



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

**NORTHLAKE SENIOR
4040 Veteran's Court
Columbus, Muscogee County, Georgia**

**Effective Date: May 30, 2013
Report Date: June 12, 2013**

Prepared For

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June 12, 2013

Mr. Josh Thomason
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Re: Updated Market Study for Northlake Senior Apartments in Columbus, Georgia

Dear Mr. Thompson:

At your request, Novogradac & Company LLP performed a market study of the senior rental market in the Columbus, Muscogee 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 Northlake Senior Apartments, a proposed Housing for Older Persons (HFOP) development consisting of 70 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.

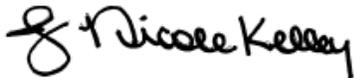
This report contains, to the fullest extent possible and practical, explanations of the data, reasoning, and analyses that were used to develop the opinions contained herein. The report also includes a thorough analysis of the scope of the study, regional and local demographic and economic studies, and 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:

Northlake Senior (the Subject) is a proposed HFOP development that will be located on the south side of Veteran’s Court, just north of Veteran’s Parkway in Columbus, Muscogee County, Georgia. The Subject will be constructed in one three-story elevator serviced residential building. The building will be brick veneer and hardi-plank siding. The following table illustrates the unit mix including bedrooms/bathrooms, square footage, income targeting, rents, and utility allowance.

PROPOSED RENTS

Unit Type	Square Feet	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	LIHTC	HUD Fair
						Maximum Allowable Gross Rent	Market Rents
<i>50% AMI</i>							
1BR	750	4	\$340	\$114	\$454	\$466	\$621
2BR	950	9	\$403	\$142	\$545	\$560	\$736
<i>60% AMI</i>							
1BR	750	10	\$433	\$114	\$547	\$559	\$621
2BR	950	47	\$515	\$142	\$657	\$672	\$836
Total		70					

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

The Subject will offer the following in unit amenities: blinds, carpeting, central air conditioning, dishwashers, ovens/stoves, microwaves, refrigerators, washer/dryer connections, pull cords, and hand rails. Community amenities will consist of a community room/clubhouse, a central laundry facility, a business center, a fitness facility, on-site management, off-street parking, and a community garden.

The Subject will also offer social and recreational programs that will be planned and overseen by the property manager. Semi-monthly classes such as computer tutoring and gardening classes will also be offered. The Subject’s amenities are considered extensive and will be competitive with those offered at the comparables.

2. Site Description/Evaluation:

The Subject site will be located along Veteran’s Court, just east of Veteran’s Parkway, a major north/south commercial corridor for Columbus. Primary access to the Subject site is

via Veteran's Court. There will be additional access via North Lake Loop, a secondary roadway that runs parallel to Veteran's Court and perpendicular to Veteran's Parkway. The Subject's immediate neighborhood consists primarily of hotels, vacant land and commercial uses in good to excellent condition. Retail and office space in this neighborhood is new construction and approximately 95 percent occupied. Residential uses are primarily located to the east of the Subject site and west of Veteran's Parkway. Positive attributes of the site include its close proximity to retail and commercial uses.

The surrounding areas to the north include a Wyndham Hotel and commercial uses in good condition. South of the Subject site is a Hampton Inn Hotel, a Holiday Inn, and boating and automotive dealerships. West of the Subject site is vacant land followed by the Greystone at Inverness Apartments that were excluded as a comparable due to lack of participation from the management. East of the Subject site is Veteran's Parkway, a major commercial corridor, which is developed with a variety of retail and commercial uses including an auto dealership and a McDonalds that are adjacent to the Subject site. Commercial uses along Veteran's Parkway are in good to excellent condition and are approximately 95 percent occupied.

Views from the Subject site include vacant land to the east, an auto dealership and boat dealership to the south, the Wyndham Gardens Hotel to the north, Hampton Inn Hotel and an auto dealership to the west. Visibility is considered good from Veteran's Court. The Subject site has limited visibility from North Lake Loop. Overall, visibility is considered good and views are considered average.

Overall, the site appears appropriate for senior LIHTC housing and will have good proximity to locational amenities such as retail and commercial uses.

3. Market Area Definition:

The Subject is located in Columbus, Muscogee County, Georgia. The PMA is defined as the Muscogee/Harris County Line to the north, River Road and the Chattahoochee River to the west, Victory Drive and the Fort Benning Army Base to the south and the Fort Benning Army Base and State Route 85 to the east. The farthest PMA boundary from the Subject site is 10.3 miles. We relied primarily on interviews with the management at the only LIHTC senior property in Columbus, The Cottages at

Baker Village. Management at The Cottages at Baker Village reported that the property has tenants from all areas of Columbus. Management indicated that seniors would be willing to move to the northern portions of Columbus to find quality senior housing. Management at The Cottages at Baker Village further indicated that there was a lack of senior LIHTC housing in the Columbus area and a property located in North Columbus would likely compete with their property due to the lack of supply. While management stated that they did have tenants on their waiting list wanting to move from outside of Columbus and from other states to be close to their adult children, they believed the primarily drew tenants from current residents of Columbus. While many of the family LIHTC property manager's indicated that they received tenants from not only the general Columbus area, but also from the neighboring towns west of Columbus in Alabama, we have not included any areas in Alabama in our PMA as the majority of the senior tenants are anticipated to be Georgia residents. Per DCA guidelines we have not included leakage in our demand calculations.

4. Community Demographic Data:

The Subject is a 55+ senior development located in Columbus, Muscogee County, GA. In 2012, the population in the PMA was 167,186 and is projected to increase to 171,835 in 2017, at an annual rate of 0.9 percent. This is less than the expected annual population growth in the MSA of 1.2 percent per year, but it is more than the national average of 0.7 percent.

The majority of senior households in the PMA are owner-occupied, and the percentage of owner-occupied households in the PMA is projected to stand at 71.7 percent at the time of market entry. However, this number is smaller than the national average, which is projected to stand at 80.1 percent at the time of market entry. The tenure pattern for the MSA is more in line with national averages although still slightly below at 75.3 percent.

Per RealtyTrac's March 2013 data, an estimated 11.2 percent of homes are vacant in Columbus. The median list price is \$139,900 as of March 2013, which represents a 4 percent year over year increase. The median sales price in the city is \$115,000, which is a three percent year over year decrease since March 2012. The foreclosure rates in Columbus as of April 2013 is one in every 6,726 housing

units, which is lower than that of the county (one in every 5,309 housing units) and significantly lower than that of the state (one in every 682 housing units) and nation (one in every 905 housing units).

5. Economic Data:

Total employment in the MSA currently sits at 120,259 as of March 2013. The Columbus, GA-AL MSA experienced average employment prior to the advent of the recession in 2008, with figures roughly in line with the national average. In 2009 the MSA experienced a rise in unemployment of 2.9 percent, which is significant but less than the national average of a net 3.5 percent rise in unemployment.

The unemployment rate in the MSA has remained high since 2009 and the YTD average for 2013 is actually higher than the unemployment rate in 2009. However, in recent months the unemployment rate appears to have lowered, sitting at 8.4 percent in March of 2013. This number is still higher than the national average of 7.6 percent.

An estimated 40.4 percent of senior households in the PMA are projected to earn between \$20,000 and \$59,999 per year at the time of market entry, a number expected to remain stable into 2017.

Fort Benning is the area's chief employer, dwarfing the next largest employer in the Columbus, GA-AL MSA by a factor of seven. The area is extremely reliant on employment related to Fort Benning and any closures or downsizing at the base would have a strong negative effect on the economic landscape of the area. However, aside from this the area's employment mix appears to be fairly diversified. Education, manufacturing, entertainment and hospitality, food services, telecommunications and financial industries are all represented in the area's list of top 16 employers.

6. Project-Specific Affordability And Demand Analysis:

Our demand analysis indicates that there are 749 income qualified renter households in the PMA. The Subject will have to capture 65 of these in order to stabilize at an occupancy rate of 93 percent. The following table illustrates capture rates for the Subject.

CAPTURE RATE ANALYSIS CHART

Unit Size	Income limits	Units Proposed	Total Demand	Supply	Capture Rate
1BR at 50%	\$13,620 - \$19,900	4	336	0	1.2%
1BR at 60%	\$16,410 - \$23,880	10	283	120	6.1%
2BR at 50%	\$16,350 - 19,900	9	246	0	3.7%
2BR at 60%	\$19,710 - \$23,880	47	208	0	22.6%
Overall 50% AMI	\$16,350 - 19,900	13	583	0	2.2%
Overall 60% AMI	\$19,710 - \$23,880	57	491	120	15.4%
Total Overall	\$13,620 - \$23,880	70	749	120	11.1%

All of the Subject's capture rates are within DCA threshold requirements and indicate adequate demand for the Subject as proposed. Overall, we believe there is sufficient demand to support the 70 unit Subject.

7. Competitive Rental Analysis:

There is only one senior LIHTC property located in the PMA. The Cottages is a senior LIHTC property that is Phase III of the Arbor Pointe Community. Arbor Pointe Phase I and II are mixed income family properties that were not included as comparables due to their tenancy, distance from Subject, and additional subsidy. We have included The Cottages as it does not operate with additional subsidy. The Cottages was allocated in 2010 and opened in March 2013 and is in excellent condition. This property is located 10.7 miles from the Subject site in South Columbus. Due to the lack of senior LIHTC comparables in the Subject's PMA we have also included four family LIHTC properties in our analysis. We selected properties based on proximity to the Subject site, design, and condition. Johnston Mill Lofts offers a midrise design and is the closest LIHTC property, located 5.1 miles from the Subject site. This property was originally constructed in the 1900's and renovated with LIHTC in 2002. Johnston Mill Lofts offers both market and LIHTC units at 60 percent of the AMI. Midtown Square offers a garden style design and was constructed in 2002. Midtown Square offers two and three-bedroom units at 60 percent of the AMI. Springfield Crossing, constructed in 2002, is in fair condition. We have included this property as a comparable as it is the only property to offer rents at 50 percent of the AMI. Additionally, Springfield Crossing offers rents at 60 percent of the AMI and market rate units. Victory Crossing is the newest family LIHTC property, constructed in 2005. Victory Crossing has a garden style design offering two and three-bedroom rents at 60 percent of the AMI and is in good condition. Overall, the availability of senior LIHTC data in the market is limited.

We have also used five conventional rental properties in our analysis. While there are no conventional senior properties, all of the market rate properties are located in northern Columbus and four of the five market rate properties are located within 1.6 miles of the Subject. The market rate properties all offer garden style structures and all are in good to excellent condition. Two market rate properties located within two miles of the Subject were excluded as comparables. Oakridge Apartments, just north of the Subject on Veteran’s Parkway, was excluded as it offers a townhome design which is not comparable to the Subject’s low-rise design. Additionally, Greystone at Inverness, located east of the Subject, was excluded as we were unable to contact management. Overall, the availability of market rate data is considered adequate.

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 not 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 RENTS IN THE MARKET

Unit Type	Subject Proposed Rents	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR at 50% AMI	\$340	\$447	\$859	\$697	105%
2BR at 50% AMI	\$403	\$453	\$1,310	\$788	96%
1BR at 60% AMI	\$433	\$447	\$859	\$697	61%
2BR at 60% AMI	\$515	\$516	\$1,310	\$835	62%

As illustrated in the previous table, the Subject’s proposed rents at 50 and 60 percent AMI are below the surveyed minimum rents and therefore the Subject will have a significant rent advantage. Strengths of the Subject include its age/condition, location, in-unit amenity package, and common area amenity package including services. Overall

vacancy in the market is low at less than four percent and the one senior LIHTC comparable property is currently 100 percent occupied with a waiting list.

Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer an advantage when compared to the average rents being achieved at comparable properties.

8. Absorption/Stabilization

Estimate:

We were able to obtain absorption information for several comparable properties, which is illustrated in the following table.

ABSORPTION						
Property name	Type	Tenancy	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Midtown Square	LIHTC	Family	Family	2002	144	16 units per month
Springfield Crossing	LIHTC	Family	Family	2002	120	20 units per month
The Cottages	LIHTC	Senior	Senior	2013	120	Pre-leased
Victory Crossing	LIHTC	Family	Family	2005	172	28
Greystone Falls	Market	Family	Family	2007	214	22

The Cottages represents the most recent construction and is considered most similar to the Subject in terms of tenancy. The Cottages opened in March of 2013 and was pre-leased prior to opening. This property currently has an 80 household waiting list and is 100 percent occupied. Based on the absorption pace and waiting list reported by this property and the lack of affordable senior housing options in the PMA, we conservatively anticipate that the Subject will absorb 20 to 24 units per month, for an absorption period of three to four months based on 93 percent occupancy.

9. Overall Conclusion:

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property. Overall vacancy at the comparable properties is low at less than six percent. The one senior LIHTC comparable property is 100 percent occupied and is maintaining the longest waiting list with 80 households total. The property opened in March 2013 and almost all units were preleased since June 2012. The property manager indicated that there is a very strong demand in the area for more senior housing, particularly one-bedroom units. Strengths of the Subject include its low rents, age/condition, location, in-unit amenity package, and common area amenity package including services. Further, senior renter household tenancy is high in the PMA at approximately 28 percent. Annual senior household growth

in the PMA is high at a projected 2.8 percent and this growth rate is even higher in the MSA at 5.8 percent projected through 2017. Overall, we believe that there is demand for the Subject given the strength of senior LIHTC demand in the market and the lack of senior LIHTC supply in the area.

Summary Table:

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

Development Name:	Northlake Senior	Total # Units:	70
Location:	4040 Veterans Court	# LIHTC Units:	70
	Columbus, Muscogee County, GA		
PMA Boundary:	North: Muscogee/Harris County Line; West: River Road and the Chattahoochee River; South: Victory Drive and the Fort Benning Army Base;		
	East: Fort Benning Army Base and State Route 85	Farthest Boundary Distance to Subject:	10.3 miles

Rental Housing Stock (found on pages 6 and 95)

Type	# Properties*	Total Units	Vacant Units	Average Occupancy
All Rental Housing	10	2,196	85	96.1%
Market-Rate Housing	5	1,305	33	97.5%
<i>Assisted/Subsidized Housing not to include LIHTC</i>	N/Ap	N/Ap	N/Ap	N/Ap
LIHTC	5	891	52	94.2%
Stabilized Comps	10	2,196	85	96.1%
Properties in Construction & Lease Up	N/Ap	N/Ap	N/Ap	N/Ap

*Only includes properties in PMA

Subject Development					Average Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
4	1BR at 50% AMI	1	750	\$340	\$697	\$0.93	105%	\$820	\$0.91
9	2BR at 50% AMI	2	950	\$403	\$788	\$0.83	96%	\$1,310	\$0.88
10	1BR at 60% AMI	1	750	\$433	\$697	\$0.93	61%	\$820	\$0.91
47	2BR at 60% AMI	2	950	\$515	\$835	\$0.88	62%	\$1,310	\$0.88

Demographic Data (found on page 33)

	2000		2012		2015	
Renter Households	5,945	24.70%	7,368	23.40%	8,018	21.90%
Income-Qualified Renter HHs (LIHTC)	1,338	22.50%	1,658	22.50%	1,804	22.50%

Targeted Income-Qualified Renter Household Demand (found on pages 44-59)

Type of Demand	30%	50%	60%	Market-rate	Other: __	Overall*
Renter Household Growth	N/Ap	114	96	N/Ap	N/Ap	146
Existing Households (Overburdened + Substandard)	N/Ap	596	502	N/Ap	N/Ap	767
Homeowner conversion (Seniors)	N/Ap	14	12	N/Ap	N/Ap	17
Total Primary Market Demand	N/Ap	724	610	N/Ap	N/Ap	930
Less Comparable/Competitive Supply	N/Ap	0	120	N/Ap	N/Ap	120
Adjusted Income-qualified Renter HHs**	N/Ap	724	490	N/Ap	N/Ap	810

Capture Rates (found on page 4, 52, 55, and 58)

Targeted Population	30%	50%	60%	Market-rate	Other: __	Overall
Capture Rate:	N/Ap	2.20%	15.40%	N/Ap	N/Ap	11.10%

*Includes LIHTC and unrestricted (when applicable)

**May differ slightly from Demand Analysis due to rounding

B. PROJECT DESCRIPTION

PROJECT DESCRIPTION

Project Address and Development Location:

The Subject site is part of a larger parcel located at 40404 Veteran’s Court in the northern portion of Columbus. Muscogee County, Georgia.

Construction Type:

The Subject will be a newly constructed senior development that will be constructed in one, three-story, elevator serviced building. The building will be brick veneer and Hardi-plank siding.

Occupancy Type:

HFOP (55+).

Special Population Target:

None.

Number of Units by Bedroom Type and AMI Level:

See following property profile.

Unit Size:

See following property profile.

Structure Type:

See following property profile.

Rents and Utility Allowances:

See following property profile.

Existing or Proposed

Project Based Rental Assistance:

None of the Subject’s units will operate with project based rental assistance.

Proposed Development Amenities: See following property profile.

Northlake Senior, Columbus, GA; Market Study

Northlake Senior Apartments

Comp # Subject
Effective Rent Date 5/28/2013

Location Veterans Court
 Columbus, GA 31909
 Muscogee County
 (verified)
Distance n/a
Units 70
Vacant Units N/A
Vacancy Rate N/A
Type Lowrise (age-restricted)
 (3 stories)
Year Built / Renovated 2015 (Proposed) / n/a



Market

Program @50%, @60% **Leasing Pace** 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?
1	1	Lowrise (3 stories)	4	750	\$340	\$0	@50%	n/a	N/A	N/A	no
1	1	Lowrise (3 stories)	10	750	\$433	\$0	@60%	n/a	N/A	N/A	no
2	1	Lowrise (3 stories)	9	950	\$433	\$0	@50%	n/a	N/A	N/A	no
2	1	Lowrise (3 stories)	47	950	\$515	\$0	@60%	n/a	N/A	N/A	no

Amenities

In-Unit	Blinds Carpeting Central A/C Coat Closet Dishwasher Garbage Disposal Hand Rails Microwave Oven Pull Cords Washer/Dryer hookup	Security	Limited Access
Property	Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Courtyard Elevators Exercise Facility Central Laundry Off-Street Parking On-Site Management	Premium	none
Services	none	Other	none

Comments

The Subject's one-bedroom utility allowance will be \$114 and the Subject's two-bedroom utility allowance will be \$142. The Subject's gross rents are \$454 for the one-bedroom at 50 percent of the AMI, \$545 for the two-bedroom at 50 percent of the AMI, \$547 for the one-bedroom at 60 percent of the AMI, and \$657 for the two-bedroom at 60 percent of the AMI.

Scope of Renovations: N/Ap.

Current Rents: N/Ap.

Current Occupancy: N/Ap.

Current Tenant Income: N/Ap.

Placed in Service Date: Construction on the Subject will begin in July 2014 and will be completed by July 2015.

Conclusion: The Subject will be an excellent quality brick and Hardiplank siding development consisting of one, three-story, elevator serviced building. As new construction, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical obsolescence.

C. SITE EVALUATION

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

Nicole Kelley visited the site on May 30, 2013.

2. Physical Features of the Site:

The following illustrates the physical features of the site.

Frontage:

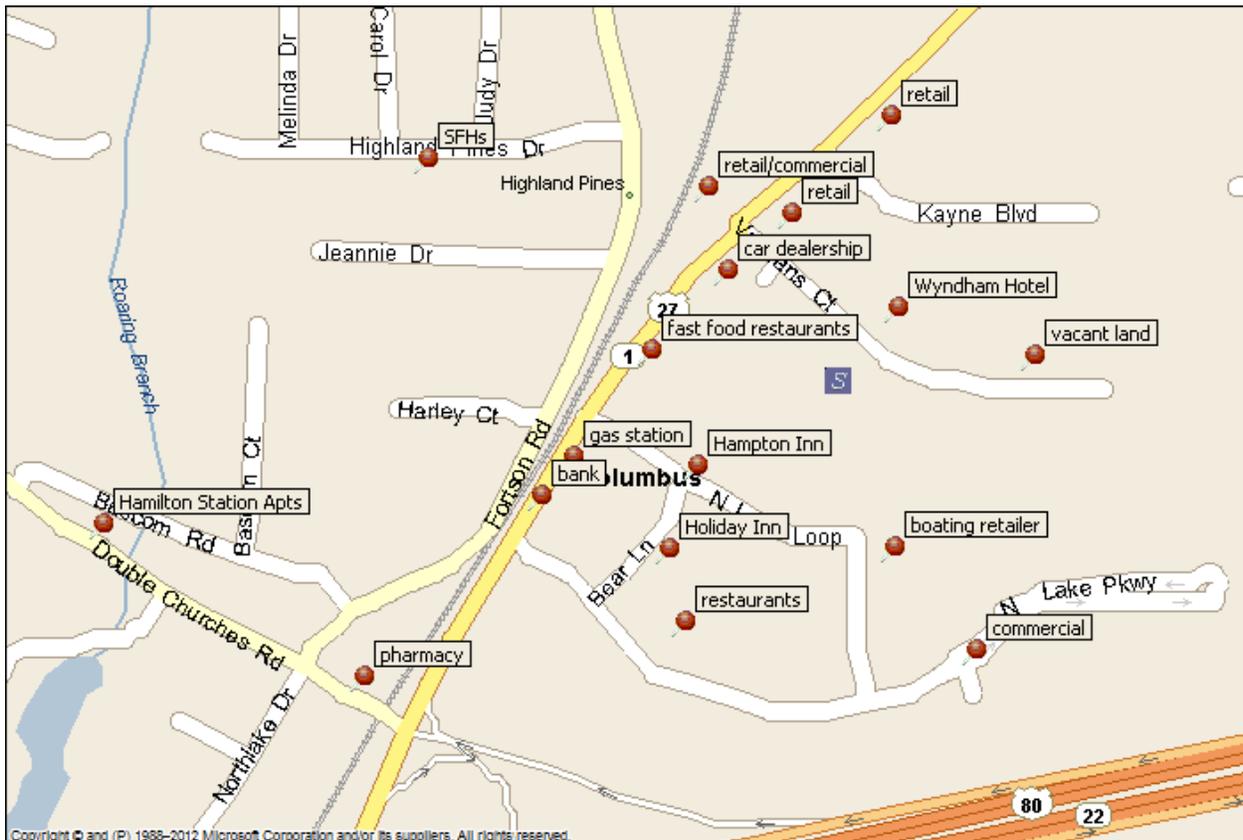
The Subject site has frontage along the south side of Veteran’s Court. In addition, the Subject will have limited frontage along the north side of North Lake Loop Road via an access road.

Visibility/Views:

Views from the Subject site include vacant land to the east, an auto dealership and boat dealership to the south, the Wyndham Gardens Hotel to the north, Hampton Inn Hotel and an auto dealership to the west. Visibility is considered good from Veteran’s Court. The Subject site has limited visibility from North Lake Loop. Overall, visibility is considered good and views are considered average.

Surrounding Uses:

The following map and pictures illustrate the surrounding land uses.



The Subject site is located in a newly developing area of

northern Columbus. The surrounding areas to the north include a Wyndham Hotel and commercial uses in good condition. South of the Subject site is a Hampton Inn Hotel, a Holiday Inn, and boating and automotive dealerships. West of the Subject site is vacant land followed by the Greystone at Inverness Apartments that were excluded as a comparable due to lack of participation from the management. East of the Subject site, Veteran's Parkway is developed with a variety of retail and commercial uses including an auto dealership and a McDonalds that are adjacent to the Subject site. Commercial uses along Veteran's Parkway are in good to excellent condition and approximately 95 percent occupied.

Positive/Negative Attributes of Site: Positive attributes of the Subject site include it's proximity to retail and commercial uses. Additionally, the Subject site has excellent access to Interstate 185 and U.S. Route 80.

3. Physical Proximity to Locational Amenities:

The Subject is located at 4027 Veteran's Court in a predominately commercial neighborhood that includes Northside High School, the Columbus Park Crossing Shopping Center, small commercial uses and places of worship. While the Subject is in a fairly well developed area, it is to the north of what can be considered the downtown area of Columbus and is therefore relatively far away from some municipal amenities, including the nearest fire and police departments. However, the distance from these amenities is not expected to negatively impact the Subject as it will be within close proximity to amenities such as grocery store and pharmacy.

4. Pictures of Site and Adjacent Uses:



Subject site facing east



Subject site facing southwest



Subject site facing south from Veteran's Court



View northwest on Veteran's Court



Vacant land adjacent to Subject site



Retail north of Subject site



IHOP south of Subject site



Commercial north of Subject site



Hampton Inn south of Subject site



Car dealership at Veteran's Court and Veteran's Parkway



New retail on Veteran's Court



Pharmacy west of subject site



View northeast on Veteran's Parkway



View southwest on Veteran's Parkway



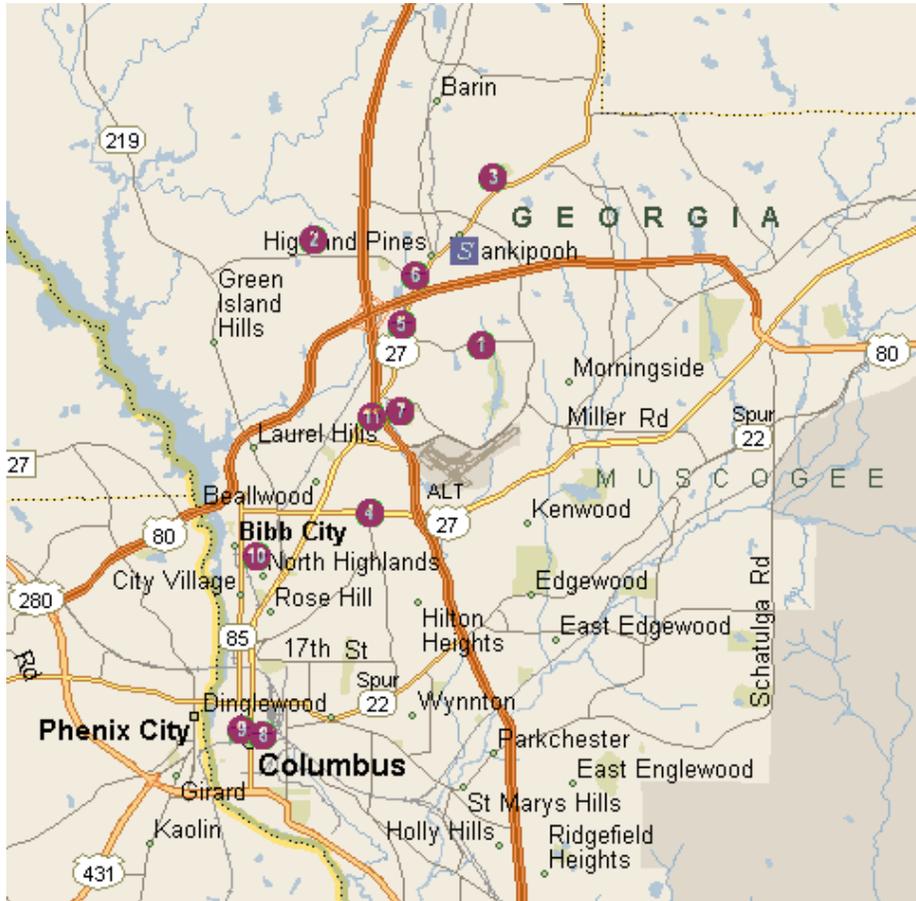
Wyndham Hotel adjacent to Subject site



Holiday Inn south of Subject site

5. Proximity to Locational Amenities:

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



Locational Amenities

Map #	Service/Amenity	Distance from Subject
1	Blanchard Elementary School	2.7 miles
2	Double Churches Middle School	2.3 miles
3	Northside High School	1.5 miles
4	St. Francis Hospital	4.6 miles
5	Winn-Dixie Supermarket	1.2 miles
6	Rite Aid Pharmacy	0.7 miles
7	North Columbus Branch Library	2.7 miles
8	Columbus Police Department	7.5 miles
9	Columbus Fire Department	7.3 miles
10	Fox Senior Center	5.2 miles
11	Kelly Services Employment Center	2.7 miles

6. Description of Land Uses:

The Subject site is located in a newly developing area of northern Columbus. The Subject’s immediate neighborhood consists primarily of hotels, vacant land and commercial uses in good to excellent condition. Retail and office space in this neighborhood is new construction and approximately 95 percent occupied. Residential uses are

primarily located to the east of the Subject site and west of Veteran's Parkway.

The surrounding areas to the north include a Wyndham Hotel and commercial uses in good condition. South of the Subject site is a Hampton Inn Hotel, a Holiday Inn, and boating and automotive dealerships. West of the Subject site is vacant land followed by the Greystone at Inverness Apartments that were excluded as a comparable due to lack of participation from the management. East of the Subject site Veteran's Parkway this is developed with a variety of retail and commercial uses including an auto dealership and a McDonalds that are adjacent to the Subject site. Commercial uses along Veteran's Parkway are in good to excellent condition and approximately 95 percent occupied. The Subject is consistent with the existing land uses within one mile of the site.

7. Multifamily Residential within Two Miles:

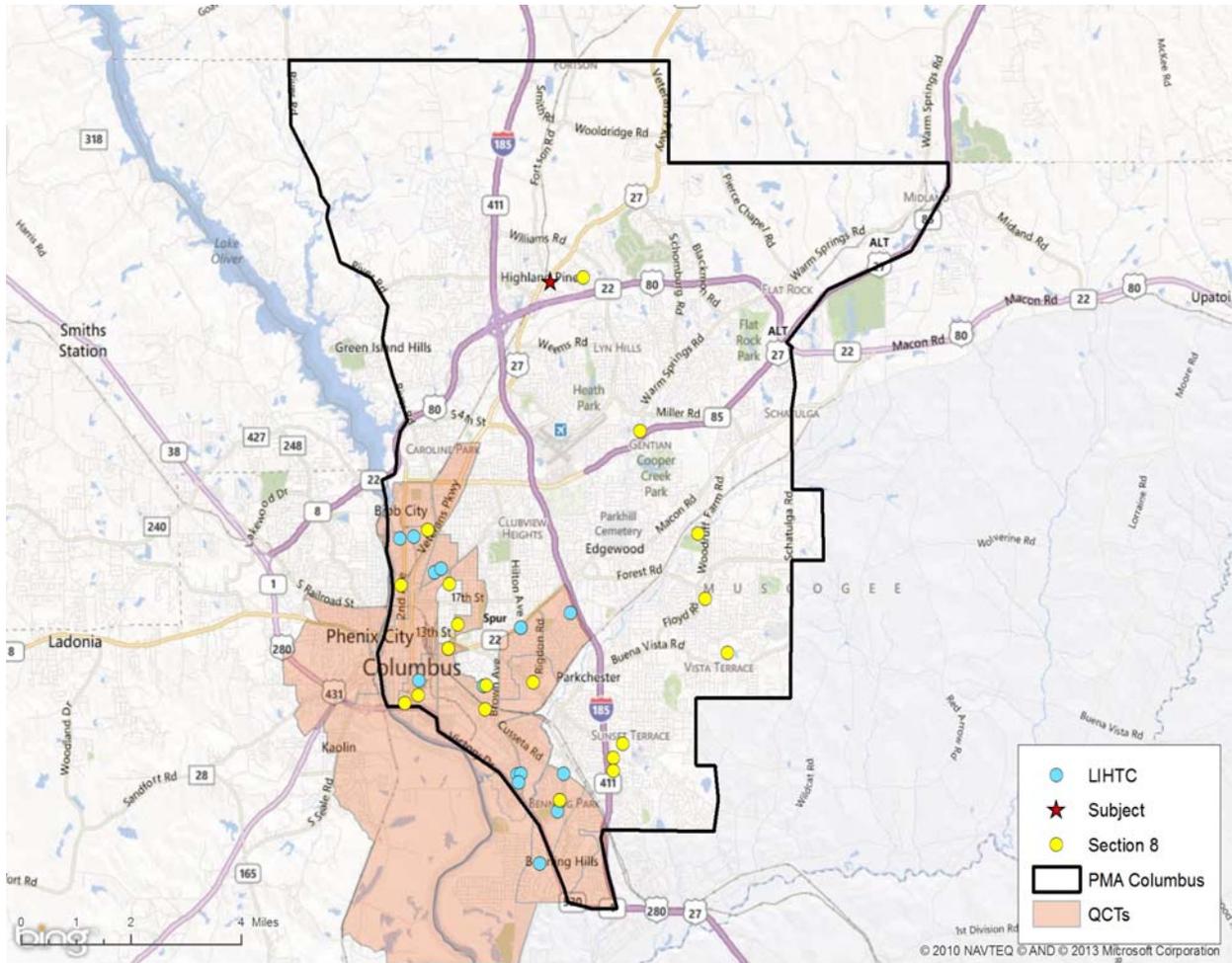
Multifamily uses within two miles of the Subject site include Walden Pond, Hamilton Station, Greystone at Inverness, and Oak Ridge Apartments. Walden Pond, used as a comparable in our analysis, is a 247-unit market rate property constructed in 1998 that is 95 percent occupied and in good condition. This property offers one, two, and three-bedroom units with rents ranging from \$715 to \$975 per month. Hamilton Station also used as comparable, offers 386 market rate units and is 97 percent occupied. Hamilton Station was constructed in 1983 and renovated in 2002 and is in good overall condition. This property offers one, two, and three-bedroom units with rents ranging from \$745 to \$1,025 per month. Greystone at Inverness is located just east of the Subject site along Inverness Parkway. We attempted to contact this property to no avail. The property's website indicated that they have two and three-bedroom townhome units and one and two-bedroom garden style units. All of the garden units include either a sunroom or a screened porch and range in price from \$720 to \$915 per month. The townhome units range in price from \$875 to \$1,225 per month. Oak Ridge Apartments is a smaller townhome style rental community located north of the Subject along Veteran's Parkway. We were unable to obtain any information about this community; however, given its townhome design it is not considered competitive with the proposed Subject.

8. Existing Assisted Rental Housing

Property Map:

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

Property	Tenancy	Type	Included/Excluded	Reason for Exclusion	Distance
SUBJECT	Senior	LIHTC	Included	N/Ap	n/a
The Cottages	Senior	LIHTC	Included	N/Ap	10.9 miles
Johnston Mill Lofts	Family	LIHTC	Included	N/Ap	6.1 miles
Midtown Square	Family	LIHTC	Included	N/Ap	7.4 miles
Springfield Crossing	Family	LIHTC	Included	N/Ap	11.2 miles
Victory Crossing	Family	LIHTC	Included	N/Ap	11.2 miles
Avalon Apartments	Family	LIHTC	Excluded	Tenancy/Recent fire - More comparable properties	10.3 miles
Nina Street Duplex, I	Family	LIHTC	Excluded	Tenancy/More comparable properties	7.5 miles
Nina Street Duplex, II	Family	LIHTC	Excluded	Tenancy/More comparable properties	9.1 miles
Washington Ave. Duplex	Family	LIHTC	Excluded	Tenancy/More comparable properties	7.5 miles
Eagle Trace	Family	LIHTC	Excluded	Tenancy/More comparable properties	13.5 miles
Liberty Gardens Townhomes	Family	LIHTC	Excluded	Tenancy/ More comparable properties	7.6 miles
McLeod Square	Family	LIHTC	Excluded	Tenancy/More comparable properties	5.7 miles
Arbor Pointe I and II	Family	LIHTC/PH/Sec8/ Market	Excluded	Tenancy/More comparable properties	5.8 miles
Ashley Station I, II, II	Family	LIHTC/PH/Sec8/ Market	Excluded	Tenancy/More comparable properties	5.6 miles
Bull Creek Apartments	Family	Sec 8	Excluded	Tenancy/All units Subsidized	8.3 miles
Calvary Community	Elderly	Sec 8	Excluded	All units Subsidized	1.1 miles
Columbus Villas	Family	Sec 8	Excluded	Tenancy/All units Subsidized	11.2 miles
Columbus Gardens	Elderly	Sec 8	Excluded	All units Subsidized	7.9 miles
Farrfield Manor	Senior	Sec 8	Excluded	All units Subsidized	9.7 miles
Hunter Haven	Family	Sec 8	Excluded	Tenancy/All units Subsidized	9.2 miles
Northgate Village	Family	Sec 8	Excluded	Tenancy/All units Subsidized	4.6 miles
Point East	Family	Sec 8	Excluded	Tenancy/All units Subsidized	9.9 miles
Ralston Towers	Senior	Sec 8	Excluded	All units Subsidized	8.3 miles
Renaissance Villa	Family	Sec 8	Excluded	Tenancy/All units Subsidized	8.7 miles
Saint Mary's Woods Estates	Elderly	Sec 8	Excluded	All units Subsidized	9.6 miles
Booker T washington	Family	Public Housing	Excluded	All units Subsidized	7.8 miles
Elizabeth Canty	Family	Public Housing	Excluded	All units Subsidized	9.5 miles
Farley Homes	Family	Public Housing	Excluded	All units Subsidized	9.0 miles
E.J. Knight Apartments	Family	Public Housing	Excluded	All units Subsidized	10.8 miles
E.J. Knight Gardes	Elderly	Public Housing	Excluded	All units Subsidized	10.8 miles
Rivers Homes	Elderly	Public Housing	Excluded	All units Subsidized	7.6 miles
Nicholson Terrace	Elderly	Public Housing	Excluded	All units Subsidized	7.7 miles
Chase Apartments	Family	Public Housing	Excluded	All units Subsidized	6.1 miles
Warren Williams	Family	Public Housing	Excluded	All units Subsidized	7.6 miles
Wilson Homes	Family	Public Housing	Excluded	All units Subsidized	5.1 miles



Columbus, GA

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9. Road/Infrastructure

Proposed Improvements:

There were no road or infrastructure improvements ongoing at the time of our site inspection. According to the local planning department, there are no immediate proposed improvements.

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

Primary access to the Subject site is via Veteran's Court. There will be additional access via North Lake Loop, a secondary roadway that runs parallel to Veteran's Court and perpendicular to Veteran's Parkway. Visibility is excellent from Veteran's Court and fair from North Lake Loop. Overall, access and visibility are considered good.

11. Environmental Concerns:

None visible upon site inspection.

Detrimental Influences:

There are no significant detrimental influences.

12. Conclusion:

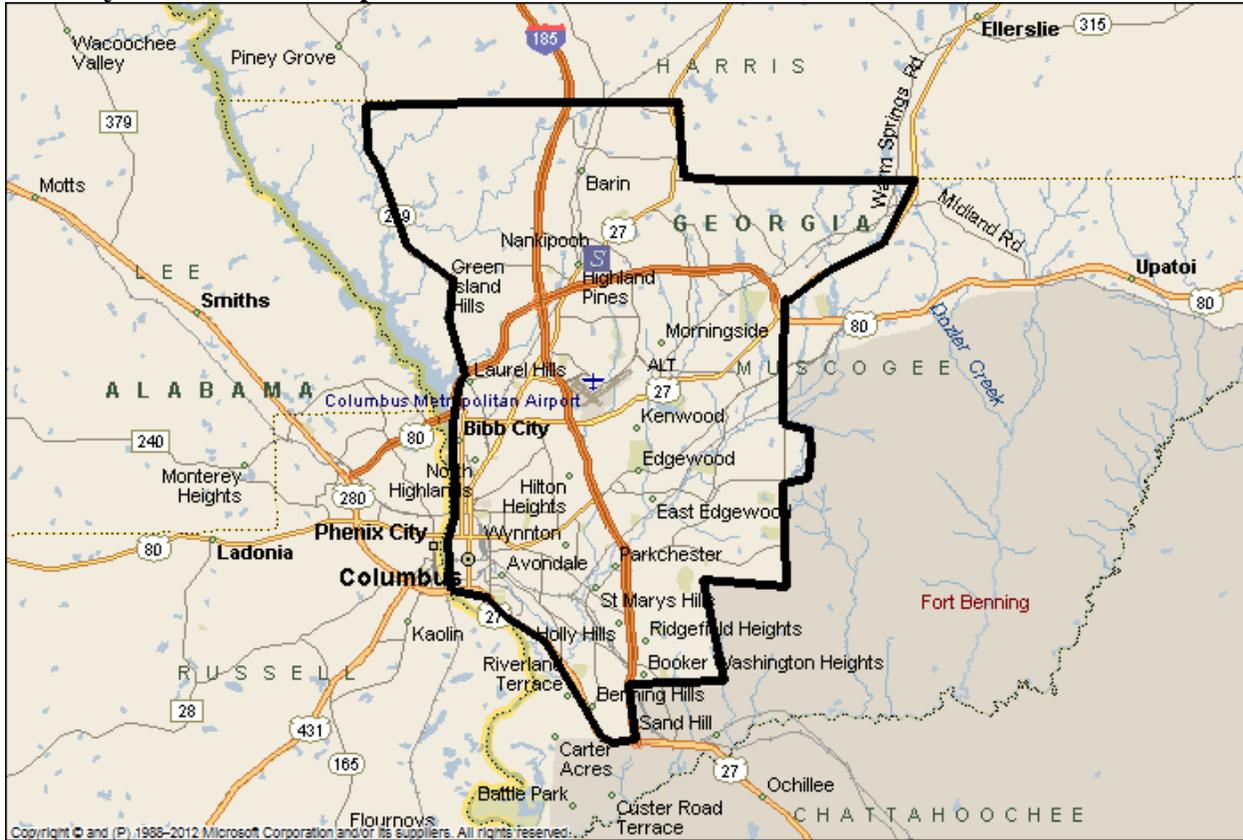
The Subject site is located in a newly developing area of northern Columbus. The Subject's immediate neighborhood consists primarily of hotels, vacant land and commercial uses in good to excellent condition. Retail and office space in this neighborhood is new construction and approximately 95 percent occupied. Residential uses are primarily located to the east of the Subject site and west of Veteran's Parkway. Additionally, the Subject will offer good visibility and curb appeal. Overall, the community presents a good location for an affordable, multifamily development and the Subject has a positive impact on the local neighborhood.

D. MARKET AREA

PRIMARY MARKET AREA

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

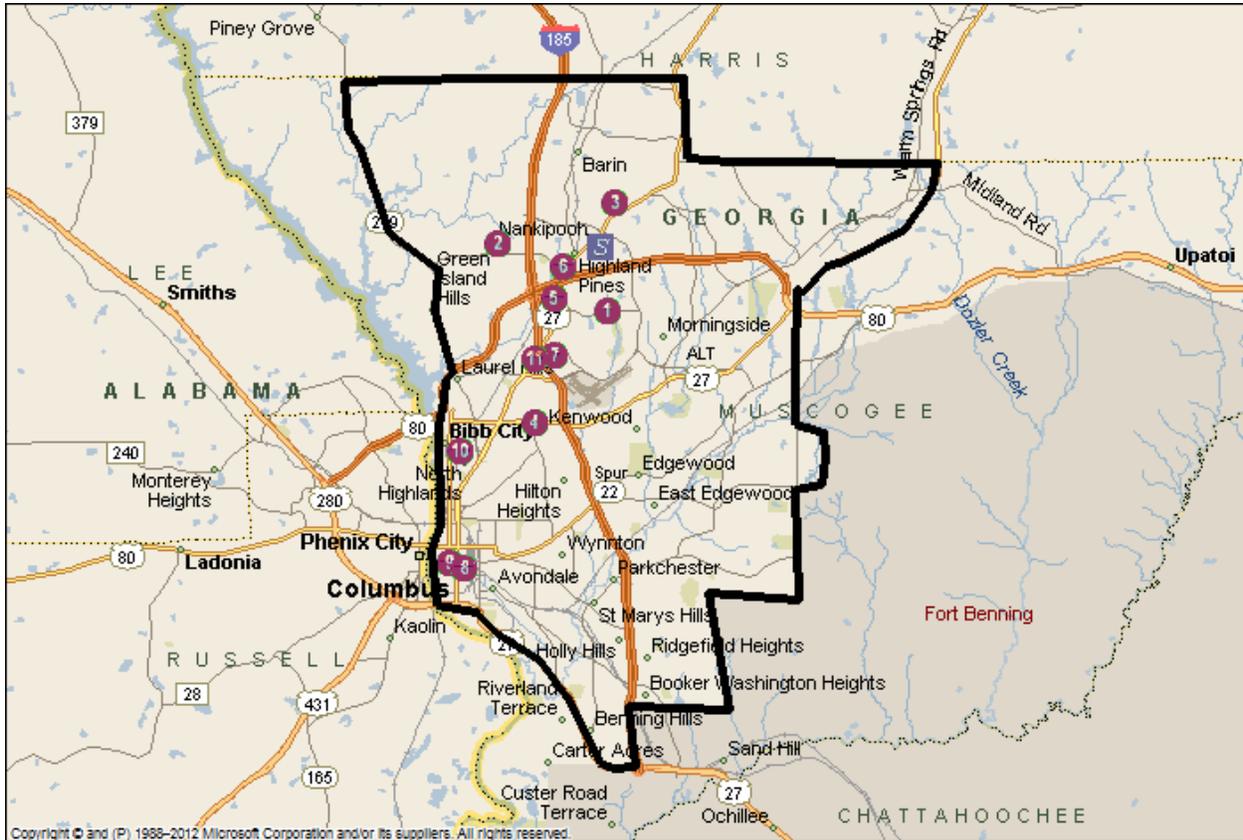
Primary Market Area Map





COMPARABLE PROPERTIES

#	Property	Tenancy	Type	Distance to Subject
S	SUBJECT	Senior	LIHTC	N/Ap
1	Johnston Mill Lofts	Family	LIHTC, Market	5.8 miles
2	Midtown Square	Family	LIHTC	7.1 miles
3	Springfield Crossing	Family	LIHTC, Market	10.9 miles
4	The Cottages	Senior	LIHTC	10.7 miles
5	Victory Crossing	Family	LIHTC	10.9 miles
6	Greystone At Main St	Family	Market	1.5 miles
7	Greystone Falls	Family	Market	2.7 miles
8	Hamilton Station	Family	Market	0.7 miles
9	Lullwater At Maple Ridge	Family	Market	1.6 miles
10	Walden Pond Apartments	Family	Market	0.9 miles



Locational Amenities

Map #	Service/Amenity	Distance from Subject
1	Blanchard Elementary School	2.7 miles
2	Double Churches Middle School	2.3 miles
3	Northside High School	1.5 miles
4	St. Francis Hospital	4.6 miles
5	Winn-Dixie Supermarket	1.2 miles
6	Rite Aid Pharmacy	0.7 miles
7	North Columbus Branch Library	2.7 miles
8	Columbus Police Department	7.5 miles
9	Columbus Fire Department	7.3 miles
10	Fox Senior Center	5.2 miles
11	Kelly Services Employment Center	2.7 miles

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 Columbus, GA MSA are areas of growth or contraction.

The boundaries of the PMA are as follows:
 North – Muscogee/Harris County Line
 South- Fort Benning Army Base and Victory Drive
 East- Fort Benning Army Base and State Route 85

West- River Road and the Chattahoochee River

The PMA is defined as the Muscogee/Harris County Line to the north, River Road and the Chattahoochee River to the west, Victory Drive and the Fort Benning Army Base to the south and the Fort Benning Army Base and State Route 85 to the east. The farthest PMA boundary from the Subject site is 10.3 miles. We relied primarily on interviews with the management at the only LIHTC senior property in Columbus, The Cottages at Baker Village. Management at The Cottages at Baker Village reported that the property has tenants from all areas of Columbus. Management indicated that seniors would be willing to move to the northern portions of Columbus to find quality senior housing. Management at The Cottages at Baker Village further indicated that there was a lack of senior LIHTC housing in the Columbus area and a property located in North Columbus would likely compete with their property due to the lack of supply. While management stated that they did have tenants on their waiting list wanting to move from outside of Columbus and from other states to be close to their adult children, they believed the primarily drew tenants from current residents of Columbus. While many of the family LIHTC property manager's indicated that they received tenants from not only the general Columbus area, but also from the neighboring towns west of Columbus in Alabama, we have not included any areas in Alabama in our PMA as the majority of the senior tenants are anticipated to be Georgia residents. Per DCA guidelines we have not included leakage in our demand calculations.

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

1. Population Trends

The following tables illustrate (a) Total Population, (b) Population by Age Group, and (c) Number of Elderly and Non-Elderly within population in MSA, the PMA and nationally from 1990 through 2017.

TOTAL POPULATION

Year	PMA		Columbus, GA-AL MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
1990	152,695	-	266,376	-	248,709,873	-
2000	158,909	0.4%	281,688	0.6%	281,421,906	1.3%
2012	167,186	0.4%	302,056	0.6%	313,129,017	0.9%
Projected Mkt Entry July 2015	171,835	0.9%	312,735	1.2%	319,643,343	0.7%
2017	174,935	0.9%	319,855	1.2%	323,986,227	0.7%

Source: ESRI Demographics 2012, Novogradac & Company LLP, May 2013

POPULATION BY AGE GROUP

Age Cohort	PMA				
	1990	2000	2012	Projected Mkt Entry July 2015	2017
0-4	11,812	11,162	11,964	12,308	12,537
5-9	11,349	12,146	11,116	11,394	11,580
10-14	10,992	11,998	10,939	11,289	11,522
15-19	11,468	11,874	11,921	11,912	11,906
20-24	11,410	10,961	13,413	13,157	12,987
25-29	13,506	11,453	13,241	13,697	14,001
30-34	13,110	10,956	11,711	12,075	12,318
35-39	11,919	12,427	10,145	10,732	11,123
40-44	10,327	12,752	10,159	9,855	9,653
45-49	8,087	11,240	10,872	10,687	10,564
50-54	6,788	9,252	11,792	11,541	11,374
55-59	6,983	6,987	10,589	11,083	11,412
60-64	6,896	5,698	8,564	9,127	9,503
65-69	6,119	5,681	6,340	7,298	7,937
70-74	4,615	5,355	4,754	5,477	5,959
75-79	3,537	4,015	3,995	4,352	4,590
80-84	2,243	2,659	3,029	3,064	3,088
85+	1,532	2,294	2,641	2,786	2,882
Total	152,693	158,910	167,185	171,836	174,936

Source: ESRI Demographics 2012, Novogradac & Company LLP, May 2013

POPULATION BY AGE IN 2012

Columbus, GA-AL MSA					
Age Cohort	1990	2000	2012	Projected Mkt Entry July 2015	2017
0-4	21,165	20,297	21,996	22,800	23,336
5-9	20,247	21,817	20,654	21,331	21,783
10-14	18,856	20,838	20,271	21,089	21,634
15-19	21,950	22,496	21,999	22,124	22,207
20-24	24,378	23,108	24,230	23,923	23,718
25-29	24,511	21,317	22,865	23,763	24,362
30-34	22,908	19,904	20,521	21,300	21,820
35-39	19,924	21,665	18,349	19,554	20,358
40-44	17,040	21,263	18,441	18,013	17,728
45-49	13,212	18,720	19,732	19,530	19,396
50-54	11,293	15,896	20,801	20,490	20,283
55-59	11,188	12,218	19,091	20,132	20,826
60-64	11,083	9,956	16,138	17,335	18,133
65-69	9,901	9,482	12,010	13,940	15,227
70-74	7,464	8,635	8,798	10,227	11,180
75-79	5,559	6,442	6,745	7,401	7,839
80-84	3,400	4,198	5,045	5,138	5,200
85+	2,297	3,436	4,370	4,643	4,825
Total	266,376	281,688	302,056	312,735	319,855

Source: ESRI Demographics 2012, Novogradac & Company LLP, May 2013

NUMBER OF ELDERLY AND NON-ELDERLY

Year	PMA			Columbus, GA-AL MSA		
	Total Population	Non-Elderly	Elderly (55+)	Total Population	Non-Elderly	Elderly (55+)
1990	152,693	120,768	31,925	266,376	215,484	50,892
2000	158,910	126,221	32,689	281,688	227,321	54,367
2012	167,185	127,273	39,912	302,056	229,859	72,197
Projected Mkt Entry July 2015	171,836	128,648	43,187	312,735	233,919	78,817
2017	174,936	129,565	45,371	319,855	236,625	83,230

Source: ESRI Demographics 2012, Novogradac & Company LLP, May 2013

As can be seen in the above charts, the population of elderly residents has experienced growth in the past decade in the MSA and is expected to continue growing into 2017. Growth in senior populations in the MSA was 2.4 percent in 2012. This number is in line with the national average of 2.4 percent, and senior population growth is expected exceed the national average at 3.0 percent into 2017. Seniors 55+ are expected to comprise 25.2 percent of the MSA population by the projected market entry date. Total population growth in the PMA is lower than that of the MSA, but both are expected to outpace the national average through the projected market entry date and into 2017.

2. Household Trends

2a. Total Number of Households, Average Household Size

TOTAL NUMBER OF HOUSEHOLDS

Year	PMA		Columbus, GA-AL MSA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
1990	58,153	-	94,630	-
2000	62,606	0.8%	104,974	1.1%
2012	66,594	0.5%	115,522	0.8%
Projected Mkt Entry July 2015	69,024	1.2%	120,405	1.4%
2017	70,644	1.2%	123,661	1.4%

Source: ESRI Demographics 2012, Novogradac & Company LLP, May 2013

TOTAL NUMBER OF SENIOR HOUSEHOLDS (55+)

Year	PMA		Columbus, GA-AL MSA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
1990	-	-	-	-
2000	21,858	-	36,174	-
2012	26,179	1.6%	46,515	2.3%
Projected Mkt Entry July 2015	28,344	2.8%	54,642	5.8%
2017	29,787	2.8%	60,061	5.8%

Source: ESRI Demographics 2012, Novogradac & Company LLP, May 2013

AVERAGE HOUSEHOLD SIZE

Year	PMA		Columbus, GA-AL MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	2.47	-	2.54	-	2.58	-
2012	2.43	-0.1%	2.51	-0.1%	2.58	0.0%
Projected Mkt Entry July 2015	2.41	-0.2%	2.50	-0.2%	2.58	0.0%
2017	2.40	-0.2%	2.49	-0.2%	2.58	0.0%

Source: ESRI Demographics 2012, Novogradac & Company LLP, May 2013

As seen in the population trends, senior household growth in the PMA and MSA will increase at a rate greater than the general population over the next three years. This trend is more evident in the MSA than in the PMA, with a projected annual growth of 5.8 percent at the time of market entry.

Average household size is projected to decline slightly in the PMA with a nominal annual change of -0.2 percent annually. Average household size in the MSA is expected to decrease at a rate similar to the PMA, while the nation is projected to remain stable through 2017.

2b. Households by Tenure

The table below depicts household growth by tenure from 2000 through 2017.

TENURE PATTERNS - ELDERLY POPULATION (AGE 55+)

Year	PMA				Columbus, GA-AL MSA			
	Owner-Occupied Units		Renter-Occupied Units		Owner-Occupied Units		Renter-Occupied Units	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
2000	15,913	72.8%	5,945	27.2%	27,221	75.3%	8,953	24.7%
2012	18,811	71.9%	7,368	28.1%	35,625	75.3%	10,890	24.7%
Projected Mkt Entry July 2015	20,326	71.7%	8,018	28.3%	42,757	75.3%	11,885	24.7%
2017	21,335	71.6%	8,452	28.4%	47,511	75.3%	12,549	24.7%

Source: ESRI Demographics 2012, Novogradac & Company LLP, May 2013

The majority of senior households in the PMA are owner-occupied, and the percentage of owner-occupied households in the PMA is projected to stand at 71.7 percent at the time of market entry. However, this number is smaller than the national average, which is projected to stand at 80.1 percent at the time of market entry. The tenure pattern for the MSA is more in line with national averages but still slightly below at 75.3 percent.

2c. Households by Income

The following table depicts household income in 2012, 2015 and 2017 for the PMA.

HOUSEHOLD INCOME DISTRIBUTION - PMA (AGE 55+)

Income Cohort	2012		Projected Mkt Entry July 2015		2017	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	3,448	13.2%	3,767	13.3%	3,980	13.4%
\$10,000-19,999	4,993	19.1%	5,386	19.0%	5,649	19.0%
\$20,000-29,999	3,876	14.8%	4,214	14.9%	4,440	14.9%
\$30,000-39,999	3,047	11.6%	3,288	11.6%	3,449	11.6%
\$40,000-49,999	2,001	7.6%	2,162	7.6%	2,269	7.6%
\$50,000-59,999	1,631	6.2%	1,782	6.3%	1,883	6.3%
\$60,000-74,999	2,245	8.6%	2,420	8.5%	2,538	8.5%
\$75,000-99,999	2,160	8.3%	2,337	8.2%	2,455	8.2%
\$100,000-124,999	1,134	4.3%	1,224	4.3%	1,284	4.3%
\$125,000-149,999	618	2.4%	659	2.3%	686	2.3%
\$150,000-199,999	515	2.0%	551	1.9%	575	1.9%
\$200,000+	513	2.0%	553	2.0%	579	1.9%
Total	26,179	100.0%	28,344	100.0%	29,787	100.0%

Source: Ribbon Demographics 2013, Novogradac & Company LLP, May 2013

An estimated 40.4 percent of senior households in the PMA are projected to earn between \$20,000 and \$59,999 per year at the time of market entry, a number expected to remain stable into 2017. As the Demand Analysis will later demonstrate, there is adequate income-qualified demand for the Subject in the PMA.

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 55+ - PMA

	2000		2012		Projected Mkt Entry July 2015		2017	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
With 1 Person	3,205	53.9%	4,446	60.3%	4,868	60.7%	5,150	60.9%
With 2 Persons	1,985	33.4%	1,463	19.9%	1,587	19.8%	1,669	19.8%
With 3 Persons	461	7.8%	684	9.3%	738	9.2%	774	9.2%
With 4 Persons	160	2.7%	336	4.6%	368	4.6%	390	4.6%
With 5+ Persons	133	2.2%	439	6.0%	457	5.7%	469	5.5%
Total Renter Households	5,945	100.0%	7,368	100.0%	8,018	100.0%	8,452	100.0%

Source: Ribbon Demographics 2013, Novogradac & Company LLP, May 2013

Approximately 80 percent of senior renter households in the PMA consist of one or two people, which bodes well for the Subject’s one and two-bedroom units.

2e and f. Elderly and HFOP

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

CONCLUSION

The Subject is located in Columbus, Muscogee County, GA. In 2012, the population in the PMA was 167,4186 and is projected to increase to 174,935 by 2017. During the same time period the senior population is expected to increase from 39,912 to 45,371, a growth rate of 2.7 percent which outpaces the national average of 2.4 percent.

A minority of senior households in the PMA (28.1.0 percent) are renter-occupied, but this number is expected to remain fairly stable until at least 2017 and is higher than the national average of 24.7 percent. Approximately 47.1 percent of senior households in the PMA have annual earnings below \$29,999. The Subject will target households earning between \$13,620 and \$23,880. Persons within these income cohorts are expected to create demand for the Subject.

F. EMPLOYMENT TRENDS

Employment Trends

Total employment in the MSA currently sits at 120,259 as of March 2013. The Columbus, GA-AL MSA experienced average employment prior to the advent of the recession in 2008, with figures roughly in line with the national average. In 2009 the MSA experienced a rise in unemployment of 2.9 percent, which is significant but less than the national average of a net 3.5 percent rise in unemployment.

The unemployment rate in the MSA has remained high since 2009 and the YTD average for 2013 is actually higher than the unemployment rate in 2009. However, in recent months the unemployment rate appears to have lowered, sitting at 8.4 percent in March of 2013. This number is still higher than the national average of 7.6 percent.

1. Total Jobs

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

COVERED EMPLOYMENT

Muscogee County		
Year	Total Employment	% Change
2002	94,835	
2003	95,980	1.19%
2004	95,852	-0.13%
2005	97,365	1.55%
2006	98,098	0.75%
2007	96,781	-1.36%
2008	95,548	-1.29%
2009	91,934	-3.93%
2010	91,721	-0.23%
2011	93,581	1.99%
2012 YTD Average*	93,671	0.10%
Sep-11	93,887	-
Sep-12	93,652	-0.25%

Source: U.S. Bureau of Labor Statistics

*YTD as of Sept 11

Total employment in Muscogee County was hit hard by the recession, with the unemployment rate increasing 3.9 percent in 2009 on the heels of two previous years of total employment declines. The region has seen a modest recovery in recent years, but the unemployment rate remains high and total employment is still below pre-recession levels.

2. Total Jobs by Industry

The following table illustrates the total jobs by employment sectors within the PMA, MSA and USA as of 2010.

2010 EMPLOYMENT BY INDUSTRY

	PMA	MSA	USA
Agric/Forestry/Fishing/Hunting	0.3%	0.7%	1.3%
Mining	0.1%	0.1%	0.5%
Construction	5.3%	5.9%	6.5%
Manufacturing	9.0%	10.4%	9.6%
Wholesale Trade	1.7%	2.0%	3.2%
Retail Trade	10.9%	11.0%	11.4%
Transportation/Warehousing	3.1%	3.2%	4.0%
Utilities	0.4%	0.5%	0.8%
Information	2.1%	2.1%	2.3%
Finance/Insurance	8.6%	8.0%	5.1%
Real Estate/Rental/Leasing	2.4%	2.3%	2.1%
Prof/Scientific/Tech Services	3.2%	3.3%	6.3%
Mgmt of Companies/Enterprises	0.6%	0.5%	0.1%
Admin/Support/Waste Mgmt Svcs	3.1%	3.2%	3.8%
Educational Services	11.5%	11.0%	10.4%
Health Care/Social Assistance	15.5%	14.1%	13.9%
Arts/Entertainment/Recreation	1.6%	1.5%	1.9%
Accommodation/Food Services	8.9%	8.4%	6.7%
Other Services (excl Publ Adm)	5.7%	5.6%	4.9%
Public Administration	6.1%	6.2%	5.1%
Total Employment	68,135	115,352	136,013,961

Source: ESRI Demographics 2010, Novogradac & Company LLP, May 2013

*Industry data current as of 2010. Other projections current as of 2010.

The largest sector in the PMA is the Health Care/Social Assistance industry. Overall, the county’s employment base seems to be fairly diversified.

3. Major Employers

The Columbus, GA metro area’s largest employers are represented in the following chart.

MAJOR EMPLOYERS

#	Employer	Industry	Number Employed
1	Fort Benning	Military	42,000
2	Muscogee County School District	Education	6,000
3	TSYS	Telecommunications	4,300
4	Columbus Regional Healthcare System	Healthcare	3,883
5	Aflac	Insurance	3,700
6	Kia Motors Manufacturing Georgia	Manufacturing	3,000
7	Columbus Consolidated Government	Public Administration	2,943
8	Pezold Management	Food Services	2,200
9	BlueCross BlueShield of Georgia	Insurance	1,650
10	Synovus Financial Corp.	Financial/Accounting	1,400
11	St. Francis Hospital Inc.	Healthcare	1,445
12	Callaway Gardens	Entertainment/Hospitality	1,200
13	Columbus State University	Education	1,010
14	MeadWestvaco Mahrt Operations	Packaging	950
15	Johnson Controls, Inc.	Manufacturing	924
16	Snyder's-Lance Inc	Food Services	788

Source: Greater Columbus Chamber of Commerce, May 2013

Fort Benning is the area’s chief employer, dwarfing the next largest employer in the Columbus, GA-AL MSA by a factor of seven. However, aside from this the area’s employment mix appears to be fairly diversified. Education, manufacturing, entertainment/hospitality, food services, telecommunications and financial firms are all represented in the area’s list of top 16 employers.

BRAC Impact on Fort Benning

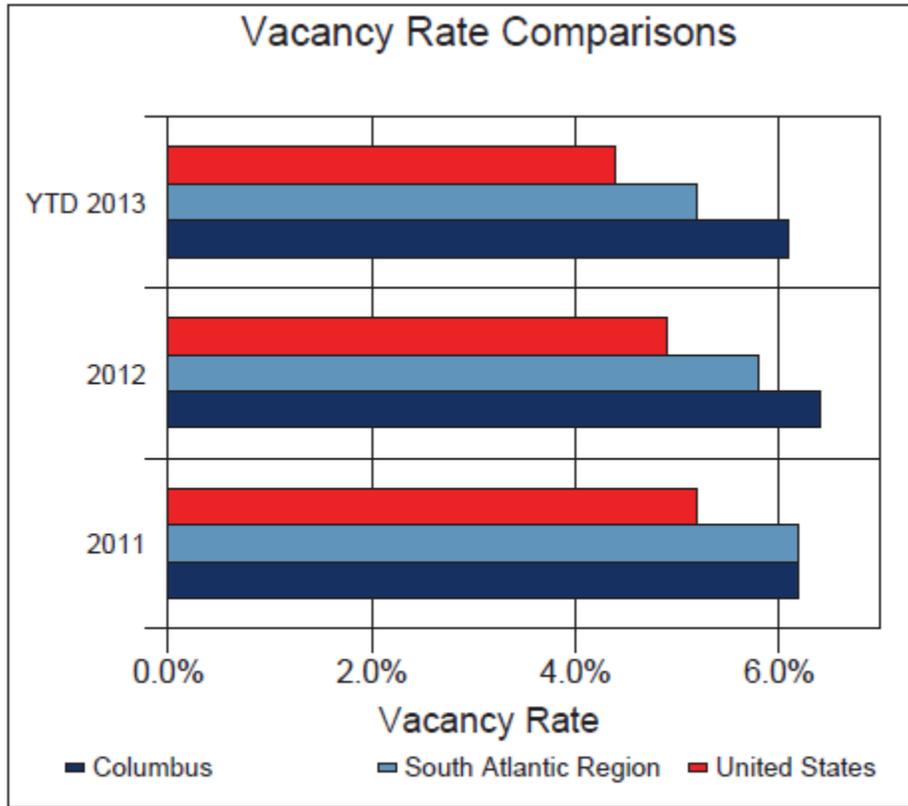
Due to the BRAC realignment in 2005, Fort Benning gained approximately 5,000 active military personnel and nearly 2,000 new civilian employees. This included additional defense contractors and families. BRAC- related changes on Fort Benning include the movement of the Armor Center and School from Fort Knox, KY to consolidate with Fort Benning’s Infantry Center and School, creating a new Maneuver Center of Excellence. A direct result of the BRAC realignment included an increase in multifamily construction. According to REIS 21 percent of the multifamily housing stock was constructed between 2001 and 2009. The table below details the age of the housing stock in the Columbus area.

Inventory By Building Age

Year Built	Percent
Before 1970	14.0%
1970-1979	18.0%
1980-1989	27.0%
1990-1999	15.0%
2000-2009	21.0%
After 2009	6.0%
All	100.0%

As of 03/31/13

As the table above indicates, the multifamily inventory after 2009 has been tapering. The following table details the vacancy rates in Columbus compared to the region and the United States.



As of 03/31/13

As indicated, despite the surge in multifamily development due to BRAC, the multifamily vacancy rates remain stable. However; according to a study released in January 2013 by the U.S. Army Environmental Command 7,100 soldiers and civilian workers at Fort Benning could be lost with the loss of the 3rd Armored Brigade Combat Team and its support groups on Kelley Hill. Brigades at 21 installations, including the 3rd Armored Brigade Combat Team, were evaluated for economic and environmental impacts as part of the Army’s Programmatic Environmental Assessment to reduce its force by 2020. To save money, eight brigades will be deactivated with two coming from Europe. The other six brigades would be considered from installations across the nation. According to an article dated April 24, 2013 by the Ledger-Enquirer, a decision on the cuts is expected this summer. The loss of the 3rd Armored Brigade would have a significant impact on the performance of the multifamily housing in Columbus as a significant number of tenants residing at the market rate properties are military personnel.

Expansions/Contractions

The Greater Columbus Chamber of Commerce has reported several announcements for expansions in recent months. The following table details these expansions.

Company Name	Year Announced	Number of Jobs Added
Eastman Kodak	2011	62
Pratt & Whitney	2011	177
Virginia College	2011	100
Eccomelt	2011	30
Medical Office	2011	10
Daehan Solution	2011	80
ABC Columbus Auto Auction	2011	35
Hysco	2011	10
Knology	2011	60
JCI	2011	249
Mobis	2011	99
KIA	2011	107
Knology	2012	65
Ryder Integrated Logistics	2012	15
Ensung America	2012	45
AFS America	2012	65
Koch Foods	2012	700
Road America	2012	350
HPPE Performance	2012	10
FDL	2012	30
Koch Foods	2013	750
Southeastern Sports Academy	2013	15
WellPoint/BCBS GA	2013	200
Hostess Brands LLC	2013	400
TOTAL		3,664

Source: Greater Columbus Chamber of Commerce, 5/2013

While this announced job growth is notable, it does not reflect actual jobs added to the market from 2011 to present. Additionally, this figure does not take into consideration closures and redundancies at other companies in the greater Columbus area. The following table illustrates closures and layoffs in Muscogee County since 2011 (actual and announced).

Company Name	Year Announced	Number of Jobs Lost
Wackenhut	2011	60
Eagle Systems and Services	2012	359
National Beef	2013	208
TOTAL		627

Source: Georgia Department of Labor, 5/2013

As illustrated in the above table, Columbus has lost 627 jobs since 2011. However, it is important to note that the above data is from the Georgia Department of Labor, which only tracks layoffs of more than 50 employees at a time. It is therefore likely that smaller job losses are not represented in the above data.

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for the Columbus, GA-AL MSA from 2002 to 2013 (through March).

EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

Year	Columbus, GA-AL MSA				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2002	117,064	-	5.4%	-	136,485,000	-	5.8%	-
2003	118,410	1.1%	5.4%	0.0%	137,736,000	0.9%	6.0%	0.2%
2004	118,855	0.4%	5.5%	0.1%	139,252,000	1.1%	5.5%	-0.5%
2005	120,730	1.6%	5.7%	0.2%	141,730,000	1.8%	5.1%	-0.4%
2006	121,901	1.0%	5.3%	-0.4%	144,427,000	1.9%	4.6%	-0.5%
2007	121,692	-0.2%	5.2%	-0.1%	146,047,000	1.1%	4.6%	0.0%
2008	121,196	-0.4%	6.3%	1.1%	145,362,000	-0.5%	5.8%	1.2%
2009	117,158	-3.3%	9.2%	2.9%	139,877,000	-3.8%	9.3%	3.5%
2010	117,324	0.1%	9.5%	0.3%	139,064,000	-0.6%	9.6%	0.3%
2011	119,428	1.8%	9.4%	-0.1%	139,869,000	0.6%	8.9%	-0.7%
2012	120,441	0.8%	9.0%	-0.4%	142,469,000	1.9%	8.1%	-0.8%
2013 YTD Average*	119,997	-0.4%	9.5%	0.5%	142,180,000	-0.2%	8.1%	0.0%
Mar-2012	121,173	-	8.7%	-	141,412,000	-	8.4%	-
Mar-2013	120,259	-0.8%	8.4%	-0.3%	142,698,000	0.9%	7.6%	-0.8%

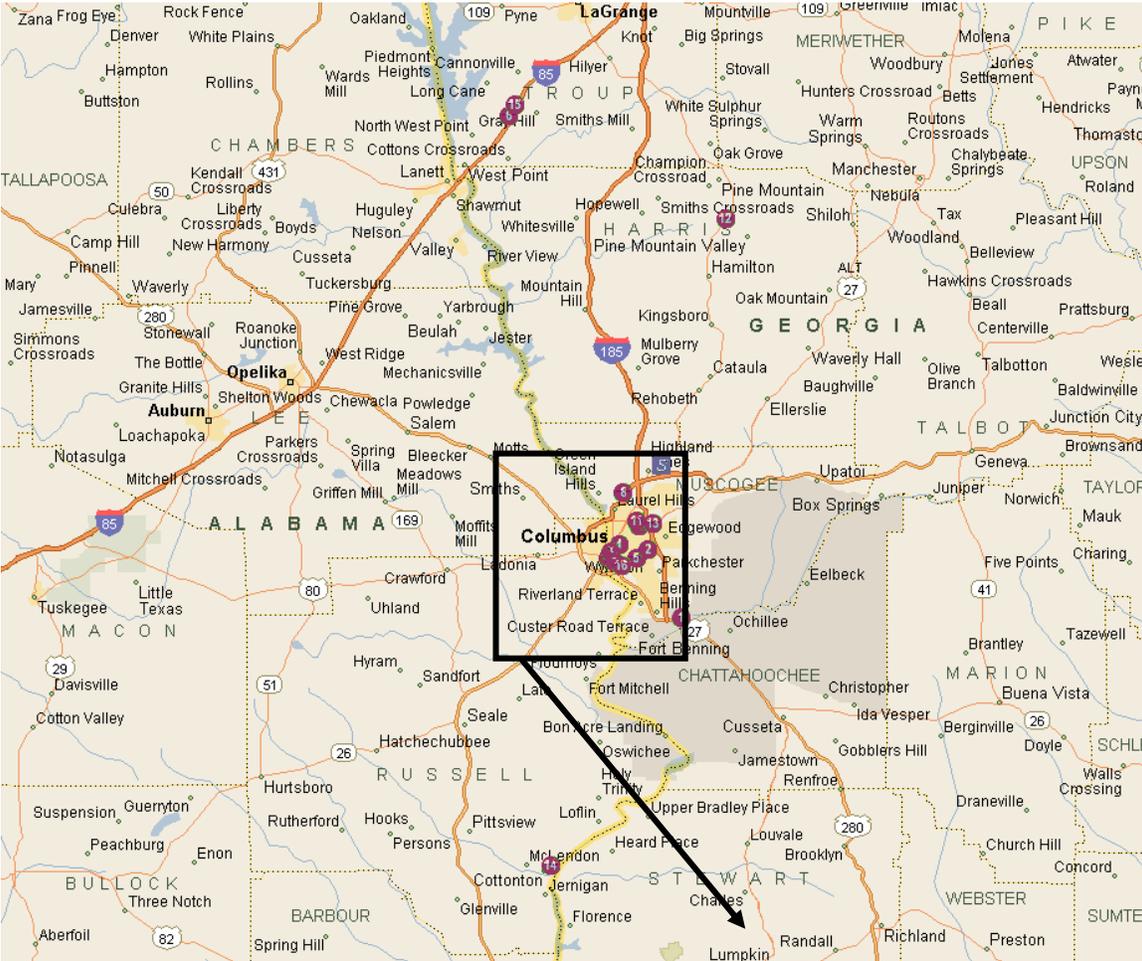
Source: U.S. Bureau of Labor Statistics December 2012

*2013 data is through Mar

Total employment in the MSA was hit hard by the recession, with the unemployment rate increasing 3.3 percent in 2009 on the heels of two previous years of total employment declines. The region has seen a modest recover in recent years, but the unemployment rate remains high and total employment is still below pre-recession levels. A representative of the local chamber of commerce indicated that she believes the region’s economy is overly reliant on Fort Benning and its associated services, and while there are other major employers in the region there have not been any to relocate to Columbus in a considerable amount of time. This limits overall job growth in the region.

5. Map of Site and Major Employment Concentrations

The following map and table details the largest employers in the Columbus, GA-AL MSA.



Conclusion

Population growth in both the PMA and MSA have lagged behind the overall national average in recent years but are projected to surpass it by the time of projected market entry. Senior population during this time span is projected to grow at a much faster rate, however, which bodes well for the subject property. Approximately 40 percent of the population of the PMA and MSA are currently earning wages below the area median income. Employment in Muscogee County is heavily reliant on Fort Benning and associated services, but the remainder of the employment mix is fairly diversified.

The Columbus GA-AL MSA has a stable economy with stable total employment. Total employment in the MSA is currently approximately the same as it was in 2008 prior to the recession. This indicates that, much like the rest of the country, the MSA is slowly recovering from the drop in employment it experienced at the height of the recession in 2009. However, the recovery is likely due to the BRAC realignment and the Fort Benning Military Base may be facing a cut of nearly 7,100 soldiers and military workers due to recent cutbacks which would have a significant impact on the employment for the Columbus economy.

G. 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 40 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 2015, the anticipated date of market entry, as the base year for the analysis. Therefore, 2011 household population estimates are inflated to 2015 by interpolation of the difference between 2012 estimates and 2017 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 2012 to 2017 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 per DCA guidelines, we have lowered demand from seniors who convert to homeownership to be at or below 2.0 percent of total demand.

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

Per the 2013 GA DCA Qualified Allocation Plan (QAP) and Market Study Manual, GA DCA does not consider demand from outside the Primary Market Area (PMA), including the Secondary Market Area (SMA). Therefore, we have not accounted for leakage from outside the PMA boundaries in our demand analysis.

3D. OTHER

DCA does not consider household turnover to be a source of market demand. Therefore, we have not accounted for household turnover in our 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 2011 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 have deducted the following units from the demand analysis.

- Comparable/competitive LIHTC and bond units (vacant or occupied) that have been funded, are under construction, or placed in service in 2011 and 2012.
- Vacancies in projects placed in service prior to 2011 that have not reached stabilized occupancy (i.e. at least 90 percent occupied).
- Comparable/competitive conventional or market rate units that are proposed, are under construction, or have entered the market in 2011 or 2012. As the following discussion

will demonstrate, competitive market rate units are those with rent levels that are comparable to the proposed rents at the Subject.

Per GA DCA guidelines, competitive units are defined as those units that are of similar size and configuration and provide alternative housing to a similar tenant population, at rent levels comparative to those proposed for the Subject development.

COMPETITIVE SUPPLY 2011 - 2012

Property Name	Type	Year Built/Proposed	Competitive with Subject	Number of Units
The Cottages at Baker Village	Senior LIHTC	2013	Yes	120

The following table illustrates the total number of units removed based on existing properties as well as new properties to the market area that have been allocated, placed in service, or stabilizing between 2011 and present.

Additions To Supply (Cumulative)/Existing Units	50%	60%	Overall
One Bedroom	0	120	120
Two Bedroom	0	0	0
Total	0	120	120

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.

Northlake Senior, Columbus, GA; Market Study

PMA OCCUPANCY							
Property	Address	Tenancy	Type	Included/Excluded	Occupancy	Reason for Exclusion	Distance
SUBJECT	4027 Veterans Court	Senior	LIHTC	Included	N/Ap	N/Ap	n/a
The Cottages	1312 Gazebo Way	Senior	LIHTC	Included	100.0%	N/Ap	10.9 miles
Johnston Mill Lofts	3201 First Ave	Family	LIHTC	Included	91.9%	N/Ap	6.1 miles
Midtown Square	1400 Boxwood Blvd	Family	LIHTC	Included	100.0%	N/Ap	7.4 miles
Springfield Crossing	3320 N. Lumpkin Road	Family	LIHTC	Included	91.7%	N/Ap	11.2 miles
Victory Crossing	3312 Lumpkin Rd	Family	LIHTC	Included	91.3%	N/Ap	11.2 miles
Avalon Apartments	3737 Cusseta Rd	Family	LIHTC	Excluded	69.8%	Tenancy/Recent fire - More comparable properties	10.3 miles
Nina Street Duplex, I	2520 Wynnton Rd	Family	LIHTC	Excluded	N/Av	Tenancy/More comparable properties	7.5 miles
Nina Street Duplex, II	1842 Nina Street	Family	LIHTC	Excluded	N/Av	Tenancy/More comparable properties	9.1 miles
Washington Ave. Duplex	2520 Wynnton Rd	Family	LIHTC	Excluded	N/Av	Tenancy/More comparable properties	7.5 miles
Eagle Trace	2001 Torch Hill Road	Family	LIHTC	Excluded	82.0%	Tenancy/More comparable properties	13.5 miles
Liberty Gardens Townhomes	675 6th Avenue	Family	LIHTC	Excluded	100.0%	Tenancy/More comparable properties	7.6 miles
McLeod Square	401 32nd Street	Family	LIHTC	Excluded	N/Av	Tenancy/More comparable properties	5.7 miles
Arbor Pointe I and II	2321 Olive St	Family	LIHTC/PH/Sec8/ Market	Excluded	N/Av	Tenancy/More comparable properties	5.8 miles
Ashley Station I, II, III	1040 Ashley Station Blvd	Family	LIHTC/PH/Sec8/ Market	Excluded	92.9%	Tenancy/More comparable properties	5.6 miles
Bull Creek Apartments	17 Creek Way	Family	Sec 8	Excluded	N/Av	Tenancy/All units Subsidized	8.3 miles
Calvary Community	7482 Old Moon Rd	Elderly	Sec 8	Excluded	95.4%	All units Subsidized	1.1 miles
Columbus Villas	6016 Georgetown Dr	Family	Sec 8	Excluded	N/Av	Tenancy/All units Subsidized	11.2 miles
Columbus Gardens	425 Third Avenue	Elderly	Sec 8	Excluded	96.0%	All units Subsidized	7.9 miles
Farrfield Manor	419 Farr Rd	Senior	Sec 8	Excluded	99.0%	All units Subsidized	9.7 miles
Hunter Haven	5600 Hunter Rd	Family	Sec 8	Excluded	95.0%	Tenancy/All units Subsidized	9.2 miles
Northgate Village	4400 Warm Springs Rd	Family	Sec 8	Excluded	99.0%	Tenancy/All units Subsidized	4.6 miles
Point East	613 Farr Rd	Family	Sec 8	Excluded	97.5%	Tenancy/All units Subsidized	9.9 miles
Ralston Towers	2111 12th St	Senior	Sec 8	Excluded	98.3%	All units Subsidized	8.3 miles
Renaissance Villa	2701 Buena Vista Rd	Family	Sec 8	Excluded	N/Av	Tenancy/All units Subsidized	8.7 miles
Saint Mary's Woods Estates	4244 St. Mary's Road	Elderly	Sec 8	Excluded	100.0%	All units Subsidized	9.6 miles
Booker T Washington	500 5th Avenue	Family	Public Housing	Excluded	95.0%	All units Subsidized	7.8 miles
Elizabeth Canty	2000 Cusseta Rd	Family	Public Housing	Excluded	96.0%	All units Subsidized	9.5 miles
Farley Homes	1901 Nina Street	Family	Public Housing	Excluded	N/Av	All units Subsidized	9.0 miles
E.J. Knight Apartments	3811 Baker Plaza Drive	Family	Public Housing	Excluded	100.0%	All units Subsidized	10.8 miles
E.J. Knight Gardes	3811 Baker Plaza Drive	Elderly	Public Housing	Excluded	100.0%	All units Subsidized	10.8 miles
Rivers Homes	1200 Warren Williams Rd	Elderly	Public Housing	Excluded	N/Av	All units Subsidized	7.6 miles
Nicholson Terrace	1313 14th Street	Elderly	Public Housing	Excluded	99.0%	All units Subsidized	7.7 miles
Chase Apartments	120 20th Street	Family	Public Housing	Excluded	N/Av	All units Subsidized	6.1 miles
Warren Williams	1200 Warren Williams Rd	Family	Public Housing	Excluded	N/Av	All units Subsidized	7.6 miles
Wilson Homes	3400 8th Avenue	Family	Public Housing	Excluded	100.0%	All units Subsidized	5.1 miles
Brittwood Apartments	2444 West Britt Davis Road	Family	Market	Excluded	96.2%	More comparable properties	2.3 miles
Oakridge Apartments	Veterans Parkway	Family	Market	Excluded	N/Av	More comparable properties	1.9 miles
Greystone at Inverness	7175 Moon Rd	Family	Market	Excluded	98.0%	Unable to contact management	1.5 miles
The Crossings at Veterans Parkway	8160 Veterans Parkway	Family	Market	Excluded	86.0%	More comparable properties	1.4 miles
Greystone At Main St	6400 Main St	Family	Market	Included	99.4%	N/Ap	1.7 miles
Greystone Falls	1701 Williams Court	Family	Market	Included	96.7%	N/Ap	2.8 miles
Hamilton Station	2700 Double Chuches Road	Family	Market	Included	96.9%	N/Ap	0.8 miles
Lullwater At Maple Ridge	8400 Veterans Parkway	Family	Market	Included	99.0%	N/Ap	0.9 miles
Walden Pond Apartments	7840 Moon Road	Family	Market	Included	95.1%	N/Ap	0.9 miles
Total					95.4%		

As the previous table demonstrates, the overall occupancy rate in the PMA is stable at approximately 95 percent.

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

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

Northlake Senior, Columbus, GA; Market Study

Renter Household Income Distribution 2012 to Projected Market Entry July 2015					
Northlake Senior Village					
PMA					
	2012		Projected Mkt Entry July 2015		Percent
	#	%	#	%	Growth
\$0-9,999	1,721	23.4%	1,888	23.5%	8.8%
\$10,000-19,999	2,067	28.1%	2,235	27.9%	7.5%
\$20,000-29,999	904	12.3%	977	12.2%	7.5%
\$30,000-39,999	744	10.1%	789	9.8%	5.7%
\$40,000-49,999	451	6.1%	485	6.0%	7.0%
\$50,000-59,999	333	4.5%	374	4.7%	10.8%
\$60,000-74,999	415	5.6%	459	5.7%	9.7%
\$75,000-99,999	345	4.7%	385	4.8%	10.3%
\$100,000-124,999	151	2.1%	166	2.1%	8.7%
\$125,000-149,999	66	0.9%	77	1.0%	14.7%
\$150,000-199,999	76	1.0%	82	1.0%	7.4%
\$200,000+	95	1.3%	103	1.3%	7.8%
Total	7,368	100.0%	8,018	100.0%	8.1%

Renter Household Income Distribution Projected Market Entry July 2015			
Northlake Senior Village			
	PMA		Change 2012 to Prj Mkt Entry July 2015
	Projected Mkt Entry July 2015		
	#	%	#
\$0-9,999	1,888	23.5%	153
\$10,000-19,999	2,235	27.9%	181
\$20,000-29,999	977	12.2%	79
\$30,000-39,999	789	9.8%	64
\$40,000-49,999	485	6.0%	39
\$50,000-59,999	374	4.7%	30
\$60,000-74,999	459	5.7%	37
\$75,000-99,999	385	4.8%	31
\$100,000-124,999	166	2.1%	13
\$125,000-149,999	77	1.0%	6
\$150,000-199,999	82	1.0%	7
\$200,000+	103	1.3%	8
Total	8,018	100.0%	651

Tenure Prj Mkt Entry July 2015	
Renter	28.3%
Owner	71.7%
Total	100.0%

Renter Household Size for Prj Mkt Entry July 2015		
Size	Number	Percentage
1 Person	4,868	60.7%
2 Person	1,587	19.8%
3 Person	738	9.2%
4 Person	368	4.6%
5+ Person	457	5.7%
Total	8,018	100.0%

Renter Household Size for 2000		
Size	Number	Percentage
1 Person	8,754	32.5%
2 Person	7,792	28.9%
3 Person	4,701	17.4%
4 Person	3,292	12.2%
5+ Person	2,406	8.9%
Total	26,945	100.0%

50% AMI

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

Percent of AMI Level			50%		
Minimum Income Limit			\$13,620		
Maximum Income Limit			\$19,900 2		
Income Category	New Renter Households - Total Change in Households PMA 2012 to Prj Mkt Entry July 2015		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	153.18			
\$10,000-19,999	181.33	27.9%	6,280	62.8%	114
\$20,000-29,999	79.31	12.2%		0.0%	0
\$30,000-39,999	63.98	9.8%		0.0%	0
\$40,000-49,999	39.34	6.0%		0.0%	0
\$50,000-59,999	30.31	4.7%		0.0%	0
\$60,000-74,999	37.27	5.7%		0.0%	0
\$75,000-99,999	31.21	4.8%		0.0%	0
\$100,000-124,999	13.44	2.1%		0.0%	0
\$125,000-149,999	6.26	1.0%		0.0%	0
\$150,000-199,999	6.63	1.0%		0.0%	0
\$200,000+	8.39	1.3%		0.0%	0
	651	100.0%			114
Percent of renter households within limits versus total number of renter households					17.50%

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

Percent of AMI Level			50%		
Minimum Income Limit			\$13,620		
Maximum Income Limit			\$19,900 \$2		
Income Category	Total Renter Households PMA Prj Mkt Entry July 2015		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	1,888			
\$10,000-19,999	2,235	27.9%	\$6,280	63%	1,403
\$20,000-29,999	977	12.2%	\$0	0%	0
\$30,000-39,999	789	9.8%	\$0	0%	0
\$40,000-49,999	485	6.0%	\$0	0%	0
\$50,000-59,999	374	4.7%	\$0	0%	0
\$60,000-74,999	459	5.7%	\$0	0%	0
\$75,000-99,999	385	4.8%	\$0	0%	0
\$100,000-124,999	166	2.1%	\$0	0%	0
\$125,000-149,999	77	1.0%	\$0	0%	0
\$150,000-199,999	82	1.0%	\$0	0%	0
\$200,000+	103	1.3%	\$0	0%	0
	8,018	100.0%			1,403
Percent of renter households within limits versus total number of renter households					17.50%

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

Type of Housing (Family vs Senior)

Location of Subject (Rural versus Urban)

Percent of Income for Housing

2000 Median Income

2012 Median Income

Change from 2012 to Prj Mkt Entry July 2015

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

No		
Senior		
Urban		
40%		
\$34,544		
\$43,820		
\$9,276		
26.9%		
4.5%		
4.5%	Two year adjustment	1.0000
\$19,900		
\$19,900		
2		
50%		
\$454		
\$454.00		

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

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2012 to Prj Mrkt Entry July 2015

Income Target Population		50%
New Renter Households PMA		651
Percent Income Qualified		17.5%
New Renter Income Qualified Households		114

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

Demand from Existing Households 2012

Demand from Rent Overburdened Households

Income Target Population		50%
Total Existing Demand		8,018
Income Qualified		17.5%
Income Qualified Renter Households		1,403
Percent Rent Overburdened Prj Mrkt Entry July 2015		42.0%
Rent Overburdened Households		589

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		1,403
Percent Living in Substandard Housing		0.5%
Households Living in Substandard Housing		7

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

Senior Households Converting from Homeownership

Income Target Population		50%
Total Senior Homeowners		20326
Rural Versus Urban	0.1%	
Senior Demand Converting from Homeownership		14

Total Demand

Total Demand from Existing Households		610
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		610
Total New Demand		114
Total Demand (New Plus Existing Households)		724

Demand from Seniors Who Convert from Homeownership		14
Percent of Total Demand From Homeownership Conversion		1.9%
Is this Demand Over 2.0 percent of Total Demand?		No

By Bedroom Demand

One Person	60.7%	440
Two Persons	19.8%	143
Three Persons	9.2%	67
Four Persons	4.6%	33
Five Persons	5.7%	41
Total	100.0%	724

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	70%	308
Of two-person households in 1BR units	20%	29
Of one-person households in 2BR units	30%	132
Of two-person households in 2BR units	80%	115
Of three-person households in 2BR units	60%	40
Of three-person households in 3BR units	40%	27
Of four-person households in 3BR units	80%	27
Of five-person households in 3BR units	70%	29
Of four-person households in 4BR units	20%	7
Of five-person households in 4BR units	30%	12
Total Demand		724
Check		OK

Total Demand by Bedroom	50%
1 BR	336
2 BR	246
Total Demand	583

Additions To Supply 2012 to Prj Mrkt Entry July 2015	50%
1 BR	0
2 BR	0
Total	0

Net Demand	50%
1 BR	336
2 BR	246
Total	583

Developer's Unit Mix	50%
1 BR	4
2 BR	9
Total	13

Capture Rate Analysis	50%
1 BR	1.2%
2 BR	3.7%
Total	2.2%

60%AMI

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

Percent of AMI Level			60%		
Minimum Income Limit			\$16,410		
Maximum Income Limit			\$23,880 2		
Income Category	New Renter Households - Total Change in Households PMA 2012 to Prj Mrkt Entry July 2015		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	153.18			
\$10,000-19,999	181.33	27.9%	3,589	35.9%	65
\$20,000-29,999	79.31	12.2%	3,880	38.8%	31
\$30,000-39,999	63.98	9.8%		0.0%	0
\$40,000-49,999	39.34	6.0%		0.0%	0
\$50,000-59,999	30.31	4.7%		0.0%	0
\$60,000-74,999	37.27	5.7%		0.0%	0
\$75,000-99,999	31.21	4.8%		0.0%	0
\$100,000-124,999	13.44	2.1%		0.0%	0
\$125,000-149,999	6.26	1.0%		0.0%	0
\$150,000-199,999	6.63	1.0%		0.0%	0
\$200,000+	8.39	1.3%		0.0%	0
	651	100.0%			96
Percent of renter households within limits versus total number of renter households					14.73%

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

Percent of AMI Level			60%		
Minimum Income Limit			\$16,410		
Maximum Income Limit			\$23,880 \$2		
Income Category	Total Renter Households PMA Prj Mrkt Entry July 2015		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	1,888			
\$10,000-19,999	2,235	27.9%	\$3,589	36%	802
\$20,000-29,999	977	12.2%	\$3,880	39%	379
\$30,000-39,999	789	9.8%	\$0	0%	0
\$40,000-49,999	485	6.0%	\$0	0%	0
\$50,000-59,999	374	4.7%	\$0	0%	0
\$60,000-74,999	459	5.7%	\$0	0%	0
\$75,000-99,999	385	4.8%	\$0	0%	0
\$100,000-124,999	166	2.1%	\$0	0%	0
\$125,000-149,999	77	1.0%	\$0	0%	0
\$150,000-199,999	82	1.0%	\$0	0%	0
\$200,000+	103	1.3%	\$0	0%	0
	8,018	100.0%			1,181
Percent of renter households within limits versus total number of renter households					14.73%

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

Type of Housing (Family vs Senior)

Location of Subject (Rural versus Urban)

Percent of Income for Housing

2000 Median Income

2012 Median Income

Change from 2012 to Prj Mrkt Entry July 2015

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

No
Senior
Urban
40%
\$34,544
\$43,820
\$9,276
26.9%
4.5%
4.5%
Two year adjustment
1.0000
\$23,880
\$23,880
2
60%
\$547
\$547.00

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

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2012 to Prj Mrkt Entry July 2015

Income Target Population		60%
New Renter Households PMA		651
Percent Income Qualified		14.7%
New Renter Income Qualified Households		96

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

Demand from Existing Households 2012

Demand from Rent Overburdened Households

Income Target Population		60%
Total Existing Demand		8,018
Income Qualified		14.7%
Income Qualified Renter Households		1,181
Percent Rent Overburdened Prj Mrkt Entry July 2015		42.0%
Rent Overburdened Households		496

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		1,181
Percent Living in Substandard Housing		0.5%
Households Living in Substandard Housing		6

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

Senior Households Converting from Homeownership

Income Target Population		60%
Total Senior Homeowners		20326
Rural Versus Urban	0.060%	
Senior Demand Converting from Homeownership		12

Total Demand

Total Demand from Existing Households		514
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		514
Total New Demand		96
Total Demand (New Plus Existing Households)		610

Demand from Seniors Who Convert from Homeownership		12
Percent of Total Demand From Homeownership Conversion		2.0%
Is this Demand Over 2.0 percent of Total Demand?		No

By Bedroom Demand

One Person	60.7%	370
Two Persons	19.8%	121
Three Persons	9.2%	56
Four Persons	4.6%	28
Five Persons	5.7%	35
Total	100.0%	610

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	70%	259
Of two-person households in 1BR units	20%	24
Of one-person households in 2BR units	30%	111
Of two-person households in 2BR units	80%	97
Of three-person households in 2BR units	60%	34
Of three-person households in 3BR units	40%	22
Of four-person households in 3BR units	80%	22
Of five-person households in 3BR units	70%	24
Of four-person households in 4BR units	20%	6
Of five-person households in 4BR units	30%	10

Total Demand 610

Check OK

Total Demand by Bedroom 60%

1 BR 283

2 BR 208

Total Demand 491

Additions To Supply 2012 to Prj Mrkt Entry July 2015 60%

1 BR 120

2 BR 0

Total 120

Net Demand 60%

1 BR 163

2 BR 208

Total 371

Developer's Unit Mix 60%

1 BR 10

2 BR 47

Total 57

Capture Rate Analysis 60%

1 BR 6.1%

2 BR 22.6%

Total 15.4%

Overall

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

Percent of AMI Level			Overall		
Minimum Income Limit			\$13,620		
Maximum Income Limit			\$23,880	2	
Income Category	New Renter Households - Total Change in Households PMA 2012 to Pj Mrkt Entry July 2015		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	153.18			
\$10,000-19,999	181.33	27.9%	6,379	63.8%	116
\$20,000-29,999	79.31	12.2%	3,880	38.8%	31
\$30,000-39,999	63.98	9.8%		0.0%	0
\$40,000-49,999	39.34	6.0%		0.0%	0
\$50,000-59,999	30.31	4.7%		0.0%	0
\$60,000-74,999	37.27	5.7%		0.0%	0
\$75,000-99,999	31.21	4.8%		0.0%	0
\$100,000-124,999	13.44	2.1%		0.0%	0
\$125,000-149,999	6.26	1.0%		0.0%	0
\$150,000-199,999	6.63	1.0%		0.0%	0
\$200,000+	8.39	1.3%		0.0%	0
	651	100.0%			146
Percent of renter households within limits versus total number of renter households					22.51%

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

Percent of AMI Level			Overall		
Minimum Income Limit			\$13,620		
Maximum Income Limit			\$23,880	\$2	
Income Category	Total Renter Households PMA Pj Mrkt Entry July 2015		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	1,888			
\$10,000-19,999	2,235	27.9%	\$6,379	64%	1,426
\$20,000-29,999	977	12.2%	\$3,880	39%	379
\$30,000-39,999	789	9.8%	\$0	0%	0
\$40,000-49,999	485	6.0%	\$0	0%	0
\$50,000-59,999	374	4.7%	\$0	0%	0
\$60,000-74,999	459	5.7%	\$0	0%	0
\$75,000-99,999	385	4.8%	\$0	0%	0
\$100,000-124,999	166	2.1%	\$0	0%	0
\$125,000-149,999	77	1.0%	\$0	0%	0
\$150,000-199,999	82	1.0%	\$0	0%	0
\$200,000+	103	1.3%	\$0	0%	0
	8,018	100.0%			1,805
Percent of renter households within limits versus total number of renter households					22.51%

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

Type of Housing (Family vs Senior)

Location of Subject (Rural versus Urban)

Percent of Income for Housing

2000 Median Income

2012 Median Income

Change from 2012 to Pj Mrkt Entry July 2015

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

No
Senior
Urban
40%
\$34,544
\$43,820
\$9,276
26.9%
4.5%
4.5%
Two year adjustment
1.0000
\$23,880
\$23,880
2
Overall
\$454
\$454.00

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

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2012 to Prj Mrkt Entry July 2015

Income Target Population		Overall
New Renter Households PMA		651
Percent Income Qualified		22.5%
New Renter Income Qualified Households		146

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

Demand from Existing Households 2012

Demand from Rent Overburdened Households

Income Target Population		Overall
Total Existing Demand		8,018
Income Qualified		22.5%
Income Qualified Renter Households		1,805
Percent Rent Overburdened Prj Mrkt Entry July 2015		42.0%
Rent Overburdened Households		758

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		1,805
Percent Living in Substandard Housing		0.5%
Households Living in Substandard Housing		9

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

Senior Households Converting from Homeownership

Income Target Population		Overall
Total Senior Homeowners		20326
Rural Versus Urban	0.1%	
Senior Demand Converting from Homeownership		17

Total Demand

Total Demand from Existing Households		784
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		784
Total New Demand		146
Total Demand (New Plus Existing Households)		931

Demand from Seniors Who Convert from Homeownership		17
Percent of Total Demand From Homeownership Conversion		1.9%
Is this Demand Over 2.0 percent of Total Demand?		No

By Bedroom Demand

One Person	60.7%	565
Two Persons	19.8%	184
Three Persons	9.2%	86
Four Persons	4.6%	43
Five Persons	5.7%	53
Total	100.0%	931

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	70%	396
Of two-person households in 1BR units	20%	37
Of one-person households in 2BR units	30%	170
Of two-person households in 2BR units	80%	147
Of three-person households in 2BR units	60%	51
Of three-person households in 3BR units	40%	34
Of four-person households in 3BR units	80%	34
Of five-person households in 3BR units	70%	37
Of four-person households in 4BR units	20%	9
Of five-person households in 4BR units	30%	16
Total Demand		931
Check		OK

Total Demand by Bedroom	Overall
1 BR	433
2 BR	317
Total Demand	749

Additions To Supply 2012 to Prj Mrkt Entry July 2015	Overall
1 BR	120
2 BR	0
Total	120

Net Demand	Overall
1 BR	313
2 BR	317
Total	629

Net Demand	Overall
1 BR	313
2 BR	317
Total	629

Developer's Unit Mix	Overall
1 BR	14
2 BR	56
Total	70

Capture Rate Analysis	Overall
1 BR	4.5%
2 BR	17.7%
Total	11.1%

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 2.8 percent between 2012 and 2015.
- This demand analysis does not measure the PMA’s or Subject’s ability to attract additional or latent demand into the market from elsewhere by offering an affordable option. We believe this to be moderate and therefore the demand analysis is somewhat conservative in its conclusions because this demand is not included.

CAPTURE RATE ANALYSIS CHART

Unit Size	Income limits	Units Proposed	Total Demand	Supply	Net		Absorption	Average Market Rent	Market Rents Band Min-Max	Proposed Rents
					Demand	Capture Rate				
1BR at 50%	\$13,620 - \$19,900	4	336	0	336	1.2%	3-4 months	\$697	\$447 - \$859	\$340
1BR at 60%	\$16,410 - \$23,880	10	283	120	163	6.1%	3-4 months	\$788	\$453 - \$1,310	\$403
2BR at 50%	\$16,350 - 19,900	9	246	0	246	3.7%	3-4 months	\$697	\$447 - \$859	\$433
2BR at 60%	\$19,710 - \$23,880	47	208	0	208	22.6%	3-4 months	\$835	\$516 - \$1,310	\$515
Overall 50% AMI	\$16,350 - 19,900	13	583	0	583	2.2%	3-4 months	-	-	-
Overall 60% AMI	\$19,710 - \$23,880	57	491	120	371	15.4%	3-4 months	-	-	-
Total Overall	\$13,620 - \$23,880	70	749	120	629	11.1%	3-4 months	-	-	-

Demand and Net Demand

	HH at 50% AMI	HH at 60% AMI	All Tax Credit Households
	(min to max income)	(min to max income)	
Demand from New Households (age and income appropriate)	114	96	146
PLUS	+	+	+
Demand from Existing Renter Households - Substandard Housing	7	6	9
PLUS	+	+	+
Demand from Existing Renter Housholds - Rent Overburdened Households	589	496	758
Sub Total	710	598	913
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 2% where applicable)	14	12	17
Equals Total Demand	724	610	931
Less	-	-	-
Supply of comparable LIHTC or Market Rate housing units built and/or planned in the projected market between 2000 and the present	0	120	120
Equals Net Demand	724	490	811

As the analysis illustrates, the Subject’s capture rates at the 50 percent AMI level will range from 1.2 to 3.7 percent, with an overall capture rate of 2.2 percent. The Subject’s 60 percent AMI capture rates range from 6.1 to 22.6 percent, with an overall capture rate of 15.4 percent. The overall capture rate for the project’s 50 and 60 percent units is 11.1 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 10 “true” comparable properties containing 2,196 units. A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided in the following pages. 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.

There is only one senior LIHTC property located in the PMA. The Cottages is a senior LIHTC property that is Phase III of the Arbor Pointe Community. Arbor Pointe Phase I and II are mixed income family properties that were not included as comparables due to their tenancy, distance from Subject, and additional subsidy. We have included The Cottages as it does not operate with additional subsidy. The Cottages was allocated in 2010 and opened in March 2013 and is in excellent condition. This property is located 10.7 miles from the Subject site in South Columbus. Due to the lack of senior LIHTC comparables in the Subject’s PMA we have also included four family LIHTC properties in our analysis. We selected properties based on proximity to the Subject site, design, and condition. Johnston Mill Lofts offers a midrise design and is the closest LIHTC property, located 5.1 miles from the Subject site. This property was originally constructed in the 1900’s and renovated with LIHTC in 2002. Johnston Mill Lofts offers both market and LIHTC units at 60 percent of the AMI. Midtown Square offers a garden style design and was constructed in 2002. Midtown Square offers two and three-bedroom units at 60 percent of the AMI. Springfield Crossing, constructed in 2002, is in fair condition. We have included this property as a comparable as it is the only property to offer rents at 50 percent of the AMI. Additionally, Springfield Crossing offers rents at 60 percent of the AMI and market rate units. Victory Crossing is the newest family LIHTC property, constructed in 2005. Victory Crossing has a garden style design offering two and three-bedroom rents at 60 percent of the AMI and is in good condition. Overall, the availability of senior LIHTC data in the market is limited.

We have also used five conventional rental properties in our analysis. While there are no conventional senior properties, all of the market rate properties are located in northern Columbus and four of the five market rate properties are located within 1.6 miles of the Subject. The market rate properties all offer garden style structures and all are in good to excellent condition. Two market rate properties located within two miles of the Subject were excluded as comparables. Oakridge Apartments, just north of the Subject on Veteran’s Parkway, was excluded as it offers a townhome design which is not comparable to the Subject’s low-rise design. Additionally, Greystone at Inverness, located east of the Subject, was excluded as we were unable to contact management. Overall, the availability of market rate data is considered adequate.

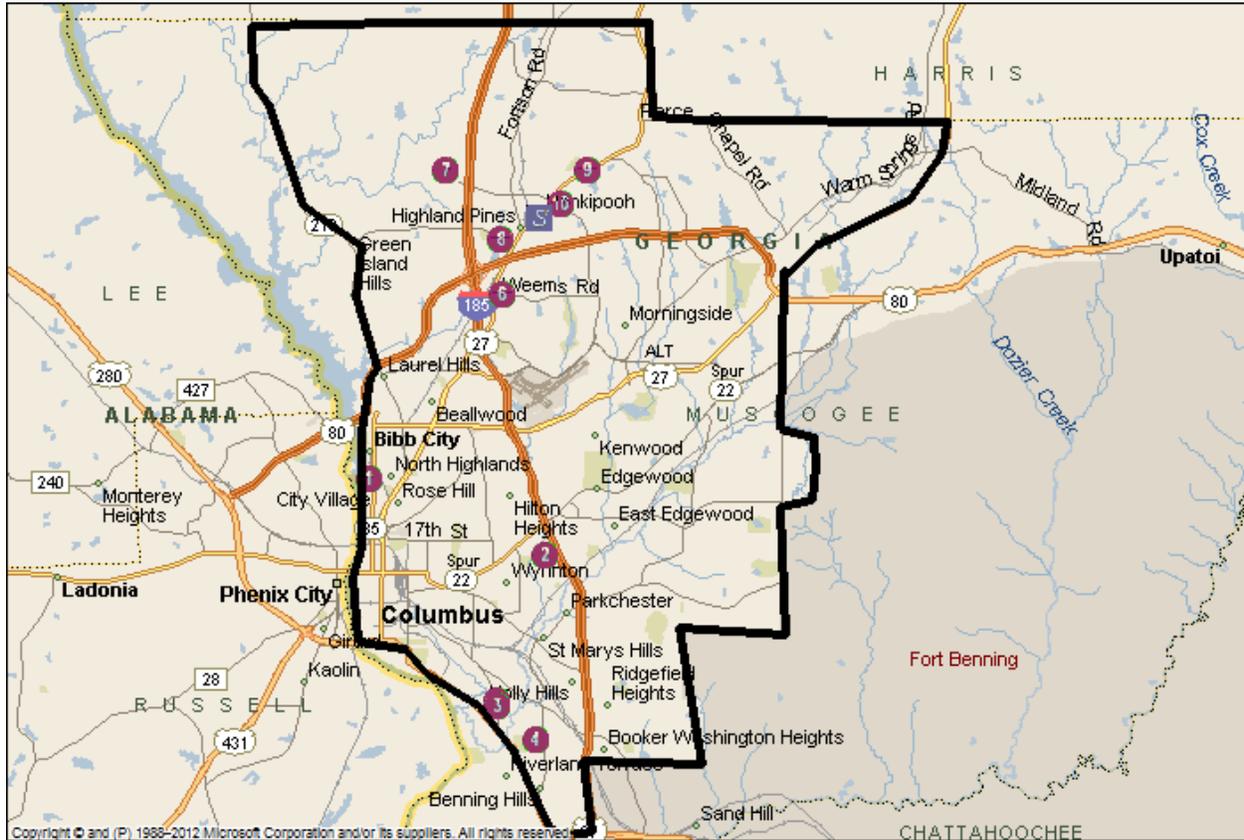
General Market Overview/Included/Excluded Properties

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.”

PMA OCCUPANCY

Property	Address	Tenancy	Type	Included/Excluded	Occupancy	Reason for Exclusion	Distance
SUBJECT	4027 Veterans Court	Senior	LIHTC	Included	N/Ap	N/Ap	n/a
The Cottages	1312 Gazebo Way	Senior	LIHTC	Included	100.0%	N/Ap	10.9 miles
Johnston Mill Lofts	3201 First Ave	Family	LIHTC	Included	91.9%	N/Ap	6.1 miles
Midtown Square	1400 Boxwood Blvd	Family	LIHTC	Included	100.0%	N/Ap	7.4 miles
Springfield Crossing	3320 N. Lumpkin Road	Family	LIHTC	Included	91.7%	N/Ap	11.2 miles
Victory Crossing	3312 Lumpkin Rd	Family	LIHTC	Included	91.3%	N/Ap	11.2 miles
Avalon Apartments	3737 Cusseta Rd	Family	LIHTC	Excluded	69.8%	Tenancy/Recent fire - More comparable properties	10.3 miles
Nina Street Duplex, I	2520 Wynnton Rd	Family	LIHTC	Excluded	N/Av	Tenancy/More comparable properties	7.5 miles
Nina Street Duplex, II	1842 Nina Street	Family	LIHTC	Excluded	N/Av	Tenancy/More comparable properties	9.1 miles
Washington Ave. Duplex	2520 Wynnton Rd	Family	LIHTC	Excluded	N/Av	Tenancy/More comparable properties	7.5 miles
Eagle Trace	2001 Torch Hill Road	Family	LIHTC	Excluded	82.0%	Tenancy/More comparable properties	13.5 miles
Liberty Gardens Townhomes	675 6th Avenue	Family	LIHTC	Excluded	100.0%	Tenancy/ More comparable properties	7.6 miles
McLeod Square	401 32nd Street	Family	LIHTC	Excluded	N/Av	Tenancy/More comparable properties	5.7 miles
Arbor Pointe I and II	2321 Olive St	Family	LIHTC/PH/Sec8/ Market	Excluded	N/Av	Tenancy/More comparable properties	5.8 miles
Ashley Station I, II, III	1040 Ashley Station Blvd	Family	LIHTC/PH/Sec8/ Market	Excluded	92.9%	Tenancy/More comparable properties	5.6 miles
Bull Creek Apartments	17 Creek Way	Family	Sec 8	Excluded	N/Av	Tenancy/All units Subsidized	8.3 miles
Calvary Community	7482 Old Moon Rd	Elderly	Sec 8	Excluded	95.4%	All units Subsidized	1.1 miles
Columbus Villas	6016 Georgetown Dr	Family	Sec 8	Excluded	N/Av	Tenancy/All units Subsidized	11.2 miles
Columbus Gardens	425 Third Avenue	Elderly	Sec 8	Excluded	96.0%	All units Subsidized	7.9 miles
Fairfield Manor	419 Farr Rd	Senior	Sec 8	Excluded	99.0%	All units Subsidized	9.7 miles
Hunter Haven	5600 Hunter Rd	Family	Sec 8	Excluded	95.0%	Tenancy/All units Subsidized	9.2 miles
Northgate Village	4400 Warm Springs Rd	Family	Sec 8	Excluded	99.0%	Tenancy/All units Subsidized	4.6 miles
Point East	613 Farr Rd	Family	Sec 8	Excluded	97.5%	Tenancy/All units Subsidized	9.9 miles
Ralston Towers	2111 12th St	Senior	Sec 8	Excluded	98.3%	All units Subsidized	8.3 miles
Renaissance Villa	2701 Buena Vista Rd	Family	Sec 8	Excluded	N/Av	Tenancy/All units Subsidized	8.7 miles
Saint Mary's Woods Estates	4244 St. Mary's Road	Elderly	Sec 8	Excluded	100.0%	All units Subsidized	9.6 miles
Booker T Washington	500 5th Avenue	Family	Public Housing	Excluded	95.0%	All units Subsidized	7.8 miles
Elizabeth Canty	2000 Cusseta Rd	Family	Public Housing	Excluded	96.0%	All units Subsidized	9.5 miles
Farley Homes	1901 Nina Street	Family	Public Housing	Excluded	N/Av	All units Subsidized	9.0 miles
EJ. Knight Apartments	3811 Baker Plaza Drive	Family	Public Housing	Excluded	100.0%	All units Subsidized	10.8 miles
EJ. Knight Gardes	3811 Baker Plaza Drive	Elderly	Public Housing	Excluded	100.0%	All units Subsidized	10.8 miles
Rivers Homes	1200 Warren Williams Rd	Elderly	Public Housing	Excluded	N/Av	All units Subsidized	7.6 miles
Nicholson Terrace	1313 14th Street	Elderly	Public Housing	Excluded	99.0%	All units Subsidized	7.7 miles
Chase Apartments	120 20th Street	Family	Public Housing	Excluded	N/Av	All units Subsidized	6.1 miles
Warren Williams	1200 Warren Williams Rd	Family	Public Housing	Excluded	N/Av	All units Subsidized	7.6 miles
Wilson Homes	3400 8th Avenue	Family	Public Housing	Excluded	100.0%	All units Subsidized	5.1 miles
Brittwood Apartments	2444 West Britt Davis Road	Family	Market	Excluded	96.2%	More comparable properties	2.3 miles
Oakridge Apartments	Veterans Parkway	Family	Market	Excluded	N/Av	More comparable properties	1.9 miles
Greystone at Inverness	7175 Moon Rd	Family	Market	Excluded	98.0%	Unable to contact management	1.5 miles
The Crossings at Veterans Parkway	8160 Veterans Parkway	Family	Market	Excluded	86.0%	More comparable properties	1.4 miles
Greystone At Main St	6400 Main St	Family	Market	Included	99.4%	N/Ap	1.7 miles
Greystone Falls	1701 Williams Court	Family	Market	Included	96.7%	N/Ap	2.8 miles
Hamilton Station	2700 Double Chuches Road	Family	Market	Included	96.9%	N/Ap	0.8 miles
Lullwater At Maple Ridge	8400 Veterans Parkway	Family	Market	Included	99.0%	N/Ap	0.9 miles
Walden Pond Apartments	7840 Moon Road	Family	Market	Included	95.1%	N/Ap	0.9 miles
Total					95.4%		

Comparable Rental Property Map



COMPARABLE PROPERTIES

#	Property	Tenancy	Type	Distance to Subject
S	SUBJECT	Senior	LIHTC	N/Ap
1	Johnston Mill Lofts	Family	LIHTC, Market	5.8 miles
2	Midtown Square	Family	LIHTC	7.1 miles
3	Springfield Crossing	Family	LIHTC, Market	10.9 miles
4	The Cottages	Senior	LIHTC	10.7 miles
5	Victory Crossing	Family	LIHTC	10.9 miles
6	Greystone At Main St	Family	Market	1.5 miles
7	Greystone Falls	Family	Market	2.7 miles
8	Hamilton Station	Family	Market	0.7 miles
9	Lullwater At Maple Ridge	Family	Market	1.6 miles
10	Walden Pond Apartments	Family	Market	0.9 miles

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

SUMMARY MATRIX

Comp #	Project	Distance	Type / Built / Renovated	Market / Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Max Rent?	Wait List?	Units Vacant	Vacancy Rate						
Subject	Northlake Senior Apartments	n/a	Lowrise (age-restricted) (3 stories) 2015 (Proposed) / n/a	@50%, @60%	1BR / 1BA	4	5.70%	@50%	\$340	750	no		N/A	N/A						
	1BR / 1BA				10	14.30%	@60%	\$433	750	no	N/A	N/A								
	2BR / 1BA				9	12.90%	@50%	\$433	950	no	N/A	N/A								
	2BR / 1BA				47	67.10%	@60%	\$515	950	no	N/A	N/A								
	Muscogee County											N/A	N/A							
1	Johnston Mill Lofts 3201 First Ave Columbus, GA 31904 Muscogee County	5.8 miles	Conversion (4 stories) 1900/2002 / n/a	@60%, Market	1BR / 1BA	97	29.00%	@60%	\$447	960	yes	No	0	0.00%						
					1BR / 1BA	8	2.40%	Market	\$729	960	n/a	No	N/A							
					2BR / 2BA	71	21.20%	@60%	\$529	1,076	yes	No	0	0.00%						
					2BR / 2BA	155	46.30%	Market	\$766	1,076	n/a	No	N/A							
					3BR / 2BA	2	0.60%	@60%	\$553	1,200	yes	No	0	0.00%						
					3BR / 2BA	2	0.60%	Market	\$1,071	1,200	n/a	No	N/A							
																	N/A	N/A		
										335	100%							27	8.10%	
					2	Midtown Square 1400 Boxwood Blvd Columbus, GA 31906 Muscogee County	7.1 miles	Garden (2 stories) 2002 / n/a	60%	2BR / 2BA	24	16.70%	@60%	\$516	1,175	yes	Yes	0	0.00%	
										3BR / 2BA	120	83.30%	@60%	\$571	1,350	yes	Yes	0	0.00%	
																	0	0.00%		
										144	100%							0	0.00%	
3	Springfield Crossing 3320 N. Lumpkin Road Columbus, GA 31903 Muscogee County	10.9 miles	Garden (2 stories) 2002 / n/a	60%/Market	2BR / 2BA	4	3.30%	@50%	\$453	960	yes	No	N/A	N/A						
					2BR / 2BA	60	50.00%	@60%	\$571	960	yes	No	N/A							
					2BR / 2BA	16	13.30%	Market	\$613	960	n/a	No	N/A							
					3BR / 2BA	2	1.70%	@50%	\$505	1,290	yes	Yes	N/A							
					3BR / 2BA	30	25.00%	@60%	\$641	1,290	yes	No	N/A							
					3BR / 2BA	8	6.70%	Market	\$668	1,290	n/a	No	N/A							
										120	100%								10	8.30%
					4	The Cottages 1454 Cupola Pl Columbus, GA 31903 Muscogee County	10.7 miles	Duplex (age-restricted) 2013 / n/a	@60%	1BR / 1BA	N/A	N/A	@60%	\$538	870	yes	80	0	N/A	
										1BR / 1BA	N/A	N/A	@60%	\$538	922	yes	80	0	N/A	
1BR / 1BA	N/A	N/A	@60%	\$538						934	yes	80	0	N/A						
																	0	0.00%		
5	Victory Crossing 3312 Lumpkin Rd Columbus, GA 31903 Muscogee County	10.9 miles	Garden (3 stories) 2005 / n/a	@60%	2BR / 2BA	96	55.80%	@60%	\$568	1,012	no	No	6	6.20%						
					3BR / 2BA	76	44.20%	@60%	\$613	1,119	no	No	9	11.80%						
										172	100%							15	8.70%	
6	Greystone At Main St 6400 Main St Columbus, GA 31909 Muscogee County	1.5 miles	Various (2 stories) 1996 / n/a	Market	1BR / 1BA (Garden)	32	20.80%	Market	\$699	N/A	n/a	No	0	0.00%						
					2BR / 2BA (Garden)	48	31.20%	Market	\$811	N/A	n/a	No	0	0.00%						
					R / 2.5BA (Townhou)	50	32.50%	Market	\$841	N/A	n/a	No	1	2.00%						
					3BR / 2BA (Garden)	24	15.60%	Market	\$926	N/A	n/a	No	0	0.00%						
					154	100%								1	0.60%					
7	Greystone Falls 1701 Williams Court Columbus, GA 31904 Muscogee County	2.7 miles	Garden (3 stories) 2007 / n/a	Market	1BR / 1BA	N/A	N/A	Market	\$820	906	n/a	No	N/A	N/A						
					1.5BR / 1BA	N/A	N/A	Market	\$840	1,075	n/a	No	N/A							
					2BR / 2BA	N/A	N/A	Market	\$1,010	1,311	n/a	No	N/A							
					2BR / 2BA	N/A	N/A	Market	\$1,120	1,263	n/a	No	N/A							
					2BR / 2BA	N/A	N/A	Market	\$1,310	1,482	n/a	No	N/A							
					2.5BR / 2BA	N/A	N/A	Market	\$1,030	1,463	n/a	No	N/A							
					2.5BR / 2BA	N/A	N/A	Market	\$1,160	1,463	n/a	No	N/A							
					3BR / 2BA	N/A	N/A	Market	\$1,695	2,055	n/a	No	N/A							
					3.5BR / 2BA	N/A	N/A	Market	\$1,230	1,689	n/a	No	N/A							
					214	100%								5	2.30%					
8	Hamilton Station 2700 Double Chuches Roac Columbus, GA 31909 Muscogee County	0.7 miles	Garden 1983 / 2002	Market	1BR / 1BA	N/A	N/A	Market	\$759	893	n/a	No	1	N/A						
					2BR / 1BA	N/A	N/A	Market	\$749	1,034	n/a	No	4	N/A						
					2BR / 2BA	N/A	N/A	Market	\$954	1,164	n/a	No	4	N/A						
					3BR / 2BA	N/A	N/A	Market	\$1,012	1,394	n/a	No	3	N/A						
					386	100%									12	3.10%				
9	Lullwater At Maple Ridge 8400 Veterans Parkway Columbus, GA 31907 Muscogee County	1.6 miles	Garden 2001 and 2008 / n/a	Market	1BR / 1BA	N/A	N/A	Market	\$739	734	n/a	No	N/A	N/A						
					1BR / 1BA	N/A	N/A	Market	\$809	861	n/a	No	N/A							
					1BR / 1BA	N/A	N/A	Market	\$859	970	n/a	No	N/A							
					2BR / 2BA	N/A	N/A	Market	\$979	1,276	n/a	No	N/A							
					3BR / 2BA	N/A	N/A	Market	\$1,094	1,344	n/a	No	N/A							
					3BR / 2BA	N/A	N/A	Market	\$1,144	1,461	n/a	No	N/A							
					304	100%									3	1.00%				
10	Walden Pond Apartments 7840 Moon Road Columbus, GA 31909 Muscogee County	0.9 miles	Garden 1998 / n/a	Market	1BR / 1BA	N/A	N/A	Market	\$729	893	n/a	No	N/A	N/A						
					2BR / 1BA	N/A	N/A	Market	\$809	1,034	n/a	No	N/A							
					2BR / 2BA	N/A	N/A	Market	\$849	1,164	n/a	No	N/A							
					3BR / 2BA	N/A	N/A	Market	\$989	1,394	n/a	No	N/A							
					247	100%									12	4.90%				

RENT AND SQUARE FOOTAGE RANKING -- All rents adjusted for utilities and concessions extracted from the market.							
Effective Rent Date:		May-13	Units Surveyed:		2196	Weighted Occupancy:	96.10%
			Market Rate		1305	Market Rate	97.50%
			Tax Credit		891	Tax Credit	94.20%
One Bedroom One Bath			Two Bedrooms One Bath				
RENT	Property	Average	Property	Average	Property	Average	
		Lullwater At Maple Ridge	\$859	Greystone Falls (2BA)	\$1,310		
	Greystone Falls	\$820	Greystone Falls (2BA)	\$1,120			
	Lullwater At Maple Ridge	\$809	Greystone Falls (2BA)	\$1,010			
	Hamilton Station	\$759	Lullwater At Maple Ridge (2BA)	\$979			
	Lullwater At Maple Ridge	\$739	Greystone At Main St (2BA)	\$811			
	Johnston Mill Lofts * (M)	\$729	Walden Pond Apartments	\$809			
	Walden Pond Apartments	\$729	Johnston Mill Lofts * (2BA M)	\$766			
	Greystone At Main St	\$699	Hamilton Station	\$749			
	The Cottages * (60%)	\$538	Springfield Crossing * (2BA M)	\$613			
	The Cottages * (60%)	\$538	Springfield Crossing * (2BA 60%)	\$571			
	The Cottages * (60%)	\$538	Victory Crossing * (2BA 60%)	\$568			
	Johnston Mill Lofts * (60%)	\$447	Johnston Mill Lofts * (2BA 60%)	\$529			
	Northlake Senior Apartments * (60%)	\$433	Midtown Square * (2BA 60%)	\$516			
	Northlake Senior Apartments * (50%)	\$340	Northlake Senior Apartments * (60%)	\$515			
			Springfield Crossing * (2BA 50%)	\$453			
			Northlake Senior Apartments * (50%)	\$433			
SQUARE FOOTAGE	Property	Average	Property	Average	Property	Average	
	Lullwater At Maple Ridge	970	Greystone Falls (2BA)	1,482			
	Johnston Mill Lofts * (60%)	960	Greystone Falls (2BA)	1,311			
	Johnston Mill Lofts * (M)	960	Lullwater At Maple Ridge (2BA)	1,276			
	The Cottages * (60%)	934	Greystone Falls (2BA)	1,263			
	The Cottages * (60%)	922	Midtown Square * (2BA 60%)	1,175			
	Greystone Falls	906	Johnston Mill Lofts * (2BA 60%)	1,076			
	Hamilton Station	893	Johnston Mill Lofts * (2BA M)	1,076			
	Walden Pond Apartments	893	Hamilton Station	1,034			
	The Cottages * (60%)	870	Walden Pond Apartments	1,034			
	Lullwater At Maple Ridge	861	Victory Crossing * (2BA 60%)	1,012			
	Northlake Senior Apartments * (50%)	750	Springfield Crossing * (2BA 50%)	960			
	Northlake Senior Apartments * (60%)	750	Springfield Crossing * (2BA 60%)	960			
	Lullwater At Maple Ridge	734	Springfield Crossing * (2BA M)	960			
	Greystone At Main St	N/A	Northlake Senior Apartments * (50%)	950			
			Northlake Senior Apartments * (60%)	950			
			Greystone At Main St (2BA)	N/A			
RENT PER SQUARE FOOT	Property	Average	Property	Average	Property	Average	
	Lullwater At Maple Ridge	\$1.01	Greystone Falls (2BA)	\$0.89			
	Lullwater At Maple Ridge	\$0.94	Greystone Falls (2BA)	\$0.88			
	Greystone Falls	\$0.91	Walden Pond Apartments	\$0.78			
	Lullwater At Maple Ridge	\$0.89	Greystone Falls (2BA)	\$0.77			
	Hamilton Station	\$0.85	Lullwater At Maple Ridge (2BA)	\$0.77			
	Walden Pond Apartments	\$0.82	Hamilton Station	\$0.72			
	Johnston Mill Lofts * (M)	\$0.76	Johnston Mill Lofts * (2BA M)	\$0.71			
	The Cottages * (60%)	\$0.62	Springfield Crossing * (2BA M)	\$0.64			
	The Cottages * (60%)	\$0.58	Springfield Crossing * (2BA 60%)	\$0.59			
	Northlake Senior Apartments * (60%)	\$0.58	Victory Crossing * (2BA 60%)	\$0.56			
	The Cottages * (60%)	\$0.58	Northlake Senior Apartments * (60%)	\$0.54			
	Johnston Mill Lofts * (60%)	\$0.47	Johnston Mill Lofts * (2BA 60%)	\$0.49			
	Northlake Senior Apartments * (50%)	\$0.45	Springfield Crossing * (2BA 50%)	\$0.47			
	Greystone At Main St	N/Av	Northlake Senior Apartments * (50%)	\$0.46			
			Midtown Square * (2BA 60%)	\$0.44			
			Greystone At Main St (2BA)	N/Av			

PROPERTY PROFILE REPORT

Johnston Mill Lofts

Effective Rent Date	5/28/2013
Location	3201 First Ave Columbus, GA 31904 Muscookee County
Distance	5.8 miles
Units	335
Vacant Units	27
Vacancy Rate	8.1%
Type	Conversion (4 stories)
Year Built/Renovated	1900/2002 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	N/A
Tenant Characteristics	Late twenties to early thirties; 60% of market rate occupants are military
Contact Name	Ashley
Phone	706-494-0388



Market Information

Program	@60%, Market
Annual Turnover Rate	40%
Units/Month Absorbed	N/A
HCV Tenants	2%
Leasing Pace	Pre-lease
Annual Chg. in Rent	Inc. 3-4% 1BR; Dec. 1% 2BR; Dec. 0-2%
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Conversion (4 stories)	97	960	\$468	\$0	@60%	No	0	0.0%	yes	None
1	1	Conversion (4 stories)	8	960	\$750	\$0	Market	No	N/A	N/A	N/A	None
2	2	Conversion (4 stories)	71	1,076	\$558	\$0	@60%	No	0	0.0%	yes	None
2	2	Conversion (4 stories)	155	1,076	\$795	\$0	Market	No	N/A	N/A	N/A	None
3	2	Conversion (4 stories)	2	1,200	\$597	\$0	@60%	No	0	0.0%	yes	None
3	2	Conversion (4 stories)	2	1,200	\$1,115	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$468	\$0	\$468	-\$21	\$447	1BR / 1BA	\$750	\$0	\$750	-\$21	\$729
2BR / 2BA	\$558	\$0	\$558	-\$29	\$529	2BR / 2BA	\$795	\$0	\$795	-\$29	\$766
3BR / 2BA	\$597	\$0	\$597	-\$44	\$553	3BR / 2BA	\$1,115	\$0	\$1,115	-\$44	\$1,071

Johnston Mill Lofts, continued

Amenities

In-Unit

Blinds
Coat Closet
Ceiling Fan
Microwave
Refrigerator
Walk-In Closet

Central A/C
Dishwasher
Garbage Disposal
Oven
Skylights
Washer/Dryer hookup

Security

Limited Access
Video Surveillance

Services

None

Property

Basketball Court
Central Laundry
On-Site Management
Swimming Pool

Exercise Facility
Off-Street Parking
Playground
Tennis Court

Premium

None

Other

Concrete floors

Comments

Rent levels have risen for market rate units since the last interview and have remained fairly level for LIHTC units. Occupancy is higher than it was in 2007, currently sitting at 92%.

Johnston Mill Lofts, continued

Trend Report

Vacancy Rates

2Q06	3Q07	2Q13
3.9%	17.0%	8.1%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	2	N/A	\$460	\$0	\$460	\$439
2007	3	0.0%	\$474	\$0	\$474	\$453
2013	2	0.0%	\$468	\$0	\$468	\$447

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	2	N/A	\$565	\$0	\$565	\$536
2007	3	0.0%	\$567	\$0	\$567	\$538
2013	2	0.0%	\$558	\$0	\$558	\$529

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	2	N/A	\$660	\$0	\$660	\$616
2007	3	0.0%	\$644	\$0	\$644	\$600
2013	2	0.0%	\$597	\$0	\$597	\$553

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	2	N/A	\$660	\$0	\$660	\$639
2007	3	N/A	\$675	\$0	\$675	\$654
2013	2	N/A	\$750	\$0	\$750	\$729

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	2	N/A	\$760	\$0	\$760	\$731
2007	3	N/A	\$749	\$0	\$749	\$720
2013	2	N/A	\$795	\$0	\$795	\$766

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	2	N/A	\$1,100	\$0	\$1,100	\$1,056
2007	3	N/A	\$1,100	\$0	\$1,100	\$1,056
2013	2	N/A	\$1,115	\$0	\$1,115	\$1,071

Trend: Comments

2Q06 Current Interview (06/01/06): Johnston Mill Lofts is an old cotton mill that was converted into loft style apartments. The property offers both market rate and tax credit units. All tax credit units are restricted to 60 percent of the AMI. There are 336 total units, only four of which are three-bedroom units. Although the exact number of vacancies could not be given, management estimated that there are approximately 13 units that are currently unoccupied. Although the property does accept Section 8 vouchers, there are currently no Section 8 tenants. Management stated that tenants tend to be younger, with a majority in their late twenties and early thirties. Management estimated that about 60 percent of their market rate units are occupied by military personnel. Locally, management noted that Kia has announced the opening of a plant in nearby West Point, Georgia.

3Q07 The leasing agent reported that the property is 83 percent occupied because of a recent deployment of military personnel from Fort Benning. However, all of the tax credit units are leased. The leasing agent states that percent occupancy in the market is in the high 80's and that most tax credit properties have their rents at the maximum allowable. Rent for the tax credit one-bedroom increased three percent; the market one-bedroom rent increased two percent; the tax credit two-bedroom increased 0.3 percent; the market two-bedroom decreased one percent; the tax credit three-bedroom decreased two percent; and, the market three-bedroom remained the same.

2Q13 Rent levels have risen for market rate units since the last interview and have remained fairly level for LIHTC units. Occupancy is higher than it was in 2007, currently sitting at 92%.

PROPERTY PROFILE REPORT

Midtown Square

Effective Rent Date	5/28/2013
Location	1400 Boxwood Blvd Columbus, GA 31906 Muscookee County
Distance	7.1 miles
Units	144
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	2002 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None
Tenant Characteristics	Most are from the local area; no dominant age group; No military due to LIHTC restrictions
Contact Name	Jessica
Phone	706-561-1083



Market Information

Program	60%
Annual Turnover Rate	21%
Units/Month Absorbed	16 units per month
HCV Tenants	21%
Leasing Pace	Pre-lease, Wait List
Annual Chg. in Rent	-3%
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (2 stories)	24	1,175	\$545	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	120	1,350	\$615	\$0	@60%	Yes	0	0.0%	yes	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
2BR / 2BA	\$545	\$0	\$545	-\$29	\$516
3BR / 2BA	\$615	\$0	\$615	-\$44	\$571

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Oven
Washer/Dryer hookup

Blinds
Central A/C
Garbage Disposal
Refrigerator

Security

In-Unit Alarm
Perimeter Fencing
Video Surveillance

Services

None

Property

Car Wash
Exercise Facility
On-Site Management
Swimming Pool

Clubhouse/Meeting
Off-Street Parking
Playground
Tennis Court

Premium

None

Other

Afterschool program

Midtown Square, continued

Comments

Rents have declined slightly since last interviewed, although occupancy is consistently high. Property manager attributed this to the all-LIHTC unit mix and stated that she believed rent rates could be significantly higher for market-rate units. Property manager did not know the percentage of tenants utilizing Section 8 vouchers, so that info is from the previous interview.

Midtown Square, continued

Trend Report

Vacancy Rates

1Q07	3Q07	4Q07	2Q13
0.0%	0.0%	0.0%	0.0%

Trend: @60%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	1	0.0%	\$560	\$0	\$560	\$531
2007	3	0.0%	\$562	\$0	\$562	\$533
2007	4	0.0%	\$562	\$0	\$562	\$533
2013	2	0.0%	\$545	\$0	\$545	\$516

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	1	0.0%	\$645	\$0	\$645	\$601
2007	3	0.0%	\$645	\$0	\$645	\$601
2007	4	0.0%	\$643	\$0	\$643	\$599
2013	2	0.0%	\$615	\$0	\$615	\$571

Trend: Comments

- 1Q07** Midtown Square is a LIHTC property offering two and three-bedroom units at the 60 percent AMI level. This property is 100 percent occupied and is maintaining a waiting list with four households. Management indicated an increased demand for housing in Columbus due to troops being reassigned to Fort Benning, the local Army base.
- 3Q07** Rent for the two-bedroom units increased by two dollars and three-bedroom units decreased by two dollars due to a change in the utility allowance, according to the leasing agent. The contact also reported that general occupancy in the area is above 95 percent, rents are at the peak, and the rents at Midtown Square are average for the tax credit market in the area. Management stated that they do not offer concessions because they are not necessary and that there is no need to keep a waiting list because there is enough tenant traffic to fill vacancies without one.
- 4Q07** Rents declined by \$2 on the 3 BR/2 BA units since our last survey in August 2007.
- 2Q13** Rents have declined slightly since last interviewed, although occupancy is consistently high. Property manager attributed this to the all-LIHTC unit mix and stated that she believed rent rates could be significantly higher for market-rate units. Property manager did not know the percentage of tenants utilizing Section 8 vouchers, so that info is from the previous interview.

PROPERTY PROFILE REPORT

Springfield Crossing

Effective Rent Date	5/29/2013
Location	3320 N. Lumpkin Road Columbus, GA 31903 Muscookee County
Distance	10.9 miles
Units	120
Vacant Units	10
Vacancy Rate	8.3%
Type	Garden (2 stories)
Year Built/Renovated	2002 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Eagle Trace, Lumpkin Park, Arbor Pointe
Tenant Characteristics	Local couples and families
Contact Name	Tina
Phone	706-689-7717



Market Information

Program	60%/Market
Annual Turnover Rate	18%
Units/Month Absorbed	20 units per month
HCV Tenants	8%
Leasing Pace	1-2 weeks
Annual Chg. in Rent	+1%
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	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	Garden (2 stories)	4	960	\$470	\$0	@50%	No	N/A	N/A	yes	None
2	2	Garden (2 stories)	60	960	\$588	\$0	@60%	No	N/A	N/A	yes	None
2	2	Garden (2 stories)	16	960	\$630	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (2 stories)	2	1,290	\$532	\$0	@50%	Yes	N/A	N/A	yes	None
3	2	Garden (2 stories)	30	1,290	\$668	\$0	@60%	No	N/A	N/A	yes	None
3	2	Garden (2 stories)	8	1,290	\$695	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
2BR / 2BA	\$470	\$0	\$470	-\$17	\$453	2BR / 2BA	\$588	\$0	\$588	-\$17	\$571
3BR / 2BA	\$532	\$0	\$532	-\$27	\$505	3BR / 2BA	\$668	\$0	\$668	-\$27	\$641
Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent						
2BR / 2BA	\$630	\$0	\$630	-\$17	\$613						
3BR / 2BA	\$695	\$0	\$695	-\$27	\$668						

Springfield Crossing, continued

Amenities

In-Unit

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

Blinds
Central A/C
Exterior Storage
Garbage Disposal
Refrigerator

Security

In-Unit Alarm
Limited Access

Services

None

Property

Clubhouse/Meeting
Off-Street Parking
Picnic Area
Swimming Pool

Central Laundry
On-Site Management
Playground
Volleyball Court

Premium

None

Other

None

Comments

Vacancies are currently higher than they were the last time the property was surveyed, and rent levels in market units have increased a very small percent in the past 4 years at a rate of less than one percent per year. The Property Manager attributed the current relatively high vacancy to a recent round of evictions following tenancy assessment.

Springfield Crossing, continued

Trend Report

Vacancy Rates

1Q07	3Q07	1Q08	2Q13
0.5%	0.0%	0.5%	8.3%

Trend: @50%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	1	25.0%	\$465	\$0	\$465	\$448
2007	3	0.0%	\$459	\$0	\$459	\$442
2008	1	0.0%	\$459	\$0	\$459	\$442
2013	2	N/A	\$470	\$0	\$470	\$453

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	1	0.0%	\$530	\$0	\$530	\$503
2007	3	0.0%	\$520	\$0	\$520	\$493
2008	1	0.0%	\$520	\$0	\$520	\$493
2013	2	N/A	\$532	\$0	\$532	\$505

Trend: @60%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	1	0.0%	\$570	\$0	\$570	\$553
2007	3	0.0%	\$569	\$0	\$569	\$552
2008	1	1.7%	\$569	\$0	\$569	\$552
2013	2	N/A	\$588	\$0	\$588	\$571

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	1	0.0%	\$645	\$0	\$645	\$618
2007	3	0.0%	\$646	\$0	\$646	\$619
2008	1	0.0%	\$646	\$0	\$646	\$619
2013	2	N/A	\$668	\$0	\$668	\$641

Trend: Market

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	1	0.0%	\$600 - \$620	\$0	\$600 - \$620	\$583 - \$603
2007	3	0.0%	\$620	\$0	\$620	\$603
2008	1	0.0%	\$620	\$0	\$620	\$603
2013	2	N/A	\$630	\$0	\$630	\$613

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	1	0.0%	\$685	\$0	\$685	\$658
2007	3	0.0%	\$685	\$0	\$685	\$658
2008	1	0.0%	\$685	\$0	\$685	\$658
2013	2	N/A	\$695	\$0	\$695	\$668

Trend: Comments

- 1Q07** Springfield Crossing is a LIHTC property offering two and three-bedroom units at the 50 and 60 percent AMI levels, as well as market rate units. This property was completed in two phases. The absorption pace for the development equates to approximately 20 units per month. There is a bus stop located at the entrance of the property. Market rate units increased 2.9 to 3.2 percent during the past year.
- 3Q07** The leasing agent reported that there is a waiting list for the tax credit units and that there is more two-bedroom demand than there is for the three-bedroom units.
- 1Q08** Rents have not increased since our last survey in August 2007; however, there is currently one vacancy where there were none before.
- 2Q13** Vacancies are currently higher than they were the last time the property was surveyed, and rent levels in market units have increased a very small percent in the past 4 years at a rate of less than one percent per year. The Property Manager attributed the current relatively high vacancy to a recent round of evictions following tenancy assessment.

PROPERTY PROFILE REPORT

The Cottages

Effective Rent Date	5/29/2013
Location	1454 Cupola Pl Columbus, GA 31903 Muscookee County
Distance	10.7 miles
Units	120
Vacant Units	0
Vacancy Rate	0.0%
Type	Duplex (age-restricted)
Year Built/Renovated	2013 / N/A
Marketing Began	5/01/2012
Leasing Began	2/01/2013
Last Unit Leased	3/31/2013
Major Competitors	N/A
Tenant Characteristics	62+ community, average age around 75. Almost all retired, local.
Contact Name	N/A
Phone	706-682-4911



Market Information

Program	@60%
Annual Turnover Rate	N/A
Units/Month Absorbed	N/A
HCV Tenants	16%
Leasing Pace	Prelease
Annual Chg. in Rent	N/A
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Duplex	N/A	870	\$559	\$0	@60%	80	0	N/A	yes	None
1	1	Duplex	N/A	922	\$559	\$0	@60%	80	0	N/A	yes	None
1	1	Duplex	N/A	934	\$559	\$0	@60%	80	0	N/A	yes	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$559	\$0	\$559	-\$21	\$538

The Cottages, continued

Amenities

In-Unit

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

Blinds
Central A/C
Dishwasher
Garbage Disposal
Microwave
Pull Cords
Trash Compactor

Security

None

Services

None

Property

Clubhouse/Meeting
Off-Street Parking
Recreation Areas
Sport Court

Central Laundry
On-Site Management
Service Coordination
Theatre

Premium

None

Other

None

Comments

The Cottages is in the Arbor Pointe community and was recently constructed, opening in March 2013. According to the property manager almost all units were preleased since June of last year. There is a very long waiting list for the development, currently at 80. The property manager stated that she believed there is a very strong demand in the area for more senior housing, particularly 1BR units.

Property manager stated that currently there are not many premium services at the location, but that is expected to change soon because not all the community amenities have been completed. Management is currently off-site, but the on-site administrative building is nearly complete and management will move on-site within weeks.

PROPERTY PROFILE REPORT

Victory Crossing

Effective Rent Date 5/29/2013
Location 3312 Lumpkin Rd
 Columbus, GA 31903
 Muscogee County
Distance 10.9 miles
Units 172
Vacant Units 15
Vacancy Rate 8.7%
Type Garden (3 stories)
Year Built/Renovated 2005 / N/A
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors Spring Crossing, Eagle Trace, Arbor Pointe
Tenant Characteristics Most are local and between the ages of 25 and 35; many employed with L & S Services on Fort Benning
Contact Name Kim
Phone 706-689-6979



Market Information

Program @60%
Annual Turnover Rate 28%
Units/Month Absorbed 28
HCV Tenants 9%
Leasing Pace 3-4 weeks
Annual Chg. in Rent slight increase, less than 1% per year
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 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	Garden (3 stories)	96	1,012	\$585	\$0	@60%	No	6	6.2%	no	None
3	2	Garden (3 stories)	76	1,119	\$640	\$0	@60%	No	9	11.8%	no	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
2BR / 2BA	\$585	\$0	\$585	-\$17	\$568
3BR / 2BA	\$640	\$0	\$640	-\$27	\$613

Victory Crossing, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Fireplace
Garbage Disposal
Refrigerator
Vaulted Ceilings
Washer/Dryer hookup

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

Security

Perimeter Fencing

Services

None

Property

Business Center/Computer Lab
Central Laundry
On-Site Management
Playground

Clubhouse/Meeting
Off-Street Parking
Picnic Area
Swimming Pool

Premium

None

Other

None

Comments

Rents have increased only slightly in the past 4 years, and vacancy is higher than it was at the time of the last property survey. The time it takes to lease a vacant unit is also fairly high, typically 3-4 weeks according to the property manager.

Victory Crossing, continued

Trend Report

Vacancy Rates

3Q07	4Q07	1Q08	2Q13
0.0%	3.5%	3.5%	8.7%

Trend: @60%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	3	0.0%	\$560	\$0	\$560	\$543
2007	4	2.1%	\$550	\$0	\$550	\$533
2008	1	2.1%	\$550	\$0	\$550	\$533
2013	2	6.2%	\$585	\$0	\$585	\$568

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	3	0.0%	\$645	\$0	\$645	\$618
2007	4	5.3%	\$635	\$0	\$635	\$608
2008	1	5.3%	\$635	\$0	\$635	\$608
2013	2	11.8%	\$640	\$0	\$640	\$613

Trend: Comments

3Q07	Management noted that the property's rents are not set at the maximum allowable level but they are at the maximum allowable level. Management noted that the property is typically between 98 and 100 percent occupied and usually maintains a small waiting list.
4Q07	Rent has declined and vacancies have increased from zero in August to about 6 now. However, the property manager indicated that they are currently processing applications on three of the six available units.
1Q08	Rents have declined and vacancies have increased from zero in August to about six now. However, the property manager indicated that they are currently processing applications on three of the six available units.
2Q13	Rents have increased only slightly in the past 4 years, and vacancy is higher than it was at the time of the last property survey. The time it takes to lease a vacant unit is also fairly high, typically 3-4 weeks according to the property manager.

PROPERTY PROFILE REPORT

Greystone At Main St

Effective Rent Date	5/29/2013
Location	6400 Main St Columbus, GA 31909 Muscookee County
Distance	1.5 miles
Units	154
Vacant Units	1
Vacancy Rate	0.6%
Type	Various (2 stories)
Year Built/Renovated	1996 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Whisperwood, Sugarmill
Tenant Characteristics	45-50 units are occupied by military employees; majority of tenants in late twenties to mid thirties
Contact Name	BJ
Phone	706-322-8100



Market Information

Program	Market
Annual Turnover Rate	40%
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	3-7 days
Annual Chg. in Rent	+2-4%
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden	32	N/A	\$720	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden	48	N/A	\$840	\$0	Market	No	0	0.0%	N/A	None
2	2.5	Townhouse (2 stories)	50	N/A	\$870	\$0	Market	No	1	2.0%	N/A	None
3	2	Garden	24	N/A	\$970	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$720	\$0	\$720	-\$21	\$699
2BR / 2BA	\$840	\$0	\$840	-\$29	\$811
2BR / 2.5BA	\$870	\$0	\$870	-\$29	\$841
3BR / 2BA	\$970	\$0	\$970	-\$44	\$926

Greystone At Main St, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Exterior Storage
Furnishing
Microwave
Refrigerator
Walk-In Closet

Blinds
Central A/C
Dishwasher
Ceiling Fan
Garbage Disposal
Oven
Vaulted Ceilings
Washer/Dryer hookup

Security

None

Services

None

Property

Clubhouse/Meeting
Off-Street Parking
Playground

Central Laundry
On-Site Management
Swimming Pool

Premium

None

Other

None

Comments

There is currently only one vacant unit, and management stated that there is rarely more than a single unit unoccupied. Turnover is high but management stated that this is normal with so many military employees in the area. Management stated that a large number of tenants are from out of state and roughly 30 percent of their residents are in the military.

Greystone At Main St, continued

Trend Report

Vacancy Rates

2Q06	2Q13
0.6%	0.6%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	2	0.0%	\$635	\$0	\$635	\$614
2013	2	0.0%	\$720	\$0	\$720	\$699

2BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	2	0.0%	\$785	\$0	\$785	\$756
2013	2	2.0%	\$870	\$0	\$870	\$841

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	2	2.1%	\$740	\$0	\$740	\$711
2013	2	0.0%	\$840	\$0	\$840	\$811

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	2	0.0%	\$860	\$0	\$860	\$816
2013	2	0.0%	\$970	\$0	\$970	\$926

Trend: Comments

2Q06 Current Interview (06/02/06): Greystone at Main Street offers one-, two-, and three-bedroom flat units, as well as two-bedroom townhomes. There is only one vacant unit, and management stated that there is rarely more than a single unit unoccupied. Turnover is high at 62 percent, but management stated that this is normal with so many military employees in the area. Management stated that a large number of tenants are from out of state and roughly 30 percent of their residents are in the military. According to management, this gives the property an average age of about 33. Locally, management noted a large new shopping mall that has just opened in the northern part of the city.

2Q13 There is currently only one vacant unit, and management stated that there is rarely more than a single unit unoccupied. Turnover is high but management stated that this is normal with so many military employees in the area. Management stated that a large number of tenants are from out of state and roughly 30 percent of their residents are in the military.

PROPERTY PROFILE REPORT

Greystone Falls

Effective Rent Date	5/29/2013
Location	1701 Williams Court Columbus, GA 31904 Muscogee County
Distance	2.7 miles
Units	214
Vacant Units	5
Vacancy Rate	2.3%
Type	Garden (3 stories)
Year Built/Renovated	2007 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Grove Park
Tenant Characteristics	Military, families, singles, young professionals, professionals
Contact Name	Wayne
Phone	(706) 507-1701



Market Information

Program	Market
Annual Turnover Rate	N/A
Units/Month Absorbed	22
HCV Tenants	0%
Leasing Pace	Preleased or a few days to a week.
Annual Chg. in Rent	0
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 (3 stories)	N/A	906	\$820	\$0	Market	No	N/A	N/A	N/A	None
1.5	1	Garden (3 stories)	N/A	1,075	\$840	\$0	Market	no	N/A	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,311	\$1,010	\$0	Market	N/A	N/A	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,263	\$1,120	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,482	\$1,310	\$0	Market	No	N/A	N/A	N/A	None
2.5	2	Garden (3 stories)	N/A	1,463	\$1,030	\$0	Market	No	N/A	N/A	N/A	None
2.5	2	Garden (3 stories)	N/A	1,463	\$1,160	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	N/A	2,055	\$1,695	\$0	Market	No	N/A	N/A	N/A	None
3.5	2	Garden (3 stories)	N/A	1,689	\$1,230	\$0	Market	No	N/A	N/A	N/A	None

Greystone Falls, continued

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$820	\$0	\$820	\$0	\$820
1.5BR / 1BA	\$840	\$0	\$840	\$0	\$840
2BR / 2BA	\$1,010 - \$1,310	\$0	\$1,010 - \$1,310	\$0	\$1,010 - \$1,310
2.5BR / 2BA	\$1,030 - \$1,160	\$0	\$1,030 - \$1,160	\$0	\$1,030 - \$1,160
3BR / 2BA	\$1,695	\$0	\$1,695	\$0	\$1,695
3.5BR / 2BA	\$1,230	\$0	\$1,230	\$0	\$1,230

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Garbage Disposal
Oven
Walk-In Closet

Blinds
Central A/C
Dishwasher
Microwave
Refrigerator
Washer/Dryer hookup

Security

In-Unit Alarm
Limited Access
Perimeter Fencing
Video Surveillance

Services

None

Property

Business Center/Computer Lab
Clubhouse/Meeting
Garage
Central Laundry
On-Site Management
Playground

Car Wash
Exercise Facility
Jacuzzi
Off-Street Parking
Picnic Area
Swimming Pool

Premium

None

Other

None

Comments

Property manager was reticent to give specific occupancy numbers, however she did say that occupancy was currently at 98%, and from that it can be inferred that there are 4-5 vacancies.

Select units have decks, and select units have sunrooms at the property. Properties with sunrooms are denoted above in the unit matrix as units with a (.5) on them. If they have for instance 2.5x2 those are the units with sunrooms. Any unit listed above that does not have a .5 comes with an outside deck. Select units above have attached garages that are included with rent.

Management reported that their military tenancy is approximately a third. In regards to rent differentials between Columbus and Northern Columbus, management stated that rents in northern Columbus are approximately 40 to 50 percent higher than the Lumpkin Road/Fort Benning Area.

The property does not accept housing choice vouchers at this time. Management reported a high number of move outs last month (approximately eight) due to a course of soldier training ending and another one coming in. While they may have had a substantial move out, the units were either preleased or moved into immediately per management. Management reported an average turnover of about 25 percent, but attributed it solely to the military's transitional tenancy.

Management stated there is a huge demand for one and three-bedrooms and that they essentially lease these immediately. Management has a wait list that prospective tenants can wait on for a \$100 deposit. Management reported major employers for the area to be Synovus, Aflac and the Columbus Local Government or Education system.

Washer dryers are available for rental through the community for \$55 monthly, exterior storage is also available for rent, at a rate of \$50 a month. They have 16 storage units of which all are currently being leased. They also have four garages for rental for \$100 monthly, but at this time they are all leased as well.

Management indicated that the property opened in 2007 and stabilized within a nine month period. Therefore, the estimated stabilization rate is approximately 22 units per month.

Greystone Falls, continued

Trend Report

Vacancy Rates

3Q12	2Q13
1.4%	2.3%

Trend: Market

1.5BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	3	N/A	\$840	\$0	\$840	\$840
2013	2	N/A	\$840	\$0	\$840	\$840

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	3	N/A	\$820	\$0	\$820	\$820
2013	2	N/A	\$820	\$0	\$820	\$820

2.5BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	3	N/A	\$1,030 - \$1,160	\$0	\$1,030 - \$1,160	\$1,030 - \$1,160
2013	2	N/A	\$1,030 - \$1,160	\$0	\$1,030 - \$1,160	\$1,030 - \$1,160

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	3	N/A	\$1,010 - \$1,310	\$0	\$1,010 - \$1,310	\$1,010 - \$1,310
2013	2	N/A	\$1,010 - \$1,310	\$0	\$1,010 - \$1,310	\$1,010 - \$1,310

3.5BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	3	N/A	\$1,230	\$0	\$1,230	\$1,230
2013	2	N/A	\$1,230	\$0	\$1,230	\$1,230

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	3	N/A	\$1,695	\$0	\$1,695	\$1,695
2013	2	N/A	\$1,695	\$0	\$1,695	\$1,695

Trend: Comments

- 3Q12** Management representative Wayne informed us that the property currently only has three vacancies. Select units have decks, and select units have sunrooms at the property. Properties with sunrooms are denoted above in the unit matrix as units with a (.5) on them. If they have for instance 2.5x2 those are the units with sunrooms. Any unit listed above that does not have a .5 comes with an outside deck. Select units above have attached garages that are included with rent.
- Management reported that their military tenancy is approximately a third. In regards to rent differentials between Columbus and Northern Columbus, management stated that rents in northern Columbus are approximately 40 to 50 percent higher than the Lumpkin Road/Fort Benning Area.
- The property does not accept housing choice vouchers at this time. Management reported a high number of move outs last month (approximately eight) due to a course of soldier training ending and another one coming in. While they may have had a substantial move out, the units were either preleased or moved into immediately per management. Management reported an average turnover of about 25 percent, but attributed it solely to the military's transitional tenancy.
- Management stated there is a huge demand for one and three-bedrooms and that they essentially lease these immediately. Management has a wait list that prospective tenants can wait on for a \$100 deposit. Management reported major employers for the area to be Synovus, Aflac and the Columbus Local Government or Education system.
- Washer dryers are available for rental through the community for \$55 monthly, exterior storage is also available for rent, at a rate of \$50 a month. They have 16 storage units of which all are currently being leased. They also have four garages for rental for \$100 monthly, but at this time they are all leased as well.
- Management indicated that the property opened in 2007 and stabilized within a nine month period. Therefore, the estimated stabilization rate is approximately 22 units per month.
- 2Q13** Property manager was reticent to give specific occupancy numbers, however she did say that occupancy was currently at 98%, and from that it can be inferred that there are 4-5 vacancies.
- Select units have decks, and select units have sunrooms at the property. Properties with sunrooms are denoted above in the unit matrix as units with a (.5) on them. If they have for instance 2.5x2 those are the units with sunrooms. Any unit listed above that does not have a .5 comes with an outside deck. Select units above have attached garages that are included with rent.
- Management reported that their military tenancy is approximately a third. In regards to rent differentials between Columbus and Northern Columbus, management stated that rents in northern Columbus are approximately 40 to 50 percent higher than the Lumpkin Road/Fort Benning Area.
- The property does not accept housing choice vouchers at this time. Management reported a high number of move outs last month (approximately eight) due to a course of soldier training ending and another one coming in. While they may have had a substantial move out, the units were either preleased or moved into immediately per management. Management reported an average turnover of about 25 percent, but attributed it solely to the military's transitional tenancy.
- Management stated there is a huge demand for one and three-bedrooms and that they essentially lease these immediately. Management has a wait list that prospective tenants can wait on for a \$100 deposit. Management reported major employers for the area to be Synovus, Aflac and the Columbus Local Government or Education system.
- Washer dryers are available for rental through the community for \$55 monthly, exterior storage is also available for rent, at a rate of \$50 a month. They have 16 storage units of which all are currently being leased. They also have four garages for rental for \$100 monthly, but at this time they are all leased as well.
- Management indicated that the property opened in 2007 and stabilized within a nine month period. Therefore, the estimated stabilization rate is approximately 22 units per month.

PROPERTY PROFILE REPORT

Hamilton Station

Effective Rent Date 5/28/2013
Location 2700 Double Chuches Road
 Columbus, GA 31909
 Muscogee County
Distance 0.7 miles
Units 386
Vacant Units 12
Vacancy Rate 3.1%
Type Garden
Year Built/Renovated 1983 / 2002
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors Inverness, Greystone
Tenant Characteristics Mixed tenancy; 20% military hh's
Contact Name Britney
Phone 706-323-1800



Market Information

Program Market
Annual Turnover Rate 20%
Units/Month Absorbed N/A
HCV Tenants 0%
Leasing Pace N/A
Annual Chg. in Rent Incease 2%-3%
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	Garden	N/A	893	\$745	\$0	Market	No	1	N/A	N/A	AVG*
1	1	Garden	N/A	893	\$785	\$0	Market	No	0	N/A	N/A	HIGH
1	1	Garden	N/A	893	\$705	\$0	Market	No	0	N/A	N/A	LOW
2	1	Garden	N/A	1,034	\$735	\$0	Market	No	4	N/A	N/A	None
2	2	Garden	N/A	1,164	\$940	\$0	Market	No	4	N/A	N/A	None
3	2	Garden	N/A	1,394	\$998	\$0	Market	No	3	N/A	N/A	AVG*
3	2	Garden	N/A	1,394	\$1,085	\$0	Market	No	0	N/A	N/A	HIGH
3	2	Garden	N/A	1,394	\$1,025	\$0	Market	No	0	N/A	N/A	LOW

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$705 - \$785	\$0	\$705 - \$785	\$14	\$719 - \$799
2BR / 1BA	\$735	\$0	\$735	\$14	\$749
2BR / 2BA	\$940	\$0	\$940	\$14	\$954
3BR / 2BA	\$998 - \$1,085	\$0	\$998 - \$1,085	\$14	\$1,012 - \$1,099

Hamilton Station, continued

Amenities

In-Unit

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

Carpeting
Dishwasher
Fireplace
Microwave
Refrigerator
Washer/Dryer hookup

Security

Limited Access
Perimeter Fencing

Services

None

Property

Basketball Court
Exercise Facility
Off-Street Parking
Playground
Tennis Court

Car Wash
Garage
On-Site Management
Swimming Pool

Premium

None

Other

None

Comments

Overall occupancy was reported to be stable at or above 95 percent during the past year, currently sitting at 96 percent. Property manager stated that vacancies are typically filled within a week and that it is not uncommon for there to be a waiting list.

Hamilton Station, continued

Trend Report

Vacancy Rates

2Q09	2Q13
3.1%	3.1%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$650 - \$740	\$0	\$650 - \$740	\$664 - \$754
2013	2	N/A	\$705 - \$785	\$0	\$705 - \$785	\$719 - \$799

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$710	\$0	\$710	\$724
2013	2	N/A	\$735	\$0	\$735	\$749

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$940	\$0	\$940	\$954
2013	2	N/A	\$940	\$0	\$940	\$954

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$910 - \$1,085	\$0	\$910 - \$1,085	\$924 - \$1,099
2013	2	N/A	\$998 - \$1,085	\$0	\$998 - \$1,085	\$1,012 - \$1,099

Trend: Comments

- 2Q09** Overall occupancy was reported to be stable at or above 95 percent during the past year. The contact reported 60 percent of tenancy is made up of military households from nearby Fort Benning. A large number of tenants also work at the military base in civil service jobs.
- 2Q13** Overall occupancy was reported to be stable at or above 95 percent during the past year, currently sitting at 96 percent. Property manager stated that vacancies are typically filled within a week and that it is not uncommon for there to be a waiting list.

PROPERTY PROFILE REPORT

Lullwater At Maple Ridge

Effective Rent Date	5/28/2013
Location	8400 Veterans Parkway Columbus, GA 31907 Muscogee County
Distance	1.6 miles
Units	304
Vacant Units	3
Vacancy Rate	1.0%
Type	Garden
Year Built/Renovated	2001 and 2008 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Various properties; none specified
Tenant Characteristics	Mixed tenancy; 40-60% military
Contact Name	Jennifer
Phone	706-221-5593



Market Information

Program	Market
Annual Turnover Rate	25%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	7-10 days
Annual Chg. in Rent	+3-5%
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	Garden	N/A	734	\$725	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden	N/A	861	\$795	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden	N/A	970	\$845	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden	N/A	1,276	\$965	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden	N/A	1,344	\$1,080	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden	N/A	1,461	\$1,130	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$725 - \$845	\$0	\$725 - \$845	\$14	\$739 - \$859
2BR / 2BA	\$965	\$0	\$965	\$14	\$979
3BR / 2BA	\$1,080 - \$1,130	\$0	\$1,080 - \$1,130	\$14	\$1,094 - \$1,144

Lullwater At Maple Ridge, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Garbage Disposal
Oven
Walk-In Closet

Blinds
Central A/C
Ceiling Fan
Microwave
Refrigerator
Washer/Dryer hookup

Security

Limited Access

Services

None

Property

Business Center/Computer Lab
Garage
Off-Street Parking
Swimming Pool

Clubhouse/Meeting
Central Laundry
On-Site Management
Tennis Court

Premium

Housekeeping

Other

None

Comments

The contact reported overall occupancy has remained stable at or above 95 percent during the past year, currently sitting at 99 percent with turnover increasing slightly in the summer. Property manager reported no issues getting vacant units rented, averaging less than 2 weeks. Rents have been raised on all unit types since last interview, though only slightly for the multi-bedroom units.

Property managers stated that there are approximately 80 garage spaces available to tenants. She said these are typically full or near full and cost \$125 per month. She also said that the facility offers optional housekeeping to all tenants every 6 weeks.

Lullwater At Maple Ridge, continued

Trend Report

Vacancy Rates

2Q09	2Q13
4.9%	1.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$680 - \$760	\$30 - \$40	\$650 - \$730	\$664 - \$744
2013	2	N/A	\$725 - \$845	\$0	\$725 - \$845	\$739 - \$859

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$875	\$100	\$775	\$789
2013	2	N/A	\$965	\$0	\$965	\$979

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$1,070 - \$1,120	\$50	\$1,020 - \$1,070	\$1,034 - \$1,084
2013	2	N/A	\$1,080 - \$1,130	\$0	\$1,080 - \$1,130	\$1,094 - \$1,144

Trend: Comments

2Q09 The contact reported overall occupancy has remained stable at or above 95 percent during the past year.

2Q13 The contact reported overall occupancy has remained stable at or above 95 percent during the past year, currently sitting at 99 percent with turnover increasing slightly in the summer. Property manager reported no issues getting vacant units rented, averaging less than 2 weeks. Rents have been raised on all unit types since last interview, though only slightly for the multi-bedroom units.

Property managers stated that there are approximately 80 garage spaces available to tenants. She said these are typically full or near full and cost \$125 per month. She also said that the facility offers optional housekeeping to all tenants every 6 weeks.

PROPERTY PROFILE REPORT

Walden Pond Apartments

Effective Rent Date	5/29/2013
Location	7840 Moon Road Columbus, GA 31909 Muscookee County
Distance	0.9 miles
Units	247
Vacant Units	12
Vacancy Rate	4.9%
Type	Garden
Year Built/Renovated	1998 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None Identified
Tenant Characteristics	Mix of singles, couples, and families. Large number of military families
Contact Name	Trudy
Phone	706-576-5333



Market Information

Program	Market
Annual Turnover Rate	32%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	7-14 days
Annual Chg. in Rent	Increase 4%
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	Garden	N/A	893	\$715	\$0	Market	No	N/A	N/A	N/A	None
2	1	Garden	N/A	1,034	\$795	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden	N/A	1,164	\$835	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden	N/A	1,394	\$975	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$715	\$0	\$715	\$14	\$729
2BR / 1BA	\$795	\$0	\$795	\$14	\$809
2BR / 2BA	\$835	\$0	\$835	\$14	\$849
3BR / 2BA	\$975	\$0	\$975	\$14	\$989

Walden Pond Apartments, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Garbage Disposal
Oven
Walk-In Closet

Blinds
Central A/C
Ceiling Fan
Microwave
Refrigerator
Washer/Dryer hookup

Security

None

Services

None

Property

Exercise Facility
Central Laundry
On-Site Management
Tennis Court

Garage
Off-Street Parking
Swimming Pool

Premium

None

Other

None

Comments

The contact reported this property was f.k.a. Walden Chase and was purchased in July of 2008. The property changed names to Walden Pond and was extensively renovated in the same year.

Walden Pond Apartments, continued

Trend Report

Vacancy Rates

2Q09	2Q13
2.0%	4.9%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$685	\$0	\$685	\$699
2013	2	N/A	\$715	\$0	\$715	\$729

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$735	\$0	\$735	\$749
2013	2	N/A	\$795	\$0	\$795	\$809

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$785	\$0	\$785	\$799
2013	2	N/A	\$835	\$0	\$835	\$849

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$965	\$0	\$965	\$979
2013	2	N/A	\$975	\$0	\$975	\$989

Trend: Comments

- 2Q09** The contact reported this property was f.k.a. Walden Chase and was purchased in July of 2008. The property changed names to Walden Pond and was extensively renovated in the past year. Occupancy has remained stable during the past six months.
- 2Q13** The contact reported this property was f.k.a. Walden Chase and was purchased in July of 2008. The property changed names to Walden Pond and was extensively renovated in the same year.

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

Housing Choice Vouchers

TENANTS WITH VOUCHERS

Comparable Property	Type	Tenancy	Housing Choice Voucher Tenants
Johnston Mill Lofts	LIHTC	Family	2%
Midtown Square	LIHTC	Family	21%
Springfield Crossing	LIHTC	Family	8%
The Cottages	LIHTC	Senior	16%
Victory Crossing	LIHTC	Family	9%
Greystone At Main St	Market	Family	0%
Greystone Falls	Market	Family	0%
Hamilton Station	Market	Family	0%
Lullwater At Maple Ridge	Market	Family	0%
Walden Pond Apartments	Market	Family	0%
Average			6%

As illustrated in the table, all of the LIHTC properties reported having voucher tenants while none of the market rate properties reported any voucher tenants. The only senior property, The Cottages, reported a moderate voucher reliance of 16 percent and the overall LIHTC voucher reliance is low at six percent. Overall, it appears that the local market does not have a dependence on voucher tenants.

Waiting Lists

The following table illustrates the presence of waiting lists at the comparable properties, where applicable.

WAITING LISTS

Comparable Property	Rent Structure	Tenancy	Waiting Lists
Johnston Mill Lofts	@60%, Market	Family	None
Midtown Square	@60%	Family	General waiting list for all units
Springfield Crossing	@60%, Market	Family	Waiting list for 3BR units at 50% AMI
The Cottages	@60%	Senior	Waiting list of 80 HHs total
Victory Crossing	@60%	Family	None
Greystone At Main St	Market	Family	None
Greystone Falls	Market	Family	None
Hamilton Station	Market	Family	None
Lullwater At Maple Ridge	Market	Family	None
Walden Pond Apartments	Market	Family	None

Three of the LIHTC properties are maintaining waiting lists. The one senior LIHTC comparable property is maintaining the longest waiting list with 80 households total. The property opened in March 2013 and according to the property manager almost all units were preleased since June 2012. The property manager indicated that there is a very strong demand in the area for more senior housing, particularly one-bedroom units.

Lease Up History

We were able to obtain absorption information from several comparable properties, which is illustrated in the following table.

ABSORPTION						
Property name	Type	Tenancy	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Midtown Square	LIHTC	Family	Family	2002	144	16 units per month
Springfield Crossing	LIHTC	Family	Family	2002	120	20 units per month
The Cottages	LIHTC	Senior	Senior	2013	120	Pre-leased
Victory Crossing	LIHTC	Family	Family	2005	172	28
Greystone Falls	Market	Family	Family	2007	214	22

The Cottages represents the most recent construction and is considered most similar to the Subject in terms of tenancy. The Cottages opened in March of 2013 and was pre-leased prior to opening. This property currently has an 80 household waiting list and is 100 percent occupied. Based on the absorption pace and waiting list reported by this property and the lack of affordable senior housing options in the PMA, we conservatively anticipate that the Subject will absorb 20 to 24 units per month, for an absorption period of three to four months for the Subject to reach 93 percent occupancy .

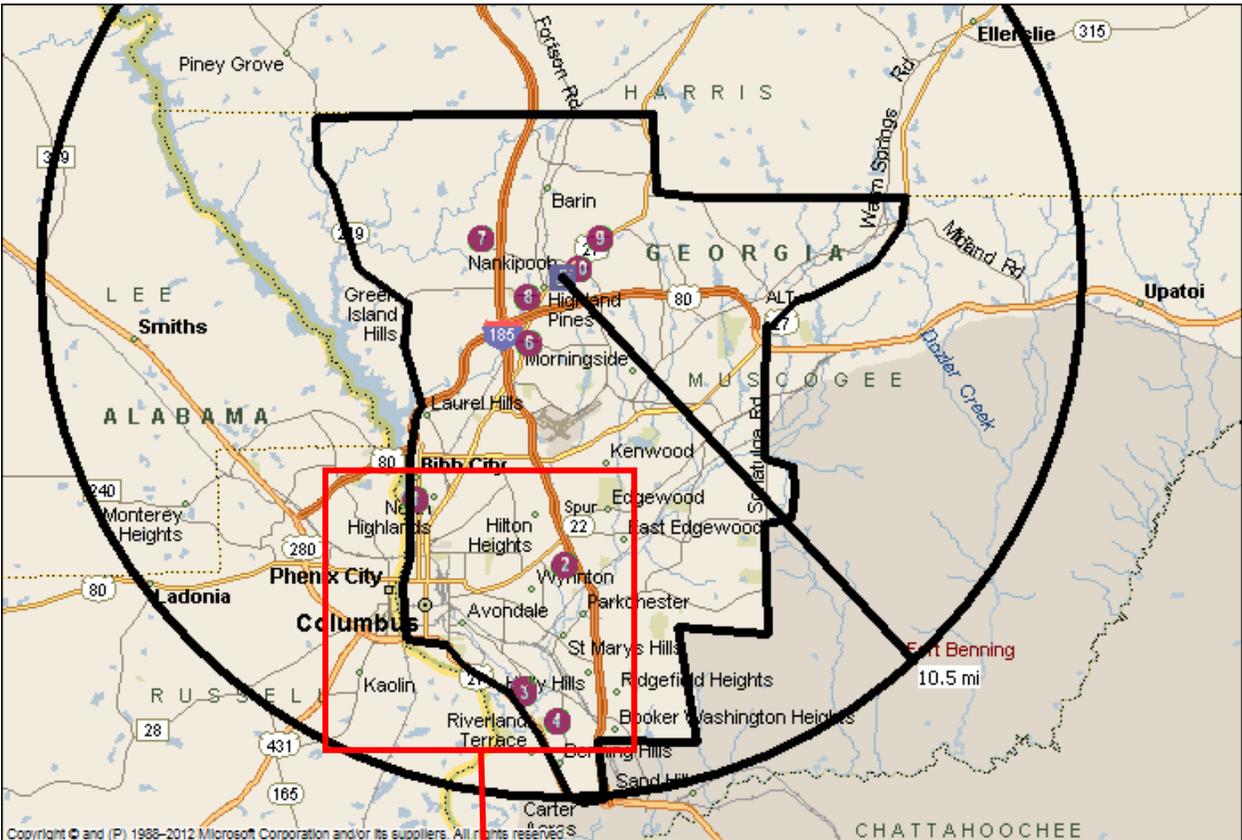
Phased Developments

The Subject is not part of a phased development.

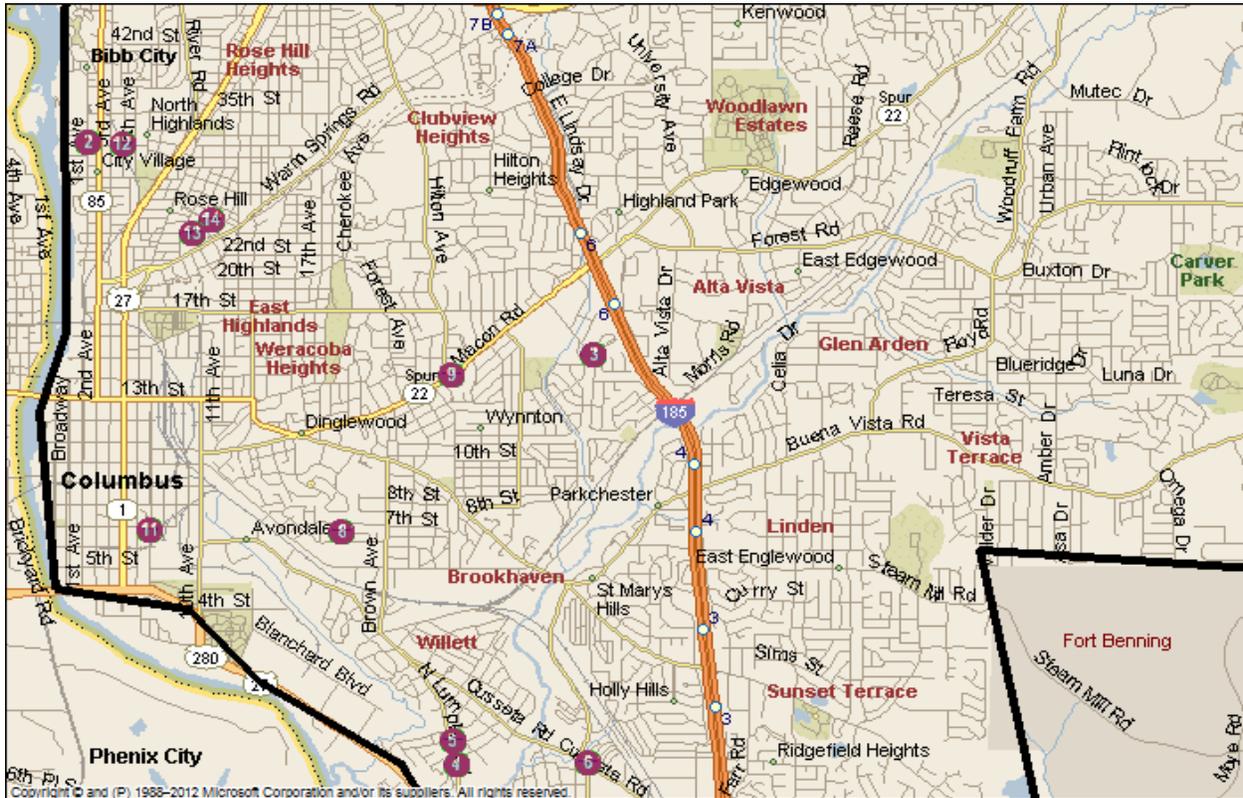
Rural Areas

The Subject is in a rural area, as defined by USDA.

3. COMPETITIVE PROJECT MAP



Northlake Senior, Columbus, GA; Market Study



LIHTC IN THE PMA

#	Property	Address	Tenancy	Type	Distance
S	SUBJECT	4027 Veterans Court	Senior	LIHTC	N/Ap
1	The Cottages	1312 Gazebo Way	Senior	LIHTC	10.7 miles
2	Johnston Mill Lofts	3201 First Ave	Family	LIHTC	5.8 miles
3	Midtown Square	1400 Boxwood Blvd	Family	LIHTC	7.1 miles
4	Springfield Crossing	3320 N. Lumpkin Road	Family	LIHTC	10.9 miles
5	Victory Crossing	3312 Lumpkin Rd	Family	LIHTC	10.9 miles
6	Avalon Apartments	3737 Cusseta Rd	Family	LIHTC	10.0 miles
7	Nina Street Duplex, I	2520 Wynnton Rd	Family	LIHTC	7.3 miles
8	Nina Street Duplex, II	1842 Nina Street	Family	LIHTC	8.9 miles
9	Washington Ave. Duplex	2520 Wynnton Rd	Family	LIHTC	7.3 miles
10	Eagle Trace	2001 Torch Hill Road	Family	LIHTC	13.3 miles
11	Liberty Gardens Townhomes	675 6th Avenue	Family	LIHTC	7.4 miles
12	McLeod Square	401 32nd Street	Family	LIHTC	5.4 miles
13	Arbor Pointe I and II	2321 Olive St	Family	LIHTC/PH/Sec8/ Market	5.5 miles
14	Ashley Station I, II, II	1040 Ashley Station Blvd	Family	LIHTC/PH/Sec8/ Market	5.4 miles

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 red, 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 red.

Northlake Senior, Columbus, GA; Market Study

UNIT MATRIX REPORT

Northlake Senior Apartments	Johnston Mill Lofts	Midtown Square	Springfield Crossing	The Cottages	Victory Crossing	Greystone At Main St	Greystone Falls	Hamilton Station	Lullwater At Maple Ridge	Walden Pond Apartments
Comp#	1	2	3	4	5	6	7	8	9	10
Subject										

Property Information

Property Type	Lowrise (age-restricted) (3 stories) 2015 (Proposed) / n/a	Conversion (4 stories) 1900/2002 / n/a	Garden (2 stories) 2002 / n/a	Garden (2 stories) 2002 / n/a	Duplex (age-restricted) 2013 / n/a	Garden (3 stories) 2005 / n/a	Various (2 stories) 1996 / n/a	Garden (3 stories) 2007 / n/a	Garden 1983 / 2002	Garden 2001 and 2008 / n/a	Garden 1998 / n/a
Year Built / Renovated											
Market (Conv.)/Subsidy Type	@50%, @60%	@60%, Market	60%	60%/Market	@60%	@60%	Market	Market	Market	Market	Market

Utility Adjustments

Cooking	no	no	no	no							
Water Heat	no	no	no	no							
Heat	no	no	no	no							
Other Electric	no	no	no	no							
Water	no	yes	yes	no	yes	no	yes	no	no	no	no
Sewer	no	yes	yes	yes	yes	yes	yes	no	no	no	no
Trash Collection	yes	no	no	no							

In-Unit Amenities

Balcony/Patio	no	no	yes	yes	yes	yes	yes	yes	no	yes	yes
Blinds	yes										
Carpeting	yes	no	yes								
Central A/C	yes										
Coat Closet	yes	yes	no	no	yes	no	yes	yes	no	no	no
Dishwasher	yes										
Exterior Storage	no	no	no	yes	no	no	yes	no	no	no	no
Ceiling Fan	yes	yes	no	yes	yes	yes	yes	no	no	yes	yes
Fireplace	no	no	no	no	no	yes	no	no	yes	no	no
Furnishing	no	no	no	no	no	yes	yes	no	no	no	no
Garbage Disposal	yes										
Hand Rails	yes	no	no	no	yes	no	no	no	no	no	no
Microwave	yes	yes	no	no	yes	no	yes	yes	yes	yes	yes
Oven	yes										
Pull Cords	yes	no	no	no	yes	no	no	no	no	no	no
Refrigerator	yes										
Skylights	no	yes	no	no	no	yes	no	no	no	no	no
Trash Compactor	no	no	no	no	yes	no	no	no	no	no	no
Vaulted Ceilings	no	no	no	no	no	yes	yes	no	no	no	no
Walk-In Closet	no	yes	no	no	no	yes	yes	yes	yes	yes	yes
Washer/Dryer hookup	yes										

Property Amenities

Basketball Court	no	yes	no	no	no	no	no	no	yes	no	no
Business Center/Computer Lab	yes	no	no	no	no	yes	no	yes	no	yes	no
Car Wash	no	no	yes	no	no	no	no	yes	yes	no	no
Clubhouse/Meeting Room/Community Room	yes	no	yes	yes	yes	yes	yes	yes	no	yes	no
Courtyard	yes	no	no	no	no						
Elevators	yes	no	no	no	no						
Exercise Facility	yes	yes	yes	no	no	no	no	yes	yes	no	yes
Garage	no	yes	yes	yes	yes						
Jacuzzi	no	yes	no	no	no						
Central Laundry	yes	yes	no	yes	yes	yes	yes	yes	no	yes	yes
Off-Street Parking	yes	yes	yes	yes							
On-Site Management	yes	yes	yes	yes							
Picnic Area	no	no	no	yes	no	yes	no	yes	no	no	no
Playground	no	yes	yes	yes	no	yes	yes	yes	yes	no	no
Recreation Areas	no	no	no	no	yes	no	no	no	no	no	no
Service Coordination	no	no	no	no	yes	no	no	no	no	no	no
Sport Court	no	no	no	no	yes	no	no	no	no	no	no
Swimming Pool	no	yes	yes	yes	no	yes	yes	yes	yes	yes	yes
Tennis Court	no	yes	yes	no	no	no	no	no	yes	yes	yes
Theatre	no	no	no	no	yes	no	no	no	no	no	no
Volleyball Court	no	no	no	yes	no	no	no	no	no	no	no
Garage Fee	N/A	\$100.00	N/A	\$125.00	\$120.00						

Services

Security

In-Unit Alarm	no	no	yes	yes	no	no	no	yes	no	no	no
Limited Access	yes	yes	no	yes	no	no	no	yes	yes	yes	no
Perimeter Fencing	no	no	yes	no	no	yes	no	yes	yes	no	no
Video Surveillance	no	yes	yes	no	no	no	no	yes	no	no	no

The Subject will offer an extensive amenities package that will be generally similar to superior to the majority of the comparables.

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 properties, we have also included family properties. The following table illustrates the percent of senior tenants at the family properties.

SENIOR TENANCY

Property	Tenancy	Type	Senior Tenancy
Johnston Mill Lofts	Family	LIHTC/Market	<10%
Midtown Square	Family	LHTC	<10%
Springfield Crossing	Family	LIHTC/Market	<15%
The Cottages	Senior	LIHTC	100%
Victory Crossing	Family	LIHTC	<10%
Greystone At Main St	Family	Market	0-5%
Greystone Falls	Family	Market	0-5%
Hamilton Station	Family	Market	<10%
Lullwater At Maple Ridge	Family	Market	0-5%
Walden Pond Apartments	Family	Market	<10%

6. Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY

Property name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Johnston Mill Lofts	@ 60%, Market	Family	335	27	8.10%
Midtown Square	60%	Family	144	0	0.00%
Springfield Crossing	60%/Market	Family	120	10	8.30%
The Cottages	@ 60%	Senior	120	0	0.00%
Victory Crossing	@ 60%	Family	172	15	8.70%
Greystone At Main St	Market	Family	154	1	0.60%
Greystone Falls	Market	Family	214	5	2.30%
Hamilton Station	Market	Family	386	12	3.10%
Lullwater At Maple Ridge	Market	Family	304	3	1.00%
Walden Pond Apartments	Market	Family	<u>247</u>	<u>12</u>	<u>4.90%</u>
Total LIHTC			891	52	5.84%
Total			2196	85	3.90%

As illustrated, vacancy rates in the market range from zero to 8.7 percent, averaging 3.9 percent. The LIHTC vacancy rate is somewhat higher than the overall vacancy rate at 5.8 percent. Three of the five LIHTC comparables are reporting vacancy rates ranging from 8.1 percent to 8.7 percent. Two of these properties, Johnston Mill Lofts and Springfield Crossing have both market and LIHTC units. According to management, all of the vacancies at Johnston Mill Lofts are in the market rate units and the majority of the vacancies at Springfield Crossing are in the market rate units. Management at these properties stated that this was primarily due to the concentration of military personnel in their market rate units and the higher turnover of these units. Management at Victory Crossing, reporting the highest vacancy rate at 8.7 percent, stated that the higher than typical vacancy rate was attributed to recent evictions. Management stated that vacancy rates are typically low ranging from zero to three percent. The only senior LIHTC

property in the market, The Cottages, is 100 percent occupied with an 80 household waiting list. This property was pre-leased several months prior to opening and management indicated a demand for additional senior affordable housing in the market. The remaining family LIHTC property, Midtown Square, is also 100 percent occupied with a waiting list. Given that the LIHTC vacancy at the two properties offering both market and LIHTC units is low and two of the five LIHTC properties, including the only senior LIHTC property in the market, are reporting no vacancies and waiting lists, we believe the average LIHTC vacancy rate is not a true indication of the performance of the LIHTC performance in the market. Further, given that the Subject will target seniors, and there is only one senior LIHTC property in the market that is 100 percent occupied with a length waiting list, we believe the proposed Subject will have a similar vacancy rate at or below five percent.

The market rate comparables are reporting vacancy rates ranging from 0.6 to 4.9 percent. All of the market rate properties are located within 2.7 miles of the Subject. Management at the market rate properties stated that vacancy remained low as residents of Columbus preferred to live in North Columbus, further away from the military base and closer to the newer commercial uses. The Subject will benefit from its location in North Columbus. It should be noted that all of the LIHTC comparables are located in South Columbus and there are no LIHTC properties located north of U.S. Route 27 which bisects the northern and southern portions of Columbus. According to REIS, the vacancy rate for the entire Columbus market is at 6.1 percent for the first quarter of 2013 which is similar to the fourth quarter 2012 vacancy rate of 6.5 percent. Further, the Subject will offer the lowest rents in the market. Therefore, we believe that the Subject will maintain a vacancy rate at or below five percent once stabilized.

7. Properties Under Construction and Proposed

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

8. Rental Advantage

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

Northlake Senior, Columbus, GA; Market Study

Similarity Matrix

#	Property Name	Type	Property Amenities	Unit Features	Location	Age / Condition	Unit Size	Overall Comparison
1	Johnston Mill Lofts	LIHTC/Market	Similar	Similar	Slightly Inferior	Superior	Superior	15
2	Midtown Square	LIHTC	Similar	Inferior	Slightly Inferior	Superior	Superior	5
3	Springfield Crossing	LIHTC/Market	Similar	Similar	Slightly Inferior	Superior	Similar	5
4	The Cottages	LIHTC	Similar	Similar	Slightly Inferior	Similar	Superior	5
5	Victory Crossing	LIHTC	Similar	Slightly Superior	Slightly Inferior	Slightly Superior	Superior	15
6	Greystone At Main St	Market	Similar	Slightly Superior	Similar	Superior	Similar	15
7	Greystone Falls	Market	Similar	Slightly Superior	Similar	Slightly Superior	Superior	20
8	Hamilton Station	Market	Similar	Slightly Superior	Similar	Superior	Superior	25
9	Lullwater At Maple Ridge	Market	Similar	Slightly Superior	Similar	Slightly Superior	Slightly Inferior	5
10	Walden Pond Apartments	Market	Similar	Slightly Superior	Similar	Superior	Superior	25

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

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

LIHTC Rent Comparison - @50%

Property Name	1BR	2BR
Northlake Senior Apartments (Subject)	\$340	\$403
LIHTC Maximum (Net)	\$352	\$418
Springfield Crossing	-	\$453
Average (excluding Subject)	-	\$453

LIHTC Rent Comparison - @60%

Property Name	1BR	2BR
Northlake Senior Apartments (Subject)	\$433	\$515
LIHTC Maximum (Net)	\$445	\$530
Springfield Crossing	-	\$571
Victory Crossing	-	\$568
Midtown Square	-	\$516
Johnston Mill Lofts	\$447	\$529
The Cottages (Senior Property)	\$538	
Average (excluding Subject)	\$515	\$546

As detailed above, the Subject's rents are below the maximum allowable and below all of the LIHTC comparables. All of the LIHTC comparables appear to be above maximum allowable levels; however, this is due to a 7.8 percent decrease in the AMI between 2012 and 2013. Only one property offers rents set aside at 50 percent of the AMI and none of the comparables offer one-bedroom rents at 50 percent of the AMI. The Subject will be most similar to The Cottages as this property is the only senior LIHTC comparable. The Subject will offer a complete amenity package when compared to The Cottages and a similar age/condition. While The Cottages offers larger unit sizes, the property offers a slightly inferior location. The Cottages is currently 100

percent occupied with a lengthy waiting list and its one-bedroom rents at 60 percent of AMI are higher than the two-bedroom 60 percent AMI rents at two of the family LIHTC properties. The Subject’s proposed rents are below The Cottages and below the family LIHTC properties; therefore, we believe that the Subject’s rents are feasible as proposed.

Analysis of “Market Rents”

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

When comparing the Subject’s rents to the average market rent, we have not included rents at lower AMI levels given that this artificially lowers the average market rent as those rents are constricted. Including rents at lower AMI levels does not 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 RENTS IN THE MARKET

Unit Type	Subject Proposed Rents	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR at 50% AMI	\$340	\$447	\$859	\$697	105%
2BR at 50% AMI	\$403	\$453	\$1,310	\$788	96%
1BR at 60% AMI	\$433	\$447	\$859	\$697	61%
2BR at 60% AMI	\$515	\$516	\$1,310	\$835	62%

As illustrated in the previous table, the Subject’s proposed rents at 50 and 60 percent AMI are below the surveyed minimum rents and therefore the Subject will have a significant rent advantage. Strengths of the Subject include its age/condition, location, in-unit amenity package, and common area amenity package including services. Overall vacancy in the market is low at less than four percent and the one senior LIHTC comparable property is currently 100 percent occupied with a waiting list.

Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer an advantage when compared to the average rents being achieved at comparable properties.

9. LIHTC Competition – Recent Allocations within Two Miles

According to information on Georgia Department of Community Affairs LIHTC allocation lists, there have been no senior properties allocated in the PMA in the past two years.

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 - ELDERLY POPULATION (AGE 55+)

Year	PMA				Columbus, GA-AL MSA			
	Owner-Occupied Units		Renter-Occupied Units		Owner-Occupied Units		Renter-Occupied Units	
	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>
2000	15,913	72.8%	5,945	27.2%	27,221	75.3%	8,953	24.7%
2012	18,811	71.9%	7,368	28.1%	35,625	75.3%	10,890	24.7%
Projected Mkt Entry July 2015	20,326	71.7%	8,018	28.3%	42,757	75.3%	11,885	24.7%
2017	21,335	71.6%	8,452	28.4%	47,511	75.3%	12,549	24.7%

Source: ESRI Demographics 2012, Novogradac & Company LLP, May 2013

Owner-occupied housing units only slightly outnumber renter-occupied units in the MSA. Nationally, approximately two-thirds of households are homeowners and one-third are renters. This trend is also seen in senior units, where 28.3 percent of households are projected to be renter occupied at the time of market entry. This number far exceeds the national average, which is close to 20 percent.

Historical Vacancy

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

HISTORICAL VACANCY

Comparable Property	Type	Total Units	1QTR 2007	1QTR 2008	2QTR 2009	3QTR 2012	2QTR 2013
Johnston Mill Lofts	LIHTC/Market	335	N/A	N/A	N/A	N/A	8.10%
Midtown Square	LIHTC	144	0.00%	N/A	N/A	N/A	0.00%
Springfield Crossing	LIHTC/Market	120	0.50%	0.50%	N/A	N/A	8.30%
The Cottages	LIHTC	120	N/A	N/A	N/A	N/A	0.00%
Victory Crossing	LIHTC	172	1.70%	3.50%	N/A	N/A	8.70%
Greystone At Main St	Market	154	N/A	N/A	N/A	N/A	0.60%
Greystone Falls	Market	214	N/A	N/A	N/A	1.40%	2.30%
Hamilton Station	Market	386	N/A	N/A	3.10%	N/A	3.10%
Lullwater At Maple Ridge	Market	304	N/A	N/A	4.90%	N/A	1.00%
Walden Pond Apartments	Market	247	N/A	N/A	2.00%	N/A	4.90%

As illustrated in the table, vacancy among the properties (for which historical vacancy is available) has remained fairly stable. The one senior LIHTC comparable property (The Cottages) is currently 100 percent occupied with a waiting list, indicating that there is demand for additional senior LIHTC housing in the market.

Change in Rental Rates

The following illustrates changes in rent at the comparable properties over the past year.

RENT GROWTH

Comparable Property	Rent Structure	Tenancy	Rent Growth
Johnston Mill Lofts	@60%, Market	Family	1BR units increased 3-4%; 2BR and 3BR units decreased by 0-2%
Midtown Square	60%	Family	Decreased 3%
Springfield Crossing	60%/Market	Family	Increased 1%
The Cottages	@60%	Senior	None
Victory Crossing	@60%	Family	Increased 1%
Greystone At Main St	Market	Family	Increased 2-4%
Greystone Falls	Market	Family	None
Hamilton Station	Market	Family	Increased 2-3%
Lullwater At Maple Ridge	Market	Family	Increased 3-5%
Walden Pond Apartments	Market	Family	Increased 4%

Seven of the comparables reported rent increases over the past year. The Subject's rents are not set at the maximum allowable levels; therefore, we anticipate that the Subject will experience rent growth in the near future that is in line with the market and in line with AMGI growth.

11. Impact of Foreclosed, Abandoned and Vacant Structures

Per RealtyTrac's March 2013 data, an estimated 11.2 percent of homes are vacant in Columbus. The median list price is \$139,900 as of March 2013, which represents a four percent year over year increase. The median sales price in the city is \$115,000, which is a three percent year over year decrease since March 2012. The foreclosure rates in Columbus as of April 2013 is one in every 6,726 housing units, which is lower than that of the county (one in every 5,309 housing units) and significantly lower than that of the state (one in every 682 housing units) and nation (one in every 905 housing units).

12. Primary Housing Void

The vacancy rate at the only senior LIHTC property in the market zero and the property is maintaining a 80 household waiting list. The vacancy rate and presence of the lengthy waiting lists suggest that here is a housing void in the senior rental market. The Subject will be generally superior to the existing housing stock in terms of age and condition and it will offer a competitive amenities package. The Subject's proposed rents are achievable and we believe that the Subject will help to fill the senior housing void in the local market.

13. Effect of Subject on Other Affordable Units in Market

The Subject will be one of two senior LIHTC properties in the market. The one senior LIHTC comparable property is maintaining the longest waiting list with 80 households total. The property opened in March 2013 and according to the property manager, almost all units were preleased since June 2012. The property manager indicated that there is a very strong demand in the area for more senior housing, particularly one-bedroom units. Therefore, we believe that the Subject will not have a long-term impact on affordable units in the market. In addition, there is latent demand for senior housing in the PMA.

Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property. Overall vacancy at the comparable properties is low at less than six percent. The one senior LIHTC comparable property is 100 percent occupied and is maintaining the longest waiting list with 80 households total. The property opened in March 2013 and almost all units were preleased since June 2012. The property manager indicated that there is a very strong demand in the area for more senior housing, particularly one-bedroom units. Strengths of the Subject include its low rents, age/condition, location, in-unit amenity package, and common area amenity package including services. Further, senior renter household tenancy is high in the PMA at approximately 28 percent. Annual senior household growth in the PMA is high at a projected 2.8 percent and this growth rate is even higher in the MSA at 5.8 percent projected through 2017. Overall, we believe that there is demand for the Subject given the strength of senior LIHTC demand in the market and the lack of senior LIHTC supply in the area.

I. ABSORPTION & STABILIZATION RATES

Stabilization/Absorption Rate

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

ABSORPTION

Property name	Type	Tenancy	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Midtown Square	LIHTC	Family	Family	2002	144	16 units per month
Springfield Crossing	LIHTC	Family	Family	2002	120	20 units per month
The Cottages	LIHTC	Senior	Senior	2013	120	Pre-leased
Victory Crossing	LIHTC	Family	Family	2005	172	28
Greystone Falls	Market	Family	Family	2007	214	22

The Cottages represents the most recent construction and is considered most similar to the Subject in terms of tenancy. The Cottages opened in March of 2013 and was pre-leased prior to opening. This property currently has an 80 household waiting list and is 100 percent occupied. Based on the absorption pace and waiting list reported by this property and the lack of affordable senior housing options in the PMA, we conservatively anticipate that the Subject will absorb 20 to 24 units per month, for an absorption period of approximately months.

J. INTERVIEWS

Housing Authority

According to Wanda Collins with the Housing Authority of Columbus, the department currently has 2,329 Housing Choice Vouchers under contract. There is a waiting list, but this list has been closed for a number of years and the program is not accepting new applicants at this time.

The current payment standard for Muscogee County can be found in the following table.

Payment Standards	
1BR	\$588
2BR	\$673
3BR	\$895
4BR	\$1,059

Payment standards for the county are 120 percent of FMR. The Subject’s gross rents at 50 and 60 percent AMI are well below the payment standard.

Planning

We interviewed Rosana Juestel from the Columbus Planning Department. Ms. Juestel stated that there were no large-scale retail, commercial or industrial projects forthcoming in the area, and that the majority of projects she was aware of are municipal projects, including minor roadwork and scheduled maintenance on one of the bridges in town. In 2013 there have only been two permits issued for large commercial development. One of these went to an ambulance and medical services company for facilities expansion and the other went to a car dealership for expansion. Ms. Juestel said she was unaware of any multi-family developments proposed in the area.

Chamber of Commerce

We spoke to Sara Strozier of the Greater Columbus Chamber of Commerce. She said her overall outlook for the future of the region is good, but she stated that she believes the region’s economy is overly reliant on Fort Benning and its associated services. However, she said she believed that the economy not related to Fort Benning is robust, citing the corporate headquarters of Aflac as an example of another economic highlight of the region. Like Ms. Juestel, Ms. Strozier stated she was unaware of any major projects on the horizon in the area.

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

K. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

- Population growth in both the PMA and MSA have lagged behind the overall national average in recent years but are projected to surpass it by the time of projected market entry. Senior population during this time span is projected to grow at a much faster rate, however, which bodes well for the subject property. Approximately 40 percent of the population of the PMA and MSA are currently earning wages below the area median income. Employment in Muscogee County is heavily reliant on Fort Benning and associated services, but the remainder of the employment mix is fairly diversified. However, a lack of new employers in the region is contributing to stagnant growth in total employment.
- The Columbus GA-AL MSA has a stable economy with stable total employment. Total employment in the MSA is currently approximately the same as it was in 2008 prior to the recession. This indicates that, much like the rest of the country, the MSA is slowly recovering from the drop in employment it experienced at the height of the recession in 2009.
- The Subject’s capture rates at the 50 percent AMI level will range from 1.2 to 3.7 percent, with an overall capture rate of 2.2 percent. The Subject’s 60 percent AMI capture rates range from 6.1 to 22.6 percent, with an overall capture rate of 15.4 percent. The overall capture rate for the project’s 50 and 60 percent units is 11.1 percent. Therefore, we believe there is adequate demand for the Subject.
- We were able to obtain absorption information for several comparable properties, which is illustrated in the following table.

ABSORPTION

Property name	Type	Tenancy	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Midtown Square	LIHTC	Family	Family	2002	144	16 units per month
Springfield Crossing	LIHTC	Family	Family	2002	120	20 units per month
The Cottages	LIHTC	Senior	Senior	2013	120	Pre-leased
Victory Crossing	LIHTC	Family	Family	2005	172	28
Greystone Falls	Market	Family	Family	2007	214	22

The Cottages represents the most recent construction and is considered most similar to the Subject in terms of tenancy. The Cottages opened in March of 2013 and was pre-leased prior to opening. This property currently has an 80 household waiting list and is 100 percent occupied. Based on the absorption pace and waiting list reported by this property and the lack of affordable senior housing options in the PMA, we conservatively anticipate that the Subject will absorb 20 to 24 units per month, for an absorption period of three to four months based on an occupancy of 93 percent.

- Vacancy rates in the market range from zero to 8.7 percent, averaging 3.9 percent. The LIHTC vacancy rate is somewhat higher than the overall vacancy rate at 5.8 percent. Three of the five LIHTC comparables are reporting vacancy rates ranging from 8.1

percent to 8.7 percent. Two of these properties, Johnston Mill Lofts and Springfield Crossing have both market and LIHTC units. According to management, all of the vacancies at Johnston Mill Lofts are in the market rate units and the majority of the vacancies at Springfield Crossing are in the market rate units. Management at these properties stated that this was primarily due to the concentration of military personnel in their market rate units and the higher turnover of these units. Management at Victory Crossing, reporting the highest vacancy rate at 8.7 percent, stated that the higher than typical vacancy rate was attributed to recent evictions. Management stated that vacancy rates are typically low ranging from zero to three percent. The only senior LIHTC property in the market, The Cottages, is 100 percent occupied with an 80 household waiting list. This property was pre-leased several months prior to opening and management indicated a demand for additional senior affordable housing in the market. The remaining family LIHTC property, Midtown Square, is also 100 percent occupied with a waiting list. Given that the LIHTC vacancy at the two properties offering both market and LIHTC units is low and two of the five LIHTC properties, including the only senior LIHTC property in the market, are reporting no vacancies and waiting lists, we believe the average LIHTC vacancy rate is not a true indication of the performance of the LIHTC performance in the market. Further, given that the Subject will target seniors, and there is only one senior LIHTC property in the market that is 100 percent occupied with a length waiting list, we believe the proposed Subject will have a similar vacancy rate at or below five percent.

The market rate comparables are reporting vacancy rates ranging from 0.6 to 4.9 percent. All of the market rate properties are located within 2.7 miles of the Subject. Management at the market rate properties stated that vacancy remained low as residents of Columbus preferred to live in North Columbus, further away from the military base and closer to the newer commercial uses. The Subject will benefit from its location in North Columbus. It should be noted that all of the LIHTC comparables are located in South Columbus and there are no LIHTC properties located north of U.S. Route 27 which bisects the northern and southern portions of Columbus. Further, the Subject will offer the lowest rents in the market. Therefore, we believe that the Subject will maintain a vacancy rate at or below five percent once stabilized.

- Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property. Overall vacancy at the comparable properties is low at less than six percent. The one senior LIHTC comparable property is 100 percent occupied and is maintaining the longest waiting list with 80 households total. The property opened in March 2013 and almost all units were preleased since June 2012. The property manager indicated that there is a very strong demand in the area for more senior housing, particularly one-bedroom units. Strengths of the Subject include its low rents, age/condition, location, in-unit amenity package, and common area amenity package including services. Further, senior renter household tenancy is high in the PMA at approximately 28 percent. Annual senior household growth in the PMA is high at a projected 2.8 percent and this growth rate is even higher in the MSA at 5.8 percent projected through 2017. Overall, we believe that there is demand for the Subject given the strength of senior LIHTC demand in the market and the lack of senior LIHTC supply in the area.

Recommendations

We recommend the Subject as proposed.

L. SIGNED STATEMENT REQUIREMENTS

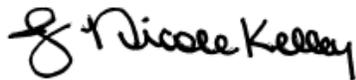
I affirm that I (or one of the persons signing below) have made a physical inspection of the market area and the subject property and that information has been used in the full study of the need and demand for the proposed units. To the best of my knowledge, the market can support the project as shown 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

6-12-2013

Date



J. Nicole Kelley
Manager
Novogradac & Company LLP

6-12-2013

Date



Jill Conable
Real Estate Analyst
Novogradac & Company LLP

6-12-2013

Date

M. MARKET STUDY REPRESENTATION

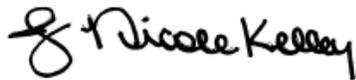
Novogradac & Company LLP states that DCA may rely on the representation made in the market study provided and this document is assignable to other lenders that are parties to the DCA loan transaction.



H. Blair Kincer, MAI
Partner
Novogradac & Company LLP

6-12-2013

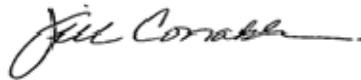
Date



J. Nicole Kelley
Manager
Novogradac & Company LLP

6-12-2013

Date



Jill Conable
Real Estate Analyst
Novogradac & Company LLP

6-12-2013

Date

N. QUALIFICATIONS

STATEMENT OF PROFESSIONAL QUALIFICATIONS

H. BLAIR KINCER, MAI, CRE

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)
Member, The Counselors of Real Estate (CRE)
Member, National Council of Affordable Housing Market Analysts (NCAHMA)
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. 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

J. Nicole Kelley

I. Education

Auburn University, Auburn, Alabama
Bachelor of Science in Business Administration: International Business
Auburn University, Auburn, Alabama
Master of Business Administration (MBA)

II. Professional Experience

Manager, Novogradac & Company LLP (July 2012-Present)
Real Estate Analyst, Novogradac & Company LLP (October 2009-June 2012)
Real Estate Researcher, Novogradac & Company LLP (May 2006-September 2009)

III. Professional Training and Continuing Education

Member, National Council of Affordable Housing Market Analysts (NCAHMA)
Member, Women in Affordable Housing Network (WAHN)
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.
- Conducted market studies for senior and family projects in Alabama, Arizona, California, Florida, Georgia, Guam, Illinois, Indiana, Iowa, Kentucky, Louisiana, Maine, Massachusetts, Michigan, Mississippi, Missouri, Nevada, New Jersey, New York, North Carolina, Oklahoma, Pennsylvania, Puerto Rico, South Carolina, South Dakota, Tennessee, Texas, Virginia, West Virginia, Washington, Wisconsin, and Wyoming.
- Assisted in appraisals of proposed new construction and existing Low-Income Housing Tax Credit and Special Needs properties in various states.
- Assisted in the preparation of Rent Comparability Studies and HUD MAP Market Studies according to HUD guidelines.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

JILL A. CONABLE

I. Education

Kennesaw State University, Kennesaw, Georgia
Bachelor of Sciences

II. Professional Experience

Analyst, Novogradac & Company LLP (June 2011 – Present)
Analyst, Province Valuation Group (February 1997 – June 2011)

III. Professional Affiliations and Continuing Education

Member – Appraisal Institute Georgia
Member – Assisted Living Federation of America (ALFA)
Member – Georgia Chapter – Assisted Living Federation of America (GA/ALFA)

Successful completion of Appraisal Institute courses as follows:

Course 110 -Appraisal Principles
Course 120 -Appraisal Procedures
Course 1410 -15-Hour National USPAP

III. Assignments

- Conducted and assisted with market feasibility studies of proposed new construction and existing Low-Income Housing Tax Credit (LIHTC) properties. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of LIHTC properties. Market analysis typically includes: physical inspection of site and market, demand projections, rental rate analysis, competitive property surveying and overall market analysis.
- Assisted with appraisals of existing and proposed Low-Income Housing Tax Credit properties, Rural Development properties, and Section 8 properties.
- Performed demographic and geo-coded analyses to determine favorable locations for health care facilities, made pricing recommendations, and analyzed competitors.
- Analysis of all types of health care and senior housing including retirement homes, hospitals, medical office buildings, assisted living facilities, nursing homes and continuing care retirement communities. Analyses included economic feasibility studies, market and marketability studies and valuation studies (real estate and business) in the following U.S. territories:

Alabama, Arizona, Arkansas, California, Colorado, Connecticut, Florida, Georgia, Idaho, Illinois, Indiana, Iowa, Kentucky, Louisiana, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Montana, Nevada, New Jersey, New York, North Carolina, Ohio, Oregon, South Carolina, South Dakota, Tennessee, Texas, Virginia, West Virginia, Washington, Wisconsin, and Wyoming.

- Assisted in appraisals and market studies of health care facilities for the U.S. Department of Housing and Urban Development (HUD).