



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

**WALNUT WAY SENIOR RESIDENCES
South of Intersection of Walnut Street & Houston Street
Montezuma, Macon County, Georgia 31063**

Effective Date: May 25, 2013

Report Date: June 13, 2013

Prepared For

Potemkin Development Inc.

Prepared By

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June 13, 2013

Potemkin Development Inc.

Re: Market Study for Walnut Way Senior Residences to be located in Montezuma, Macon County, Georgia

To Whom It May Concern:

At your request, Novogradac & Company LLP performed a market study of the senior rental market in the Montezuma, Macon 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 Walnut Way Senior Residences, a proposed Housing for Older Persons (HFOP) development consisting of 48 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.

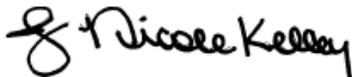
This report contains, to the fullest extent possible and practical, explanations of the data, reasoning, and analyses that were used to develop the opinions contained herein. The report also includes a thorough analysis of the scope of the study, regional and local demographic and economic studies, and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

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

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

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

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Addendum

A. EXECUTIVE SUMMARY AND CONCLUSIONS

EXECUTIVE SUMMARY AND CONCLUSIONS

1. Project Description:

Walnut Way Senior Residences (Subject) will be located south of the intersection of Walnut Street and Houston Street in Montezuma, Macon County, Georgia. The Subject will target seniors ages 55 and older (HFOP) and will consist of six, one-story residential buildings and one clubhouse. The building exteriors will consist of at least 40 percent brick and the remainder in Hardiplank. The following table illustrates the unit mix including bedrooms/bathrooms, square footage, income targeting, rents, and utility allowance.

PROPOSED RENTS

Unit Type	Number of Units	Unit Size (SF)	Asking Rent	Utility Allowance (1)	Gross Rent	LIHTC Maximum Allowable Gross Rent	HUD Fair Market Rents
<i>50% AMI</i>							
1BR/1BA	2	768	\$323	\$105	\$428	\$428	\$505
2BR/1BA	6	980	\$379	\$134	\$513	\$513	\$599
<i>60% AMI</i>							
1BR/1BA	10	768	\$408	\$105	\$513	\$513	\$505
2BR/1BA	30	980	\$482	\$134	\$616	\$616	\$599
Total	48						

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

The Subject's units will not operate with any project-based subsidy.

The Subject will offer the following amenities: Energy star appliances including: refrigerator, dishwasher, oven/stove, patios, blinds, carpeting, central air, ceiling fan, garbage disposal, hand rails, pull cords, washer/dryer connections, clubhouse, business/computer lab, community room, exercise facility, central laundry, off-street parking and on-site management. The Subject's amenity package is generally similar to the senior LIHTC properties and superior to the market rate properties.

2. Site Description/Evaluation:

The Subject is located in a neighborhood with excellent access to retail/commercial, residential, and public uses including a medical center and schools. The site is currently wooded. Access to the Subject site is provided via Walnut Street, which is a major thoroughfare in the area and experiences moderate traffic flow as it is a primary

commercial corridor in Montezuma. The Subject's neighborhood is comprised of mixed uses including a bank, a high school and middle school, restaurants, single-family homes, wooded land, various other commercial uses, and medical facilities. Views are of wooded land, a Subway restaurant, a BB&T bank, single-family homes, and doctor's offices. Visibility is considered excellent from Walnut Street.

The Subject is located at the intersection of Walnut Street and Houston Street in a mixed-use neighborhood that includes Flint River Community Hospital, Flint River Plaza Shopping Center, small commercial uses, places of worship and older single-family homes in fair condition. Despite the rural community, all locational amenities are located within 1.3 miles of the Subject site.

Positive attributes of the site include the close proximity to the medical center and retail. There are no negative attributes of the site.

Overall, the Subject will have good visibility on Walnut Street and the community presents a good location for an affordable senior development. The Subject is projected to have a positive impact on the local neighborhood.

3. Market Area Definition:

Based on conversations with local area property managers, the PMA includes all or portions of Sumter, Schley, Macon, Houston, and Dooly counties. The boundaries of the PMA are as follows:

North – Macon/Peach and Macon/Taylor County lines;

South – GA Highway 27

East – State Route 11, State Route 341 and Pulaski County line

West – State Route 19.

The farthest distance is approximately 24 miles from the Subject site.

There are no LIHTC properties in Montezuma that do not operate with Rural Development rental assistance. The property manager at Gatwick Senior Village indicated that one to two current tenants relocated from Macon County to Perry due to a lack of senior housing in Macon County. The property manager also indicated that many seniors are moving from out of state in order to be closer to family.

Further, property managers at Rural Development properties in Montezuma and Oglethorpe indicated that tenants commute to Americus and Perry for employment. Jimmy Davis from the Macon County Chamber of Commerce also indicated that Macon County residents also commute to Fort Valley. However, due to the urbanized nature of Fort Valley and its relatively high college population, Fort Valley has not been included in the PMA. We have included Ellaville in Schley County to the west because Rural Development property managers in Montezuma and Oglethorpe indicated that Rural Development properties in Ellaville are competitors.

4. Community Demographic Data:

The Subject is located in Montezuma, Macon County, GA. In 2012, the senior population in the PMA was 14,778 and is projected to decrease to 16,419 in 2017. This growth is considered strong with a 2.2 percent average annual rate. The projected annual population growth for all households is less than one percent, which is typical for a rural market. Rural areas typically experience population decline; therefore, any population growth in these areas is considered good.

The majority of senior households in the PMA are owner-occupied. However, the portion of senior renter households is high at approximately 24 percent, which is greater than the national average of 13 percent. Approximately 64 percent of senior renter households in the PMA have annual earnings below \$29,999. The Subject will target households earning between \$12,840 and \$21,900. Persons within these income cohorts are expected to create demand for the Subject.

Information on foreclosures in Montezuma was not available. However, information for Warner Robins, which is in Montezuma's MSA, was available. Per RealtyTrac's March 2013 data, an estimated 13.7 percent of homes are vacant in Warner Robins. The median list price is \$112,000 as of March 2013, which represents a nine percent year over year increase. The median sales price in the city is \$93,700, which is a one percent year over year decrease since March 2012. The foreclosure rate in Warner Robins as of April 2013 is one in every 705 housing units, which is lower than that of the county (one in every 401 housing units) and significantly lower than that of the state (one in

every 283 housing units) and nation (one in every 418 housing units).

5. Economic Data:

Total employment in the MSA currently sits at 66,064 as of March 2013. The Warner Robins, GA MSA experienced strong employment prior to the advent of the recession in 2008, holding relatively steady with unemployment lower than the national average. In 2009 the MSA experienced total employment declines, but despite the impact of the recession this is the only year total employment has decreased since at least 2002. Unemployment has always been below the national average since at least 2002 as well, and it currently sits at 6.9 percent while the national average is 7.6 percent as of March 2013.

Employment continues to trend upward, and overall employment in the MSA is currently experiencing all-time highs. Similar to what occurred throughout the nation, the unemployment rate increased significantly in 2008 through 2011 and reached a peak rate of 7.9 percent in 2011. This rate is much lower than the national unemployment rate, however, which was consistently 1 to 2 percent higher than the MSA throughout the recession.

The largest industries in the PMA are Manufacturing, Health Care/Social Services and Educational Services. Together these three industries comprise 47.4 percent of employment in the PMA. Manufacturing, Construction and Public Administration are overrepresented in the PMA when compared to the nation, while Accommodation/Food Services, Prof/Scientific/Tech Services and Finance/Insurance are underrepresented in the PMA when compared to the nation.

According to Jimmy Davis, Director of the Macon County Development Authority, the only major expansion to occur in the area recently was done by C-E Minerals, a local mining and raw materials production company. According to Davis this occurred last year when C-E Minerals was bought by Imerys, a French-based industrial materials company. Once it acquired C-E Minerals, Imerys funded a \$50 million expansion in the Montezuma area which, resulted in 35 new jobs, according to Mr. Davis.

The PMA is heavily reliant on agriculture and agricultural processing. Four of the top 10 employers in Macon County are in the agricultural field. Lower skilled employees in

these industries are likely to have incomes in line with the Subject's income restrictions. Healthcare is also relatively heavily represented in the county's major employer list. It is also worth noting that two of the top 10 employers – Miona Geriatric and Dementia Center and The Oaks Nursing Home – cater directly to the elderly.

Overall, employment in the area is relatively stable which bodes well for prospective multi-family developments.

6. Project-Specific Affordability And Demand Analysis:

The following table illustrates the Subject's capture rates.

CAPTURE RATE ANALYSIS CHART

Unit Size	Units		Supply	Net Demand	Capture Rate
	Proposed	Total Demand			
1BR at 50% AMI	2	45	2	43	4.6%
2BR at 50% AMI	6	119	6	113	5.3%
50% AMI Overall	8	165	8	157	5.1%
1BR at 60% AMI	10	51	10	41	24.2%
2BR at 60% AMI	30	135	30	105	28.7%
60% AMI Overall	40	186	40	146	27.4%
1BR Overall	12	73	12	61	19.8%
2BR Overall	36	191	36	155	23.3%
Overall	48	263	48	215	22.3%

As the previous table demonstrates, the Subject's capture rates are within GA DCA's threshold of 35 percent for rural markets.

7. Competitive Rental Analysis:

All of the LIHTC properties in Macon County operate as Rural Development properties. None of the Rural Development properties in Montezuma and neighboring Oglethorpe target seniors and therefore there is a lack of senior housing in the Subject's immediate area. There are two family Rural Development properties in Montezuma: Riverbend Apartments and Country Village. These properties have been excluded from the analysis as they operate under the USDA Rural Development program and also because management was unavailable for interviews. The remaining comparables are located in Perry, approximately 25 miles northeast of Montezuma, and in Americus, approximately 22 miles southwest of Montezuma. Of the remaining seven comparables, six are LIHTC properties and one is a conventional, market rate property, Lexington Place. Three of the LIHTC properties target seniors but they are located in superior submarkets (Americus and Perry) than the Subject as these areas are

more developed and are considered centers of employment. We have supplemented the senior LIHTC comparables with family LIHTC comparables in Americus due to their comparable age, condition, and income restrictions. One of these properties, Starlight Place, is a single-family LIHTC development that was included due to its high senior tenancy rate. The property manager at Starlight Place indicated that approximately 50 percent of the households include a senior age 55 or older. Three of the LIHTC comparables offer market rate units and we have also included Lexington Place, a market rate property in Americus that was built in the 1990s and offers one- and two-bedroom single-story units. Overall, we consider the availability of market data and senior LIHTC data to be limited as none of the LIHTC or market comparables are located in Montezuma.

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. The average rents for the one-bedroom units are the same as the comparables with 50 and 60 percent AMI one-bedroom units are offering the same rents at each AMI level for the one-bedroom units.

SUBJECT COMPARISON TO AVERAGE RENTS IN THE MARKET

Unit Type	Subject Proposed Rents	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR at 50% AMI	\$323	\$385	\$638	\$480	49%
2BR at 50% AMI	\$379	\$412	\$779	\$591	56%
1BR at 60% AMI	\$408	\$385	\$638	\$480	18%
2BR at 60% AMI	\$482	\$452	\$779	\$623	29%

As illustrated, the Subject’s proposed 50 and 60 percent AMI rents are below the minimum one and two-bedroom rents at the comparable properties. The Subject’s 60

percent AMI rents are on the low end of the range. The Subject will offer a competitive amenity package, a highly visible location with excellent access to services and retail, and excellent age/condition in a submarket with no senior LIHTC properties. The Subject's rents show a significant rent advantage over the surveyed average of 18 to 56 percent. Given the low vacancy rates at the comparables, the Subject's excellent product, and the lack of competition in Montezuma, we believe that the Subject's rents are feasible as proposed.

8. Absorption/Stabilization Estimate:

Five properties were able to report absorption pace. The summary of these properties is included in the following table.

ABSORPTION

Year Built	Name	Location	Type	Tenancy	Total Number of Units	Number of Months	Number of Units Absorbed Per Month
2002	Gatwick Senior Village	Perry	LIHTC, Market	HFOP	60	12	5
2005	Starlight	Americus	LIHTC	Family	52	17 to 26	2 to 3
2006	The Verandah	Americus	LIHTC (PBRA), Market	HFOP	40	12	3 or more
2009	Cameron Court I	Perry	LIHTC	HFOP	64	9	7
2012	Cameron Court II	Perry	LIHTC	HFOP	48	3	15

The newest LIHTC property in the PMA is Cameron Court I and II. Cameron Court I and II is a senior LIHTC property located in Perry and Phase I opened in 2009 while Phase II opened in 2012. Phase II experienced a faster absorption rate than Phase I due to it being a part of an existing property. Other LIHTC properties have reported slower absorption paces of two to five units per month. It should be noted that the property manager at Starlight indicated that stabilization was prolonged due to phased leasing. To be conservative, we have estimated that the Subject will have an absorption pace of seven units per month, which will yield an absorption period of six months in order for the Subject to stabilize at 93 percent occupancy.

9. Overall Conclusion:

There are no LIHTC properties in the Subject's county that do not operate as Rural Development properties. Therefore, the Subject will face limited competition. Of the existing senior LIHTC comparables, all are 100 percent occupied and all maintain waiting lists. Further, Cameron Court II entered the market in 2012 and did not disrupt vacancy at any of the properties as all senior LIHTC properties remain 100 percent occupied with waiting lists.

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property. Strengths of the Subject will be its new construction, unit sizes, rent advantage, location (proximity to healthcare services and retail), and tenancy as there are no senior LIHTC properties in Montezuma. Overall, the market appears to be stable with low vacancy rates, particularly among the senior LIHTC properties.

Summary Table:

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

Development Name:	Walnut Way Senior Residences	Total # Units: 48
Location:	South of intersection of Houston Street and Walnut Street	# LIHTC Units: 48
	Montezuma, Macon County, GA 31063	
PMA Boundary:	North: Macon/Peach and Macon/Taylor County lines; West: State Route 19; South: GA Highway 27; East: State Route 11, State Route 341 and Pulaski County line	
	Farthest Boundary Distance to Subject:	24 miles

Rental Housing Stock (found on page 89)

Type	# Properties*	Total Units	Vacant Units	Average Occupancy
All Rental Housing	7	445	4	99.1%
Market-Rate Housing	1	97	0	100.0%
<i>Assisted/Subsidized Housing not to include LIHTC</i>	N/Ap	N/Ap	N/Ap	N/Ap
LIHTC	6	348	4	98.9%
Stabilized Comps	7	445	4	99.1%
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
2	1BR at 50% AMI	1	768	\$323	\$480	\$0.63	49%	\$559	\$0.66
6	2BR at 50% AMI	1	980	\$379	\$591	\$0.60	56%	\$685	\$0.60
10	1BR at 60% AMI	1	768	\$408	\$480	\$0.63	18%	\$559	\$0.66
30	2BR at 60% AMI	1	980	\$482	\$623	\$0.64	29%	\$685	\$0.60

Demographic Data (found on page 31)

	2000		2012		2015	
Renter Households	1,184	18.60%	2,169	23.80%	2,335	24.12%
Income-Qualified Renter HHs (LIHTC)	213	18.00%	390	18.00%	420	18.00%

Targeted Income-Qualified Renter Household Demand (found on pages 47-56)

Type of Demand	30%	50%	60%	Market-rate	Other:___	Overall*
Renter Household Growth	N/Ap	19	21	N/Ap	N/Ap	30
Existing Households (Overburdened + Substandard)	N/Ap	187	210	N/Ap	N/Ap	298
Homeowner conversion (Seniors)	N/Ap	4	5	N/Ap	N/Ap	7
Total Primary Market Demand**	N/Ap	210	236	N/Ap	N/Ap	335
Less Comparable/Competitive Supply	N/Ap	8	40	N/Ap	N/Ap	48
Adjusted Income-qualified Renter HHs**	N/Ap	202	196	N/Ap	N/Ap	287

Capture Rates (found on page 4 and 56)

Targeted Population	30%	50%	60%	Market-rate	Other:___	Overall
Capture Rate:	N/Ap	5.10%	27.40%	N/Ap	N/Ap	22.30%

*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 is located directly south of the intersection of Walnut Street and Houston Street in Montezuma, Macon County, Georgia.

Construction Type:

The Subject will consist of 48 total units in one-story six-plexes residential buildings. The buildings will be at least 40 percent brick and the remainder will be Hardiplank.

Occupancy Type:

Seniors ages 55 and older (HFOP).

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 units will operate with a PBRA subsidy.

Proposed Development Amenities: See following property profile.

Walnut Way Senior Residences												
Comp#	Subject											
Effective Rent Date	5/23/2013											
Location	South Of Intersection Of Houston St & Walnut St Montezuma, GA 31063 Macon County (verified)											
Distance	n/a											
Units	48											
Vacant Units	N/A											
Vacancy Rate	N/A											
Type	One-story (age-restricted)											
Year Built / Renovated	2015 / n/a											
Tenant Characteristics	Seniors ages 55 and older (HFOP)											
Utilities												
A/C	not included -- central				Other Electric				not included			
Cooking	not included -- electric				Water				included			
Water Heat	not included -- electric				Sewer				included			
Heat	not included -- electric				Trash Collection				included			
Unit Mix (face rent)												
Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?	
1	1	Lowrise	2	768	\$323	\$0	@50%	n/a	N/A	N/A	yes	
1	1	Lowrise	10	768	\$408	\$0	@60%	n/a	N/A	N/A	yes	
2	1	Lowrise	6	980	\$379	\$0	@50%	n/a	N/A	N/A	yes	
2	1	Lowrise	30	980	\$482	\$0	@60%	n/a	N/A	N/A	yes	
Amenities												
In-Unit	Patio Blinds Carpeting Central A/C Dishwasher Hand Rails Oven Pull Cords Refrigerator				Security				none			
Property	Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Exercise Facility Central Laundry Off-Street Parking On-Site Management				Premium				none			
Services	none				Other				none			
Comments												
This property is a proposed new construction senior property that will target seniors ages 55 and older. The property's projected utility allowances are \$105 and \$134 for the one and two-bedroom units, respectively. The Subject's one-bedroom gross rents will be \$428 and \$513 for the 50 and 60 percent AMI units. The Subject's two-bedroom gross rents will be \$513 to \$616 for the 50 and 60 percent AMI rents, respectively.												

Scope of Renovations:	Not applicable.
Current Rents:	Not applicable.
Current Occupancy:	Not applicable.
Current Tenant Income:	Not applicable.
Placed in Service Date:	The Subject is projected to enter the market by second quarter 2015.
Conclusion:	The Subject will be an excellent-quality apartment complex, comparable or superior to the senior LIHTC properties in the PMA. As a newly constructed property, 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:

Kristina Garcia visited the site on May 25, 2013.

2. Physical Features of the Site:

The following illustrates the physical features of the site.

Frontage:

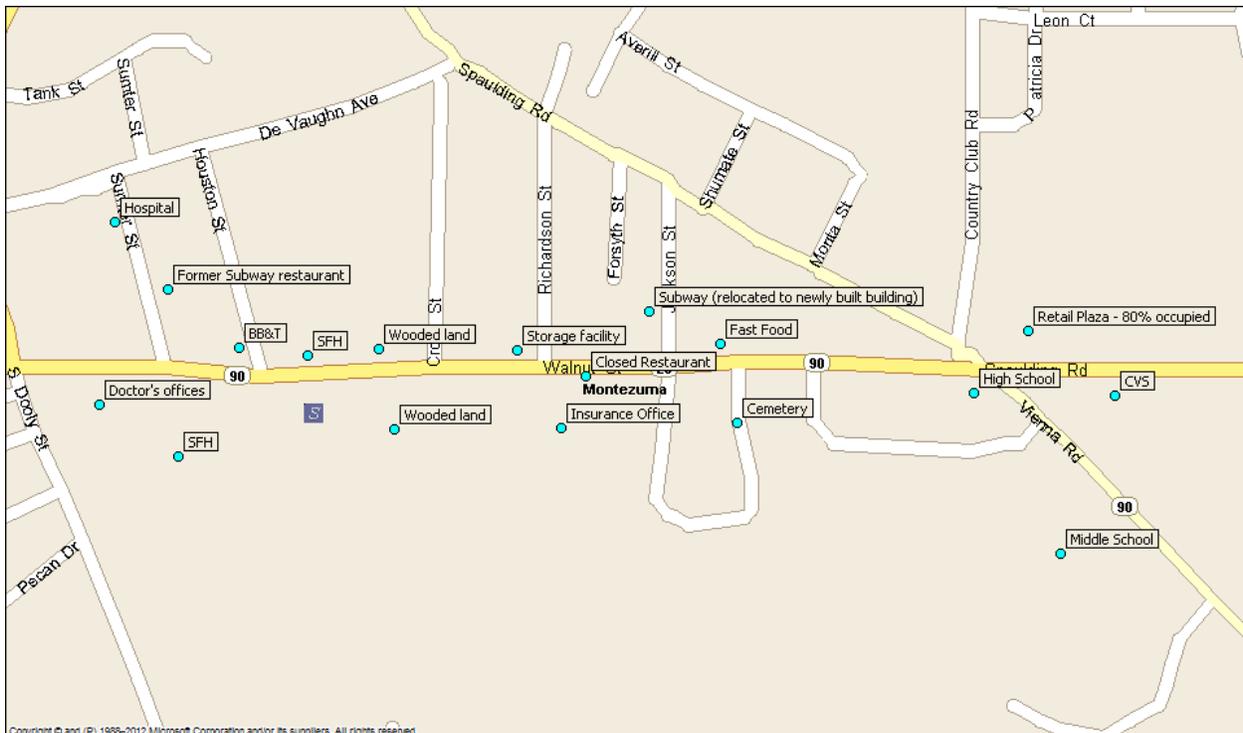
The Subject site has frontage along Walnut Street.

Visibility/Views:

Views are of wooded land, a former Subway restaurant, a BB&T bank, single-family homes, and doctor's offices. Access to the Subject site is provided via Walnut Street, which is a major thoroughfare in the area and experiences moderate traffic flow. Visibility is good from Walnut Street. The Subject's neighborhood is comprised of mixed uses including a bank, a high school and middle school, restaurants, single-family homes, wooded land, various other commercial uses, and medical facilities.

Surrounding Uses:

The following map and pictures illustrate the surrounding land uses.



The Subject is in a mixed-use neighborhood on a major neighborhood thoroughfare, Walnut Way, where the majority of retail in Montezuma is located.

Positive/Negative Attributes of Site: Positive attributes of the site include the close proximity to the medical center and retail. There are no negative attributes of the site.

3. Physical Proximity to Locational Amenities:

The Subject is located at the intersection of Walnut Street and Houston Street in a mixed-use neighborhood that includes Flint River Community Hospital, Flint River Plaza Shopping Center, small commercial uses, places of worship and older single-family homes in fair condition. Despite the rural community, all locational amenities are located within 1.3 miles of the Subject site. According to walkscore.com, the Subject site ranks as 48 on a scale from zero to 100 in terms of pedestrian access to amenities. This is considered good for a rural market.

Overall, the Subject will have good visibility on Walnut Street and the community presents a good location for an affordable senior development. The Subject is projected to have a positive impact on the local neighborhood.

4. Pictures of Site and Adjacent Uses:



Subject Site



View East on Walnut Street (Subject site on right)



View West on Walnut Street (Subject site on left)



Wooded land across from Subject Site



View of BB&T Bank on Walnut Street



View of former Subway Restaurant on Walnut Street (Subway is currently relocating to a new building down the street)



Typical SFH



Medical Office Building on Walnut Street



Office on Walnut Street



Flint River Hospital



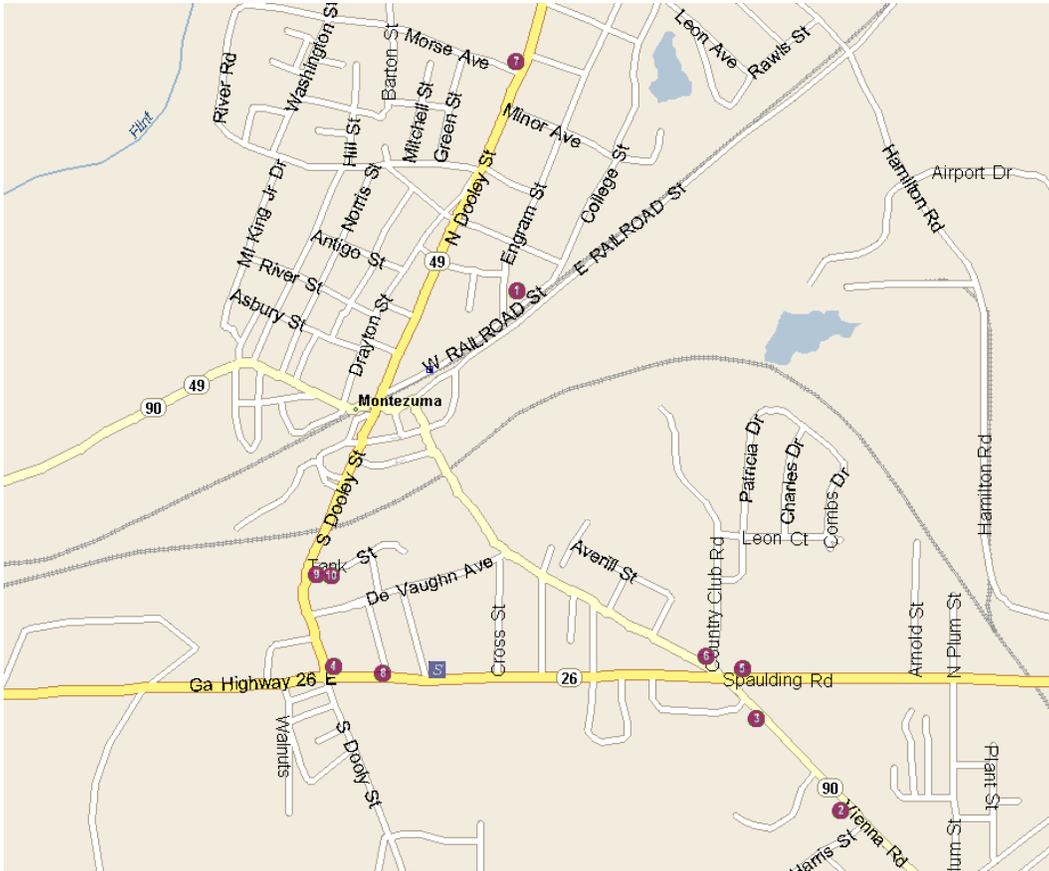
Typical single-family home



Typical single-family home

5. Proximity to Locational Amenities:

The following table details the Subject's distance from key locational amenities. There is not a public transportation system in the city and therefore we have not included a bus stop in the following table.



Local Distances from Services		
Map #	Service/Amenity	Distance from Subject
1	Macon County Elementary School	1.0 miles
2	Macon County Middle School	0.8 miles
3	Macon County High School	0.7 miles
4	Flint River Community Hospital	0.2 miles
5	Harvey's Supermarket	0.5 miles
6	CVS Pharmacy	0.5 miles
7	Montezuma City Library	1.3 miles
8	BB&T Bank	0.1 miles
9	Montezuma Police Department	0.4 miles
10	Montezuma Fire Department	0.4 miles

6. Description of Land Uses:

Immediately north of the Subject, there is a former Subway restaurant and a BB&T bank. The Subway restaurant is currently moving to a building down the street that is currently under construction. Farther north of the site is the Flint River Community Hospital to which the site has excellent access. Immediately east of the site is wooded land. Farther east of the site are variety of uses including: storage facilities, an auto shop, an insurance office, a closed restaurant, a cemetery, a high school and middle school, a

CVS Pharmacy, fast food, gas station, and a retail plaza that is located approximately 0.6 miles east of the Subject and is approximately 80 percent occupied. Country Village Apartments is a family Rural Development property farther east of the Subject. The property is in good condition but is excluded from the supply analysis as management was not available for an interview. To the south of the Subject is wooded land. Farther south of the site is a public housing development, Philliptown Apartments, which is in average condition. Immediately west of the Subject are single-family homes, doctor's offices, and Riverbend Apartments. Riverbend Apartments is a family Rural Development comparable property that is in average to fair condition and has been excluded from this report as it is a USDA Rural Development property. The surrounding uses are in average to good condition.

Overall, the Subject will be a consistent use in the neighborhood and will be considered an improvement.

7. Multifamily Residential within Two Miles:

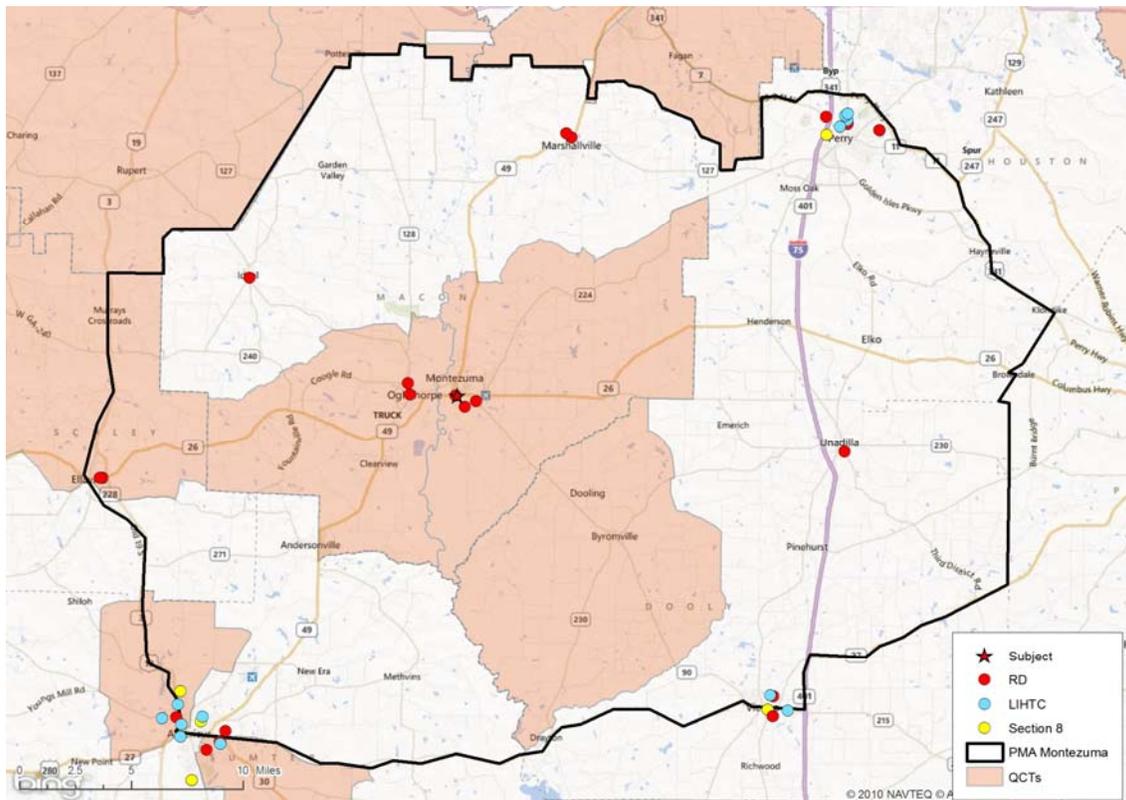
There is limited multifamily supply in Montezuma given that it is a rural market. There are two USDA Rural Development properties in Montezuma: Riverbend Apartments and Country Village. These properties are in average to good condition and operate with subsidy. Therefore, we have not included these properties as comparables in this report.

8. Existing Assisted Rental Housing Property Map:

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

Walnut Way Senior Residences, Montezuma, GA - Market Study

Name	City	Type	Tenancy	Map Color	Included/Excluded	Reason for Exclusion	Distance from Subject	
Options for Living, Inc	Vienna	Section 8	Disabled	Yellow	Excluded	Operates with subsidy	21.1 miles	
Smith Heights Apts	Perry	Section 8/FHA	Family		Excluded	Operates with subsidy	24.3 miles	
Eastview Apts	Americus	Section 8	Family		Excluded	Operates with subsidy	21.6 miles	
Magnolia Gardens	Americus	Section 8	Elderly		Excluded	Operates with subsidy	23.9 miles	
Magnolia Manor	Americus	Section 8	Elderly		Excluded	Operates with subsidy	23.9 miles	
Volunteers of America, N.S.	Americus	Section 8	N/Av		Excluded	Operates with subsidy	21.6 miles	
Whitewater Village	Ideal	LIHTC/RD	Family		Red	Excluded	Operates with subsidy	15.7 miles
Marshall Lane Apts	Marshallville	LIHTC/RD	Family			Excluded	Operates with subsidy	0.7 miles
Marshall Village	Marshallville	LIHTC/RD	Elderly			Excluded	Operates with subsidy	0.3 miles
Sleepy Hollow Manor	Marshallville	RD	Family			Excluded	Operates with subsidy	3.5 miles
Country Village Apt	Montezuma	RD	Family			Excluded	Operates with subsidy	2.4 miles
Pinelake	Montezuma	RD	Family			Excluded	Operates with subsidy	18.9 miles
Rivendell Apts	Montezuma	RD	Family			Excluded	Operates with subsidy	21.7 miles
Quail Run Apts	Oglethorpe	RD	Family			Excluded	Operates with subsidy	22.1 miles
Towncreek Apts	Oglethorpe	RD	Family			Excluded	Operates with subsidy	21.6 miles
Cherry Lane Apt	Unadilla	RD	Family			Excluded	Operates with subsidy	24.2 miles
Fairfield Apt I	Vienna	LIHTC/RD	Elderly			Excluded	Operates with subsidy	25.2 miles
Fairfield Apt II	Vienna	LIHTC/RD	Elderly			Excluded	Operates with subsidy	25.2 miles
Timber Ridge Apt	Vienna	LIHTC/RD	Family			Excluded	Operates with subsidy	23.9 miles
Cripple Creek Apts	Americus	RD	Family			Excluded	Operates with subsidy	18.6 miles
Heritage Villas Of Americus	Americus	RD	Family			Excluded	Operates with subsidy	18.2 miles
Meadowbrook Lane Apts	Americus	LIHTC/RD	Family			Excluded	Operates with subsidy	21.7 miles
Meadowbrook Village	Americus	LIHTC/RD	Elderly			Excluded	Operates with subsidy	0.8 miles
Ravenwood Apts	Americus	LIHTC/RD	Elderly			Excluded	Operates with subsidy	15.3 miles
Commodore Manor	Perry	RD	Family			Excluded	Operates with subsidy	15.7 miles
Kings Villa I	Perry	RD	Family	Excluded		Operates with subsidy	15.7 miles	
Kings Villas II	Perry	RD	Family	Excluded		Operates with subsidy	21.7 miles	
Pinebrook Apts	Perry	RD	Family	Excluded		Operates with subsidy	21.7 miles	
Pecan Village Apts	Ellaville	RD	Elderly	Excluded		Operates with subsidy	21.7 miles	
Shady Grove Apts	Ellaville	RD	Family	Excluded		Operates with subsidy	23.1 miles	
Ashton Landing	Perry	LIHTC	Family	Excluded		Offers 2BR and 3BR units	24.4 miles	
Habitat for Humanity Intl	Americus	LIHTC	N/Av	Excluded	Tenancy not comparable	22.2 miles		
Woodward Apartments	Vienna	LIHTC	N/Av	Excluded	Offers 2BR and 3BR units	21.4 miles		
St. Charles Place	Vienna	LIHTC	N/Av	Excluded	Offers 2BR, 3BR, and 4BR units	21.9 miles		
Americus Garden	Americus	LIHTC	Family	Included	N/Ap	24.6 miles		
Gatwick Senior Village	Perry	LIHTC, Market	Senior	Included	N/Ap	24.0 miles		
East Oaks Apartments	Americus	LIHTC, Market	Family	Included	N/Ap	24.7 miles		
Starlight Place	Americus	LIHTC	Family	Included	N/Ap	24.3 miles		
Verandah Apartments	Americus	LIHTC (PBRA), Market	Senior	Included	N/Ap	21.5 miles		
Cameron Court I and II	Perry	LIHTC	Senior	Included	N/Ap	21.8 miles		
Magnolia Village	Americus	LIHTC (PBRA)	Family	Excluded	All units operate with PBRA	22.6 miles		
Walnut Way Senior Residences (Subject)	Montezuma	LIHTC	Senior	Blue	SUBJECT	N/Ap		



Montezuma, GA



9. Road/Infrastructure

Proposed Improvements:

We witnessed no road improvements along Walnut Street.

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

Access to the Subject site is provided via Walnut Street, which is a major thoroughfare in the area and experiences moderate traffic flow. Ingress and Egress is considered good. As mentioned previously, visibility of the site is considered good.

11. Environmental Concerns:

None visible upon site inspection.

Detrimental Influences:

There are no significant detrimental influences. There are some vacant small commercial uses as the Subway is relocating to a newly constructed building within 0.5 miles of the Subject site. However, we do not believe that this will be detrimental to the Subject's performance as the Subject is located on a major local thoroughfare.

12. Conclusion:

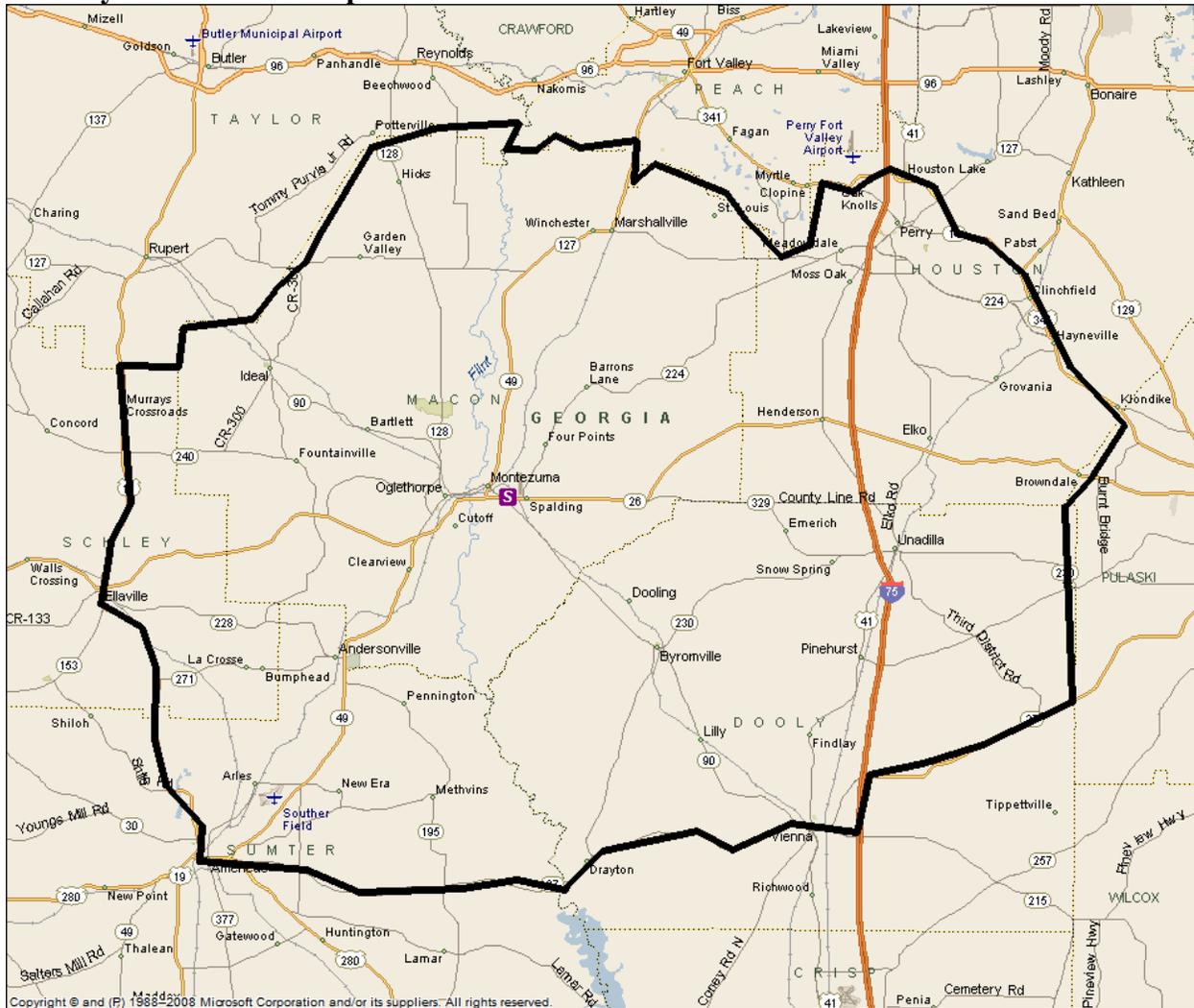
The Subject is located in a neighborhood with excellent access to retail/commercial, residential, and public uses including a medical center and schools.

D. MARKET AREA

PRIMARY MARKET AREA

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

Primary Market Area Map



The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied, to determine if the Primary Market Area (PMA) and the Warner Robins, GA MSA are areas of growth or contraction. Macon County is not part of an MSA. We used Warner Robins, GA because it is the closest MSA to Macon County and local participants indicated that tenants from Macon County commute to Houston County for employment.

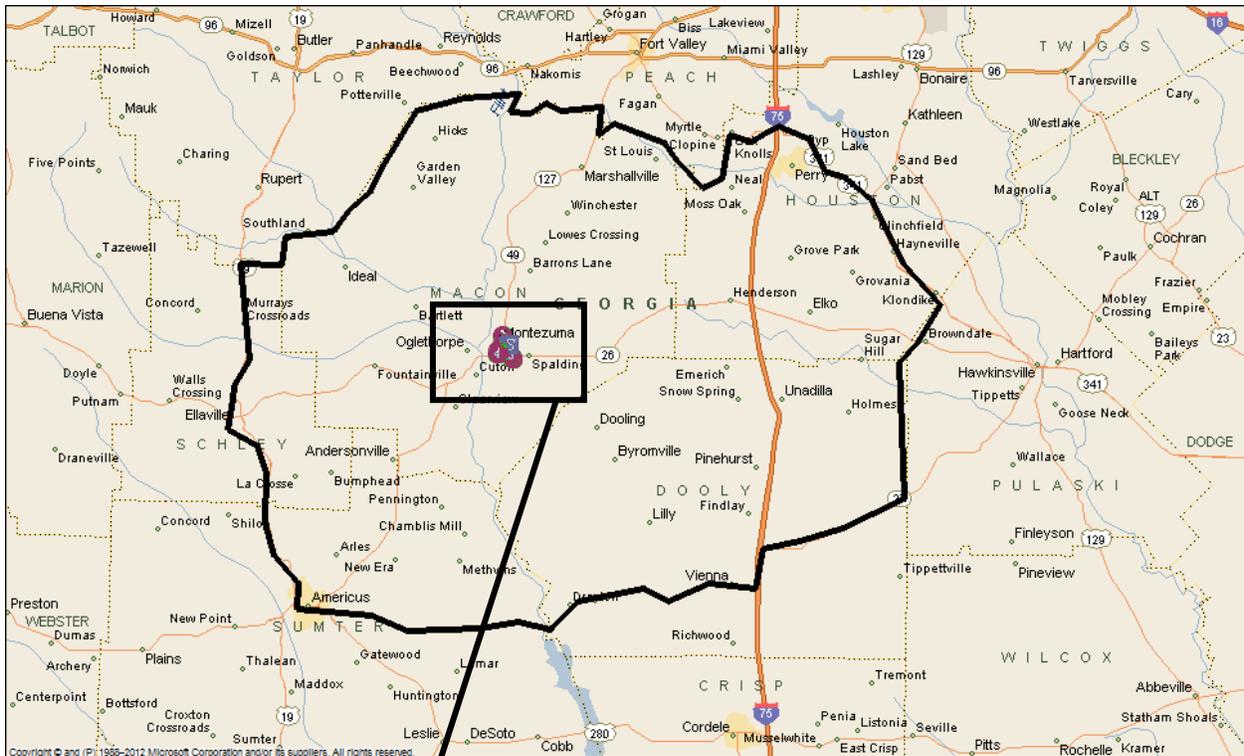
The boundaries of the PMA are as follows:

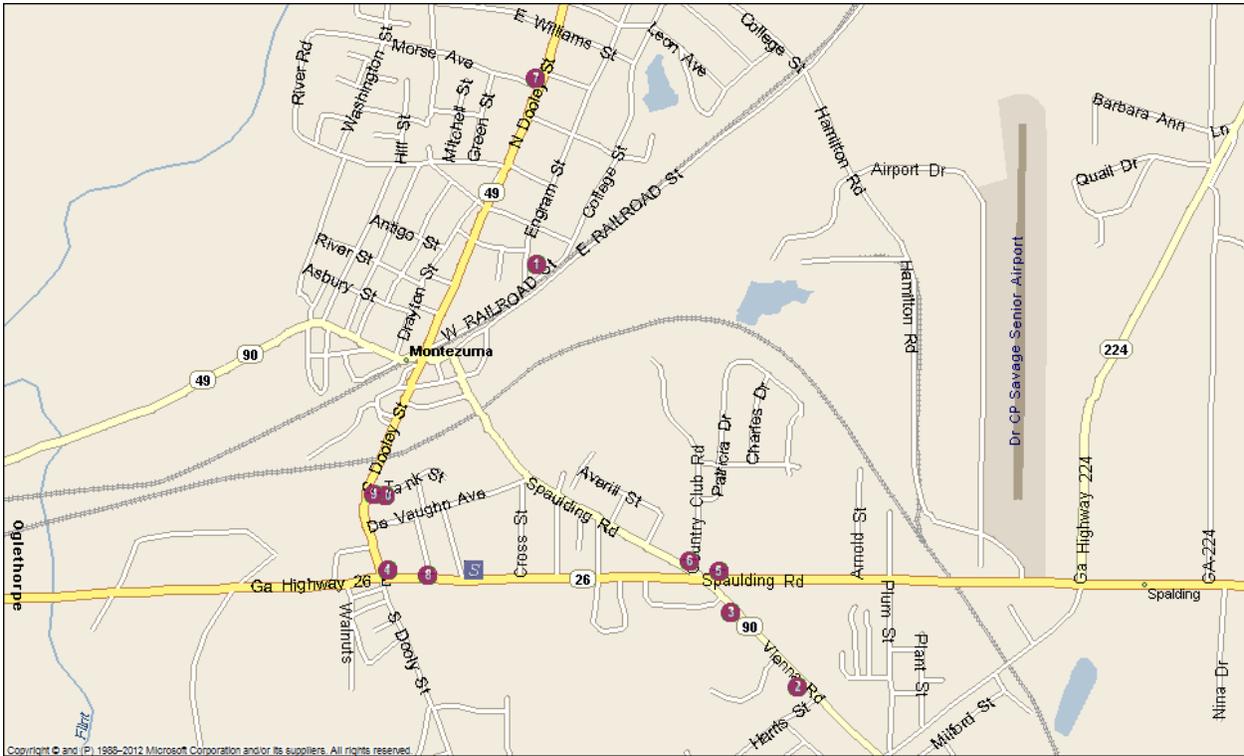
- North – Macon/Peach and Macon/Taylor County lines
- South – GA Highway 27
- East – State Route 11, State Route 341 and Pulaski County line
- West – State Route 19

Based on conversations with local area property managers, the PMA includes all or portions of Sumter, Schley, Macon, Houston, and Dooly counties. There are no LIHTC properties in Montezuma that do not operate as Rural Development properties. The property manager at Gatwick Senior Village indicated that one to two current tenants relocated from Macon County to Perry due to a lack of senior housing in Macon County. The property manager also indicated that many seniors are moving from out of state in order to be closer to family. Further, property managers at Rural Development properties in Montezuma and Oglethorpe indicated that tenants commute to Americus and Perry for employment. Jimmy Davis from the Macon County Chamber of Commerce also indicated that Macon County residents also commute to Fort Valley. However, due to the urbanized nature of Fort Valley and its relatively high college population, Fort Valley has not been included in the PMA. We have included Ellaville in Schley County to the west because Rural Development property managers in Montezuma and Oglethorpe indicated that Rural Development properties in Ellaville are competitors.

Per GA DCA 2013 market study guidelines, we are not taking leakage (demand from outside the PMA) into account.

Primary Market Area Map – Locational Amenities

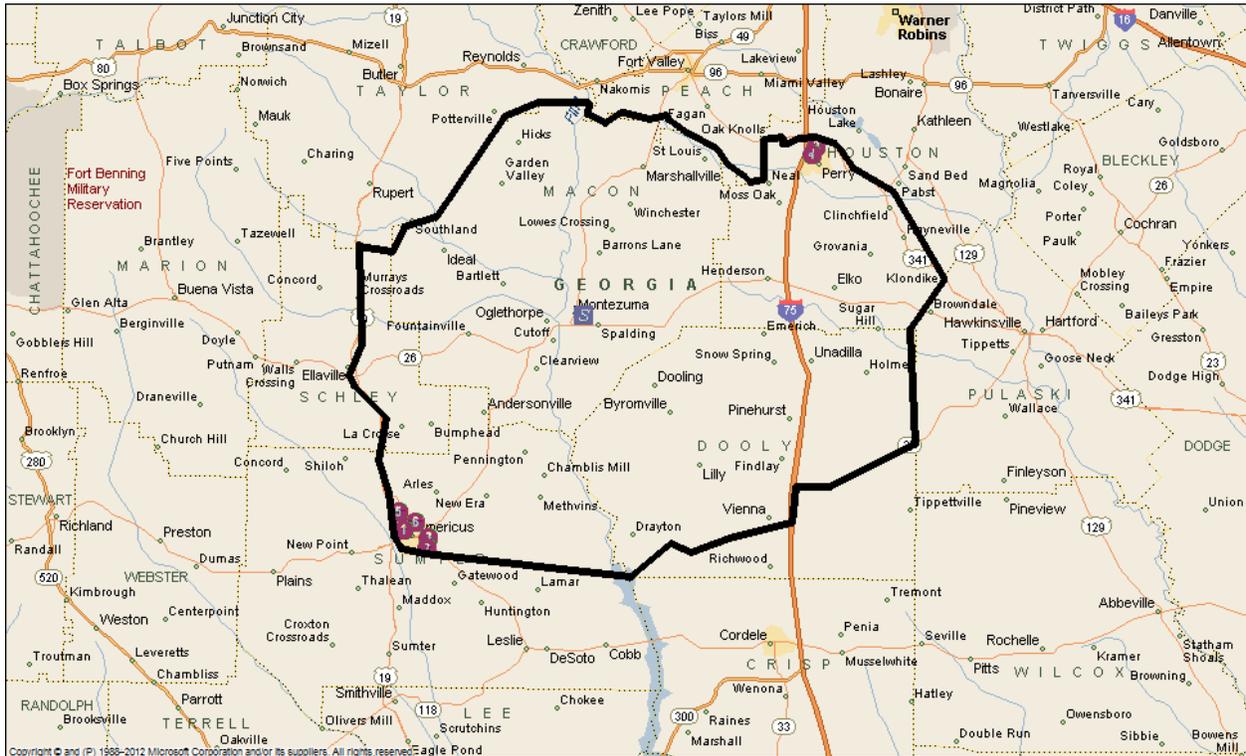




Local Distances from Services		
Map #	Service/Amenity	Distance from Subject
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7	Montezuma City Library	1.3 miles
8	BB&T Bank	0.1 miles
9	Montezuma Police Department	0.4 miles
10	Montezuma Fire Department	0.4 miles

There is not a public transportation system in the city and therefore we have not included a bus stop in the table.

Primary Market Area Map – Comparable Properties



COMPARABLE PROPERTIES

#	Property Name	City	Type	Distance
1	Americus Garden	Americus	@ 50%, @ 60%	24.6 miles
2	Cameron Court I & II	Perry	@ 50%, @ 60%	21.8 miles
3	East Oaks	Americus	@ 50% (PBRA), @ 50% (PBRA), Market	24.7 miles
4	Gatwick Senior Village	Perry	@ 50%, @ 60%, Market	24.0 miles
5	Starlight Place	Americus	@ 30%, @ 50%, @ 60%	24.3 miles
6	Verandah Apartments	Americus	@ 30% (PBRA), @ 50% (PBRA), Market	21.5 miles
7	Lexington Place Apartments	Americus	Market	22.1 miles

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

1. Population Trends

The following tables illustrate (a) Total Population, (b) Population by Age Group, and (c) Number of Elderly and Non-Elderly within population in MSA, the PMA and nationally from 2000 through 2017.

TOTAL POPULATION

Year	PMA		Warner Robins, GA MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
1990	45,420	-	89,207	-	248,709,873	-
2000	49,382	0.9%	110,763	2.4%	281,421,906	1.3%
2012	55,334	1.0%	143,987	2.4%	313,129,017	0.9%
Projected Mkt Entry July 2015	56,048	0.4%	151,700	1.8%	319,643,343	0.7%
2017	56,524	0.4%	156,842	1.8%	323,986,227	0.7%

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

TOTAL SENIOR POPULATION (55+)

Year	PMA		Warner Robins, GA MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
1990	9,532	-	14,371	-	52,389,754	-
2000	10,114	0.6%	19,413	3.5%	59,266,437	1.3%
2012	14,778	3.8%	31,162	4.9%	80,980,372	3.0%
Projected Mkt Entry July 2015	15,763	2.2%	34,750	3.8%	86,780,928	2.4%
2017	16,419	2.2%	37,142	3.8%	90,647,966	2.4%

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	3,630	3,642	3,579	3,613	3,635
5-9	3,839	3,756	3,613	3,636	3,652
10-14	3,948	3,957	3,727	3,776	3,809
15-19	3,697	3,921	3,774	3,703	3,655
20-24	3,086	3,385	3,531	3,410	3,329
25-29	3,416	3,134	3,777	3,836	3,875
30-34	3,500	3,319	3,557	3,600	3,629
35-39	3,312	3,827	3,458	3,582	3,664
40-44	2,981	3,782	3,641	3,496	3,399
45-49	2,467	3,465	3,873	3,754	3,675
50-54	2,012	3,079	4,025	3,880	3,783
55-59	1,875	2,442	3,850	3,957	4,028
60-64	1,792	1,853	3,402	3,557	3,661
65-69	1,807	1,669	2,625	2,970	3,200
70-74	1,549	1,446	1,867	2,115	2,281
75-79	1,206	1,169	1,302	1,402	1,469
80-84	790	830	925	921	918
85+	513	705	807	840	862
Total	45,420	49,381	55,333	56,048	56,524

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

NUMBER OF ELDERLY AND NON-ELDERLY

Year	PMA			Warner Robins, GA MSA		
	Total Population	Non-Elderly	Elderly (55+)	Total Population	Non-Elderly	Elderly (55+)
1990	45,420	35,888	9,532	89,208	74,837	14,371
2000	49,381	39,267	10,114	110,765	91,352	19,413
2012	55,333	40,555	14,778	143,987	112,825	31,162
Projected Mkt Entry July 2015	56,048	40,285	15,763	151,700	116,950	34,750
2017	56,524	40,105	16,419	156,842	119,700	37,142

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

As can be seen in the above charts, the population of elderly residents has experienced strong growth in the past decade in the MSA and is expected to continue growing into 2017. Growth in senior populations in the MSA was 3.8 percent in 2012, exceeding the national average of 3.0 percent. Senior population growth is projected to remain strong with a 2.2 percent annual rate from 2012 to 2017. Seniors 55+ are expected to comprise 28.1 percent of the MSA population by the projected market entry date. In contrast, general population growth in the PMA is lower than that of the nation and MSA, however, averaging less than one percent growth since 1990.

2. Household Trends

2a. Total Number of Households, Average Household Size

TOTAL NUMBER OF HOUSEHOLDS

Year	PMA		Warner Robins, GA MSA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
1990	15,911	-	32,433	-
2000	17,539	1.0%	41,090	2.7%
2012	19,847	1.1%	54,462	2.7%
Projected Mkt Entry July 2015	20,285	0.7%	57,652	2.0%
2017	20,577	0.7%	59,778	2.0%

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

TOTAL NUMBER OF SENIOR HOUSEHOLDS (55+)

Year	PMA		Warner Robins, GA MSA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
1990	-	-	-	-
2000	6,377	-	12,216	-
2012	9,123	3.5%	19,734	5.0%
Projected Mkt Entry July 2015	9,675	2.0%	25,318	9.4%
2017	10,044	2.0%	29,040	9.4%

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

AVERAGE HOUSEHOLD SIZE

Year	PMA		Warner Robins, GA MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	2.67	-	2.64	-	2.58	-
2012	2.57	-0.3%	2.61	-0.1%	2.58	0.0%
Projected Mkt Entry July 2015	2.55	-0.3%	2.60	-0.1%	2.58	0.0%
2017	2.54	-0.3%	2.60	-0.1%	2.58	0.0%

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

Similar to population trends, general household growth in the PMA is projected to increase at a rate significantly below that of the MSA. In fact, the number of households in the PMA is actually shrinking by approximately one percent per year and is predicted to continue to do so into the foreseeable future.

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 very well pronounced in the MSA, with a projected annual growth of 9.4 percent at the time of market entry.

Average household size is projected to decline slightly in the PMA with a nominal annual change of -0.3 percent annually. Average household size in the MSA is expected to decrease at a rate lower than that of 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.

PMA TENURE PATTERNS OF SENIORS 55+

Year	Owner-Occupied		Renter-Occupied	
	Units	Percentage	Units	Percentage
2000	5,193	81.4%	1,184	18.6%
2012	6,953	76.2%	2,169	23.8%
Projected Mkt Entry				
July 2015	7,341	75.9%	2,335	24.1%
2017	7,599	75.7%	2,445	24.3%

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

The majority of senior households in the PMA are owner-occupied. However, the portion of senior renter households is high at approximately 24 percent, which is greater than the national average of 13 percent.

2c. Households by Income

The following table illustrates senior renter household income distribution in the PMA by cohort in 2012, 2015, and 2017.

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA (AGE 55+)

Income Cohort	2012		Projected Mkt Entry July 2015		2017	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	602	27.8%	629	26.9%	646	26.4%
\$10,000-19,999	463	21.3%	487	20.9%	504	20.6%
\$20,000-29,999	359	16.6%	381	16.3%	395	16.2%
\$30,000-39,999	200	9.2%	212	9.1%	221	9.0%
\$40,000-49,999	113	5.2%	129	5.5%	139	5.7%
\$50,000-59,999	71	3.3%	74	3.2%	76	3.1%
\$60,000-74,999	81	3.7%	95	4.1%	104	4.3%
\$75,000-99,999	94	4.3%	102	4.4%	107	4.4%
\$100,000-124,999	86	4.0%	110	4.7%	125	5.1%
\$125,000-149,999	35	1.6%	40	1.7%	43	1.8%
\$150,000-199,999	16	0.7%	17	0.7%	18	0.7%
\$200,000+	49	2.3%	60	2.6%	66	2.7%
Total	2,169	100.0%	2,335	100.0%	2,445	100.0%

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

The Subject will target seniors earning \$12,840 to \$21,900. An estimated 37 percent of senior households in the PMA are projected to earn between \$10,000 and \$29,999 per year at the time of market entry. 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.

	2000		2012		Projected Mkt Entry July 2015		2017	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
With 1 Person	622	52.5%	1,281	59.1%	1,392	59.6%	1,467	60.0%
With 2 Persons	407	34.3%	418	19.3%	446	19.1%	465	19.0%
With 3 Persons	67	5.7%	174	8.0%	182	7.8%	187	7.7%
With 4 Persons	52	4.4%	212	9.8%	223	9.6%	231	9.5%
With 5+ Persons	36	3.1%	85	3.9%	91	3.9%	94	3.9%
Total Renter Households	1,184	100.0%	2,169	100.0%	2,335	100.0%	2,445	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 Montezuma, Macon County, GA. In 2012, the senior population in the PMA was 14,778 and is projected to decrease to 16,419 in 2017. This growth is considered strong with a 2.2 percent average annual rate. The projected annual population growth for all households is less than one percent, which is typical for a rural market. Rural areas typically experience population decline; therefore, any population growth in these areas is considered good.

The majority of senior households in the PMA are owner-occupied. However, the portion of senior renter households is high at approximately 24 percent, which is greater than the national average of 13 percent. Approximately 64 percent of senior renter households in the PMA have annual earnings below \$29,999. The Subject will target households earning between \$12,840 and \$21,900. 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 66,064 as of March 2013. The Warner Robins, GA MSA experienced strong employment prior to the advent of the recession in 2008, holding relatively steady with unemployment lower than the national average. In 2009 the MSA experienced total employment declines, but despite the impact of the recession this is the only year total employment has decreased since at least 2002. Unemployment has always been below the national average since at least 2002 as well, and it currently sits at 6.9 percent while the national average is 7.6 percent as of March 2013.

Employment continues to trend upward, and overall employment in the MSA is currently experiencing all-time highs. Similar to what occurred throughout the nation, the unemployment rate increased significantly in 2008 through 2011 and reached a peak rate of 7.9 percent in 2011. This rate is much lower than the national unemployment rate, however, which was consistently 1 to 2 percent higher than the MSA throughout the recession.

1. Total Jobs

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

COVERED EMPLOYMENT		
Macon County		
Year	Total Employment	% Change
2002	3,823	
2003	3,744	-2.11%
2004	3,885	3.63%
2005	3,948	1.60%
2006	3,654	-8.05%
2007	3,434	-6.41%
2008	3,393	-1.21%
2009	3,241	-4.69%
2010	3,165	-2.40%
2011	3,013	-5.04%
2012 YTD Average*	2,922	-3.10%
Sep-11	2,843	-
Sep-12	2,883	1.39%

Source: U.S. Bureau of Labor Statistics

*YTD as of Sept 12

Total employment in the county has been on a downward trend since 2005, a trend that was heightened by the recession and continues into the present. This trend contrasts strongly with the MSA, however, which has consistently experienced employment growth over the past decade. This is seen to be acceptable for the Subject property since its target tenants will be seniors who are no longer a part of the workforce.

2. Total Jobs by Industry

The following table illustrates the total jobs by employment sectors within the county as of 2012.

SEPT 2012 EMPLOYMENT JOBS BY INDUSTRY

Macon County		
Industry	Number Employed	Percent Employed
Trade,Transportation, and Utilities	62,763	23.93%
Leisure and Hospitality	21,756	8.29%
Education and Health Services	25,042	9.55%
Professional and Business Services	52,426	19.99%
Construction	21,020	8.01%
Manufacturing	9,326	3.56%
Other Services	18,753	7.15%
Financial Activities	25,472	9.71%
Unclassified	18,495	7.05%
Natural Resources and Mining	2,567	0.98%
Information	4,662	1.78%
Public Administration*	-	0.00%
Total Employment	262,282	100.00%

*Monthly data is not available

Source: U.S. Bureau of Labor Statistics 2012. Covered Employment

The largest sector in Macon County, according to the Bureau of Labor Statistics, is the Trade, Transportation and Utilities industry. Overall, the county's employment base seems to be fairly diversified. It should be noted that differences in the total jobs and total jobs by industry are due to rounding.

2010 EMPLOYMENT BY INDUSTRY				
Occupation	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Agric/Forestry/Fishing/Hunting	823	4.38%	1,790,318	1.32%
Mining	243	1.29%	723,991	0.53%
Construction	1,243	6.61%	8,872,843	6.52%
Manufacturing	2,201	11.70%	13,047,475	9.59%
Wholesale Trade	424	2.25%	4,407,788	3.24%
Retail Trade	2,033	10.81%	15,464,986	11.37%
Transportation/Warehousing	656	3.49%	5,487,029	4.03%
Utilities	126	0.67%	1,115,793	0.82%
Information	180	0.96%	3,158,778	2.32%
Finance/Insurance	514	2.73%	6,883,526	5.06%
Real Estate/Rental/Leasing	236	1.26%	2,825,263	2.08%
Prof/Scientific/Tech Services	449	2.39%	8,520,310	6.26%
Mgmt of Companies/Enterprises	0	0.00%	202,384	0.15%
Admin/Support/Waste Mgmt Svcs	430	2.29%	5,114,479	3.76%
Educational Services	2,335	12.42%	14,168,096	10.42%
Health Care/Social Assistance	2,545	13.53%	18,891,157	13.89%
Arts/Entertainment/Recreation	175	0.93%	2,628,374	1.93%
Accommodation/Food Services	1,233	6.56%	9,114,767	6.70%
Other Services (excl Publ Adm)	1,075	5.72%	6,679,783	4.91%
Public Administration	1,883	10.01%	6,916,821	5.09%
Total Employment	18,804	100.0%	136,013,961	100.0%

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

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

The largest industries in the PMA are Manufacturing, Health Care/Social Services and Educational Services. Together these three industries comprise 47.4 percent of employment in the PMA. Manufacturing, Construction and Public Administration are overrepresented in the PMA when compared to the nation, while Accommodation/Food Services, Prof/Scientific/Tech Services and Finance/Insurance are underrepresented in the PMA when compared to the nation.

3. Major Employers

The following list shows Macon County's ten largest employers.

MAJOR EMPLOYERS

Employer	Industry
Allens, Inc.	Agriculture
Barrington Dairies	Agriculture/Dairy
Flint River Community Hospital	Healthcare
Georgia Department of Corrections	Public Administration
Harveys Supermarkets	Retail/Grocery
Miona Geriatric and Dementia Center	Healthcare/Senior Care
Montezuma Health and Rehabilitation	Healthcare
The Oaks Nursing Home	Healthcare/Senior Care
Tyson Farms, Inc.	Agriculture/Poultry
Weyerhaeuser	Agriculture/Forestry

Source: Georgia Department of Labor, 2013

The PMA is heavily reliant on agriculture and agricultural processing, which is evident above. Four of the top 10 employers in Macon County are in the agricultural field. Lower skilled employees in these industries are likely to have incomes in line with the Subject's income restrictions. Healthcare is also relatively heavily represented in the county's major employer list.

It is also worth noting that two of the top 10 employers – Miona Geriatric and Dementia Center and The Oaks Nursing Home – cater directly to the elderly.

Expansions/Contractions

According to Jimmy Davis, Director of the Macon County Development Authority, the only major expansion to occur in the area recently was done by C-E Minerals, a local mining and raw materials production company. According to Davis, this occurred last year when C-E Minerals was bought by Imerys, a French-based industrial materials company. Once it acquired C-E Minerals, Imerys funded a \$50 million expansion in the Montezuma area, which resulted in 35 new jobs, according to Mr. Davis.

While this announced job growth is notable, it does not reflect actual jobs added to the market recently. Additionally, this figure does not take into consideration closures and redundancies at other companies in area. Mr. Davis noted that the area's largest employer, Allens Vegetables, had major layoff two years ago but has since rehired almost the same number of workers. According to Davis there were no other large layoffs in Macon County in the past few years.

4. Employment and Unemployment Trends

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

EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

Year	Warner Robins, GA MSA				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2002	55,019	-	3.7%	-	136,485,000	-	5.8%	-
2003	56,721	3.1%	3.6%	-0.1%	137,736,000	0.9%	6.0%	0.2%
2004	58,024	2.3%	4.0%	0.4%	139,252,000	1.1%	5.5%	-0.5%
2005	60,052	3.5%	4.7%	0.7%	141,730,000	1.8%	5.1%	-0.4%
2006	63,403	5.6%	4.2%	-0.5%	144,427,000	1.9%	4.6%	-0.5%
2007	65,542	3.4%	4.0%	-0.2%	146,047,000	1.1%	4.6%	0.0%
2008	65,851	0.5%	5.2%	1.2%	145,362,000	-0.5%	5.8%	1.2%
2009	65,356	-0.8%	7.1%	1.9%	139,877,000	-3.8%	9.3%	3.5%
2010	65,378	0.0%	7.8%	0.7%	139,064,000	-0.6%	9.6%	0.3%
2011	65,806	0.7%	7.9%	0.1%	139,869,000	0.6%	8.9%	-0.7%
2012	66,183	0.6%	7.6%	-0.3%	142,469,000	1.9%	8.1%	-0.8%
2013 YTD Average*	66,256	0.1%	7.8%	0.2%	142,180,000	-0.2%	8.1%	0.0%
Mar-2012	66,557	-	7.5%	-	141,412,000	-	8.4%	-
Mar-2013	66,064	-0.7%	6.9%	-0.6%	142,698,000	0.9%	7.6%	-0.8%

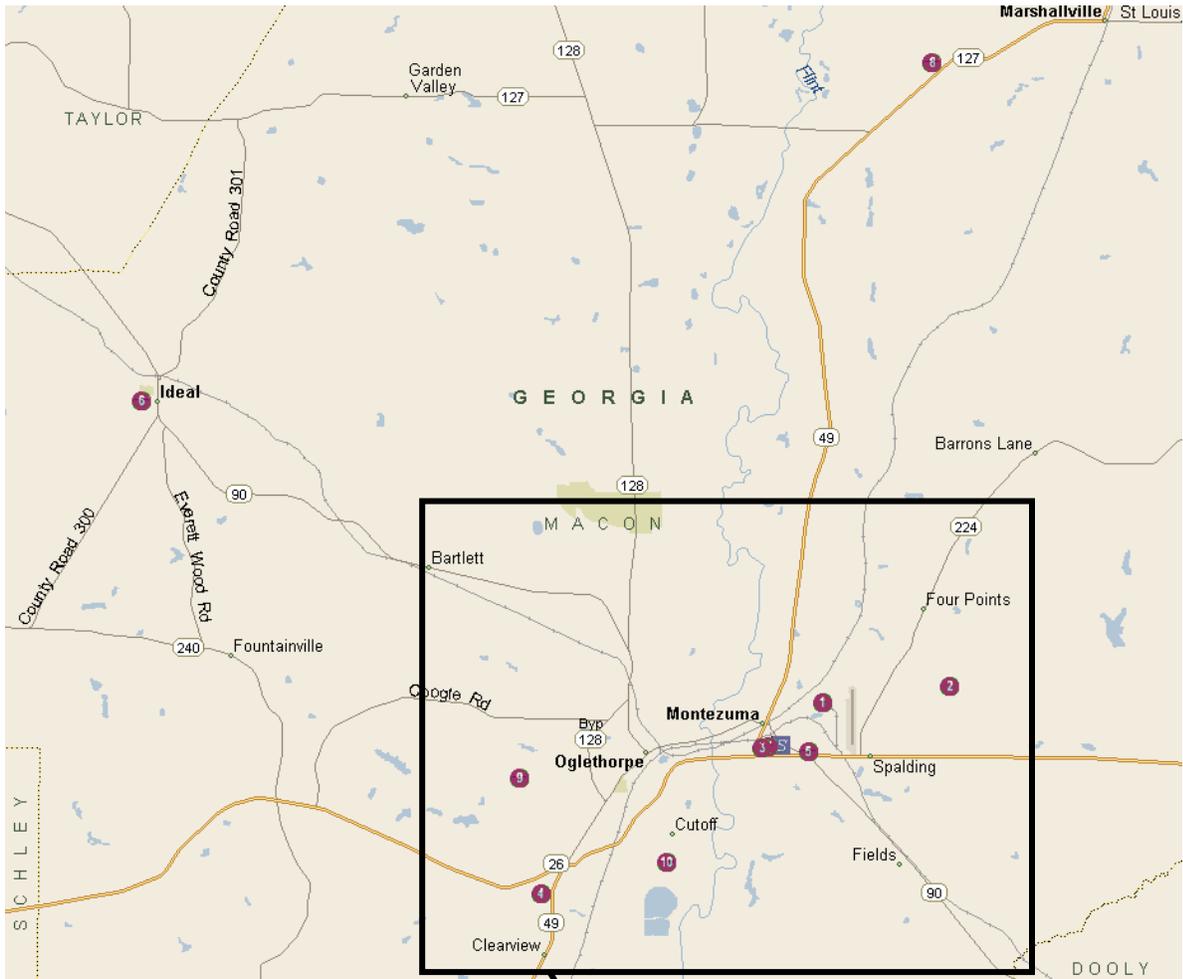
Source: U.S. Bureau of Labor Statistics December 2012

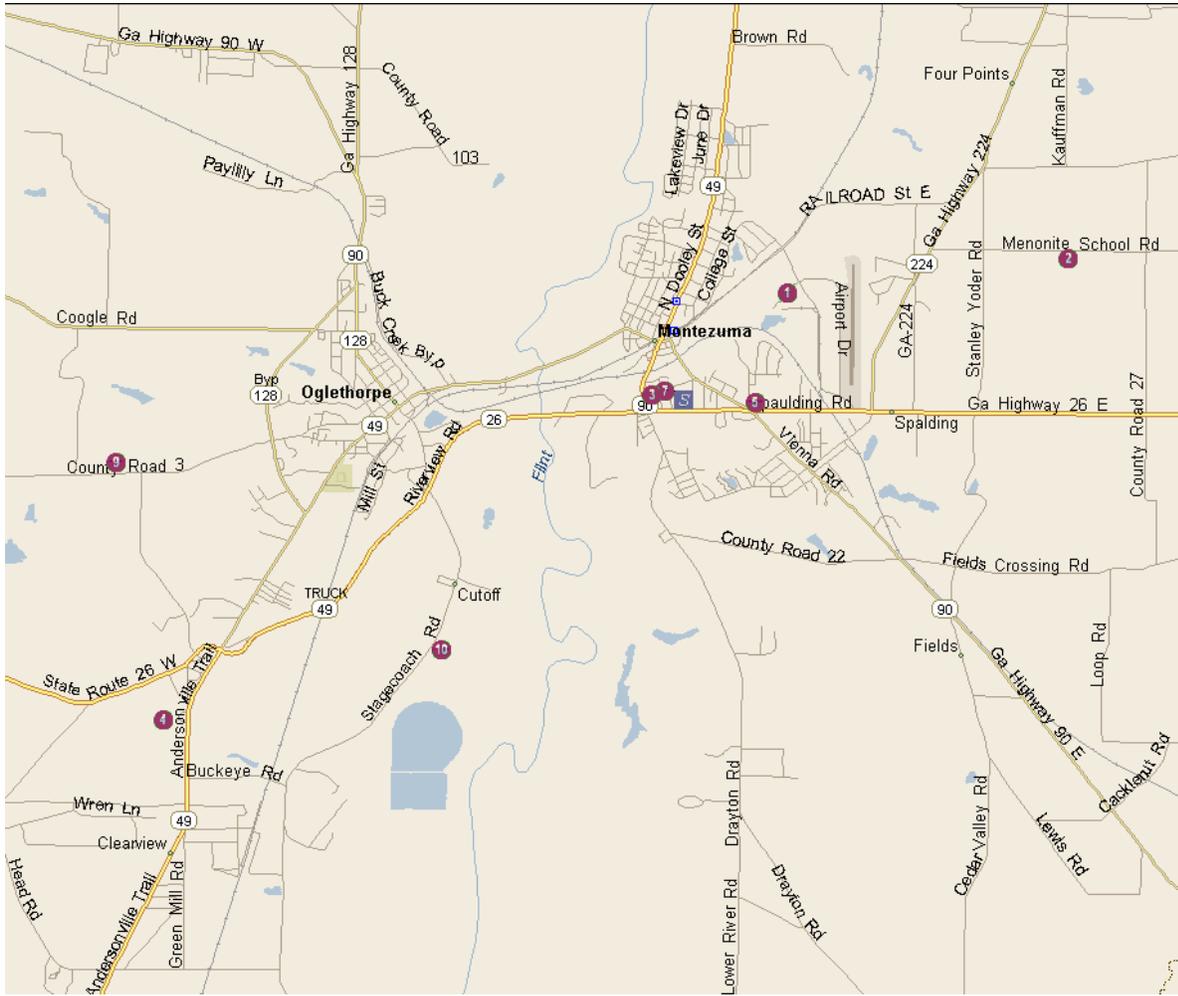
*2013 data is through Mar

The Warner Robins, GA MSA experienced strong employment prior to the advent of the recession in 2008, holding relatively steady with unemployment lower than the national average. In 2009 the MSA experienced total employment declines, but despite the impact of the recession this is the only year total employment has decreased since at least 2002. Unemployment has been below the national average since at least 2002, and it currently sits at 6.9 percent while the national average is 7.6 percent as of March 2013.

5. Map of Site and Major Employment Concentrations

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





MAJOR EMPLOYERS

Map #	Employer	Industry
1	Allens, Inc.	Agriculture
2	Barrington Dairies	Agriculture/Dairy
3	Flint River Community Hospital	Healthcare
4	Georgia Department of Corrections	Public Administration
5	Harveys Supermarkets	Retail/Grocery
6	Miona Geriatric and Dementia Center	Healthcare/Senior Care
7	Montezuma Health and Rehabilitation	Healthcare
8	The Oaks Nursing Home	Healthcare/Senior Care
9	Tyson Farms, Inc.	Agriculture/Poultry
10	Weyerhaeuser	Agriculture/Forestry

Source: Georgia Department of Labor, 2013

Conclusion

Total employment in the MSA currently sits at 66,064 as of March 2013. The Warner Robins, GA MSA experienced strong employment prior to the advent of the recession in 2008, holding relatively steady with unemployment lower than the national average. In 2009 the MSA experienced total employment declines, but despite the impact of the recession this is the only year total employment has decreased since at least 2002. Unemployment has always been below the national average since at least 2002 as well, and it currently sits at 6.9 percent while the national average is 7.6 percent as of March 2013.

Employment continues to trend upward, and overall employment in the MSA is currently experiencing all-time highs. Similar to what occurred throughout the nation, the unemployment rate increased significantly in 2008 through 2011 and reached a peak rate of 7.9 percent in 2011. This rate is much lower than the national unemployment rate, however, which was consistently one to two percent higher than the MSA throughout the recession.

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.

The Subject is located in a rural area; however, per GA DCA guidelines, we have not used the national non-metropolitan rent and income limits.

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, 2012 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.

Cameron Court II is a senior (HFOP) property in the PMA that was allocated tax credits in 2009 and stabilized in 2012. Therefore, we have deducted its 48 one and two-bedroom units at 50 and 60 percent AMI from the Demand Analysis. We have included this property as a comparable in this report.

Creekview Commons is a proposed senior (HFOP) LIHTC property in Americus that was allocated tax credits in 2012. The property is located outside of the PMA and will offer 50 units restricted at 50 and 60 percent of AMI. Because this property is not located in the PMA, we have not deducted its units from the Demand Analysis.

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.

PMA OCCUPANCY

Property name	Rent Structure	Tenancy	Location	Total Units	Occupancy Rate
Americus Garden	@50%, @60%	Family	Americus	44	100%
Cameron Court I & II	@50%, @60%	Senior	Perry	112	100%
East Oaks	@50% (PBRA), @50% (PBRA), Market	Family	Americus	40	95%
Gatwick Senior Village	@50%, @60%, Market	Senior	Perry	60	100%
Starlight Place	@30%, @50%, @60%	Family	Americus	52	100%
Verandah Apartments	@30% (PBRA), @50% (PBRA), Market	Family	Americus	40	95%
Lexington Place Apartments	Market	Family	Americus	97	100%
Total				445	99%

Overall occupancy is high in the market at 99 percent, indicating that there is latent demand for additional LIHTC housing in the market.

Rehab Developments and PBRA

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

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

The Subject will be new construction and will not operate with project-based rental assistance. Therefore, all 48 units have been taken into account in the Demand Analysis.

Capture Rates

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

Renter Household Income Distribution 2012 to Projected Market Entry July 2015						
Walnut Way Senior Residences						
PMA						
	2012		Projected Mkt Entry July 2015		Percent	
	#	%	#	%	Growth	
\$0-9,999	602	27.8%	629	26.9%	4.2%	
\$10,000-19,999	463	21.3%	487	20.9%	5.0%	
\$20,000-29,999	359	16.6%	381	16.3%	5.7%	
\$30,000-39,999	200	9.2%	212	9.1%	5.8%	
\$40,000-49,999	113	5.2%	129	5.5%	12.2%	
\$50,000-59,999	71	3.3%	74	3.2%	3.9%	
\$60,000-74,999	81	3.7%	95	4.1%	14.8%	
\$75,000-99,999	94	4.3%	102	4.4%	7.6%	
\$100,000-124,999	86	4.0%	110	4.7%	21.6%	
\$125,000-149,999	35	1.6%	40	1.7%	12.6%	
\$150,000-199,999	16	0.7%	17	0.7%	8.7%	
\$200,000+	49	2.3%	60	2.6%	17.3%	
Total	2,169	100.0%	2,335	100.0%	7.1%	

Renter Household Income Distribution Projected Market Entry July 2015			
Walnut Way Senior Residences			
	PMA		
	Projected Mkt Entry July 2015		Change 2012 to Prj Mrkt Entry July 2015
	#	%	#
\$0-9,999	629	26.9%	44
\$10,000-19,999	487	20.9%	35
\$20,000-29,999	381	16.3%	27
\$30,000-39,999	212	9.1%	15
\$40,000-49,999	129	5.5%	9
\$50,000-59,999	74	3.2%	5
\$60,000-74,999	95	4.1%	7
\$75,000-99,999	102	4.4%	7
\$100,000-124,999	110	4.7%	8
\$125,000-149,999	40	1.7%	3
\$150,000-199,999	17	0.7%	1
\$200,000+	60	2.6%	4
Total	2,335	100.0%	165

Tenure Prj Mrkt Entry July 2015	
Renter	24.1%
Owner	75.9%
Total	100.0%

Renter Household Size for Prj Mrkt Entry July 2015		
Size	Number	Percentage
1 Person	1,392	59.6%
2 Person	446	19.1%
3 Person	182	7.8%
4 Person	223	9.6%
5+ Person	91	3.9%
Total	2,335	100.0%

Renter Household Size for 2000		
Size	Number	Percentage
1 Person	1,580	29.4%
2 Person	1,489	27.7%
3 Person	929	17.3%
4 Person	696	13.0%
5+ Person	676	12.6%
Total	5,370	100.0%

50% AMI

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

Percent of AMI Level			50%		
Minimum Income Limit			\$12,840		
Maximum Income Limit			\$18,250		
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	44.50			
\$10,000-19,999	34.50	20.9%	5,410	54.1%	19
\$20,000-29,999	26.97	16.3%		0.0%	0
\$30,000-39,999	15.04	9.1%		0.0%	0
\$40,000-49,999	9.12	5.5%		0.0%	0
\$50,000-59,999	5.25	3.2%		0.0%	0
\$60,000-74,999	6.70	4.1%		0.0%	0
\$75,000-99,999	7.22	4.4%		0.0%	0
\$100,000-124,999	7.76	4.7%		0.0%	0
\$125,000-149,999	2.80	1.7%		0.0%	0
\$150,000-199,999	1.22	0.7%		0.0%	0
\$200,000+	4.22	2.6%		0.0%	0
	165	100.0%			19
Percent of renter households within limits versus total number of renter households					11.29%

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

Percent of AMI Level			50%		
Minimum Income Limit			\$12,840		
Maximum Income Limit			\$18,250		
Income Category	Total Renter Households PMA Prj Mrkt Entry July 2015		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	629			
\$10,000-19,999	487	20.9%	\$5,410	54%	264
\$20,000-29,999	381	16.3%	\$0	0%	0
\$30,000-39,999	212	9.1%	\$0	0%	0
\$40,000-49,999	129	5.5%	\$0	0%	0
\$50,000-59,999	74	3.2%	\$0	0%	0
\$60,000-74,999	95	4.1%	\$0	0%	0
\$75,000-99,999	102	4.4%	\$0	0%	0
\$100,000-124,999	110	4.7%	\$0	0%	0
\$125,000-149,999	40	1.7%	\$0	0%	0
\$150,000-199,999	17	0.7%	\$0	0%	0
\$200,000+	60	2.6%	\$0	0%	0
	2,335	100.0%			264
Percent of renter households within limits versus total number of renter households					11.29%

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		
Rural		
40%		
\$29,517		
\$33,750		
\$4,233		
14.3%		
2.4%		
2.4%	Two year adjustment	1.0000
\$18,250		
\$18,250		
2		
50%		
\$428		
\$428.00		

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	30%	70%	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		165
Percent Income Qualified		11.3%
New Renter Income Qualified Households		19

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		2,335
Income Qualified		11.3%
Income Qualified Renter Households		264
Percent Rent Overburdened Prj Mrkt Entry July 2015		70.0%
Rent Overburdened Households		185

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		264
Percent Living in Substandard Housing		0.7%
Households Living in Substandard Housing		2

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

Senior Households Converting from Homeownership

Income Target Population		50%
Total Senior Homeowners		7341
Rural Versus Urban	0.1%	
Senior Demand Converting from Homeownership		4

Total Demand

Total Demand from Existing Households		191
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		191
Total New Demand		19
Total Demand (New Plus Existing Households)		209

Demand from Seniors Who Convert from Homeownership		4
Percent of Total Demand From Homeownership Conversion		2.0%
Is this Demand Over 2 percent of Total Demand?		No

By Bedroom Demand

One Person	59.6%	125
Two Persons	19.1%	40
Three Persons	7.8%	16
Four Persons	9.6%	20
Five Persons	3.9%	8
Total	100.0%	209

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	30%	37
Of two-person households in 1BR units	20%	8
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	70%	87
Of two-person households in 2BR units	80%	32
Of three-person households in 2BR units	60%	10
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	7
Of four-person households in 3BR units	80%	16
Of five-person households in 3BR units	70%	6
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	20%	4
Of five-person households in 4BR units	30%	2
Total Demand		209

Total Demand by Bedroom	50%
1 BR	45
2 BR	119
Total Demand	165

Additions To Supply 2012 to Prj Mrkt Entry July 2015	50%
1 BR	2
2 BR	6
Total	8

Net Demand	50%
1 BR	43
2 BR	113
Total	157

Developer's Unit Mix	50%
1 BR	2
2 BR	6
Total	8

Capture Rate Analysis	50%
1 BR	4.6%
2 BR	5.3%
Total	5.1%

60%AMI

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

Percent of AMI Level			60%		
Minimum Income Limit			\$15,390		
Maximum Income Limit			\$21,900		
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	44.50			
\$10,000-19,999	34.50	20.9%	4,609	46.1%	16
\$20,000-29,999	26.97	16.3%	1,900	19.0%	5
\$30,000-39,999	15.04	9.1%		0.0%	0
\$40,000-49,999	9.12	5.5%		0.0%	0
\$50,000-59,999	5.25	3.2%		0.0%	0
\$60,000-74,999	6.70	4.1%		0.0%	0
\$75,000-99,999	7.22	4.4%		0.0%	0
\$100,000-124,999	7.76	4.7%		0.0%	0
\$125,000-149,999	2.80	1.7%		0.0%	0
\$150,000-199,999	1.22	0.7%		0.0%	0
\$200,000+	4.22	2.6%		0.0%	0
	165	100.0%			21
Percent of renter households within limits versus total number of renter households					12.72%

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

Percent of AMI Level			60%		
Minimum Income Limit			\$15,390		
Maximum Income Limit			\$21,900		
Income Category	Total Renter Households PMA Prj Mrkt Entry July 2015		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	629			
\$10,000-19,999	487	20.9%	\$4,609	46%	225
\$20,000-29,999	381	16.3%	\$1,900	19%	72
\$30,000-39,999	212	9.1%	\$0	0%	0
\$40,000-49,999	129	5.5%	\$0	0%	0
\$50,000-59,999	74	3.2%	\$0	0%	0
\$60,000-74,999	95	4.1%	\$0	0%	0
\$75,000-99,999	102	4.4%	\$0	0%	0
\$100,000-124,999	110	4.7%	\$0	0%	0
\$125,000-149,999	40	1.7%	\$0	0%	0
\$150,000-199,999	17	0.7%	\$0	0%	0
\$200,000+	60	2.6%	\$0	0%	0
	2,335	100.0%			297
Percent of renter households within limits versus total number of renter households					12.72%

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		
Rural		
40%		
\$29,517		
\$33,750		
\$4,233		
14.3%		
2.4%		
2.4%	Two year adjustment	1.0000
\$21,900		
\$21,900		
\$2		
60%		
\$513		
\$513.00		

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	30%	70%	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		165
Percent Income Qualified		12.7%
New Renter Income Qualified Households		21

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		2,335
Income Qualified		12.7%
Income Qualified Renter Households		297
Percent Rent Overburdened Prj Mrkt Entry July 2015		70.0%
Rent Overburdened Households		208

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		297
Percent Living in Substandard Housing		0.7%
Households Living in Substandard Housing		2

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

Senior Households Converting from Homeownership

Income Target Population		60%
Total Senior Homeowners		7341
Rural Versus Urban	0.1%	
Senior Demand Converting from Homeownership		5

Total Demand

Total Demand from Existing Households		215
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		215
Total New Demand		21
Total Demand (New Plus Existing Households)		236

Demand from Seniors Who Convert from Homeownership		5
Percent of Total Demand From Homeownership Conversion		2.0%
Is this Demand Over 2 percent of Total Demand?		No

By Bedroom Demand

One Person	59.6%	141
Two Persons	19.1%	45
Three Persons	7.8%	18
Four Persons	9.6%	23
Five Persons	3.9%	9
Total	100.0%	236

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	30%	42
Of two-person households in 1BR units	20%	9
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	70%	99
Of two-person households in 2BR units	80%	36
Of three-person households in 2BR units	60%	11
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	7
Of four-person households in 3BR units	80%	18
Of five-person households in 3BR units	70%	6
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	20%	5
Of five-person households in 4BR units	30%	3
Total Demand		236

Total Demand by Bedroom	60%
1 BR	51
2 BR	135
Total Demand	186

Additions To Supply 2012 to Prj Mrkt Entry July 2015	60%
1 BR	10
2 BR	30
Total	40

Net Demand	60%
1 BR	41
2 BR	105
Total	146

Developer's Unit Mix	60%
1 BR	10
2 BR	30
Total	40

Capture Rate Analysis	60%
1 BR	24.2%
2 BR	28.7%
Total	27.4%

Overall

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

Percent of AMI Level		Overall			
Minimum Income Limit		\$12,840			
Maximum Income Limit		\$21,900			
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	44.50			
\$10,000-19,999	34.50	20.9%	7,159	71.6%	25
\$20,000-29,999	26.97	16.3%	1,900	19.0%	5
\$30,000-39,999	15.04	9.1%		0.0%	0
\$40,000-49,999	9.12	5.5%		0.0%	0
\$50,000-59,999	5.25	3.2%		0.0%	0
\$60,000-74,999	6.70	4.1%		0.0%	0
\$75,000-99,999	7.22	4.4%		0.0%	0
\$100,000-124,999	7.76	4.7%		0.0%	0
\$125,000-149,999	2.80	1.7%		0.0%	0
\$150,000-199,999	1.22	0.7%		0.0%	0
\$200,000+	4.22	2.6%		0.0%	0
	165	100.0%			30
Percent of renter households within limits versus total number of renter households					18.05%

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

Percent of AMI Level		Overall			
Minimum Income Limit		\$12,840			
Maximum Income Limit		\$21,900			
Income Category	Total Renter Households PMA Pj Mrkt Entry July 2015		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	629			
\$10,000-19,999	487	20.9%	\$7,159	72%	349
\$20,000-29,999	381	16.3%	\$1,900	19%	72
\$30,000-39,999	212	9.1%	\$0	0%	0
\$40,000-49,999	129	5.5%	\$0	0%	0
\$50,000-59,999	74	3.2%	\$0	0%	0
\$60,000-74,999	95	4.1%	\$0	0%	0
\$75,000-99,999	102	4.4%	\$0	0%	0
\$100,000-124,999	110	4.7%	\$0	0%	0
\$125,000-149,999	40	1.7%	\$0	0%	0
\$150,000-199,999	17	0.7%	\$0	0%	0
\$200,000+	60	2.6%	\$0	0%	0
	2,335	100.0%			421
Percent of renter households within limits versus total number of renter households					18.05%

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		
Rural		
40%		
\$29,517		
\$33,750		
\$4,233		
14.3%		
2.4%		
2.4%	Two year adjustment	1.0000
\$21,900		
\$21,900		
2		
Overall		
\$428		
\$428.00		

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	30%	70%	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

	Overall
Income Target Population	
New Renter Households PMA	165
Percent Income Qualified	18.0%
New Renter Income Qualified Households	30

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

Demand from Existing Households 2012

Demand from Rent Overburdened Households

	Overall
Income Target Population	
Total Existing Demand	2,335
Income Qualified	18.0%
Income Qualified Renter Households	421
Percent Rent Overburdened Prj Mrkt Entry July 2015	70.0%
Rent Overburdened Households	295

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

Demand from Living in Substandard Housing

Income Qualified Renter Households	421
Percent Living in Substandard Housing	0.7%
Households Living in Substandard Housing	3

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

Senior Households Converting from Homeownership

	Overall
Income Target Population	
Total Senior Homeowners	7341
Rural Versus Urban	0.1%
Senior Demand Converting from Homeownership	7

Total Demand

Total Demand from Existing Households		305
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		305
Total New Demand		30
Total Demand (New Plus Existing Households)		334

Demand from Seniors Who Convert from Homeownership		7
Percent of Total Demand From Homeownership Conversion		2.0%
Is this Demand Over 2 percent of Total Demand?		No

By Bedroom Demand

One Person	59.6%	199
Two Persons	19.1%	64
Three Persons	7.8%	26
Four Persons	9.6%	32
Five Persons	3.9%	13
Total	100.0%	334

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	30%	60
Of two-person households in 1BR units	20%	13
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	70%	139
Of two-person households in 2BR units	80%	51
Of three-person households in 2BR units	60%	16
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	10
Of four-person households in 3BR units	80%	26
Of five-person households in 3BR units	70%	9
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	20%	6
Of five-person households in 4BR units	30%	4
Total Demand		334

Total Demand by Bedroom	Overall
1 BR	73
2 BR	191
Total Demand	263

Additions To Supply 2012 to Prj Mrkt Entry July 2015	Overall
1 BR	12
2 BR	36
Total	48

Net Demand	Overall
1 BR	61
2 BR	155
Total	215

Developer's Unit Mix	Overall
1 BR	12
2 BR	36
Total	48

Capture Rate Analysis	Overall
1 BR	19.8%
2 BR	23.3%
Total	22.3%

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. 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	Units		Supply	Net Demand	Capture		Average Market Rent	Market Rents Band	
	Proposed	Total Demand			Rate	Absorption		Min-Max	Proposed Rents
1BR at 50% AMI	2	45	2	43	4.6%	8-9 months	\$480	\$385 - \$638	\$323
2BR at 50% AMI	6	119	6	113	5.3%	8-9 months	\$591	\$412 - \$779	\$379
50% AMI Overall	8	165	8	157	5.1%	8-9 months	\$480 - \$591	\$385 - \$779	\$323 - \$379
1BR at 60% AMI	10	51	10	41	24.2%	8-9 months	\$480	\$385 - \$638	\$408
2BR at 60% AMI	30	135	30	105	28.7%	8-9 months	\$623	\$452 - \$779	\$482
60% AMI Overall	40	186	40	146	27.4%	8-9 months	\$480 - \$623	\$385 - \$779	\$408 - \$482
1BR Overall	12	73	12	61	19.8%	8-9 months	\$480	-	-
2BR Overall	36	191	36	155	23.3%	8-9 months	\$591 - \$623	-	-
Overall	48	263	48	215	22.3%	8-9 months	\$480 - \$623	-	-

Demand and Net Demand

	HH at 50% AMI (\$12,840 to \$18,250)	HH at 60% AMI (\$15,390 to \$21,900)	All Tax Credit Households
Demand from New Households (age and income appropriate)	19	21	30
PLUS	+	+	+
Demand from Existing Renter Households - Substandard Housing	2	2	3
PLUS	+	+	+
Demand from Existing Renter Households - Rent Overburdened Households	185	208	295
Sub Total	205	231	328
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 2% where applicable)	4	5	7
Equals Total Demand	209	236	334
Less	-	-	-
Supply of comparable LIHTC or Market Rate housing units built and/or planned in the projected market	8	40	48
Equals Net Demand	201	196	286

As the analysis illustrates, the Subject's capture rates at the 50 percent AMI level will range from 4.6 to 5.3 percent, with an overall capture rate of 5.1 percent. The Subject's 60 percent AMI capture rates range from 24.2 to 28.7 percent, with an overall capture rate of 27.4 percent. The overall capture rate for the project's 50 and 60 percent units is 22.3 percent. Therefore, we believe there is adequate demand for the Subject as GA DCA's threshold for rural markets is 35 percent.

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 seven comparable properties containing 445 units. A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided in the addenda. A map illustrating the location of the Subject in relation to comparable properties is also provided in the addenda. The properties are further profiled in the following write-ups. The property descriptions include information on vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available.

All of the LIHTC properties in Macon County operate as Rural Development properties. None of the Rural Development properties in Montezuma and neighboring Oglethorpe target seniors and therefore there is a lack of senior housing in the Subject's immediate area. There are two family Rural Development properties in Montezuma: Riverbend Apartments and Country Village. These properties have been excluded from the analysis as they operate under the USDA Rural Development program and also because management was unavailable for interviews. The remaining comparables are located in Perry, approximately 25 miles northeast of Montezuma, and in Americus, approximately 22 miles southwest of Montezuma. Of the remaining seven comparables, six are LIHTC properties and one is a conventional, market rate property, Lexington Place. Three of the LIHTC properties target seniors but they are located in superior submarkets (Americus and Perry) than the Subject as these areas are more developed and are considered centers of employment. We have supplemented the senior LIHTC comparables with family LIHTC comparables in Americus due to their comparable age, condition, and income restrictions. One of these properties, Starlight Place, is a single-family LIHTC development that was included due to its high senior tenancy rate. The property manager at Starlight Place indicated that approximately 50 percent of the households include a senior age 55 or older. Three of the LIHTC comparables offer market rate units and we have also included Lexington Place, a market rate property in Americus that was built in the 1990s and offers one- and two-bedroom single-story units. Overall, we consider the availability of market data and senior LIHTC data to be limited as none of the LIHTC or market comparables are located in Montezuma.

General Market Overview/Included/Excluded Properties

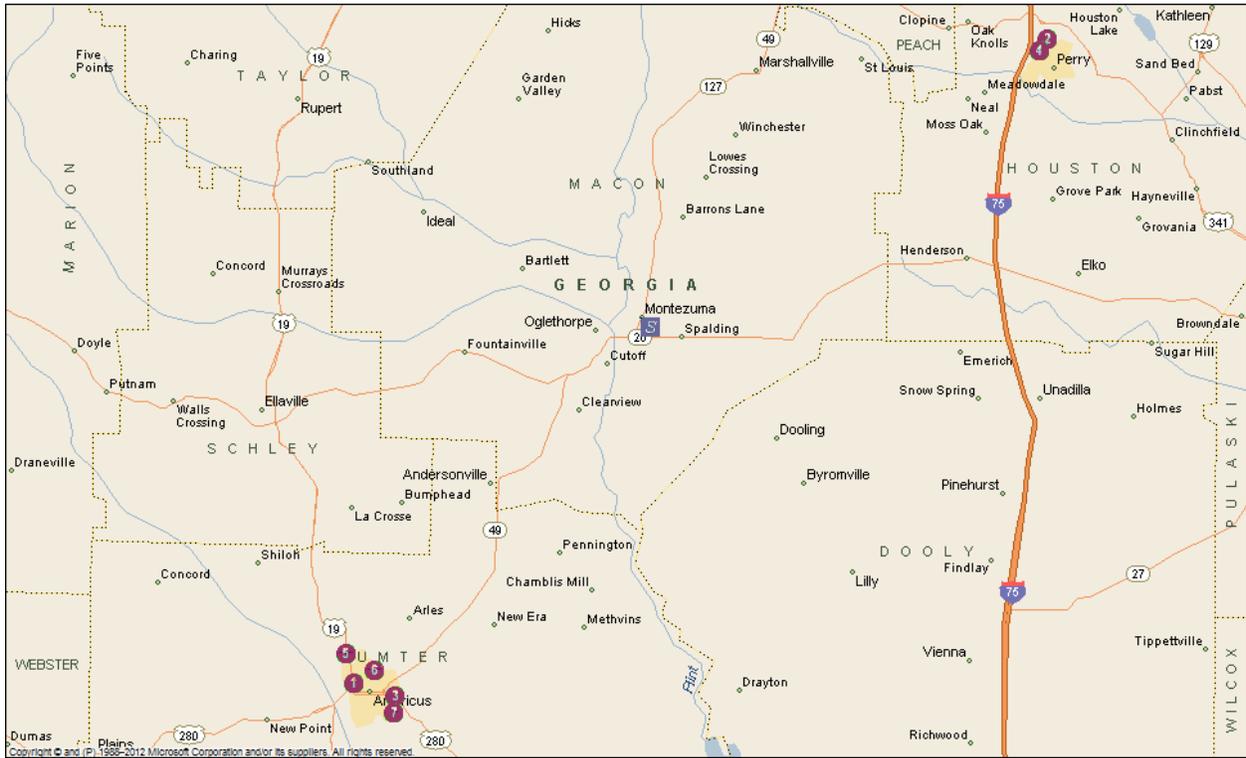
The following table illustrates properties that are within the PMA or a similar market areas. Some of these properties have been included as "true comparables."

Walnut Way Senior Residences, Montezuma, GA - Market Study

GENERAL MARKET OVERVIEW

Name	City	Type	Tenancy	Included/Excluded	Reason for Exclusion	Occupancy	Distance from Subject
Options for Living, Inc	Vienna	Section 8	Disabled	Excluded	Operates with subsidy	-	21.1 miles
Smith Heights Apts	Perry	Section 8/FHA	Family	Excluded	Operates with subsidy	-	24.3 miles
Eastview Apts	Americus	Section 8	Family	Excluded	Operates with subsidy	-	21.6 miles
Magnolia Gardens	Americus	Section 8	Elderly	Excluded	Operates with subsidy	-	23.9 miles
Magnolia Manor	Americus	Section 8	Elderly	Excluded	Operates with subsidy	-	23.9 miles
Volunteers of America, N.S.	Americus	Section 8	N/Av	Excluded	Operates with subsidy	-	21.6 miles
Whitewater Village	Ideal	LIHTC/RD	Family	Excluded	Operates with subsidy	-	15.7 miles
Marshall Lane Apts	Marshallville	LIHTC/RD	Family	Excluded	Operates with subsidy	-	0.7 miles
Marshall Village	Marshallville	LIHTC/RD	Elderly	Excluded	Operates with subsidy	-	0.3 miles
Sleepy Hollow Manor	Marshallville	RD	Family	Excluded	Operates with subsidy	-	3.5 miles
Country Village Apt	Montezuma	RD	Family	Excluded	Operates with subsidy	-	2.4 miles
Pinelake	Montezuma	RD	Family	Excluded	Operates with subsidy	-	18.9 miles
Riverbend Apts	Montezuma	RD	Family	Excluded	Operates with subsidy	-	21.7 miles
Quail Run Apts	Oglethorpe	RD	Family	Excluded	Operates with subsidy	-	22.1 miles
Towncreek Apts	Oglethorpe	RD	Family	Excluded	Operates with subsidy	-	21.6 miles
Cherry Lane Apt	Unadilla	RD	Family	Excluded	Operates with subsidy	-	24.2 miles
Fairfield Apt I	Vienna	LIHTC/RD	Elderly	Excluded	Operates with subsidy	-	25.2 miles
Fairfield Apt II	Vienna	LIHTC/RD	Elderly	Excluded	Operates with subsidy	-	25.2 miles
Timber Ridge Apt	Vienna	RD	Family	Excluded	Operates with subsidy	-	23.9 miles
Cripple Creek Apts	Americus	RD	Family	Excluded	Operates with subsidy	-	18.6 miles
Heritage Villas Of Americus	Americus	RD	Family	Excluded	Operates with subsidy	-	18.2 miles
Meadowbrook Lane Apts	Americus	LIHTC/RD	Family	Excluded	Operates with subsidy	-	21.7 miles
Meadowbrook Village	Americus	LIHTC/RD	Elderly	Excluded	Operates with subsidy	-	0.8 miles
Ravenwood Apts	Americus	LIHTC/RD	Elderly	Excluded	Operates with subsidy	-	15.3 miles
Commodore Manor	Perry	RD	Family	Excluded	Operates with subsidy	-	15.7 miles
Kings Villa I	Perry	RD	Family	Excluded	Operates with subsidy	-	15.7 miles
Kings Villas II	Perry	RD	Family	Excluded	Operates with subsidy	-	21.7 miles
Pinebrook Apts	Perry	RD	Family	Excluded	Operates with subsidy	-	21.7 miles
Pecan Village Apts	Ellaville	RD	Elderly	Excluded	Operates with subsidy	-	21.7 miles
Shady Grove Apts	Ellaville	RD	Family	Excluded	Operates with subsidy	-	23.1 miles
Ashton Landing	Perry	LIHTC	Family	Excluded	Offers 2BR and 3BR units	-	24.4 miles
Habitat for Humanity Intl	Americus	LIHTC	N/Av	Excluded	Tenancy not comparable	-	22.2 miles
Woodward Apartments	Vienna	LIHTC	N/Av	Excluded	Offers 2BR and 3BR units	-	21.4 miles
St. Charles Place	Vienna	LIHTC	N/Av	Excluded	Offers 2BR, 3BR, and 4BR units	-	21.9 miles
Americus Garden	Americus	LIHTC	Family	Included	N/Ap	100%	24.6 miles
Gatwick Senior Village	Perry	LIHTC, Market	Senior	Included	N/Ap	100%	24.0 miles
East Oaks Apartments	Americus	LIHTC, Market	Family	Included	N/Ap	95%	24.7 miles
Starlight Place	Americus	LIHTC	Family	Included	N/Ap	100%	24.3 miles
Verandah Apartments	Americus	LIHTC (PBRA), Market	Senior	Included	N/Ap	95%	21.5 miles
Cameron Court I and II	Perry	LIHTC	Senior	Included	N/Ap	100%	21.8 miles
Magnolia Village	Americus	LIHTC (PBRA)	Family	Excluded	All units operate with PBRA	-	22.6 miles

Comparable Rental Property Map



COMPARABLE PROPERTIES

#	Property Name	City	Type	Distance
1	Americus Garden	Americus	@ 50%, @ 60%	22.7 miles
2	Cameron Court I & II	Perry	@ 50%, @ 60%	24.7 miles
3	East Oaks	Americus	@ 50% (PBRA), @ 50% (PBRA), Market	21.5 miles
4	Gatwick Senior Village	Perry	@ 50%, @ 60%, Market	24.3 miles
5	Starlight Place	Americus	@ 30%, @ 50%, @ 60%	24.0 miles
6	Verandah Apartments	Americus	@ 30% (PBRA), @ 50% (PBRA), Market	21.9 miles
7	Lexington Place Apartments	Americus	Market	22.0 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	Walnut Way Senior Residences	n/a	One-story (age-restricted) 2015 / n/a	@50%, @60%	1BR / 1BA	2	4.20%	@50%	\$323	768	yes		N/A	N/A
	South Of Intersection Of Houston St & Walnut St Montezuma, GA 31063 Macon County	1BR / 1BA			10	20.80%	@60%	\$408	768	yes		N/A	N/A	
		2BR / 1BA			6	12.50%	@50%	\$379	980	yes		N/A	N/A	
		2BR / 1BA			30	62.50%	@60%	\$482	980	yes		N/A	N/A	
					48	100%						N/A	N/A	
1	Americus Garden 730 S Martin Luther King Dr Americus, GA 31719 Sumter County	24.6 miles	Garden (2 stories) 1998 / n/a	@50%, @60%	1BR / 1BA 1BR / 1BA	6 6	13.60% 13.60%	@50% @60%	\$181 \$385	760 760	yes yes	Yes Yes	0 0	0.00% 0.00%
					2BR / 1BA 2BR / 1BA 3BR / 2BA 3BR / 2BA	12 12 4 4	27.30% 27.30% 9.10% 9.10%	@50% @60% @50% @60%	\$412 \$452 \$474 \$509	915 915 1,136 1,136	yes yes yes yes	Yes Yes Yes Yes	0 0 0 0	0.00% 0.00% 0.00% 0.00%
						44	100%						0	0.00%
2	Cameron Court I & II 1807 Macon Rd Perry, GA 31069 Houston County	21.8 miles	One-story (age-restricted) 2009 / n/a	@50%, @60%	1BR / 1BA	22	19.60%	@50%	\$479	835	no	Yes	0	0.00%
					1BR / 1BA 2BR / 2BA 2BR / 2BA 3BR / 2BA 3BR / 2BA	11 17 31 20 11	9.80% 15.20% 27.70% 17.90% 9.80%	@60% @50% @60% @50% @60%	\$479 \$544 \$544 \$612 \$612	835 1,101 1,101 1,318 1,318	no no no no no	Yes Yes Yes Yes Yes	0 0 0 0 0	0.00% 0.00% 0.00% 0.00% 0.00%
						112	100%						0	0.00%
3	East Oaks 252 Lonnie Lane Americus, GA 31709 Sumter County	24.7 miles	Garden 2006 / n/a	@50% (PBRA), @50% (PBRA), Market	1BR / 1BA	6	15.00%	@50%	\$421	808	yes	57 HH total	0	0.00%
					1BR / 1BA	2	5.00%	Market	\$442	808	n/a	57 HH total	0	0.00%
					2BR / 2BA	13	32.50%	@50%	\$520	1,084	yes	57 HH total	1	7.70%
					2BR / 2BA	3	7.50%	Market	\$546	1,084	n/a	57 HH total	0	0.00%
					3BR / 2BA	13	32.50%	@50%	\$608	1,177	yes	57 HH total	0	0.00%
					3BR / 2BA	3	7.50%	Market	\$645	1,177	n/a	57 HH total	1	33.30%
						40	100%						2	5.00%
4	Gatwick Senior Village 901 Perimeter Road Perry, GA 31069 Houston County	24 miles	Garden (age-restricted) 2002 / n/a	@50%, @60%, Market	1BR / 1BA	30	50.00%	@50%	\$479	800	no	4	0	0.00%
					1BR / 1BA	2	3.30%	@60%	\$479	800	no	0	0	0.00%
					1BR / 1BA	8	13.30%	Market	\$499	800	n/a	0	0	0.00%
					2BR / 2BA	10	16.70%	@50%	\$544	1,038	no	8	0	0.00%
					2BR / 2BA	6	10.00%	@60%	\$544	1,038	no	0	0	0.00%
					2BR / 2BA	4	6.70%	Market	\$574	1,038	n/a	0	0	0.00%
						60	100%						0	0.00%
5	Starlight Place 154 Starlight Circle Americus, GA 31709 Sumter County	24.3 miles	Single Family 2005 / n/a	@30%, @50%, @60%	2BR / 2BA	3	5.80%	@30%	\$304	900	yes	Yes	0	0.00%
					2BR / 2BA	9	17.30%	@50%	\$509	900	yes	Yes	0	0.00%
					2BR / 2BA	10	19.20%	@60%	\$584	900	yes	Yes	0	0.00%
					3BR / 2BA	3	5.80%	@30%	\$332	1,100	yes	Yes	0	0.00%
					3BR / 2BA	14	26.90%	@50%	\$572	1,100	yes	Yes	0	0.00%
					3BR / 2BA	13	25.00%	@60%	\$652	1,100	yes	Yes	0	0.00%
						52	100%						0	0.00%
6	Verandah Apartments 817 Mayo St Americus, GA 31709 Sumter County	21.5 miles	Garden (age-restricted) (2 stories) 2006 / n/a	@30% (Project Based Rental Assistance - PBRA), @50% (Project Based Rental Assistance - PBRA), Market	1BR / 1BA	N/A	N/A	@30%	\$420	821	yes		N/A	N/A
					1BR / 1BA	26	65.00%	@50%	\$420	821	yes	Yes	0	0.00%
					1BR / 1BA	6	15.00%	Market	\$441	821	n/a	Yes	0	0.00%
					2BR / 2BA	N/A	N/A	@30%	\$518	1,080	yes	Yes	N/A	N/A
					2BR / 2BA	6	15.00%	@50%	\$518	1,080	yes	Yes	0	0.00%
					2BR / 2BA	2	5.00%	Market	\$545	1,080	n/a	Yes	0	0.00%
						40	100%						2	5.00%
7	Lexington Place Apartments 1130 Felder St Americus, GA 31709 Sumter County	22.1 miles	Various (2 stories) 1990s / n/a	Market	1BR / 1BA (Garden)	N/A	N/A	Market	\$638	850	n/a	No	0	N/A
					2BR / 2BA (Garden)	N/A	N/A	Market	\$779	1,140	n/a	Yes	0	N/A
					2BR / 2BA (Garden)	N/A	N/A	Market	\$753	1,140	n/a	Yes	0	N/A
					2BR / 2.5BA (Townhouse)	N/A	N/A	Market	\$779	1,140	n/a	Yes	0	N/A
					2BR / 2.5BA (Townhouse)	N/A	N/A	Market	\$753	1,140	n/a	Yes	0	N/A
					3BR / 3.5BA (Townhouse)	N/A	N/A	Market	\$897	1,400	n/a	No	0	N/A
					3BR / 3.5BA (Townhouse)	N/A	N/A	Market	\$871	1,400	n/a	No	0	N/A
						97	100%						0	0.00%

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

Effective Rent Date:	May-13	Units Surveyed:	445	Weighted Occupancy	99.10%
		Market Rate	97	Market Rate	100.00%
		Tax Credit	348	Tax Credit	98.90%

One Bedroom One Bath

Two Bedrooms One Bath

	Property	Average	Property	Average
RENT	Lexington Place Apartments	\$638	Lexington Place Apartments (2BA)	\$779
	Gatwick Senior Village * (M)	\$499	Lexington Place Apartments (2BA)	\$753
	Cameron Court I & II * (50%)	\$479	Starlight Place * (2BA 60%)	\$584
	Cameron Court I & II * (60%)	\$479	Gatwick Senior Village * (2BA M)	\$574
	Gatwick Senior Village * (50%)	\$479	East Oaks * (2BA M)	\$546
	Gatwick Senior Village * (60%)	\$479	Verandah Apartments * (2BA M)	\$545
	East Oaks * (M)	\$442	Cameron Court I & II * (2BA 50%)	\$544
	Verandah Apartments * (M)	\$441	Cameron Court I & II * (2BA 60%)	\$544
	East Oaks * (50%)	\$421	Gatwick Senior Village * (2BA 50%)	\$544
	Verandah Apartments * (30%)	\$420	Gatwick Senior Village * (2BA 60%)	\$544
	Verandah Apartments * (50%)	\$420	East Oaks * (2BA 50%)	\$520
	Walnut Way Senior Residences * (60%)	\$408	Verandah Apartments * (2BA 30%)	\$518
	Americus Garden * (60%)	\$385	Verandah Apartments * (2BA 50%)	\$518
	Walnut Way Senior Residences * (50%)	\$323	Starlight Place * (2BA 50%)	\$509
	Americus Garden * (50%)	\$181	Walnut Way Senior Residences * (60%)	\$482
		Americus Garden * (60%)	\$452	
		Americus Garden * (50%)	\$412	
		Walnut Way Senior Residences * (50%)	\$379	
		Starlight Place * (2BA 30%)	\$304	
SQUARE FOOTAGE	Lexington Place Apartments	850	Lexington Place Apartments (2BA)	1,140
	Cameron Court I & II * (50%)	835	Lexington Place Apartments (2BA)	1,140
	Cameron Court I & II * (60%)	835	Cameron Court I & II * (2BA 50%)	1,101
	Verandah Apartments * (30%)	821	Cameron Court I & II * (2BA 60%)	1,101
	Verandah Apartments * (50%)	821	East Oaks * (2BA 50%)	1,084
	Verandah Apartments * (M)	821	East Oaks * (2BA M)	1,084
	East Oaks * (50%)	808	Verandah Apartments * (2BA 30%)	1,080
	East Oaks * (M)	808	Verandah Apartments * (2BA 50%)	1,080
	Gatwick Senior Village * (50%)	800	Verandah Apartments * (2BA M)	1,080
	Gatwick Senior Village * (60%)	800	Gatwick Senior Village * (2BA 50%)	1,038
	Gatwick Senior Village * (M)	800	Gatwick Senior Village * (2BA 60%)	1,038
	Walnut Way Senior Residences * (50%)	768	Gatwick Senior Village * (2BA M)	1,038
	Walnut Way Senior Residences * (60%)	768	Walnut Way Senior Residences * (50%)	980
	Americus Garden * (50%)	760	Walnut Way Senior Residences * (60%)	980
	Americus Garden * (60%)	760	Americus Garden * (50%)	915
		Americus Garden * (60%)	915	
		Starlight Place * (2BA 30%)	900	
		Starlight Place * (2BA 50%)	900	
		Starlight Place * (2BA 60%)	900	
RENT PER SQUARE FOOT	Lexington Place Apartments	\$0.75	Lexington Place Apartments (2BA)	\$0.68
	Gatwick Senior Village * (M)	\$0.62	Lexington Place Apartments (2BA)	\$0.66
	Gatwick Senior Village * (50%)	\$0.60	Starlight Place * (2BA 60%)	\$0.65
	Gatwick Senior Village * (60%)	\$0.60	Starlight Place * (2BA 50%)	\$0.57
	Cameron Court I & II * (50%)	\$0.57	Gatwick Senior Village * (2BA M)	\$0.55
	Cameron Court I & II * (60%)	\$0.57	Gatwick Senior Village * (2BA 50%)	\$0.52
	East Oaks * (M)	\$0.55	Gatwick Senior Village * (2BA 60%)	\$0.52
	Verandah Apartments * (M)	\$0.54	Verandah Apartments * (2BA M)	\$0.50
	Walnut Way Senior Residences * (60%)	\$0.53	East Oaks * (2BA M)	\$0.50
	East Oaks * (50%)	\$0.52	Cameron Court I & II * (2BA 50%)	\$0.49
	Verandah Apartments * (30%)	\$0.51	Cameron Court I & II * (2BA 60%)	\$0.49
	Verandah Apartments * (50%)	\$0.51	Americus Garden * (60%)	\$0.49
	Americus Garden * (60%)	\$0.51	Walnut Way Senior Residences * (60%)	\$0.49
	Walnut Way Senior Residences * (50%)	\$0.42	East Oaks * (2BA 50%)	\$0.48
	Americus Garden * (50%)	\$0.24	Verandah Apartments * (2BA 30%)	\$0.48
		Verandah Apartments * (2BA 50%)	\$0.48	
		Americus Garden * (50%)	\$0.45	
		Walnut Way Senior Residences * (50%)	\$0.39	
		Starlight Place * (2BA 30%)	\$0.34	

PROPERTY PROFILE REPORT

Americus Garden

Effective Rent Date	5/22/2013
Location	730 S Martin Luther King Dr Americus, GA 31719 Sumter County
Distance	24.6 miles
Units	44
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	1998 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Sister properties: East Oaks, Verandah
Tenant Characteristics	varies
Contact Name	Ann Gillis
Phone	(229) 924-7475



Market Information

Program	@50%, @60%
Annual Turnover Rate	1014%
Units/Month Absorbed	N/A
HCV Tenants	75%
Leasing Pace	1-2 weeks
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 (2 stories)	6	760	\$122	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Garden (2 stories)	6	760	\$326	\$0	@60%	Yes	0	0.0%	yes	None
2	1	Garden (2 stories)	12	915	\$338	\$0	@50%	Yes	0	0.0%	yes	None
2	1	Garden (2 stories)	12	915	\$378	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	4	1,136	\$382	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	4	1,136	\$417	\$0	@60%	Yes	0	0.0%	yes	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$122	\$0	\$122	\$59	\$181	1BR / 1BA	\$326	\$0	\$326	\$59	\$385
2BR / 1BA	\$338	\$0	\$338	\$74	\$412	2BR / 1BA	\$378	\$0	\$378	\$74	\$452
3BR / 2BA	\$382	\$0	\$382	\$92	\$474	3BR / 2BA	\$417	\$0	\$417	\$92	\$509

Americus Garden, continued

Amenities

In-Unit

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

Blinds
Central A/C
Exterior Storage
Garbage Disposal
Refrigerator

Security

None

Services

None

Property

Clubhouse/Meeting
Central Laundry
On-Site Management
Playground

Exercise Facility
Off-Street Parking
Picnic Area

Premium

None

Other

None

Comments

Ann Gillis stated that this complex is fully occupied presently and the demand is strong. There is a waiting list for future tenants. Housing Choice Voucher tenants have increased to 75%

Americus Garden, continued

Trend Report

Vacancy Rates

3Q10	2Q11	2Q12	2Q13
6.8%	4.5%	5.0%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$362	\$0	\$362	\$421
2011	2	0.0%	\$362	\$0	\$362	\$421
2012	2	0.0%	\$122	\$0	\$122	\$181
2013	2	0.0%	\$122	\$0	\$122	\$181

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	8.3%	\$391	\$0	\$391	\$465
2011	2	0.0%	\$391	\$0	\$391	\$465
2012	2	16.7%	\$338	\$0	\$338	\$412
2013	2	0.0%	\$338	\$0	\$338	\$412

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$439	\$0	\$439	\$531
2011	2	0.0%	\$439	\$0	\$439	\$531
2012	2	0.0%	\$382	\$0	\$382	\$474
2013	2	0.0%	\$382	\$0	\$382	\$474

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$362	\$0	\$362	\$421
2011	2	25.0%	\$362	\$0	\$362	\$421
2012	2	0.0%	\$326	\$0	\$326	\$385
2013	2	0.0%	\$326	\$0	\$326	\$385

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	16.7%	\$420	\$0	\$420	\$494
2011	2	8.3%	\$420	\$0	\$420	\$494
2012	2	0.0%	\$378	\$0	\$378	\$452
2013	2	0.0%	\$378	\$0	\$378	\$452

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$449	\$0	\$449	\$541
2011	2	0.0%	\$449	\$0	\$449	\$541
2012	2	0.0%	\$417	\$0	\$417	\$509
2013	2	0.0%	\$417	\$0	\$417	\$509

Trend: Comments

- 3Q10** The property manager also manages East Oaks (LIHTC family) and Verandah (LIHTC senior). The contact could not report square footage or unit breakdown by AMI level. Therefore, the unit mix listed is an estimate based on 12 one-, 24, two-, and eight three-bedroom units. The contact also could not report the number of tenants using Housing Choice Vouchers, annual turnover, leasing pace, or the number of people on the waiting list. According to the last interview, the annual turnover rate at the property is approximately 23 percent, and the leasing pace was less than one month.
- 2Q11** The contact reported the rents have remained the same. The contact could not report the number of tenants using Housing Choice Vouchers, annual turnover, leasing pace, or the number of people on the waiting list for the three-bedroom units.
- 2Q12** We spoke with Ann Gillis Property Manager for Gateway Management Company, LLC who oversee's this property and another comparable property, the Verandah. Rents are significantly less than when we last talked to them, and stated to be at the max allowable.
- We inquired why the rents for the one bedroom were decreased by almost \$200 and the other rents were reduced as well if they were 100% occupied and doing so well. She stated they are monitored by DCA and required to reduce them to the outlined updated HOME restriction rents.
- 2Q13** Ann Gillis stated that this complex is fully occupied presently and the demand is strong. There is a waiting list for future tenants. Housing Choice Voucher tenants have increased to 75%

PROPERTY PROFILE REPORT

Cameron Court I & II

Effective Rent Date 5/22/2013
Location 1807 Macon Rd
 Perry, GA 31069
 Houston County
Distance 21.8 miles
Units 112
Vacant Units 0
Vacancy Rate 0.0%
Type One-story (age-restricted)
Year Built/Renovated 2009 / N/A
Marketing Began 1/01/2009
Leasing Began 1/17/2009
Last Unit Leased N/A
Major Competitors Sister property - Gatwick Senior Village
Tenant Characteristics 50% of households were previous homeowners,
 60% from local area, 40% out of state
Contact Name Stephanie
Phone 478-988-0109



Market Information

Program @50%, @60%
Annual Turnover Rate 10%
Units/Month Absorbed 7
HCV Tenants 10%
Leasing Pace varies based on availability
Annual Chg. in Rent +2.5%
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 included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	One-story	22	835	\$420	\$0	@50%	YES	0	0.0%	no	None
1	1	One-story	11	835	\$420	\$0	@60%	YES	0	0.0%	no	None
2	2	One-story	17	1,101	\$470	\$0	@50%	YES	0	0.0%	no	None
2	2	One-story	31	1,101	\$470	\$0	@60%	YES	0	0.0%	no	None
3	2	One-story	20	1,318	\$520	\$0	@50%	YES	0	0.0%	no	None
3	2	One-story	11	1,318	\$520	\$0	@60%	YES	0	0.0%	no	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$420	\$0	\$420	\$59	\$479	1BR / 1BA	\$420	\$0	\$420	\$59	\$479
2BR / 2BA	\$470	\$0	\$470	\$74	\$544	2BR / 2BA	\$470	\$0	\$470	\$74	\$544
3BR / 2BA	\$520	\$0	\$520	\$92	\$612	3BR / 2BA	\$520	\$0	\$520	\$92	\$612

Cameron Court I & II, continued

Amenities

In-Unit

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

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

Security

Limited Access

Services

None

Property

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

Clubhouse/Meeting
Central Laundry
On-Site Management

Premium

None

Other

Library, lake

Comments

Stephanie indicated that they added 48-units and they are at full occupancy. There is a waiting list of 30-people and demand is strong. Asking rents have increased by \$10/month on all units.

Cameron Court I & II, continued

Trend Report

Vacancy Rates

3Q10	1Q11	2Q12	2Q13
0.0%	0.0%	1.6%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$395	\$0	\$395	\$454
2011	1	0.0%	\$395	\$0	\$395	\$454
2012	2	0.0%	\$410	\$0	\$410	\$469
2013	2	0.0%	\$420	\$0	\$420	\$479

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$450	\$0	\$450	\$524
2011	1	0.0%	\$450	\$0	\$450	\$524
2012	2	5.9%	\$460	\$0	\$460	\$534
2013	2	0.0%	\$470	\$0	\$470	\$544

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$500	\$0	\$500	\$592
2011	1	0.0%	\$500	\$0	\$500	\$592
2012	2	0.0%	\$510	\$0	\$510	\$602
2013	2	0.0%	\$520	\$0	\$520	\$612

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$395	\$0	\$395	\$454
2011	1	0.0%	\$395	\$0	\$395	\$454
2012	2	0.0%	\$410	\$0	\$410	\$469
2013	2	0.0%	\$420	\$0	\$420	\$479

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$450	\$0	\$450	\$524
2011	1	0.0%	\$450	\$0	\$450	\$524
2012	2	0.0%	\$460	\$0	\$460	\$534
2013	2	0.0%	\$470	\$0	\$470	\$544

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$500	\$0	\$500	\$592
2011	1	0.0%	\$500	\$0	\$500	\$592
2012	2	0.0%	\$510	\$0	\$510	\$602
2013	2	0.0%	\$520	\$0	\$520	\$612

Trend: Comments

- 3Q10** The contact reported that the property has leased up without any difficulty. The three bedroom senior units are all occupied and the property manager reported that there was adequate demand for the units. There are 20 to 30 households on the waiting list total. The property manager indicated there was sufficient demand for another 60 unit senior property.
- 1Q11** Management stated that effective April 1, 2011, the rental rates will increase to \$410, \$460, and \$510 for the one, two, and three-bedroom units. The three-bedroom units are unique in the market for senior residents and indicate that there is demand for larger senior households.
- 2Q12** Management indicated that there is presently one vacant unit at the property. The unit was originally pre-leased but the prospective tenant backed out of the lease at the end of last week and so management has returned to the waiting list to fill the unit. Typically the property has an occupancy rate of 95 to 100 percent. There are presently 56 households on the waiting list who have submitted applications. The large number of households on the waiting list is due to the pending market entry of phase II of the property which will feature 48 one- and two-bedroom units. According to management advertising for Phase II has been going on for over four months, but is relatively limited in scope (sign on Phase I). Despite the minimal advertising management has already accepted 56 applications and of these 24 have already been approved. The remaining applications are in the final stages of processing. Management noted that she anticipates no fewer than 26 of these 32 pending applications will be approved in upcoming weeks. This equates to an estimated approval of 50 applications, two greater than the total number of units that will be offered at Phase II. Overall this is a positive sign for the property and indicative of strong demand in the market.
Phase II was originally scheduled to be delivered in late spring, but because of construction issues with the bridge connecting the two phases the market entry date has been pushed back to late July/early August.
The property offers three-bedroom units which is unique for age-restricted properties. Management indicated that there are at least six households on the waiting list for three-bedroom units. Of these some are senior households in the early stages of downsizing; some are multi-generational households; and one is a mother and father with a disabled son. Management indicated that there is sufficient demand for additional ten or so three-bedroom units.
- 2Q13** Stephanie indicated that they added 48-units and they are at full occupancy. There is a waiting list of 30-people and demand is strong. Asking rents have increased by \$10/month on all units.

PROPERTY PROFILE REPORT

East Oaks

Effective Rent Date 5/22/2013
Location 252 Lonnie Lane
 Americus, GA 31709
 Sumter County
Distance 24.7 miles
Units 40
Vacant Units 2
Vacancy Rate 5.0%
Type Garden
Year Built/Renovated 2006 / N/A
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors Meadowbrook, Hillside
Tenant Characteristics Some seniors
Contact Name Ann
Phone (229) 928-5072; 229-924-3386



Market Information

Program @50% (PBRA), @50% (PBRA), Market
Annual Turnover Rate 20%
Units/Month Absorbed 3
HCV Tenants 80%
Leasing Pace 2 weeks
Annual Chg. in Rent no change
Concession None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden	6	808	\$362	\$0	@50% (Project Based Rental Assistance - PBRA)	57 HH	0	0.0%	yes	None
1	1	Garden	2	808	\$383	\$0	Market	57 HH	0	0.0%	N/A	None
2	2	Garden	13	1,084	\$446	\$0	@50% (Project Based Rental Assistance - PBRA)	57 HH	1	7.7%	yes	None
2	2	Garden	3	1,084	\$472	\$0	Market	57 HH	0	0.0%	N/A	None
3	2	Garden	13	1,177	\$516	\$0	@50% (Project Based Rental Assistance - PBRA)	57 HH	0	0.0%	yes	None
3	2	Garden	3	1,177	\$553	\$0	Market	57 HH	1	33.3%	N/A	None

East Oaks, continued

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$362	\$0	\$362	\$59	\$421	1BR / 1BA	\$383	\$0	\$383	\$59	\$442
2BR / 2BA	\$446	\$0	\$446	\$74	\$520	2BR / 2BA	\$472	\$0	\$472	\$74	\$546
3BR / 2BA	\$516	\$0	\$516	\$92	\$608	3BR / 2BA	\$553	\$0	\$553	\$92	\$645

Amenities

In-Unit

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

Blinds
 Central A/C
 Dishwasher
 Ceiling Fan
 Microwave
 Refrigerator

Security

None

Services

None

Property

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

Clubhouse/Meeting
 Off-Street Parking
 Picnic Area

Premium

None

Other

None

Comments

The contact reported that demand is strong. The apartment complex is stable due to it being tied to the housing authority. Currently eight-units are market rate.

East Oaks, continued

Trend Report

Vacancy Rates

2Q09	3Q10	2Q12	2Q13
0.0%	0.0%	2.5%	5.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$346	\$0	\$346	\$405
2010	3	0.0%	N/A	\$0	N/A	N/A
2012	2	0.0%	\$362	\$0	\$362	\$421
2013	2	0.0%	\$362	\$0	\$362	\$421

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$413	\$0	\$413	\$487
2010	3	0.0%	N/A	\$0	N/A	N/A
2012	2	7.7%	\$446	\$0	\$446	\$520
2013	2	7.7%	\$446	\$0	\$446	\$520

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$461	\$0	\$461	\$553
2010	3	0.0%	N/A	\$0	N/A	N/A
2012	2	0.0%	\$516	\$0	\$516	\$608
2013	2	0.0%	\$516	\$0	\$516	\$608

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$346	\$0	\$346	\$405
2010	3	0.0%	\$383	\$0	\$383	\$442
2012	2	0.0%	\$383	\$0	\$383	\$442
2013	2	0.0%	\$383	\$0	\$383	\$442

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$413	\$0	\$413	\$487
2010	3	0.0%	\$472	\$0	\$472	\$546
2012	2	0.0%	\$472	\$0	\$472	\$546
2013	2	0.0%	\$472	\$0	\$472	\$546

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$461	\$0	\$461	\$553
2010	3	0.0%	\$553	\$0	\$553	\$645
2012	2	0.0%	\$553	\$0	\$553	\$645
2013	2	33.3%	\$553	\$0	\$553	\$645

Trend: Comments

- 2Q09** The contact indicated that the property has remained 100 percent occupied since January 2009. The tenant paid rent for households with rental assistance ranges from \$0 to \$300.
- 3Q10** The property manager reported that the contract rent ranges from \$383 per month to \$553 per month. She could not comment on the average tenant paid portion of the rent, but the previous interview indicates that the range is from \$0 to \$300 per month. Tomeka Sparks, with the Americus Housing Authority, reported that the property increased their 30 percent PBRA rents to 50 percent PBRA rents. John Anderson, with the Americus housing authority, indicated there were 57 total people on the waiting list at East Oaks. One of these people is elderly, five are disabled, 53 are extremely low income, and four are very low income.
- 2Q12** The property currently only has one vacancy, and it will be filled shortly as they have a waiting list, PM did not provide how many people were on the waiting list. The rents are at the maximum allowable currently .
The housing choice voucher mix increased from last year to 80% or 32 of the total 40 units.
- 2Q13** The contact reported that demand is strong. The apartment complex is stable due to it being tied to the housing authority. Currently eight-units are market rate.

PROPERTY PROFILE REPORT

Gatwick Senior Village

Effective Rent Date	5/14/2013
Location	901 Perimeter Road Perry, GA 31069 Houston County
Distance	24 miles
Units	60
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (age-restricted)
Year Built/Renovated	2002 / N/A
Marketing Began	N/A
Leasing Began	8/01/2002
Last Unit Leased	8/01/2003
Major Competitors	None in Perry - Cameron Court sister property
Tenant Characteristics	Seniors 55+, Avg. age 72, mostly former homeowners from outside the market area
Contact Name	Rosemary Chaney
Phone	478-987-7252



Market Information

Program	@50%, @60%, Market
Annual Turnover Rate	8%
Units/Month Absorbed	5
HCV Tenants	30%
Leasing Pace	Pre-leased
Annual Chg. in Rent	+2%
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden	30	800	\$420	\$0	@50%	4	0	0.0%	no	None
1	1	Garden	2	800	\$420	\$0	@60%	0	0	0.0%	no	None
1	1	Garden	8	800	\$440	\$0	Market	0	0	0.0%	N/A	None
2	2	Garden	10	1,038	\$470	\$0	@50%	8	0	0.0%	no	None
2	2	Garden	6	1,038	\$470	\$0	@60%	0	0	0.0%	no	None
2	2	Garden	4	1,038	\$500	\$0	Market	0	0	0.0%	N/A	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$420	\$0	\$420	\$59	\$479	1BR / 1BA	\$420	\$0	\$420	\$59	\$479
2BR / 2BA	\$470	\$0	\$470	\$74	\$544	2BR / 2BA	\$470	\$0	\$470	\$74	\$544
Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent						
1BR / 1BA	\$440	\$0	\$440	\$59	\$499						
2BR / 2BA	\$500	\$0	\$500	\$74	\$574						

Gatwick Senior Village, continued

Amenities

In-Unit

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

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

Security

Patrol
Perimeter Fencing

Services

None

Property

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

Clubhouse/Meeting
Central Laundry
On-Site Management
Sport Court

Premium

None

Other

Nature trail, shuffle ball

Comments

The manager noted strong demand for good quality affordable senior housing in the area as the property is typically 100 percent occupied. Management estimated that 50 percent of tenants come from homeownership. Washer/dryer units are not available for rent, but a laundry room is on site. The waitlist currently sits at 12 people.

Gatwick Senior Village, continued

Trend Report

Vacancy Rates

3Q10	1Q11	2Q12	2Q13
0.0%	0.0%	0.0%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$400	\$0	\$400	\$459
2011	1	0.0%	\$400	\$0	\$400	\$459
2012	2	0.0%	\$410	\$0	\$410	\$469
2013	2	0.0%	\$420	\$0	\$420	\$479

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$450	\$0	\$450	\$524
2011	1	0.0%	\$450	\$0	\$450	\$524
2012	2	0.0%	\$460	\$0	\$460	\$534
2013	2	0.0%	\$470	\$0	\$470	\$544

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$400	\$0	\$400	\$459
2011	1	0.0%	\$400	\$0	\$400	\$459
2012	2	0.0%	\$410	\$0	\$410	\$469
2013	2	0.0%	\$420	\$0	\$420	\$479

2BR / 1BA

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

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$435	\$0	\$435	\$509
2011	1	0.0%	\$450	\$0	\$450	\$524
2012	2	0.0%	\$460	\$0	\$460	\$534
2013	2	0.0%	\$470	\$0	\$470	\$544

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$420	\$0	\$420	\$479
2011	1	0.0%	\$420	\$0	\$420	\$479
2012	2	0.0%	\$430	\$0	\$430	\$489
2013	2	0.0%	\$440	\$0	\$440	\$499

2BR / 1BA

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

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$465	\$0	\$465	\$539
2011	1	0.0%	\$480	\$0	\$480	\$554
2012	2	0.0%	\$490	\$0	\$490	\$564
2013	2	0.0%	\$500	\$0	\$500	\$574

Gatwick Senior Village, continued

Trend: Comments

- 3Q10** The manager noted strong demand for good quality affordable senior housing in the area as the property is typically 100 percent occupied. The property manager could not estimate the number of seniors that were previous homeowners but indicated that several were.
- 1Q11** The manager noted strong demand for good quality affordable senior housing in the area as the property is typically 100 percent occupied. Management estimated that 50 percent of tenants come from homeownership. Washer/dryer units are not available for rent.
- 2Q12** The manager noted strong demand for good quality affordable senior housing in the area as the property is typically 100 percent occupied. Management estimated that 50 percent of tenants come from homeownership. Washer/dryer units are not available for rent. As of 2Q2012, nothing has really changed for Gatwick. The waitlist currently sits at nine people. Tenants using Section 8 vouchers rose to 30 percent. Exterior Storage is no longer offered.
- 2Q13** The manager noted strong demand for good quality affordable senior housing in the area as the property is typically 100 percent occupied. Management estimated that 50 percent of tenants come from homeownership. Washer/dryer units are not available for rent, but a laundry room is on site. The waitlist currently sits at 12 people.

PROPERTY PROFILE REPORT

Starlight Place

Effective Rent Date	5/29/2013
Location	154 Starlight Circle Americus, GA 31709 Sumter County
Distance	24.3 miles
Units	52
Vacant Units	0
Vacancy Rate	0.0%
Type	Single Family
Year Built/Renovated	2005 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None
Tenant Characteristics	50% seniors; Tenants come from Leslie, Plains, Andersonville, Ellaville; Employed at Wal-Mart
Contact Name	Bertha Ross
Phone	(229) 928-0258



Market Information

Program	@30%, @50%, @60%
Annual Turnover Rate	0%
Units/Month Absorbed	2-3
HCV Tenants	60%
Leasing Pace	3 weeks
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
2	2	Single Family	3	900	\$210	\$0	@30%	Yes	0	0.0%	yes	None
2	2	Single Family	9	900	\$415	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Single Family	10	900	\$490	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Single Family	3	1,100	\$220	\$0	@30%	Yes	0	0.0%	yes	None
3	2	Single Family	14	1,100	\$460	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Single Family	13	1,100	\$540	\$0	@60%	Yes	0	0.0%	yes	None

Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
2BR / 2BA	\$210	\$0	\$210	\$94	\$304	2BR / 2BA	\$415	\$0	\$415	\$94	\$509
3BR / 2BA	\$220	\$0	\$220	\$112	\$332	3BR / 2BA	\$460	\$0	\$460	\$112	\$572
@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent						
2BR / 2BA	\$490	\$0	\$490	\$94	\$584						
3BR / 2BA	\$540	\$0	\$540	\$112	\$652						

Starlight Place, continued

Amenities

In-Unit

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

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

Security

None

Services

None

Property

Clubhouse/Meeting
Garage
Off-Street Parking
Picnic Area

Exercise Facility
Central Laundry
On-Site Management
Playground

Premium

None

Other

None

Comments

The contact reported that there is a waiting list of 335 people. Demand for subsidized single-family dwellings in this area is high.

Starlight Place, continued

Trend Report

Vacancy Rates

3Q10	2Q11	2Q12	2Q13
0.0%	0.0%	0.0%	0.0%

Trend: @30%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$168	\$0	\$168	\$262
2011	2	0.0%	\$158	\$0	\$158	\$252
2012	2	0.0%	\$193	\$0	\$193	\$287
2013	2	0.0%	\$210	\$0	\$210	\$304

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$179	\$0	\$179	\$291
2011	2	0.0%	\$169	\$0	\$169	\$281
2012	2	0.0%	\$204	\$0	\$204	\$316
2013	2	0.0%	\$220	\$0	\$220	\$332

Trend: @50%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$395	\$0	\$395	\$489
2011	2	0.0%	\$390	\$0	\$390	\$484
2012	2	0.0%	\$400	\$0	\$400	\$494
2013	2	0.0%	\$415	\$0	\$415	\$509

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$440	\$0	\$440	\$552
2011	2	0.0%	\$437	\$0	\$437	\$549
2012	2	0.0%	\$445	\$0	\$445	\$557
2013	2	0.0%	\$460	\$0	\$460	\$572

Trend: @60%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$445	\$0	\$445	\$539
2011	2	0.0%	\$465	\$0	\$465	\$559
2012	2	0.0%	\$475	\$0	\$475	\$569
2013	2	0.0%	\$490	\$0	\$490	\$584

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$505	\$0	\$505	\$617
2011	2	0.0%	\$525	\$0	\$525	\$637
2012	2	0.0%	\$525	\$0	\$525	\$637
2013	2	0.0%	\$540	\$0	\$540	\$652

Trend: Comments

- 3Q10** The contact reported that there is demand for additional rental units in the area, given the waiting list. Previous interviews indicate that demand for additional LIHTC units in general has increased due to the demolition of public housing units. The contact indicated that the public housing waiting list consists of approximately 445 households. The 30 percent AMI level units decreased due to a change in the utility allowance. Over 50 percent of the senior renters were previous homeowners.
- 2Q11** The property manager reported that there is demand for additional LIHTC rental units in the area, given the waiting list. She indicated that the public housing waiting list consists of approximately 426 households. The units either increased or decreased slightly due to a change in the utility allowance. The contact reported there isn't any competition from other properties due to the fact that they have single family units.
- 2Q12** The amount of housing choice voucher tenants increased from 25% to 50% as the PM stated that they have had their rents increased twice by the housing authority. She correlated that to the decrease in annual turnover as well.
- 2Q13** The contact reported that there is a waiting list of 335 people. Demand for subsidized single-family dwellings in this area is high.

PROPERTY PROFILE REPORT

Verandah Apartments

Effective Rent Date	5/22/2013
Location	817 Mayo St Americus, GA 31709 Sumter County
Distance	21.5 miles
Units	40
Vacant Units	2
Vacancy Rate	5.0%
Type	Garden (age-restricted) (2 stories)
Year Built/Renovated	2006 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Could not report
Tenant Characteristics	30% previous homeowners; average age is 72; most are retired
Contact Name	Ann Gillis
Phone	229 931 0016



Market Information

Program	@30% (Project Based Rental Assistance -
Annual Turnover Rate	5%
Units/Month Absorbed	3 or more
HCV Tenants	N/A
Leasing Pace	10-14 days
Annual Chg. in Rent	None
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	N/A	821	\$361	\$0	@30% (Project Based Rental Assistance - PBRA)	N/A	N/A	N/A	yes	None
1	1	Garden (2 stories)	26	821	\$361	\$0	@50% (Project Based Rental Assistance - PBRA)	Yes	0	0.0%	yes	None
1	1	Garden (2 stories)	6	821	\$382	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (2 stories)	N/A	1,080	\$444	\$0	@30% (Project Based Rental Assistance - PBRA)	Yes	N/A	N/A	yes	None
2	2	Garden (2 stories)	6	1,080	\$444	\$0	@50% (Project Based Rental Assistance - PBRA)	Yes	0	0.0%	yes	None
2	2	Garden (2 stories)	2	1,080	\$471	\$0	Market	Yes	0	0.0%	N/A	None

Verandah Apartments, continued

Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$361	\$0	\$361	\$59	\$420	1BR / 1BA	\$361	\$0	\$361	\$59	\$420
2BR / 2BA	\$444	\$0	\$444	\$74	\$518	2BR / 2BA	\$444	\$0	\$444	\$74	\$518

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$382	\$0	\$382	\$59	\$441
2BR / 2BA	\$471	\$0	\$471	\$74	\$545

Amenities

In-Unit

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

Blinds
 Central A/C
 Dishwasher
 Hand Rails
 Oven
 Refrigerator

Security

None

Services

None

Property

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

Clubhouse/Meeting
 Central Laundry
 On-Site Management
 Recreation Areas

Premium

None

Other

Shuffleboard

Comments

Ann Gillis stated 100 percent of the tenants are housing choice voucher tenants and overall the rents have remained the same. They are tied to the housing authority so tenancy remains consistent.

Verandah Apartments, continued

Trend Report

Vacancy Rates

2Q09	3Q10	2Q12	2Q13
2.5%	0.0%	5.0%	5.0%

Trend: @30%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$171	\$0	\$171	\$230
2012	2	N/A	\$361	\$0	\$361	\$420
2013	2	N/A	\$361	\$0	\$361	\$420

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	100.0%	\$203	\$0	\$203	\$277
2012	2	N/A	\$444	\$0	\$444	\$518
2013	2	N/A	\$444	\$0	\$444	\$518

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$344	\$0	\$344	\$403
2010	3	0.0%	N/A	\$0	N/A	N/A
2012	2	0.0%	\$361	\$0	\$361	\$420
2013	2	0.0%	\$361	\$0	\$361	\$420

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$411	\$0	\$411	\$485
2010	3	0.0%	N/A	\$0	N/A	N/A
2012	2	0.0%	\$444	\$0	\$444	\$518
2013	2	0.0%	\$444	\$0	\$444	\$518

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$344	\$0	\$344	\$403
2010	3	0.0%	\$382	\$0	\$382	\$441
2012	2	0.0%	\$382	\$0	\$382	\$441
2013	2	0.0%	\$382	\$0	\$382	\$441

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$411	\$0	\$411	\$485
2010	3	0.0%	\$471	\$0	\$471	\$545
2012	2	0.0%	\$471	\$0	\$471	\$545
2013	2	0.0%	\$471	\$0	\$471	\$545

Trend: Comments

- 2Q09** The contact could not comment on whether there is demand for additional senior LIHTC units in the area but stated that the property typically remains full. Management does keep a waiting list but currently there are no households on the list. The property manager could not report an exact absorption rate, major competitors, or the number of tenants using Housing Choice Vouchers. The contact reported that tenants in the PBRA units are paying between \$0 to the actual LIHTC rent.
- 3Q10** The property manager reported that the contract rent for one bedroom units is \$382 per month and \$471 per month for two bedroom units. According to Ms. Tamika Sparks at the Americus Housing Authority, the property increased the rents of the 30 percent PBRA units to 50 percent PBRA. There is one person on the waiting list. The contact could not report the number of tenants with housing choice vouchers. The contact also could not estimate turnover or leasing pace; the previous interview illustrates an annual turnover of five percent, and leasing pace of two weeks.
- 2Q12** Ann Gillis stated that the 30% and 50% have the same contract rents as they are PBRA units.
She informed us that 83 percent of the tenants are housing choice voucher tenants and that overall the rents have decreased nominally.
- 2Q13** Ann Gillis stated 100 percent of the tenants are housing choice voucher tenants and overall the rents have remained the same. They are tied to the housing authority so tenancy remains consistent.

PROPERTY PROFILE REPORT

Lexington Place Apartments

Effective Rent Date	5/22/2013
Location	1130 Felder St Americus, GA 31079 Sumter County
Distance	22.1 miles
Units	97
Vacant Units	0
Vacancy Rate	0.0%
Type	Various (2 stories)
Year Built/Renovated	1990s / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Sister properties: Georgetown, University Place
Tenant Characteristics	Mostly students, some seniors
Contact Name	Gordon
Phone	(229) 928-8413



Market Information

Program	Market
Annual Turnover Rate	20%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	2-3 weeks
Annual Chg. in Rent	No Change
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	850	\$559	\$0	Market	No	0	N/A	N/A	None
2	2	Garden	N/A	1,140	\$685	\$0	Market	Yes	0	N/A	N/A	HIGH
2	2	Garden	N/A	1,140	\$659	\$0	Market	Yes	0	N/A	N/A	LOW
2	2.5	Townhouse	N/A	1,140	\$685	\$0	Market	Yes	0	N/A	N/A	HIGH
2	2.5	Townhouse	N/A	1,140	\$659	\$0	Market	Yes	0	N/A	N/A	LOW
3	3.5	Townhouse	N/A	1,400	\$785	\$0	Market	No	0	N/A	N/A	HIGH
3	3.5	Townhouse	N/A	1,400	\$759	\$0	Market	No	0	N/A	N/A	LOW

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$559	\$0	\$559	\$79	\$638
2BR / 2BA	\$659 - \$685	\$0	\$659 - \$685	\$94	\$753 - \$779
2BR / 2.5BA	\$659 - \$685	\$0	\$659 - \$685	\$94	\$753 - \$779
3BR / 3.5BA	\$759 - \$785	\$0	\$759 - \$785	\$112	\$871 - \$897

Lexington Place Apartments, continued

Amenities

In-Unit

Blinds
Central A/C
Oven
Washer/Dryer hookup

Carpeting
Dishwasher
Refrigerator

Security

None

Services

None

Property

Off-Street Parking

Swimming Pool

Premium

None

Other

None

Comments

The contact reported that renter demand is strong, however, due to a large percentage of renters being college students- the turnover rate is moderate. The asking rents have remained the same as last year.

Lexington Place Apartments, continued

Trend Report

Vacancy Rates

3Q10	2Q11	2Q12	2Q13
6.2%	6.2%	0.0%	0.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	N/A	\$549	\$0	\$549	\$628
2011	2	N/A	\$559	\$0	\$559	\$638
2012	2	N/A	\$559	\$0	\$559	\$638
2013	2	N/A	\$559	\$0	\$559	\$638

2BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	N/A	\$649	\$0	\$649	\$743
2011	2	N/A	\$659 - \$685	\$0	\$659 - \$685	\$753 - \$779
2012	2	N/A	\$659 - \$685	\$0	\$659 - \$685	\$753 - \$779
2013	2	N/A	\$659 - \$685	\$0	\$659 - \$685	\$753 - \$779

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	N/A	\$649	\$0	\$649	\$743
2011	2	N/A	\$659 - \$685	\$0	\$659 - \$685	\$753 - \$779
2012	2	N/A	\$659 - \$685	\$0	\$659 - \$685	\$753 - \$779
2013	2	N/A	\$659 - \$685	\$0	\$659 - \$685	\$753 - \$779

3BR / 3.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	N/A	\$749	\$0	\$749	\$861
2011	2	N/A	\$759 - \$785	\$0	\$759 - \$785	\$871 - \$897
2012	2	N/A	\$759 - \$785	\$0	\$759 - \$785	\$871 - \$897
2013	2	N/A	\$759 - \$785	\$0	\$759 - \$785	\$871 - \$897

Trend: Comments

3Q10 N/A

2Q11 The contact reported that turnover and occupancy have increased because students will be moving out next month. There is a waiting list of about 20 people for the one-bedroom units and the three-bedroom units. The management was unable to give a complete unit breakdown. The base rents have increased \$10 due to improved market conditions. As tenants vacate the units, the management has been installing hardwood flooring in the living/dining areas. Units with the new hardwood flooring account for the higher monthly rates.

2Q12 Property Manager stated they were currently 100 percent occupied with zero vacancy and have carried that zero vacancy for approximately the last year. When asked what she believed to give them a competitive edge, she stated that the property is close to the university, and is a preferred community to live in amongst the students. She stated her turnover has been about 20 percent as of late, which shows stability for this year in comparison to the turnover of 60% from years prior.

As tenants vacate the units, the management has been installing hardwood flooring in the living/dining areas. Units with the new hardwood flooring account for the higher monthly rates.

2Q13 The contact reported that renter demand is strong, however, due to a large percentage of renters being college students- the turnover rate is moderate. The asking rents have remained the same as last year.

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

Housing Choice Vouchers

The following table illustrates the percent Housing Choice Voucher (HCV) tenants at the comparable properties.

TENANTS WITH VOUCHERS

Comparable Property	Type	Tenancy	Location	Housing Choice Voucher Tenants
Americus Garden	@50%, @60%	Family	Americus	75%
Cameron Court I & II	@50%, @60%	Senior	Perry	10%
East Oaks	@50% (PBRA), @50% (PBRA), Market	Family	Americus	80%
Gatwick Senior Village	@50%, @60%, Market	Senior	Perry	30%
Starlight Place	@30%, @50%, @60%	Family	Americus	60%
Verandah Apartments	@30% (PBRA), @50% (PBRA), Market	Senior	Americus	N/A
Lexington Place Apartments	Market	Family	Americus	0%

As illustrated in the table, the two senior LIHTC properties are maintaining low to moderate HCV rates of 10 to 30 percent. Both are located in Perry. The family LIHTC properties are located in Americus and are maintaining high HCV rates. The Subject will offer lower rents than the comparable properties in a market that has limited multifamily supply (market rate or affordable). Further, the senior LIHTC comparables are not maintaining high HCV rates; therefore, we believe that the Subject will not need to rely on HCV tenants.

Waiting Lists

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

WAITING LISTS

Comparable Property	Type	Tenancy	Location	Waiting Lists
Americus Garden	@50%, @60%	Family	Americus	General waiting list
Cameron Court I & II	@50%, @60%	Senior	Perry	General waiting list
East Oaks	@50% (PBRA), @50% (PBRA), Market	Family	Americus	General waiting list of 57 HHs
Gatwick Senior Village	@50%, @60%, Market	Senior	Perry	General waiting list of 12 HHs for 50% AMI units
Starlight Place	@30%, @50%, @60%	Family	Americus	General waiting list
Verandah Apartments	@30% (PBRA), @50% (PBRA), Market	Senior	Americus	General waiting list
Lexington Place Apartments	Market	Family	Americus	General waiting list

All of the comparables are maintaining waiting lists, which indicates that there is demand for additional affordable housing in the market for families and seniors.

Lease Up History

Five properties were able to report absorption pace. The summary of these properties is included in the following table.

ABSORPTION

Year Built	Name	Location	Type	Tenancy	Total		Number of Units Absorbed Per Month
					Number of Units	Number of Months	
2002	Gatwick Senior Village	Perry	LIHTC, Market	HFOP	60	12	5
2005	Starlight	Americus	LIHTC	Family	52	17 to 26	2 to 3
2006	The Verandah	Americus	LIHTC (PBRA), Market	HFOP	40	12	3 or more
2009	Cameron Court I	Perry	LIHTC	HFOP	64	9	7
2012	Cameron Court II	Perry	LIHTC	HFOP	48	3	15

The newest LIHTC property in the PMA is Cameron Court I and II. Cameron Court I and II is a senior LIHTC property located in Perry and Phase I opened in 2009 while Phase II opened in 2012. Phase II experienced a faster absorption rate than Phase I due to it being a part of an existing property. Other LIHTC properties have reported slower absorption paces of two to five units per month. It should be noted that the property manager at Starlight indicated that stabilization was prolonged due to phased leasing. To be conservative, we have estimated that the Subject will have an absorption pace of seven units per month, which will yield an absorption period of six months in order for the Subject to stabilize at 93 percent occupancy.

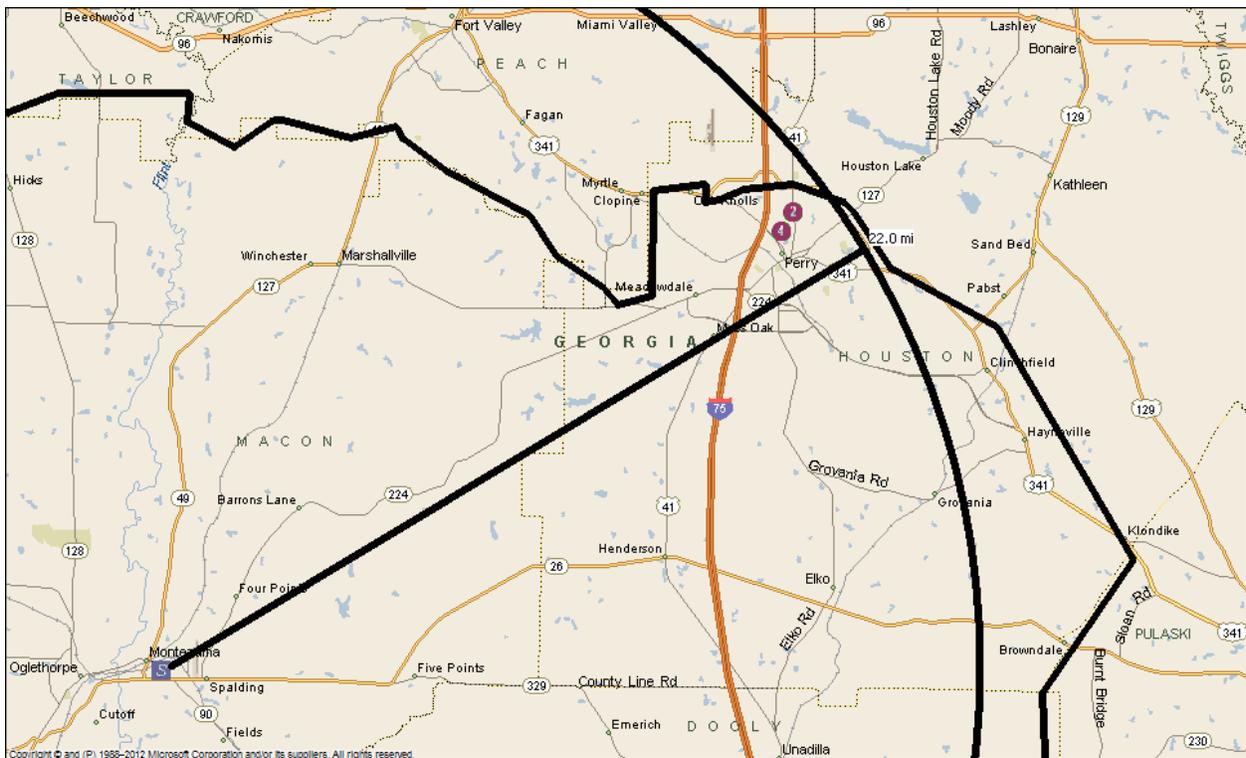
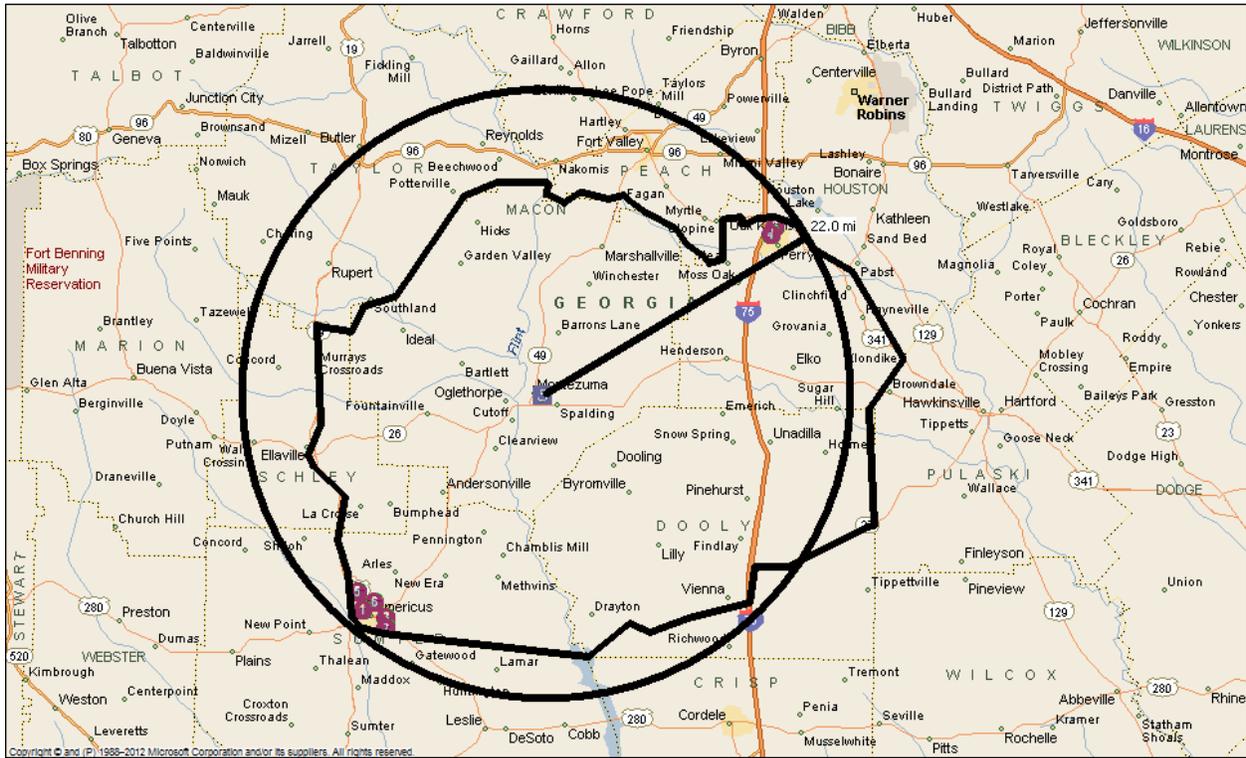
Phased Developments

The Subject is not a phase of an existing development.

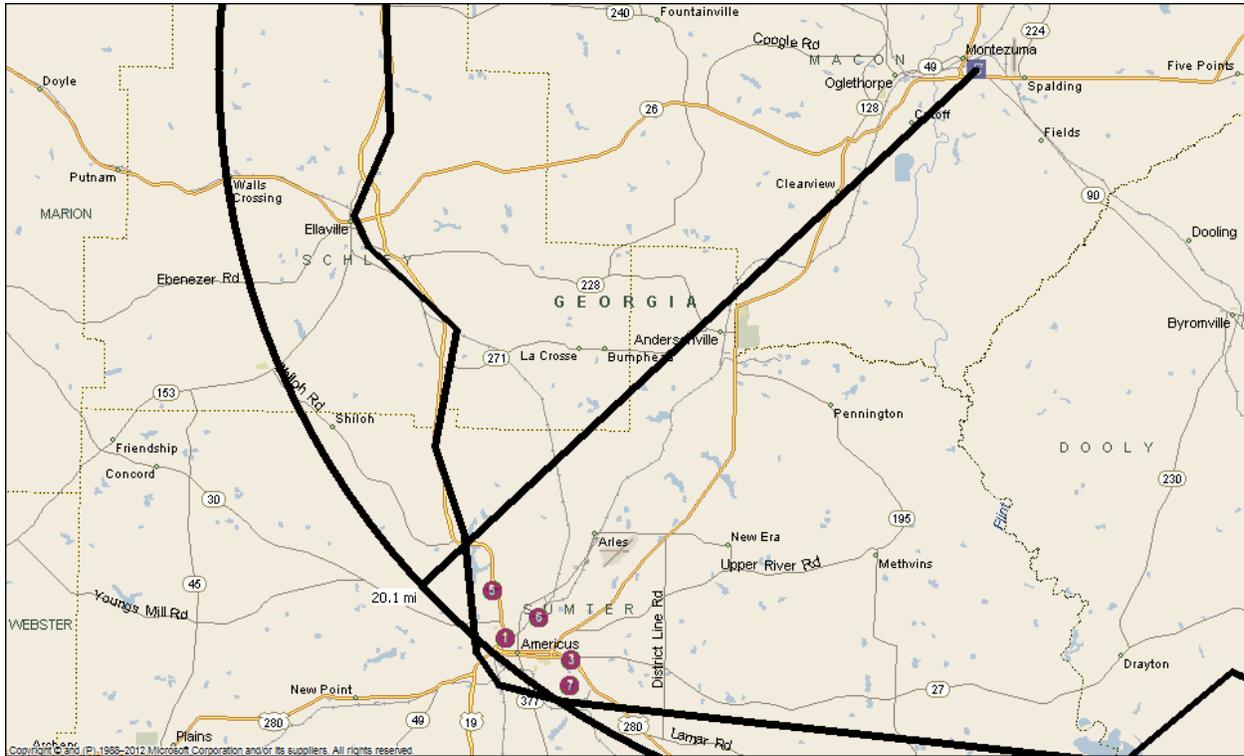
Rural Areas

The Subject is located in a rural area with limited multifamily supply. While the Subject is located in a rural area, we believe there is adequate comparable property data within the PMA that is supportive of the Subject's proposed rents.

3. COMPETITIVE PROJECT MAP



Walnut Way Senior Residences, Montezuma, GA - Market Study



COMPETITIVE PROJECT MAP

#	Property Name	City	Type	Distance
1	Americus Garden	Americus	@ 50%, @ 60%	24.6 miles
2	Cameron Court I & II	Perry	@ 50%, @ 60%	21.8 miles
3	East Oaks	Americus	@ 50% (PBRA), @ 50% (PBRA), Market	24.7 miles
4	Gatwick Senior Village	Perry	@ 50%, @ 60%, Market	24.0 miles
5	Starlight Place	Americus	@ 30%, @ 50%, @ 60%	24.3 miles
6	Verandah Apartments	Americus	@ 30% (PBRA), @ 50% (PBRA), Market	21.5 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.

IN-UNIT AMENITIES

	Walnut Way Senior Residences	Americus Garden	Cameron Court I & II	East Oaks	Gatwick Senior Village	Starlight Place	Verandah Apartments	Lexington Place Apartments
Comp#	Subject	1	2	3	4	5	6	7
Property Information								
Property Type	One-story (age-restricted)	Garden (2 stories)	One-story (age-restricted)	Garden	Garden (age-restricted)	Single Family	Garden (age-restricted) (2 stories)	Various (2 stories)
Year Built / Renovated	2015 / n/a	1998 / n/a	2009 / n/a	2006 / n/a	2002 / n/a	2005 / n/a	2006 / n/a	1990s / n/a
Market (Conv.)/Subsidy Type	@50%, @60%	@50%, @60%	@50%, @60%	@50% (PBRA), @50% (PBRA), Market	@50%, @60%, Market	@30%, @50%, @60%	@30% (PBRA), @50% (PBRA), Market	Market
Utility Adjustments								
Cooking	no	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no
Water	yes	no	no	no	no	no	no	no
Sewer	yes	no	no	no	no	no	no	no
Trash Collection	yes	yes	yes	yes	yes	no	yes	no
In-Unit Amenities								
Balcony/Patio	yes	yes	yes	yes	yes	yes	yes	no
Blinds	yes	yes	yes	yes	yes	yes	yes	yes
Carpeting	yes	yes	yes	yes	yes	yes	yes	yes
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes
Exterior Storage	no	yes	no	yes	no	yes	no	no
Garbage Disposal	no	yes	yes	yes	yes	yes	yes	no
Hand Rails	yes	no	yes	no	yes	no	yes	no
Microwave	no	no	no	yes	no	no	yes	no
Oven	yes	yes	yes	yes	yes	yes	yes	yes
Pull Cords	yes	no	yes	no	yes	no	yes	no
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes
Walk-In Closet	no	no	yes	no	no	yes	no	no
Washer/Dryer hookup	no	yes	yes	yes	yes	yes	yes	yes

COMMON AREA AMENITIES

Comp #	Walnut Way Senior Residences	Americus Garden	Cameron Court I & II	East Oaks	Gatwick Senior Village	Starlight Place	Verandah Apartments	Lexington Place Apartments
Comp #	Subject	1	2	3	4	5	6	7
Property Amenities								
Business								
Center/Computer Lab	yes	no	yes	yes	yes	no	yes	no
Clubhouse/Meeting Room/Community Room	yes	yes	yes	yes	yes	yes	yes	no
Elevators	no	no	no	no	no	no	yes	no
Exercise Facility	yes	yes	yes	yes	yes	yes	no	no
Garage	no	no	no	no	no	yes	no	no
Central Laundry	yes	yes	yes	no	yes	yes	yes	no
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes
On-Site Management	yes	yes	yes	yes	yes	yes	yes	no
Picnic Area	no	yes	no	yes	yes	yes	yes	no
Playground	no	yes	no	yes	no	yes	no	no
Recreation Areas	no	no	yes	no	no	no	yes	no
Sport Court	no	no	no	no	yes	no	no	no
Swimming Pool	no	no	no	no	no	no	no	yes
Tennis Court	no	no	no	no	yes	no	no	no
Services								
Security								
Limited Access	no	no	yes	no	no	no	no	no
Patrol	no	no	no	no	yes	no	no	no
Perimeter Fencing	no	no	no	no	yes	no	no	no
Premium Amenities								
Other Amenities								
Other	n/a	n/a	Library, lake	n/a	Nature trail, shuffle ball court and gazebo	n/a	Shuffleboard	n/a

The Subject’s amenity package will be competitive with the properties with the exception of washer/dryer connections, which the Subject will not offer. The Subject’s rents are below all but one of the LIHTC comparables; therefore, the lack of washer/dryer connections is not expected to impact the Subject’s performance.

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.

6. Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY

Property name	Rent Structure	Tenancy	Location	Total Units	Vacant Units	Vacancy Rate
Americus Garden	@50%, @60%	Family	Americus	44	0	0.0%
Cameron Court I & II	@50%, @60%	Senior	Perry	112	0	0.0%
East Oaks	@50% (PBRA), @50% (PBRA), Market	Family	Americus	40	2	5.0%
Gatwick Senior Village	@50%, @60%, Market	Senior	Perry	60	0	0.0%
Starlight Place	@30%, @50%, @60%	Family	Americus	52	0	0.0%
Verandah Apartments	@30% (PBRA), @50% (PBRA), Market	Senior	Americus	40	2	5.0%
Lexington Place Apartments	Market	Family	Americus	97	0	0.0%
Overall Vacancy				445	4	0.9%
Vacancy (LIHTC)				348	4	1.1%
Vacancy (Unrestricted)				97	0	0.0%

As illustrated, vacancy rates in the market range from zero to five percent, with five percent as a high outlier. The overall vacancy rate is low at approximately one percent. Five of the comparables are 100 percent occupied and all are maintaining waiting lists. The Subject will offer new construction and a good location in a market with limited multifamily supply. Therefore, the Subject will face limited competition. Overall, we believe that the Subject will maintain a vacancy rate of five percent, or less.

7. Properties Under Construction and Proposed

Creekview Commons is a proposed senior (HFOP) LIHTC property in Americus that was allocated tax credits in 2012. The property is *not* located in the PMA. However, because it is located in Americus where the Subject's comparables are located, we have included the following discussion in this report.

1. The property will be located on Magnolia Street in Americus, GA.
2. The property's sponsor is MACO Companies.
3. The property will offer 50 duplex units.
4. The 50 units will consist of one and two-bedroom units.
5. The units will be restricted at 50 and 60 percent of AMI.
6. The property was allocated in 2012 and is projected to enter the market in 2014.
7. The property's proposed rents are set at the maximum allowable levels.

8. Rental Advantage

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

Similarity Matrix

#	Property Name	Type	Property Amenities	Unit Features	Age / Condition	Unit Size	Overall Comparison
1	Americus Garden	@50%, @60%	Similar	Slightly Superior	Inferior	Similar	5
2	Cameron Court I & II	@50%, @60%	Similar	Slightly Superior	Similar	Similar	15
3	East Oaks	@50% (PBRA), @50% (PBRA), Market	Slightly Inferior	Slightly Superior	Similar	Slightly Inferior	5
4	Gatwick Senior Village	@50%, @60%, Market	Slightly Superior	Slightly Superior	Slightly Inferior	Slightly Inferior	10
5	Starlight Place	@30%, @50%, @60%	Slightly Superior	Slightly Superior	Slightly Inferior	Inferior	5
6	Verandah Apartments	@30% (PBRA), @50% (PBRA), Market	Similar	Slightly Superior	Similar	Similar	15
7	Lexington Place Apartments	Market	Inferior	Slightly Superior	Inferior	Similar	-5

*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	County	Tenancy	1BR	2BR
Walnut Way Senior Residences (Subject)	Macon	Senior	\$323	\$379
LIHTC Maximum (Net)	Macon	-	\$323	\$379
Cameron Court I & II	Houston	Senior	\$479	\$544
Gatwick Senior Village	Houston	Senior	\$479	\$544
Starlight Place	Sumter	Family	-	\$509
Americus Garden	Sumter	Family	\$181	\$412
Average (excluding Subject)			\$380	\$502

LIHTC Rent Comparison - @60%

Property Name	County	Tenancy	1BR	2BR
Walnut Way Senior Residences (Subject)	Macon	Senior	\$408	\$482
LIHTC Maximum (Net)	Macon	-	\$408	\$482
Starlight Place	Sumter	Family	-	\$584
Cameron Court I & II	Houston	Senior	\$479	\$544
Gatwick Senior Village	Houston	Senior	\$479	\$544
Americus Garden	Sumter	Family	\$385	\$452
Average (excluding Subject)			\$448	\$531

The Subject's rents are set at the maximum allowable rent levels for Macon County. Due to the rural nature of the county, the Subject's rents are the lowest among the comparables. The Subject's most comparable property is Cameron Court I & II as it was built in 2009 and 2012 and offers units at 50 and 60 percent AMI. The Subject will offer similar in-unit and community amenities and the Subject will also be in excellent condition as it is new construction. However, Cameron Court I & II is located in a superior submarket (Perry). Perry has a higher median household income and higher maximum allowable rents. Therefore, Cameron Court I & II can achieve higher rents than the Subject. Gatwick Senior Village is also located in Perry and therefore can achieve higher rents than the Subject. The median household income in Americus is closer to that of Montezuma and both counties (Sumter and Macon) have the same maximum

allowable rents. Therefore, the Subject will have rents that are more in line with properties located in Americus. However, the Subject will still achieve lower rents than Americus Garden and Starlight Place because Americus is considered a superior submarket. Further, Starlight Place offers single-family home units, which are superior to the Subject’s six-plexes. Therefore, the Subject’s appear reasonable as they are below the comparables in superior locations. Overall, we believe that the Subject’s rents are achievable as proposed.

Analysis of “Market Rents”

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

When comparing the Subject’s rents to the average market rent, we have not included rents at lower AMI levels given that this artificially lowers the average market rent as those rents are constricted. Including rents at lower AMI levels does 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. The average rents for the one-bedroom units are the same as the comparables with 50 and 60 percent AMI one-bedroom units are offering the same rents at each AMI level for the one-bedroom units.

SUBJECT COMPARISON TO AVERAGE RENTS IN THE MARKET

Unit Type	Subject Proposed Rents	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR at 50% AMI	\$323	\$385	\$638	\$480	49%
2BR at 50% AMI	\$379	\$412	\$779	\$591	56%
1BR at 60% AMI	\$408	\$385	\$638	\$480	18%
2BR at 60% AMI	\$482	\$452	\$779	\$623	29%

As illustrated, the Subject’s proposed 50 and 60 percent AMI rents are below the minimum one and two-bedroom rents at the comparable properties. The Subject’s 60 percent AMI rents are on the low end of the range. The Subject will offer a competitive amenity package, a highly visible location with excellent access to services and retail, and excellent age/condition in a submarket with no senior LIHTC properties. The Subject’s rents show a significant rent advantage over the surveyed average of 18 to 56 percent. Given the low vacancy rates at the comparables, the Subject’s excellent product, and the lack of competition in Montezuma, we believe that the Subject’s rents are feasible as proposed.

9. LIHTC Competition – Recent Allocations within 10 Miles

According to information on Georgia Department of Community Affairs LIHTC allocation lists, there have been no senior properties allocated within 10 miles of the Subject site in 2011 and 2012.

10. Rental Trends in the PMA

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

PMA TENURE PATTERNS OF SENIORS 55+

Year	Owner-Occupied	Percentage	Renter-Occupied	Percentage
	Units	Owner-Occupied	Units	Renter-Occupied
2000	5,193	81.4%	1,184	18.6%
2012	6,953	76.2%	2,169	23.8%
Projected Mkt Entry				
July 2015	7,341	75.9%	2,335	24.1%
2017	7,599	75.7%	2,445	24.3%

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

The majority of senior households in the PMA are owner-occupied. However, the portion of senior renter households is high at approximately 24 percent, which is greater than the national average of 13 percent.

Historical Vacancy

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

HISTORICAL VACANCY

Comparable Property	Type	Total Units	2QTR 2008	2QTR 2009	3QTR 2010	2QTR 2012	2QTR 2013
Americus Garden	Garden	44	2.30%	2.30%	6.80%	5.00%	0.00%
Cameron Court I & II	One-story	112	N/A	64.1%*	0.00%	1.60%	0.00%
East Oaks	Garden	40	2.50%	0.00%	0.00%	2.50%	5.00%
Gatwick Senior Village	Garden	60	0.00%	0.00%	0.00%	0.00%	0.00%
Starlight Place	Single Family	52	0.00%	0.00%	0.00%	0.00%	0.00%
Verandah Apartments	Garden	40	2.50%	2.50%	0.00%	5.00%	5.00%
Lexington Place Apartments	Various	97	3.30%	6.20%	6.20%	0.00%	0.00%

*In lease up

As illustrated in the table, the average vacancy in the local market has remained low for the past five years, indicating stability in the market.

Change in Rental Rates

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

RENT GROWTH

Comparable Property	Rent Structure	Tenancy	Location	Rent Growth
Americus Garden	@50%, @60%	Family	Americus	None
Cameron Court I & II	@50%, @60%	Senior	Perry	Increased 2-3%
East Oaks	@50% (PBRA), @50% (PBRA), Market	Family	Americus	None
Gatwick Senior Village	@50%, @60%, Market	Senior	Perry	Increased 2%
Starlight Place	@30%, @50%, @60%	Family	Americus	Increased 3%
Verandah Apartments	@30% (PBRA), @50% (PBRA), Market	Family	Americus	None
Lexington Place Apartments	Market	Family	Americus	None

Three properties experienced rent growth over the past year. The Subject's rents are set at the maximum allowable levels; therefore, rent growth at the Subject will be directly dependent upon AMGI growth in the county.

11. Impact of Foreclosed, Abandoned and Vacant Structures

Information on foreclosures in Montezuma was not available. However, information for Warner Robins, which is in Montezuma's MSA, was available. Per RealtyTrac's March 2013 data, an estimated 13.7 percent of homes are vacant in Warner Robins. The median list price is \$112,000 as of March 2013, which represents a nine percent year over year increase. The median sales price in the city is \$93,700, which is a one percent year over year decrease since March 2012. The foreclosure rates in Warner Robins as of April 2013 is one in every 705 housing units, which is lower than that of the county (one in every 401 housing units) and significantly lower than that of the state (one in every 283 housing units) and nation (one in every 418 housing units).

12. Primary Housing Void

Due to the lack of senior affordable housing and the lack of non-subsidized family LIHTC housing in Montezuma, there appears to be a primary housing void in the market. The property manager at Gatwick Senior Village indicated that some of the property's current tenants relocated from Montezuma to Perry due to the lack of senior housing in Montezuma. Further, Cameron Court II entered the market in 2012 and stabilized within three months at a rate of 15 units per month, which indicates strong demand for senior LIHTC housing in the market.

13. Effect of Subject on Other Affordable Units in Market

There are no LIHTC properties in the Subject's county that do not operate as Rural Development properties. Therefore, the Subject will target a slightly different tenancy than existing properties in the Subject's immediate area and there is limited senior LIHTC housing in the PMA. Overall vacancy is low in the market and the senior LIHTC properties are 100 percent occupied. One senior LIHTC comparable, Verandah Apartments, offers unrestricted units and a PBRA overlay for its LIHTC units. The Subject will offer neither and therefore will not necessarily target the same tenants. Further, Cameron Court II entered the market and did not disrupt vacancy at any of the properties as all senior LIHTC properties remain 100 percent occupied. We believe that the addition of the Subject will not negatively impact the existing tax credit properties given the reported high demand for senior LIHTC properties.

Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property. Strengths of the Subject will be its new construction, unit sizes, rent advantage, location (proximity to healthcare services and retail), and tenancy as there are no senior LIHTC properties in Montezuma. Overall, the market appears to be stable with low vacancy rates, particularly among the senior LIHTC properties.

I. ABSORPTION & STABILIZATION RATES

Stabilization/Absorption Rate

Five properties were able to report absorption pace. The summary of these properties is included in the following table.

ABSORPTION

Year Built	Name	Location	Type	Tenancy	Total		Number of Units Absorbed Per Month
					Number of Units	Number of Months	
2002	Gatwick Senior Village	Perry	LIHTC, Market	HFOP	60	12	5
2005	Starlight	Americus	LIHTC	Family	52	17 to 26	2 to 3
2006	The Verandah	Americus	LIHTC (PBRA), Market	HFOP	40	12	3 or more
2009	Cameron Court I	Perry	LIHTC	HFOP	64	9	7
2012	Cameron Court II	Perry	LIHTC	HFOP	48	3	15

The newest LIHTC property in the PMA is Cameron Court I and II. Cameron Court I and II is a senior LIHTC property located in Perry and Phase I opened in 2009 while Phase II opened in 2012. Phase II experienced a faster absorption rate than Phase I due to it being a part of an existing property. Other LIHTC properties have reported slower absorption paces of two to five units per month. It should be noted that the property manager at Starlight indicated that stabilization was prolonged due to phased leasing. To be conservative, we have estimated that the Subject will have an absorption pace of seven units per month, which will yield an absorption period of six months in order for the Subject to stabilize at 93 percent occupancy.

J. INTERVIEWS

Housing Authority

Despite numerous attempts, we were unable to contact a representative for the Flint Area Consolidated Housing Authority. However, the following table lists the 2012 payment standards for Macon County.

2012 Macon County HCV Payment Standards

0BR	\$455
1BR	\$471
2BR	\$548
3BR	\$691
4BR	\$933
5BR	\$1,072
6BR	\$1,212
7BR	\$1,352

Source: Georgia Department of Community Affairs

The Subject's gross rents at 50 and 60 percent AMI are below the payment standard.

Planning

We interviewed Jimmy Davis, Director of the Macon County Development Authority. According to Mr. David the only major expansion to occur in the area recently was done by C-E Minerals, a local mining and raw materials production company. According to Davis this occurred last year when C-E Minerals was bought by Imerys, a French-based industrial materials company. Once it acquired C-E Minerals, Imerys funded a \$50 million expansion in the Montezuma area, which resulted in 35 new jobs, according to Mr. Davis.

Mr. Davis stated that the Montezuma area is very rural, with an economy based around agriculture and associated services. He said he believed there is a good demand for senior housing in the area since the population of the town as a whole is aging.

Chamber of Commerce

Jimmy Davis also serves as a representative for the Macon County Chamber of Commerce. He said his overall outlook for the future of the region is good, but he believes it may be some years before local businesses feel confident enough in the economy as a whole to invest in new facilities or employees. As previously stated, Mr. Davis stated that he is unaware of any imminent plans for major expansions.

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

K. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

- The Subject is located in Montezuma, Macon County, GA. In 2012, the senior population in the PMA was 14,778 and is projected to decrease to 16,419 in 2017. This growth is considered strong with a 2.2 percent average annual rate. The projected annual population growth for all households is less than one percent, which is typical for a rural market. Rural areas typically experience population decline; therefore, any population growth in these areas is considered good.

The majority of senior households in the PMA are owner-occupied. However, the portion of senior renter households is high at approximately 24 percent, which is greater than the national average of 13 percent. Approximately 64 percent of senior renter households in the PMA have annual earnings below \$29,999. The Subject will target households earning between \$12,840 and \$21,900. Persons within these income cohorts are expected to create demand for the Subject.

- Total employment in the MSA currently sits at 66,064 as of March 2013. The Warner Robins, GA MSA experienced strong employment prior to the advent of the recession in 2008, holding relatively steady with unemployment lower than the national average. In 2009 the MSA experienced total employment declines, but despite the impact of the recession this is the only year total employment has decreased since at least 2002. Unemployment has always been below the national average since at least 2002 as well, and it currently sits at 6.9 percent while the national average is 7.6 percent as of March 2013.

Employment continues to trend upward, and overall employment in the MSA is currently experiencing all-time highs. Similar to what occurred throughout the nation, the unemployment rate increased significantly in 2008 through 2011 and reached a peak rate of 7.9 percent in 2011. This rate is much lower than the national unemployment rate, however, which was consistently 1 to 2 percent higher than the MSA throughout the recession.

The largest industries in the PMA are Manufacturing, Health Care/Social Services and Educational Services. Together these three industries comprise 47.4 percent of employment in the PMA. Manufacturing, Construction and Public Administration are overrepresented in the PMA when compared to the nation, while Accommodation/Food Services, Prof/Scientific/Tech Services and Finance/Insurance are underrepresented in the PMA when compared to the nation.

According to Jimmy Davis, Director of the Macon County Development Authority, the only major expansion to occur in the area recently was done by C-E Minerals, a local mining and raw materials production company. According to Davis this occurred last year when C-E Minerals was bought by Imerys, a French-based industrial materials company. Once it acquired C-E Minerals, Imerys funded a \$50 million expansion in the Montezuma area, which resulted in 35 new jobs, according to Mr. Davis.

The PMA is heavily reliant on agriculture and agricultural processing. Four of the top 10 employers in Macon County are in the agricultural field. Lower skilled employees in these industries are likely to have incomes in line with the Subject’s income restrictions. Healthcare is also relatively heavily represented in the county’s major employer list. It is also worth noting that two of the top 10 employers – Miona Geriatric and Dementia Center and The Oaks Nursing Home – cater directly to the elderly.

Overall, employment in the area is relatively stable which bodes well for prospective multi-family developments.

- The Subject’s capture rates at the 50 percent AMI level will range from 4.3 to 4.9 percent, with an overall capture rate of 4.7 percent. The Subject’s 60 percent AMI capture rates range from 31.0 to 32.5 percent, with an overall capture rate of 31.4 percent. The overall capture rate for all units is 24.0 percent, which is well below the 35.0 percent threshold. Therefore, we believe there is adequate demand for the Subject.
- Five properties were able to report absorption pace. The summary of these properties is included in the following table.

ABSORPTION

Year Built	Name	Location	Type	Tenancy	Total		Number of Units Absorbed Per Month
					Number of Units	Number of Months	
2002	Gatwick Senior Village	Perry	LIHTC, Market	HFOP	60	12	5
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The newest LIHTC property in the PMA is Cameron Court I and II. Cameron Court I and II is a senior LIHTC property located in Perry and Phase I opened in 2009 while Phase II opened in 2012. Phase II experienced a faster absorption rate than Phase I due to it being a part of an existing property. Other LIHTC properties have reported slower absorption paces of two to five units per month. It should be noted that the property manager at Starlight indicated that stabilization was prolonged due to phased leasing. To be conservative, we have estimated that the Subject will have an absorption pace of seven units per month, which will yield an absorption period of six months in order for the Subject to stabilize at 93 percent occupancy.

- Vacancy rates in the market range from zero to five percent, with five percent as a high outlier. The overall vacancy rate is low at approximately one percent. Five of the comparables are 100 percent occupied and all are maintaining waiting lists. The Subject will offer new construction and a good location in a market with limited multifamily supply. Therefore, the Subject will face limited competition. Overall, we believe that the Subject will maintain a vacancy rate of five percent, or less.
- Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property. Strengths of the Subject will be its new

construction, unit sizes, rent advantage, location (proximity to healthcare services and retail), and tenancy as there are no senior LIHTC properties in Montezuma. Overall, the market appears to be stable with low vacancy rates, particularly among the senior LIHTC properties.

Recommendations

- We recommend the Subject as proposed.

L. SIGNED STATEMENT REQUIREMENTS

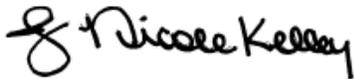
I affirm that I (or one of the persons signing below) have made a physical inspection of the market area and the subject property and that information has been used in the full study of the need and demand for the proposed units. To the best of my knowledge, the market can support the project as shown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

6-13-2013

Date



J. Nicole Kelley
Manager
Novogradac & Company LLP

6-13-2013

Date



Kristina V. Garcia
Real Estate Analyst
Novogradac & Company LLP

6-13-2013

Date

M. MARKET STUDY REPRESENTATION

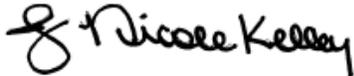
Novogradac & Company LLP states that DCA may rely on the representation made in the market study provided and this document is assignable to other lenders that are parties to the DCA loan transaction.



H. Blair Kincer, MAI, CRE
LEED Certified Associate
Partner
Novogradac & Company LLP

6-13-2013

Date



J. Nicole Kelley
Manager
Novogradac & Company LLP

6-13-2013

Date



Kristina V. Garcia
Real Estate Analyst
Novogradac & Company LLP

6-13-2013

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

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- 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

KRISTINA V. GARCIA

I. Education

Emory University, Atlanta, Georgia
Bachelor of Arts

II. Professional Experience

Real Estate Analyst, Novogradac & Company LLP (April 2007 – Present)

III. Assignments

- Conducts 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.
- Assists with appraisals of existing and proposed Low-Income Housing Tax Credit properties, Rural Development properties, and Section 8 properties.
- Conducts Rent Comparability Studies according to HUD guidelines.

REPRESENTATIVE SAMPLE OF ENGAGEMENTS

Market Study Experience—Proposed LIHTC New Construction and Rehabilitation Developments:

Analyst has conducted research for market studies within the following states and U.S. territories:

- Alabama
- Arizona
- Arkansas
- California
- Florida
- Georgia
- Guam
- Illinois
- Indiana
- Kentucky
- Louisiana
- Massachusetts
- Michigan
- Mississippi
- New York
- New Jersey
- North Carolina
- North Dakota
- Oklahoma
- Pennsylvania
- Puerto Rico
- Rhode Island
- South Carolina
- Tennessee
- Texas
- Utah
- Virginia
- Washington
- West Virginia

HUD Rent Comparability Study Experience:

Analyst has conducted rent comparability studies within the following states:

- Alabama
- Florida
- Georgia
- New York
- South Carolina
- Texas
- Tennessee

Appraisal Research Experience:

Analyst has conducted research for appraisals within the following states:

- Alabama
- Florida
- Georgia
- Louisiana
- New York
- South Carolina
- Virginia

Miscellaneous Housing Studies:

- Conducted research for a comprehensive citywide housing market analysis for the City of Biloxi, MS which included a housing needs assessment.
- Conducted research for comprehensive neighborhood housing market analysis for the New Orleans East neighborhood in New Orleans, LA for the Louisiana Housing and Finance Agency. regarding housing needs and economic trends Pre- and Post- Hurricane Katrina
- Conducted research for mixed-use HOPE VI redevelopment plan for Tindall Heights Macon Housing Authority's Tindall Heights Public Housing