	Perry	LIHTC - Family

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.

Cameron Court III, Perry, GA; Market Study

AMENITY MATRIX

	Cameron Court III	Cameron Court	Gatwick Senior Village	Heathrow Senior Village	Potemkin Senior Village At Warner Robins	Ridgecrest Apartments	Summit Rosemont Court	Windsor Court	Timberwood Apartments
Comp #	Subject	1	2	3	4	5	6	7	8
Property Information									
Property Type	One-story	One-story (age-restricted)	Garden (age-restricted)	Garden (age-restricted)	One-story (age-restricted)	Duplex (age-restricted)	Midrise (age-restricted)	Duplex (age-restricted)	One-story
Year Built / Renovated	2015 / n/a	2009 / n/a	2002 / n/a	2006 / n/a	2011 / n/a	2003 / n/a	1970s / 1999	2009 / n/a	1970s / n/a
Market (Conv./Subsidy Type)	@50%, @60%	@50%, @60%	@50%, @60%, Market	@30%, @50%, @60%	@30%, @50%, @60%	@50%, Market	@60%	@50%, @60%, Market	Market
In-Unit Amenities									
Balcony/Patio	yes	yes	yes	yes	yes	yes	no	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes
Coat Closet	yes	yes	yes	yes	no	yes	yes	no	yes
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes
Ceiling Fan	yes	yes	yes	yes	no	no	no	no	yes
Garbage Disposal	yes	yes	yes	yes	yes	yes	yes	yes	yes
Hand Rails	yes	yes	yes	no	yes	no	no	yes	no
Microwave	yes	no	no	yes	yes	no	no	yes	no
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes
Pull Cords	yes	yes	yes	no	yes	no	no	yes	no
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes
Walk-In Closet	yes	yes	no	yes	no	no	no	no	no
Washer/Drvr hookup	yes	yes	yes	yes	yes	yes	no	yes	yes
Property Amenities									
Business Center/Computer Lab	yes	yes	yes	yes	yes	no	no	yes	no
Clubhouse/Meeting Room/Community Room	yes	yes	yes	yes	yes	yes	no	yes	no
Elevators	no	no	no	no	no	no	yes	no	no
Exercise Facility	yes	yes	yes	yes	yes	no	no	yes	no
Central Laundry	yes	yes	yes	yes	yes	yes	yes	yes	yes
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes
On-Site Management	yes	yes	yes	yes	yes	yes	yes	yes	yes
Picnic Area	yes	no	yes	no	yes	yes	no	no	no
Recreation Areas	no	yes	no	no	no	no	no	no	no
Tennis Court	no	no	yes	no	no	no	no	no	no
Services									
Security									
Limited Access	no	yes	no	yes	yes	no	no	no	no
Patrol	no	no	yes	no	no	no	no	no	no
Perimeter Fencing	yes	no	yes	no	no	no	no	no	no
Premium Amenities									
Other Amenities									
Other	Community garden	Library, lake	Nature trail, shuffle ball court and gazebo	Walking trail and library	Library	n/a	n/a	Library, walking trail	n/a

The Subject will offer similar to superior unit and property amenities when compared to amenities offered at the comparable properties.

5. The Subject will target senior households aged 55 and older. We have included all senior properties in the PMA. Due to the lack of senior market rate properties, we have also included one family market rate property that reported a large senior tenancy.

6. Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY

Property name	Location	Type	Tenancy	Total Units	Vacant Units	Vacancy Rate
Cameron Court	Perry	LIHTC	Senior	64	1	1.6%
Gatwick Senior Village	Perry	LIHTC, Market	Senior	60	0	0.0%
Heathrow Senior Village	Byron	LIHTC	Senior	50	2	4.0%
Potemkin Senior Village	Warner Robins	LIHTC	Senior	68	0	0.0%
Ridgecrest Apartments	Warner Robins	LIHTC, Market	Senior	46	0	0.0%
Summit Rosemont Court	Warner Robins	LIHTC	Senior	34	1	2.9%
Windsor Court	Fort Valley	LIHTC, Market	Senior	56	0	0.0%
Timberwood Apartments	Perry	Market	Family	60	3	5.0%
Total				438	7	1.6%

As illustrated, vacancy rates in the market range from zero to five percent, averaging 1.6 percent. The highest vacancy rate was reported at Timberwood Apartments, the only family and wholly market rate comparable included in this report. The highest vacancy at a senior LIHTC comparable was reported at Heathrow Senior Village at four percent. Management at Heathrow Senior Village indicated that presently there are two vacant units: one, two-bedroom unit restricted at the 30 percent AMI level and one, three-bedroom unit restricted at the 50 percent AMI level. Management also reported a 13 household waiting list and indicated that the units will likely be filled from households on this list. The Subject, as proposed, will not offer either of these unit types with the particular AMI restrictions. The two senior properties located in Perry reported vacancy rates of zero and 1.6 percent. The one vacant unit at Phase I of the Subject, Cameron Court, was pre-leased but the prospective tenant backed out at the last minute and as such the unit is presently vacant but according to management will be filled shortly by one of the households on the lengthy waiting list. The low vacancy rates in the market are indicative of strong demand for affordable age-restricted housing in the market. Upon stabilization, we expect the Subject to maintain a vacancy rate of less than five percent.

7. Properties Under Construction and Proposed

Phase II of the Subject is the only senior LIHTC property currently under construction/proposed in the PMA. Phase II is located adjacent to Phase I and the Subject will similarly be located adjacent to the prior phases of the development. Upon completion (estimated to be late July/early August 2012), Phase II of the Subject will offer 48 one- and two-bedroom units to senior households earning 50 and 60 percent of the AMI, or less. Marketing for the property began approximately four months ago and presently 56 households have submitted applications. Of the 56 total applications, 24 have already been fully approved and of the remaining 32 applications, management anticipates that at least 26 of these will be approved equating to a total of 50 approved applicants, two more than the total number of units that will be offered at Phase II. Overall, the strong performance of Phase I and interest in Phase II is indicative of strong demand for affordable senior housing the market area.

8. Rental Advantage

Cameron Court III, Perry, GA; Market Study

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	Cameron Court	LIHTC	Similar	Similar	Similar	Similar	Similar	0
2	Gatwick Senior Village	LIHTC/Market	Similar	Slightly Inferior	Similar	Slightly Inferior	Similar	-5
3	Heathrow Senior Village	LIHTC	Similar	Slightly Inferior	Similar	Slightly Inferior	Similar	-10
4	Potemkin Senior Village	LIHTC	Similar	Slightly Inferior	Slightly Superior	Similar	Similar	0
5	Ridgecrest Apartments	LIHTC/Market	Slightly Inferior	Slightly Inferior	Slightly Superior	Slightly Inferior	Slightly Inferior	-15
6	Summit Rosemont Court	LIHTC	Slightly Inferior	Inferior	Slightly Superior	Inferior	Inferior	-30
7	Windsor Court	LIHTC/Market	Similar	Slightly Inferior	Slightly Inferior	Slightly Inferior	Similar	-15
8	Timberwood Apartments	Market	Inferior	Slightly Inferior	Similar	Inferior	Inferior	-35

*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 tables.

LIHTC Rent Comparison - @50%

Property Name	Location	2BR
Cameron Court III (Subject)	Perry	\$470
2011 LIHTC Maximum (Net)	-	\$553
Cameron Court	Perry	\$460
Heathrow Senior Village	Byron	\$432
Potemkin Senior Village	Warner Robins	\$465
Gatwick Senior Village	Perry	\$460
Ridgecrest Apartments	Warner Robins	\$437
Windsor Court	Fort Valley	\$415
Average (excluding Subject)		\$445

LIHTC Rent Comparison - @60%

Property Name	Location	2BR
Cameron Court III (Subject)	Perry	\$470
2011 LIHTC Maximum (Net)	-	\$709
Summit Rosemont Court	Warner Robins	\$348
Heathrow Senior Village	Byron	\$480
Cameron Court	Perry	\$460
Potemkin Senior Village	Warner Robins	\$465
Gatwick Senior Village	Perry	\$460
Windsor Court	Fort Valley	\$415
Average (excluding Subject)		\$438

None of the comparable properties are achieving maximum allowable rents at either the 50 percent or the 60 percent levels. Property managers generally indicated that maximum allowable rents were not achievable in the market for age-restricted properties. The Subject’s proposed 50 percent AMI rents range from one to 12 percent above those being achieved at comparable properties; similarly, the Subject’s proposed 60 percent AMI rents range from two percent below to 26 percent above rents being achieved at comparable properties. The lowest rents are being achieved by Summit Rosemont Court in Warner Robins and Windsor Court in Fort Valley. Summit Rosemont Court is the oldest of the comparables, offers the smallest two-bedroom unit in the market, and offers a less extensive amenity package when compared to existing properties. The Subject will be superior to Summit Rosemont Court with regards to amenities, unit size, and age/condition; therefore, a rent premium of \$122 for the Subject’s two-bedroom 60 percent units appears reasonable particularly when considering rents being achieved by the more comparable, comparable properties such as Cameron Court, Potemkin Senior Village, Heathrow Senior Village and Gatwick Senior Village. More specifically, the Subject’s proposed rents are \$10 above those being achieved at Phase I of the Subject (Cameron Court) and \$10 above the other senior LIHTC property in Perry, Gatwick Village. This rent premium is reasonable considering the Subject’s slightly newer condition. Overall, we believe that the proposed 50 and 60 percent rents are achievable.

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.

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 "Market Rents" at Most Comparable Properties (Perry, GA)

Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage over Average
2BR	\$470	\$460	\$659	\$526	12%

The one market rate comparable, Timberwood Apartments is achieving a two-bedroom rent of \$659 per month. The Subject’s proposed LIHTC rents represent a 40 percent rent advantage over the rent being achieved at this property.

The average two-bedroom “market rent” for the most comparable properties is \$526; the Subject’s proposed rents are below this surveyed average. The Subject’s proposed LIHTC rents are higher than the surveyed minimum. This however is considered reasonable given that the Subject will be new construction. The Subject’s proposed LIHTC rents will have a 12 percent rent advantage over the “market rent” being achieved at the most comparable properties. Overall, we believe that the Subject’s proposed rents are achievable in the market and will be competitive when compared to the average rents being achieved at comparable properties.

9. LIHTC Competition – Recent Allocations within 10 miles

According to information on Georgia Department of Community Affairs LIHTC allocation lists, there have been no properties allocated in the PMA in the past two years. Phase II of the Subject is the most recent allocation (October 2009) and the property is currently in the final stages of construction. According to management, 56 applications have been submitted and management expects at least 50 of these to be approved equating to two more than the total number of units to be offered at Phase II of the Subject. Overall, there appears to be sufficient demand for the Subject in addition to all of the existing properties.

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
2000	11,188	84.28%	2,088	15.72%
2010	14,742	83.30%	2,956	16.70%
Prj Mrkt Entry				
July 2015	17,701	82.97%	3,633	17.03%
2015	17,701	82.97%	3,633	17.03%

Owner-occupied housing units dominate the senior housing market in the PMA. Senior renter households are however projected to increase by over one percentage point from 2000 to 2015; this bodes well for the Subject.

Historical Vacancy

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

HISTORICAL VACANCY

Property name	Location	Type	Tenancy	2ND QTR 2009	3RD QTR 2010	1ST QTR 2011	Current Vacancy Rate
Cameron Court	Perry	LIHTC	Senior	64.1%	0.0%	0.0%	1.6%
Gatwick Senior Village	Perry	LIHTC, Market	Senior	0.0%	0.0%	0.0%	0.0%
Heathrow Senior Village	Byron	LIHTC	Senior	3.9%	3.9%	0.0%	4.0%
Potemkin Senior Village	Warner Robins	LIHTC	Senior	-	-	-	0.0%
Ridgecrest Apartments	Warner Robins	LIHTC, Market	Senior	0.0%	-	6.7%	0.0%
Summit Rosemont Court	Warner Robins	LIHTC	Senior	8.8%	-	8.8%	2.9%
Windsor Court	Fort Valley	LIHTC, Market	Senior	51.8%	-	-	0.0%
Timberwood Apartments	Perry	Market	Family	-	5.0%	-	5.0%

As illustrated in the table, the average vacancy in the local market has been relatively stable over the past few years. This stability has occurred despite the addition of Cameron Court and Potemkin Senior, the two most recent stabilized additions to the senior LIHTC housing stock in the PMA. As previously mentioned, management at Phase I of the Subject indicated that 56 applications are currently being processed for the 48 units at Phase II scheduled to enter the market in late July/early August 2012. Management has already fully approved 24 of these applicants and expects to approve at least 50 of the total 56 applications; this equates to two more approved households than units at Phase II. As such, we believe that similar to when Cameron Court I and Potemkin Senior Village were added to the market, when Cameron Court II enters the market vacancy at comparable developments is unlikely to change significantly. As the third phase of a larger development, we expect the Subject to be similarly well received in the market, particularly when considering the low vacancy rates and presence of waiting lists at all of the comparable senior LIHTC developments.

Change in Rental Rates

The following table illustrates changes in rental rates in the past year at the comparable properties.

RENT GROWTH

Comparable Property	Location	Type	Tenancy	Rent Growth
Cameron Court	Perry	LIHTC	Senior	None
Gatwick Senior Village	Perry	LIHTC, Market	Senior	None
Heathrow Senior Village	Byron	LIHTC	Senior	None
Potemkin Senior Village	Warner Robins	LIHTC	Senior	Increase of 3 to 6 percent
Ridgecrest Apartments	Warner Robins	LIHTC, Market	Senior	Increase of 4 to 5 percent
Summit Rosemont Court	Warner Robins	LIHTC	Senior	None
Windsor Court	Fort Valley	LIHTC, Market	Senior	None
Timberwood Apartments	Perry	Market	Family	None

Two of the eight comparable properties reported rent growth in the past year. Both of these two properties are located in the slightly superior market of Warner Robins and both reported healthy rent growth ranging from three to six percent. Neither of the two senior LIHTC properties in Perry nor the market rate property in Perry reported rent growth in the past year. Upon completion we expect the Subject to perform similar to the comparable properties in Perry.

11. Impact of Foreclosed, Abandoned and Vacant Structures

According to realtytrac.com, as of April 2012 there are 94 properties in foreclosure; this equates to one in every 620 housing units. Of these 94 properties, 26 are located in Perry. Realtytrac.com considers this a high foreclosure rate. Property managers did not indicate that an increase in foreclosures, abandoned and/or vacant structures was having a negative impact on the performance of senior LIHTC properties in the market area. Further, few foreclosures, abandoned and/or vacant structures were identified during the site and neighborhood inspection. As such, we do not expect that these structures will have a negative impact on the proposed Subject.

12. Primary Housing Void

All of the LIHTC comparables have low vacancy rates and waiting lists. The longest waiting lists are currently maintained at the two most recent additions to the market: Cameron Court I (56 households) and Potemkin Senior Village (80 households). The Subject will be most similar to these two developments. Prior to the Subject's market entry, at least one additional senior LIHTC property will enter the market: Phase II of the Subject, Cameron Court II. As previously mentioned, 56 applications have been submitted for the 48 units at Phase II and Phase II is not projected to come online until late July/early August at the earliest. This indicates significant demand for affordable age-restricted housing in the market, demand that will not be met by the addition of Cameron Court II alone. The Subject, as proposed, will help to fill this void.

13. Effect of Subject on Other Affordable Units in Market

In a market where vacancies are due to regular turnover and all properties maintain waiting lists, we do not believe that the Subject will affect other affordable units in the market.

Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property. As the newest property in the market, the Subject will be similar to superior to the existing age restricted housing stock in terms of age and condition and it will offer an extensive amenities package. Additionally, the Subject site, which is located within close proximity to retail and other locational amenities, is considered a good location for age restricted housing and this has been proven accurate based on the strong performance of Phase I and interest in Phase II.

All of the comparable LIHTC properties in the PMA share the same project sponsor as the Subject. The strong acceptance and continued strong performance of these properties is a positive sign for the Subject. The Subject's proposed rents will be similar to slightly above the current rents at five of the seven restricted properties and are therefore achievable in the local market. The vacancy rate among the age restricted LIHTC comparables is 1.2 percent, which is considered very low. Further, management at all of the age restricted comparables is maintaining waiting lists and all property managers reported that there is demand for additional

age restricted housing in the market. Additionally, the longest waiting lists were reported at the two most recent additions to the senior LITHC market, Cameron Court I and Potemkin Senior Village. Phase II of the Subject is the only planned addition to the senior LIHTC housing market and management at Phase I indicated that the property has already accepted more applications than there are units at Phase II. The interest in Phase II of the Subject is indicative of strong demand for additional age-restricted affordable housing the market area. Overall, we believe that there is sufficient demand in Perry for both Cameron Court II and Cameron Court III, and we believe the Subject will be successful in the local market as proposed.

I. ABSORPTION & STABILIZATION RATES

Stabilization/Absorption Rate

We were able to obtain absorption information from six comparable properties, illustrated following.

ABSORPTION

Comparable Property	Location	Type	Tenancy	Opened	# of Units	Units Absorbed Per Month
Potemkin Senior Village	Warner Robins	LIHTC	Senior	2011	68	6
Cameron Court	Perry	LIHTC	Senior	2009	64	7
Windsor Court	Fort Valley	LIHTC, Market	Senior	2009	56	5.5
Heathrow Senior Village	Byron	LIHTC	Senior	2006	50	8.5
Ridgecrest Apartments	Warner Robins	LIHTC, Market	Senior	2003	46	6
Gatwick Senior Village	Perry	LIHTC, Market	Senior	2002	60	5

Comparable properties experienced absorption rates ranging from five to 8.5 units per month with an average of just over six units per month. The two properties in Perry reported an average absorption rate of six units per month (Cameron Court I reported absorption rate of seven units per month) and the three most recently completed comparables reported a similar average absorption rate of six units per month. Based on absorption rates reported by the comparable properties, the low vacancy rates and presence of waiting lists at comparable properties, and the strong demand for affordable age-restricted housing in the market, we anticipate that the Subject will absorb seven units per month, for an absorption period of seven to eight months in order to stabilize at a 93 percent occupancy rate.

J. INTERVIEWS

Georgia Department of Community Affairs Eastman Middle Georgia Regional Office

We contacted the Georgia Department of Community Affairs Eastman Middle Georgia Regional Office, which manages the Section 8 Housing Choice Voucher program for Houston County. According to Bradley Mazza, there are currently 1,124 vouchers under contract in Houston County. The following table lists the 2012 payment standards for Houston County, which are set at approximately 105 percent of FMR.

Number of Bedrooms	2012 Payment Standards
0BR	\$608
1BR	\$619
2BR	\$735

The Subject’s proposed gross rents are \$38 below the current payment standard.

City of Perry Community Development Department

We interviewed a representative of the City of Perry Community Development Department. There are currently no proposed large scale residential developments in Perry. There is however several smaller residential projects currently underway; this primarily involves the building out of vacant subdivisions. There is one major economic development currently underway in the city: a nationwide first responder’s training center is currently being built in the Perry area. According to the Community Development Department, this development is projected to bring approximately 100 jobs to the local area.

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

K. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

- Both the PMA and MSA are areas of growth. Both general population growth and senior population growth in the PMA has been, and is projected to continue to be, strong. The Subject will target households earning between \$20,910 and \$33,300 and presently approximately 25 percent of senior households in the PMA earn incomes within a similar range. Households within these income cohorts are expected to create demand for the Subject's proposed units. Overall, demographic trends suggest there is demand for affordable age-restricted rental housing in the PMA.
- The Warner Robins, GA MSA demonstrated steady total employment growth from 2001 to 2007 but consistent with national trends, total employment in the area slowed in 2008 and decreased from 2009 to 2011, albeit at a slower pace than the national average. Additionally, the 2011 to 2012 year-over-year comparison shows an increase in total employment in the MSA compared to a slight decrease for the nation as a whole. Trends in unemployment rates in the MSA and nation as a whole are similar to those in total employment. Overall, the local economy of the MSA has consistently outperformed national averages maintaining well below average unemployment rates. Relative economic stability in the MSA is likely due to stable employers in public administration, healthcare and education industries.

A total of 1,212 jobs were cut in west central Georgia from 2010 to the second quarter of 2012. Of these, only 16 percent were from employers in the PMA and neither of these are located in Perry itself. This was considerably fewer jobs than were lost in 2008 and 2009 (4,676 jobs total). The slowdown of reported layoffs in the PMA is likely due to economic stability provided by the Warner Robins Air Force Base. We are also aware of one major new employer in the area: a new nationwide first responder's training center is currently being built in the Perry area. According to the Community Development Department, this development is projected to bring approximately 100 jobs to the local area. Overall, the relative stability in the local economy, particularly when compared to national trends, is a positive sign for the housing market.

- The Subject is a proposed Phase III of Cameron Court. Phase I of the Subject opened in 2009 and was absorbed at a rate of seven units per month. Presently the property is 98.4 percent occupied with 56 households on the waiting list. Phase II of the Subject is currently in the final stages of construction. Marketing for Phase II has been going on for over four months and to date 56 applications have been submitted; these 56 applications are reported as households on the waiting list for Phase I. Of the 56 applications submitted, 24 have been approved and of the remaining 32 pending applications management estimates that at least 26 of these will be approved; this equates to a total estimated number of approved applicants of 50, two more than the total number of units that will be offered at Phase II. Phase II is scheduled to open in late July/early August 2012. According to management, approximately 50 percent of the households are previous homeowners; 60 percent are from the local area and 40 percent are from out of state. Phase I offers one, two, and three-bedroom units and Phase II will offer one and two-bedroom units. Although three-bedroom units at senior properties are not typical, management at Phase I indicated that there is sufficient demand for all unit types

including the three-bedroom units. All units at the Subject will be two-bedroom units. Management noted that of the current Phase I two-bedroom residents, nearly 88 percent are occupied by one-person households. A similar trend was reported for applications submitted for the Phase II units.

- The Subject's capture rates at range from 5.1 percent for the 50 percent AMI units to 18.7 percent for the 60 percent AMI units with an overall capture rate of 28.9 percent. Therefore, we believe there is adequate demand for the Subject.
- Comparable properties experienced absorption rates ranging from five to 8.5 units per month with an average of just over six units per month. The two properties in Perry reported an average absorption rate of six units per month (Cameron Court I reported absorption rate of seven units per month) and the three most recently completed comparables reported a similar average absorption rate of six units per month. Based on absorption rates reported by the comparable properties, the low vacancy rates and presence of waiting lists at comparable properties, and the strong demand for affordable age-restricted housing in the market, we anticipate that the Subject will absorb seven units per month, for an absorption period of seven to eight months in order to stabilize at a 93 percent occupancy rate.
- Vacancy rates in the market range from zero to five percent, averaging 1.6 percent. The highest vacancy rate was reported at Timberwood Apartments, the only family and wholly market rate comparable included in this report. The highest vacancy at a senior LIHTC comparable was reported at Heathrow Senior Village at four percent. Management at Heathrow Senior Village indicated that presently there are two vacant units: one, two-bedroom unit restricted at the 30 percent AMI level and one, three-bedroom unit restricted at the 50 percent AMI level. Management also reported a 13 household waiting list and indicated that the units will likely be filled from households on this list. The Subject, as proposed, will not offer either of these unit types with the particular AMI restrictions. The two senior properties located in Perry reported vacancy rates of zero and 1.6 percent. The one vacant unit at Phase I of the Subject, Cameron Court, was pre-leased but the prospective tenant backed out at the last minute and as such the unit is presently vacant but according to management will be filled shortly by one of the households on the lengthy waiting list. The low vacancy rates in the market are indicative of strong demand for affordable age-restricted housing in the market. Upon stabilization, we expect the Subject to maintain a vacancy rate of less than five percent.
- All of the senior LIHTC properties reported having waiting lists. The longest waiting lists (56 and 80 households at Cameron Court I and Potemkin Senior Village, respectively) were reported at the two most recent additions to the senior LIHTC housing stock. The long waiting list at Cameron Court I however is due in large part to the anticipated market entry of Cameron Court II. Nevertheless, the presence of waiting list at all seven senior LIHTC properties is indicative of demand and upon stabilization we expect the Subject to also maintain a short waiting list.

- Strengths of the Subject will be its new construction design, its large unit sizes, and its extensive amenities package. The Subject's rents will also be competitive when compared to the current rents at the existing age restricted properties.
- Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property. As the newest property in the market, the Subject will be similar to superior to the existing age restricted housing stock in terms of age and condition and it will offer an extensive amenities package. Additionally, the Subject site, which is located within close proximity to retail and other locational amenities, is considered a good location for age restricted housing and this has been proven accurate based on the strong performance of Phase I and interest in Phase II.

All of the comparable LIHTC properties in the PMA share the same project sponsor as the Subject. The strong acceptance and continued strong performance of these properties is a positive sign for the Subject. The Subject's proposed rents will be similar to slightly above the current rents at five of the seven restricted properties and are therefore achievable in the local market. The vacancy rate among the age restricted LIHTC comparables is 1.2 percent, which is considered very low. Further, management at all of the age restricted comparables is maintaining waiting lists and all property managers reported that there is demand for additional age restricted housing in the market. Additionally, the longest waiting lists were reported at the two most recent additions to the senior LIHTC market, Cameron Court I and Potemkin Senior Village. Phase II of the Subject is the only planned addition to the senior LIHTC housing market and management at Phase I indicated that the property has already accepted more applications than there are units at Phase II. The interest in Phase II of the Subject is indicative of strong demand for additional age-restricted affordable housing the market area. Overall, we believe that there is sufficient demand in Perry for both Cameron Court II and Cameron Court III, and we believe the Subject will be successful in the local market as proposed.

Recommendations

- We recommend the project 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

6-13-2012

Date



Michalena M. Sukenik
Principal
Novogradac & Company LLP

6-13-2012

Date



Julia Smith
Real Estate Analyst

6-13-2012

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

6-13-2012

Date



Michalena M. Sukenik
Principal
Novogradac & Company LLP

6-13-2012

Date



Julia Smith
Real Estate Analyst

6-13-2012

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

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

Manager, 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) 30th 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.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

JULIA SMITH

I. Education

The London School of Economics and Political Science
Master of Science, Social Policy and Planning

American University, Washington, DC
Bachelor of Arts

II. Professional Experience

Analyst, Novogradac & Company LLP (Start Date: January 2006 – Present)
Legal Secretary, Bergen & Bergen Law Firm
Research Assistant, Chr. Michelson Institute

III. Research Assignments

- Assisted with market studies of proposed new construction and existing Low-Income Housing Tax Credit (LIHTC) properties. Market analysis includes preliminary property screenings, market analysis, comparable rent surveys, and demand analysis.
- Assisted in appraisals of proposed new construction and existing Low-Income Housing Tax Credit properties.