



A MARKET CONDITIONS AND PROJECT EVALUATION SUMMARY OF

**STERLING HEIGHTS
5300 Bowman Road
Macon, Bibb County, Georgia 31210**

**Effective Date: May 5, 2014
Report Date: June 1, 2014**

Prepared For

**Mr. Jay Collins
Potemkin Development, Inc.
1820 The Exchange, Suite 350
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Prepared By

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June 1, 2014

Mr. Jay Collins
Potemkin Development, Inc.
1820 The Exchange, Suite 350
Atlanta, GA 30339

Re: Market Study for Sterling Heights Apartments in Macon, Georgia

Dear Mr. Collins:

At your request, Novogradac & Company LLP performed a market study of the family rental market in the Macon, Bibb 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 Sterling Heights, a proposed Housing for Older Persons (HFOP) development consisting of 72 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.

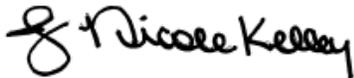
This report contains, to the fullest extent possible and practical, explanations of the data, reasoning, and analyses that were used to develop the opinions contained herein. The report also includes a thorough analysis of the scope of the study, regional and local demographic and economic studies, and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

EXECUTIVE SUMMARY AND CONCLUSIONS

1. Project Description:

Sterling Heights will be located at 5300 Bowman Road in Macon, Bibb County, Georgia. The development will offer an elevator-serviced, low-rise design and will consist of 72 one- and two-bedroom units, all of which will target senior households ages 55 and older. Of the 72 units, 22 will be restricted to 50 percent of the AMI and 50 will be restricted to 60 percent of the AMI. 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	Square Feet	Asking Rent	Utility Allowance (1)	Gross Rent	LIHTC	HUD Fair
						Maximum Allowable Gross Rent	Market Rents
<i>50% AMI</i>							
1BR	12	770	\$372	\$113	\$485	\$485	\$616
2BR	10	960	\$443	\$139	\$582	\$582	\$730
<i>60% AMI</i>							
1BR	6	770	\$432	\$113	\$545	\$582	\$616
2BR	44	960	\$485	\$139	\$624	\$699	\$730
Total	72						

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

The Subject will offer the following in-unit amenities: balconies and patios, blinds, carpeting, central air conditioning, dishwashers, ceiling fans, garbage disposals, microwaves, ovens, refrigerators, trash compactors, walk-in closets, and washer/dryer hook-ups. The Subject will offer the following community amenities: community room, computer lab, elevator, exercise facility, central laundry facility, off-street parking, on-site management, and outdoor gathering area/picnic area. Overall, the Subject will offer a competitive amenity package.

2. Site Description/Evaluation:

The Subject is located in a mixed-use neighborhood consisting of single-family homes, multifamily developments, commercial uses, and undeveloped land. Single-family homes and multifamily developments appeared to be in average to excellent condition. The site is within reasonable proximity to locational amenities and surrounding commercial uses include medical offices and general offices, a hospice facility, hotels, a Publix shopping

center, and small restaurants. Commercial uses appeared to be approximately 95 percent occupied at the time of our site visit. There is a large parcel of undeveloped land to the south of the Subject site. Interstate 75 is located directly north of the Subject site and provides access to downtown Macon. Visibility is considered good and views are considered average. Overall, the Subject will be a positive addition to the neighborhood and will be consistent with existing land uses.

3. Market Area Definition:

The PMA is defined as the northwestern portion of Macon, Macon-Bibb County, Georgia, as well as a portion of Juliette, Monroe County, Georgia. The PMA's boundaries include Rumble Road and Pea Ridge Road to the north, US Route 87, the Ocmulgee River, and Interstate 75 to the east, State Route 22 to the south, and Interstate 475, Wadley Road, and US Route 41 to the west. The Subject is located approximately 9.5 miles from the furthest point of the PMA.

4. Community Demographic Data:

The PMA's senior population 55 years and older increased at a rate of 2.4 percent from 2000 to 2013. In the PMA, the number of senior households with persons 55 and older increased by 2.2 percent, but is expected to increase by 1.6 percent through 2018. Similarly, the number of senior households is expected to increase by 1.8 percent in the MSA. The senior population in the PMA is expected to increase at a rate of 1.6 percent through the projected market rate of entry and 2018, and higher increases in the MSA and nation. Average household size in the PMA is currently 2.37 persons; this is expected to remain constant through 2018. Overall, the projected increase in senior population 55 and older is a positive indicator for the Subject.

5. Economic Data:

Total employment in the MSA decreased sharply in 2009 and the decline continued through 2010. While total employment in the county increased in 2011 and 2012, year-over-year figures indicate that the total employment level in the county decreased 0.8 percent from December 2012 to December 2013. Current employment levels remain below those of pre-recessionary levels. The unemployment rate in the county has historically been 0.1 to 1.1 percentage points higher than the national rate. As of December 2013, the unemployment rate in the county

remains approximately 1.1 percentage points above that of the nation. These trends indicate that the county's economy is still, to some extent, suffering from the effects of the most recent recession.

6. Project-Specific Affordability And Demand Analysis:

The following table illustrates capture rates for the Subject's units.

CAPTURE RATE ANALYSIS CHART

Unit Size	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate
1BR at 50% AMI	12	99	0	99	12.1%
2BR at 50% AMI	10	82	0	82	12.1%
Overall at 50% AMI	22	182	0	182	12.1%
1BR at 60% AMI	6	105	0	105	5.7%
2BR at 60% AMI	44	87	0	87	50.4%
Overall at 60% AMI	50	193	0	193	26.0%
Total Overall	72	249	0	249	28.9%

The Subject's capture rates at the 50 percent AMI level will be 12.1 percent, with an overall capture rate of 12.1 percent. The Subject's 60 percent AMI capture rates range from 5.7 to 50.4 percent, with an overall capture rate of 26.0 percent. The overall capture rate for the project's 50 and 60 percent units is 28.9 percent. While the two-bedroom at 60 percent of the AMI capture rates is somewhat elevated, the two-bedroom units at both of the senior comparables make up a sizable portion of their units and they are 100 percent occupied with a waiting list. Further, both of these properties have higher rents than the Subject's proposed rents. All of the capture rates are below the GADCA thresholds; therefore, we believe there is adequate demand for the Subject.

7. Competitive Rental Analysis:

The availability of senior LIHTC data in the PMA is considered limited. There is one senior LIHTC property that offers units without additional subsidies located within the PMA, Ashton Park Apartments. We have included this property as a comparable in our analysis. Additionally, we have included Baltic Park Apartments, a senior LIHTC property located approximately 0.4 miles outside the boundaries of the PMA, as a comparable in our analysis. These are the only existing senior LIHTC properties in the city of Macon that offer a significant number of units operating without additional subsidies. In order to better analyze the local LIHTC market, we have included three multifamily LIHTC properties as comparables, all of which

are located within the PMA. We have included six market rate properties located within 0.7 and 2.2 miles of the Subject. Therefore, we consider the availability of market data to be good.

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

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

Subject Comparison to Market Rents

@50%

Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1 BR	\$372	\$400	\$832	\$601	38%
2 BR	\$443	\$445	\$915	\$642	31%

@60%

Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1 BR	\$432	\$445	\$832	\$647	33%
2 BR	\$485	\$490	\$915	\$690	30%

As illustrated the Subject's proposed rents are below the surveyed average and the surveyed minimum when compared to the comparables, both LIHTC and market rate.

8. Absorption/Stabilization Estimate:

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

ABSORPTION

Property Name	Type	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Baltic Park Apartments	LIHTC	Senior	2003	82	27
Bartlett Crossing	LIHTC	Family	2012	75	8
Adrian On Riverside	Market	Family	2003/2009	224	15

Bartlett Crossing is the most recent construction; management at this property reported an absorption rate of eight units per month, for an absorption period of approximately nine months. Baltic Park Apartments, however, is considered most similar to the Subject in terms of tenancy and design. Management at Baltic Park reported an absorption rate of 27 units per month for an absorption period of three months. While these figures are somewhat dated, we anticipate that the Subject will experience a similar absorption rate given the limited supply of senior LIHTC properties within the PMA and the city of Macon in addition to the low vacancy rates and waiting lists at the senior LIHTC properties. We estimate that the Subject will reach 93 percent occupancy within three months of opening if management pre-leases units. We therefore anticipate that the Subject will absorb 20 to 25 units per month.

9. Overall Conclusion:

Based upon our market research, demographic calculations and analysis, we believe there is ample demand for the Subject property as proposed. There have been no allocations in the Subject's PMA since 2009. The most recent allocation, Bartlett Crossing, a family LIHTC property, is located in the Subject's PMA and is 98 percent occupied with a 400 household waiting list, indicating continued demand for affordable housing in the Subject's market area. There is a lack of affordable senior housing in the market with only one senior LIHTC property located in the Subject's PMA, Ashton Hill, which is 100 percent occupied with a waiting list and is achieving maximum allowable rents at both 50 and 60 percent of the AMI. The overall vacancy in the market is low at 5.0 percent and the LIHTC vacancy is even lower at 1.9 percent, further, both of the senior comparables surveyed are 100 percent occupied with waiting lists, illustrating a need for additional senior LIHTC units in the market. Further, Bristol Park, a market rate property located 0.7 miles from the Subject that has senior tenants is 98.7 percent occupied and is achieving much higher rents than the Subject's proposed rents. The Subject will offer a superior age and condition when compared to the majority of the LIHTC and market rate supply and will offer a significant market advantage.

Overall the local affordable housing market and the senior affordable housing market in particular, appear to be performing well. Due to the low vacancy rates at the

comparables, the waiting lists present in the market, and the reported demand for additional affordable senior housing in the Subject's market area, we believe that the Subject is feasible as proposed and will fill a void in the market and will perform well.

Summary Table:

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

Development Name:	Sterling Heights	Total # Units: 72
Location:	5300 Bowman Road	# LIHTC Units: 72
	Macon, GA 31210	
PMA Boundary:	North: Rumble Rd., Pea Ridge Rd.; South: State Route 22; East: U.S. Route 87, Ocmulgee River, Interstate 75;	
West: Interstate 475, U.S. Route 41	Farthest Boundary Distance to Subject:	9.7 miles

Rental Housing Stock (found on page 59)

Type	# Properties*	Total Units	Vacant Units	Average Occupancy
All Rental Housing	10	2,049	103	95.0%
Market-Rate Housing	6	1,524	93	93.9%
<i>Assisted/Subsidized Housing not to include LIHTC</i>	N/Ap	N/Ap	N/Ap	N/Ap
LIHTC	4	443	10	97.7%
Stabilized Comps	10	2,049	103	95.0%
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
12	1BR at 50% AMI	1	770	\$372	\$601	\$0.78	44%	\$832	\$0.85
10	2BR at 50% AMI	2	960	\$443	\$642	\$0.67	40%	\$1,255	\$1.07
6	1BR at 60% AMI	1	770	\$432	\$647	\$0.84	46%	\$832	\$0.85
44	2BR at 60% AMI	2	960	\$485	\$690	\$0.72	19%	\$1,255	\$1.07

Demographic Data (found on pages 30 and 45)

	2000		2013		2016	
Renter Households	2,754	28.80%	4,316	35.10%	4,471	34.66%
Income-Qualified Renter HHs	540	19.60%	846	19.60%	876	19.60%

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

Type of Demand	30%	50%	60%	Market-rate	Other: __	Overall*
Renter Household Growth	N/Ap	22	23	N/Ap	N/Ap	30
Existing Households (Overburdened + Substandard)	N/Ap	194	206	N/Ap	N/Ap	266
Homeowner conversion (Seniors)	N/Ap	4	4	N/Ap	N/Ap	5
Total Primary Market Demand	N/Ap	220	233	N/Ap	N/Ap	301
Less Comparable/Competitive Supply	N/Ap	0	0	N/Ap	N/Ap	0
Adjusted Income-qualified Renter HHs**	N/Ap	220	233	N/Ap	N/Ap	301

Capture Rates (found on page 56)

Targeted Population	30%	50%	60%	Market-rate	Other: __	Overall
Capture Rate:	N/Ap	12.10%	26.00%	N/Ap	N/Ap	28.90%

*Includes LIHTC and unrestricted (when applicable)

**May differ slightly from conclusion table in Demand Analysis due to rounding.

B. PROJECT DESCRIPTION

PROJECT DESCRIPTION

Project Address and Development Location:	The Subject is located at 5300 Bowman Road, Macon, Bibb County, Georgia.
Construction Type:	The Subject will consist of one, three-story, elevator serviced, low-rise style brick and vinyl façade apartment building.
Occupancy Type:	The Subject will target senior households ages 55 and older and will be affordable to households earning 50 and 60 percent of the Area Median Income, or less.
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 operate with Project-Based Rental Assistance.
Proposed Development Amenities:	See following property profile.

Sterling Heights, Macon, GA; Market Study

Sterling Heights

Comp# Subject
Effective Rent 5/12/2014
Date

Location 5300 Bowman Road
 Macon, GA 31210
 Bibb County County
 (verified)
Distance 3.4 miles
Units 72
Vacant Units N/A
Vacancy Rate N/A
Type Lowrise (age-restricted)
Year Built / Renovated Proposed 2016 /
 n/a



Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?
1	1	Lowrise	12	770	\$372	\$0	@50%	n/a	N/A	N/A	yes
1	1	Lowrise	6	770	\$432	\$0	@60%	n/a	N/A	N/A	no
2	1	Lowrise	10	960	\$443	\$0	@50%	n/a	N/A	N/A	yes
2	1	Lowrise	44	960	\$485	\$0	@60%	n/a	N/A	N/A	no

Amenities

In-Unit	Balcony/Patio Blinds Carpeting Central A/C Dishwasher Ceiling Fan Garbage Disposal Hand Rails Microwave Oven Refrigerator Trash Compactor Walk-In Closet Washer/Dryer hookup	Security	Limited Access
Property	Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Elevator Exercise Facility Central Laundry Off-Street Parking On-Site Management Picnic Area	Premium	none
Services	none	Other	none

Comments

The utility allowances are as follows: One-bedroom \$113 per month and two-bedroom \$139 per month.

Scope of Renovations:	The Subject will be a new construction.
Current Rents:	There are no current rents to report.
Current Occupancy:	There are no current occupancy rates to report.
Current Tenant Income:	There are no current income restrictions to report.
Placed in Service Date:	The Subject will be a new construction and is expected to be placed in service in June 2016.
Conclusion:	The Subject will be an excellent -quality brick and vinyl siding three-story elevator serviced, low-rise style apartment complex, comparable to most of the inventory in the area. As new construction, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical obsolescence.

C. SITE EVALUATION

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

Jill Conable visited the site on May 3, 2014.

2. Physical Features of the Site:

The following illustrates the physical features of the site.

Frontage:

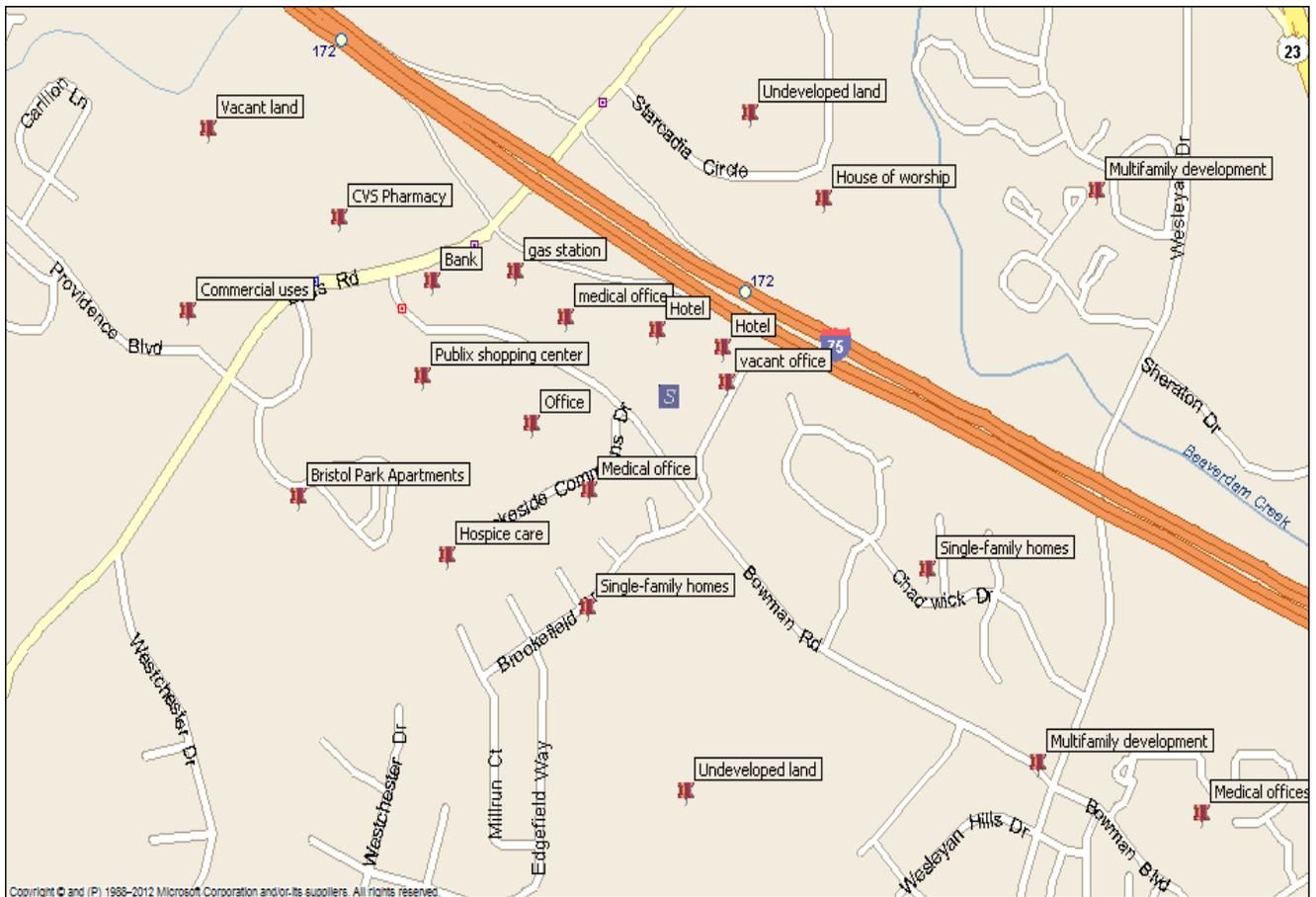
The Subject site has frontage along Bowman Road.

Visibility/Views:

The Subject site is located on the northeastern side of Bowman Road. Visibility is considered good and views are considered average.

Surrounding Uses:

The following map and pictures illustrate the surrounding land uses.



The Subject is located in a mixed-use neighborhood consisting of single-family homes, multifamily developments, commercial uses, and undeveloped land. Single-family homes and multifamily developments appeared to be in average to excellent condition. Surrounding commercial uses include medical office and

general offices, a hospice facility, hotels, a Publix Super Market, and small restaurants. Commercial uses appeared to be approximately 95 percent occupied at the time of our site visit. Interstate 75 is located directly north of the Subject site and provides access to downtown Macon.

Positive/Negative Attributes of Site: The Subject site is located within close proximity to retail and commercial uses including a super market, health club, and restaurants. Additionally, the Subject site is within close proximity to Interstate 75 which provides convenient access to downtown Macon and other employment centers.

3. Physical Proximity to Locational Amenities:

The Subject site is located within 3.6 miles of most locational amenities, including a Capital City Bank Group, Publix Grocery Store, and CVS Pharmacy. The Subject site is located approximately 8.2 miles northwest of downtown Macon, the area's largest employment center. According to Walkscore.com, the Subject's neighborhood earned a Walk Score of 26, indicating that it is located in a car dependent neighborhood and most errands require a car. This is predominantly due to the lack of sidewalks and the presence of highly-trafficked roadways. Additionally, an MTA bus stop is located across the street from the Subject site. Regardless, the site is located within reasonable proximity to retail and commercial uses as well as institutional uses.

4. Pictures of Site and Adjacent Uses:



View of Subject site facing north from Bowman Park and Bowman Rd. intersection



View of Subject site facing north from Bowman Park towards retail uses



View of Subject site facing west toward Bowman Road



View of Subject site facing east from Bowman Rd.



View north on Bowman Road



View south on Bowman Road



View north on Bowman Park toward Subject site and hotels.



Hotel adjacent to the east of Subject site



Hotel east of Subject site



Vacant office east of Subject site



Medical office building west of Subject site



Medical office north of Subject site



Office west of Subject site



Pizza restaurant northwest of Subject site



New construction (Lofts at Bass) northwest of Subject site



Gas station north of Subject site



Bank north of Subject site



Publix shopping center northwest of Subject site



Fast food northwest of Subject site



CVS northwest of Subject site



Restaurant northwest of subject site



Retail uses in Publix shopping center



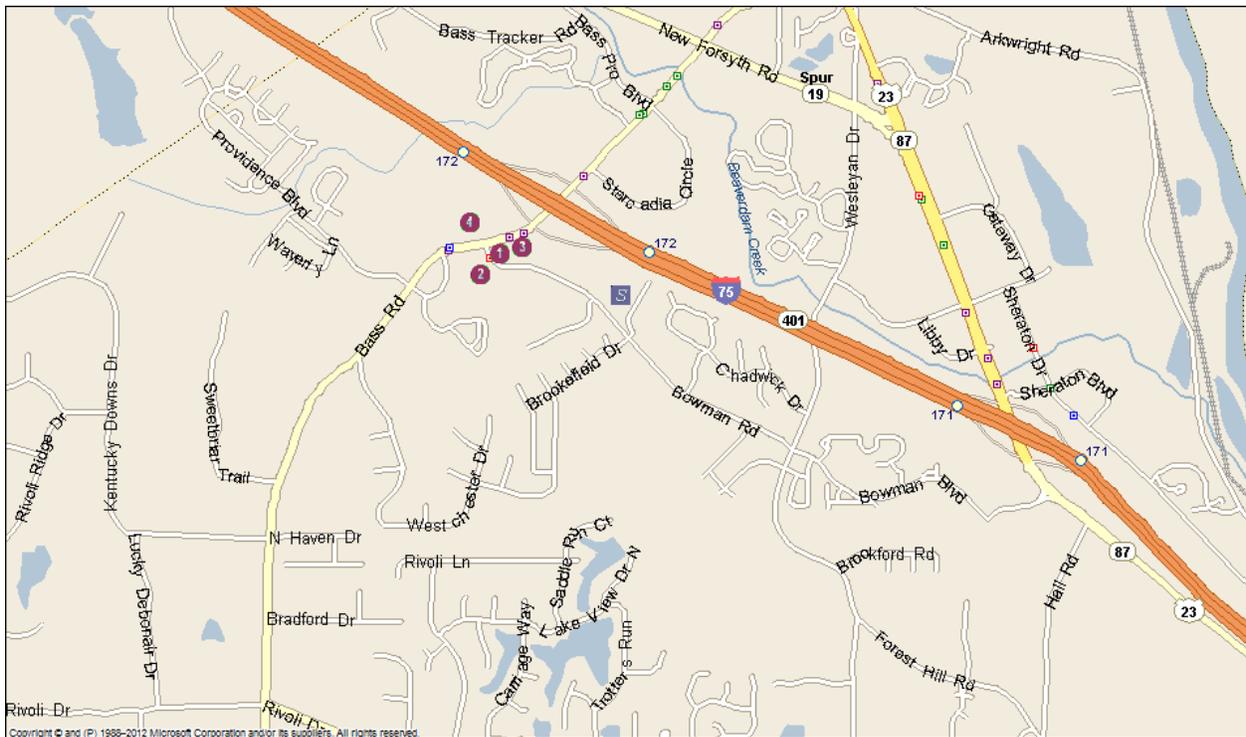
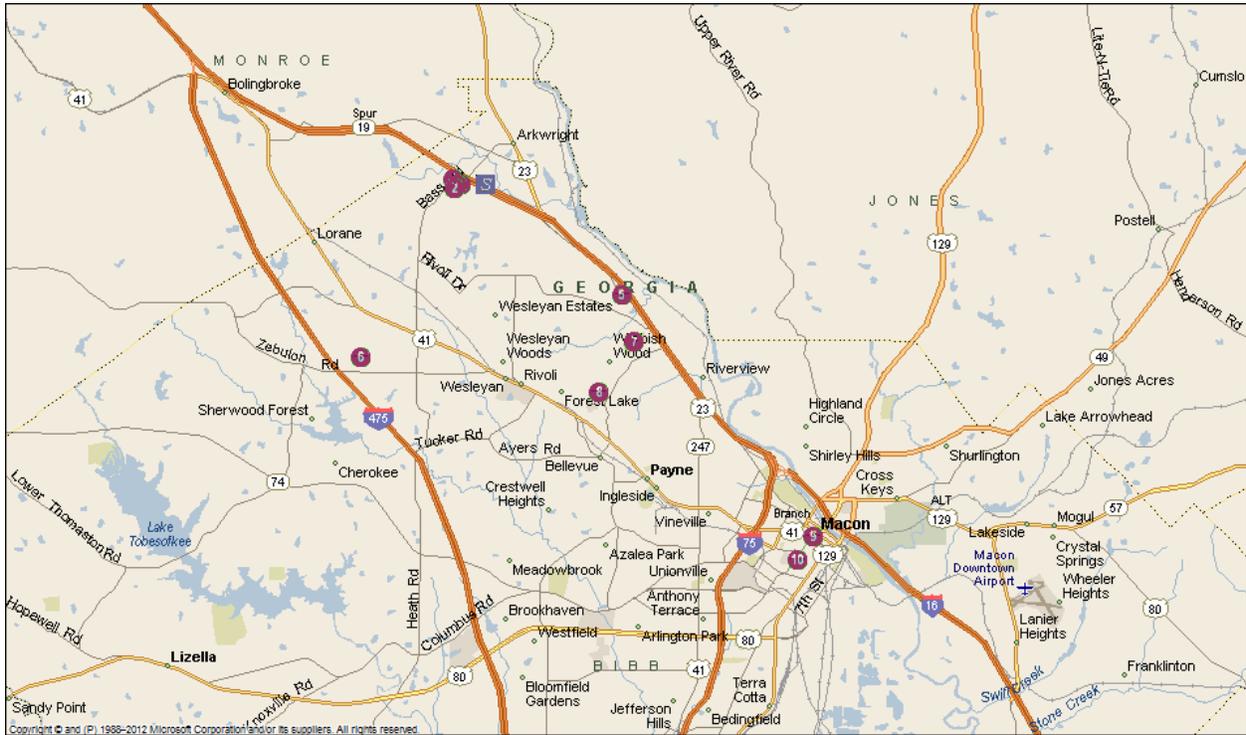
Single-family home immediately west of Subject site



Single-family home south of Subject site

5. Proximity to Locational Amenities:

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



LOCATIONAL AMENITIES

Map #	Service/Amenity	Distance from Subject
1	Capital City Bank Group	0.3 miles
2	Publix Grocery and Pharmacy	0.4 miles
3	Colonnade Corner- Gas	0.3 miles
4	CVS	0.5 miles
5	Riverside Branch Library	2.9 miles
6	Post Office-Zebulon	3.4 miles
7	North Macon Park Community Center	3.6 miles
8	Coliseum Northside Hospital	4.0 miles
9	Macon-Bibb Senior Center	8.1 miles
10	Downtown Macon Employment Center	8.2 miles

6. Description of Land Uses:

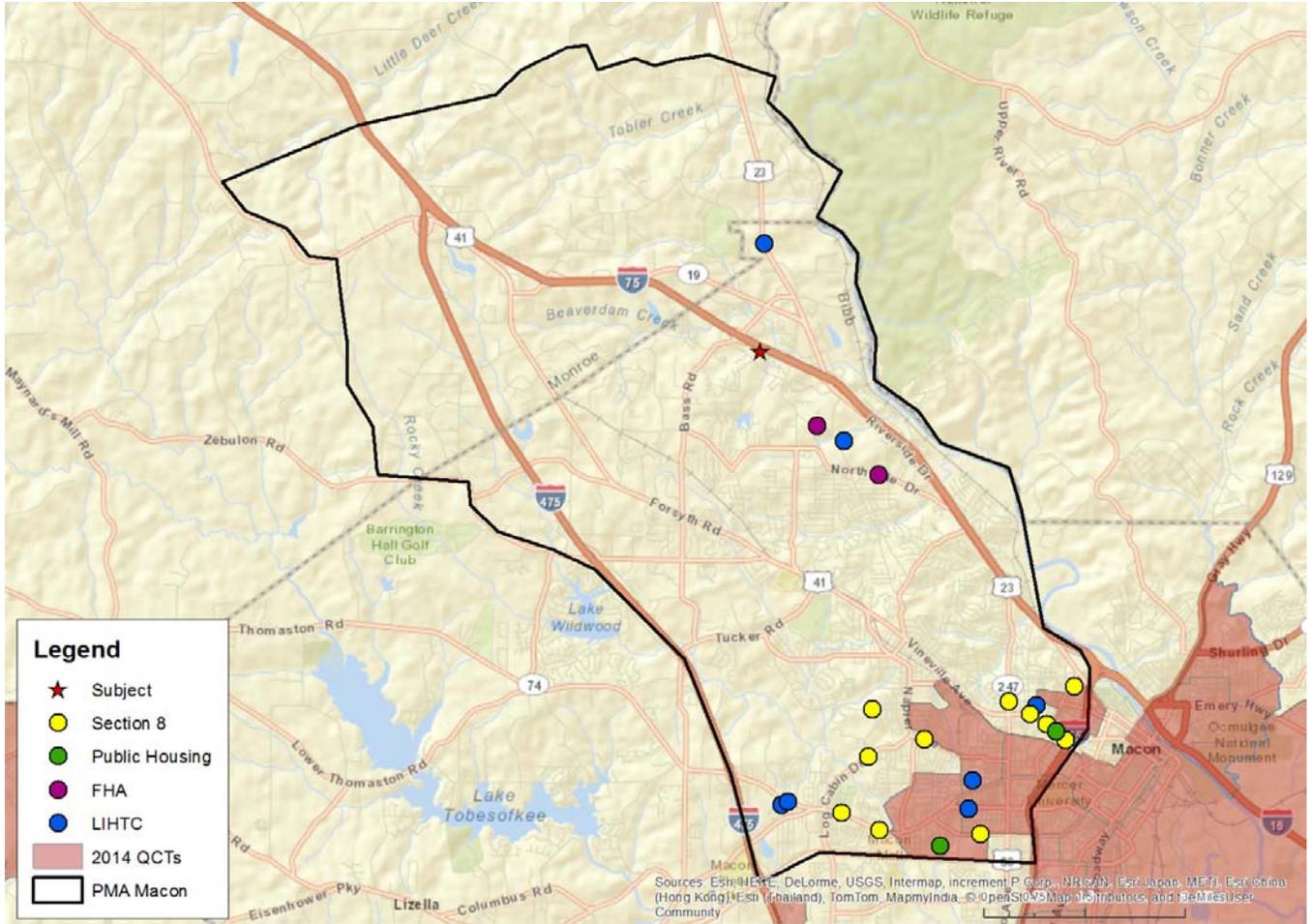
The Subject site is located in a mixed-use neighborhood consisting of single-family homes, multifamily developments, commercial uses, and undeveloped land. Directly north of the Subject site is a Microtel Inn & Suites as well as vacant office space. Further north is Interstate 75, which provides access to downtown Macon. West of the Subject site, land uses consist of commercial uses as well as multifamily developments. Commercial uses consist of medical offices as well as other office space, a gas station, a bank, a CVS pharmacy and a Publix shopping center. Commercial uses appeared to be 95 percent occupied at the time of our site visit. Bristol Park Apartments, a market rate multifamily property in good condition that is used as a comparable in our analysis, is also located west of the Subject site. Uses to the south of the Subject site consist of single-family homes in average to excellent condition. Additionally, there is a large parcel of undeveloped land south of the Subject site. To the east of the Subject site are single-family homes in average to excellent condition. Manchester at Wesleyan, a multifamily development in good condition used as a comparable later in our analysis, is located southeast of the Subject site along with medical offices. Overall, the Subject will be a positive addition to the neighborhood and will be compatible with existing land uses.

7. Existing Assisted Rental Housing Property Map:

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

ALL AFFORDABLE PROPERTIES IN THE PMA

#	Property Name	Tenancy	Program	Map Color	Distance from Subject	Included/Excluded	Reason for Exclusion	
1	510 Woodard Ave	Family	LIHTC	Yellow	11.5 miles	Excluded	Could not contact	
2	Oak Ridge Apartments	Family	LIHTC		3.0 miles	Excluded	Dissimilar unit types	
3	Macon Housing II	Family	LIHTC		10.2 miles	Excluded	Could not contact	
4	West Club Apartments	Family	LIHTC		10.5 miles	Included	N/A	
5	Ashton Hills Apartments	Senior	LIHTC		3.4 miles	Included	N/A	
6	Pinewood Park Apartments	Family	LIHTC		10.4 miles	Included	N/A	
7	Bartlett Crossing	Family	LIHTC/Bond		11.5 miles	Included	N/A	
8	Anthony Arms	Family	LIHTC/Section 8/FHA	Blue	11.6 miles	Excluded	Subsidized	
9	Kingston Garden	Family	LIHTC/Section 8/FHA		6.8 miles	Excluded	Subsidized	
10	Riverside Gardens aka Ashton Riverside	Family	LIHTC/Section 8/FHA		8.3 miles	Excluded	Subsidized	
11	Pearl Stephens Village	Senior	LIHTC/Section 8		6.9 miles	Excluded	Subsidized	
12	Clisby Towers	Senior	Section 8		9.7 miles	Excluded	Subsidized	
13	Green Meadows Townhouses	Family	Section 8		7.4 miles	Excluded	Subsidized	
14	Ingleside Manor	Senior	Section 8		9.9 miles	Excluded	Subsidized	
15	Macon Gardens Apartments	Family	Section 8		13.1 miles	Excluded	Subsidized	
16	Magnolia Manor of Macon	Senior	Section 8		8.2 miles	Excluded	Subsidized	
17	Magnolia Manor of Macon Supportive Housing	Senior	Section 8		8.1 miles	Excluded	Subsidized	
18	Villa West Apartments	Family	Section 8		10.0 miles	Excluded	Subsidized	
19	Vineville Christian Towers	Senior	Section 8		10.0 miles	Excluded	Subsidized	
20	2009 Vineville	Senior	LIHTC/Public Housing		Green	9.5 miles	Excluded	Subsidized
21	Anthony Homes	Family	Public Housing		Green	13.0 miles	Excluded	Subsidized
22	Forest Ridge Apartments	Family	FHA		Purple	1.4 miles	Excluded	Inferior age/condition
23	Carriage Hill Apartments	Family	FHA		Purple	2.7 miles	Excluded	Could not contact
24	Sterling Heights	Senior	LIHTC		Red	-	Subject	Subject



Macon, GA



8. Road/Infrastructure

Proposed Improvements:

Based on our site visit and other research, there are no current or proposed infrastructure improvements within the Subject's neighborhood.

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

The Subject is located directly south of Interstate 75, a heavily trafficked highway that provides access to downtown Macon and other employment centers within the city. Visibility is considered good.

10. Environmental Concerns:

None visible upon site inspection.

11. Conclusion:

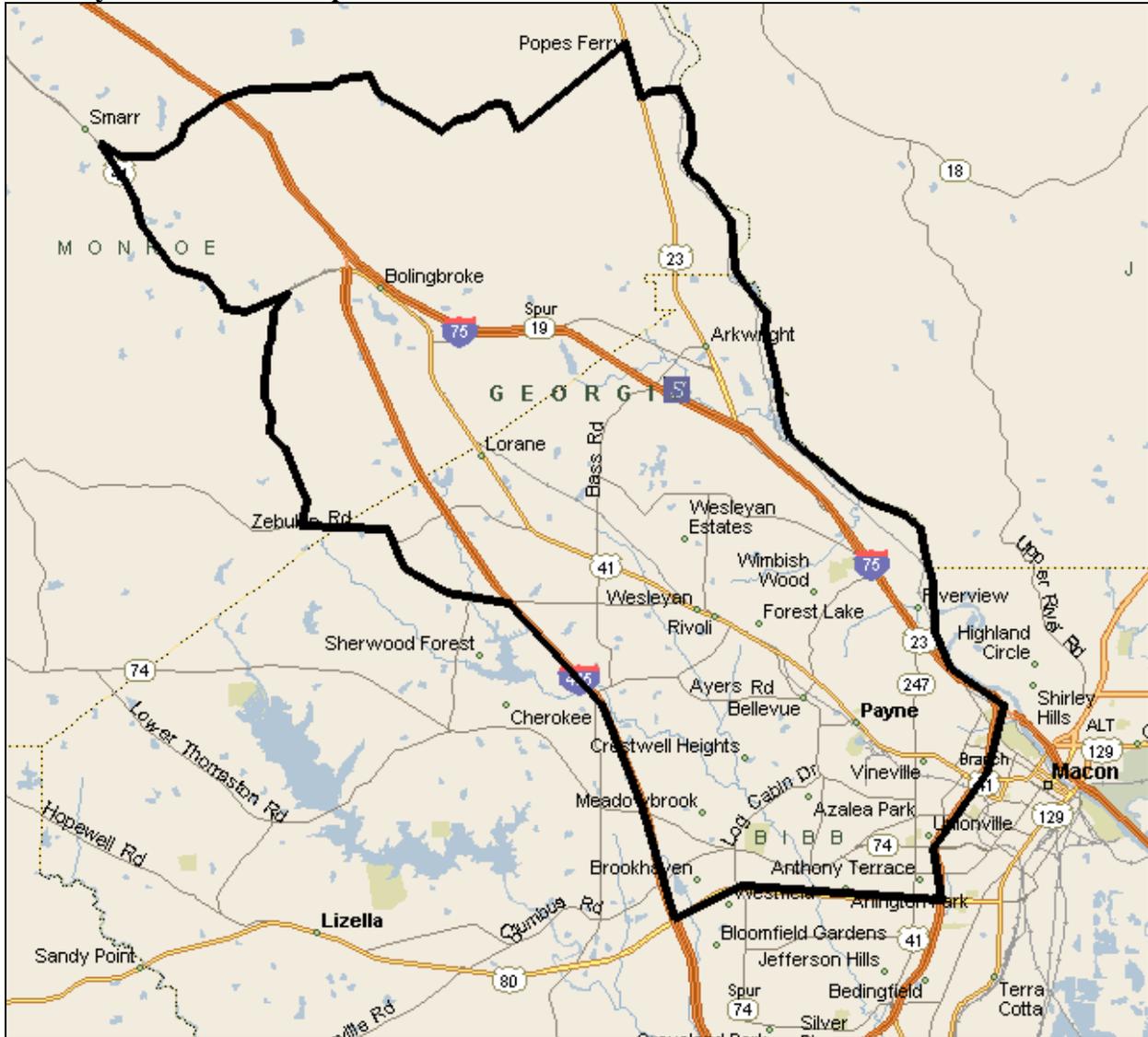
The Subject is located along Bowman Road which contains a mixture of residential and commercial uses as well as undeveloped land. The Subject is located within close proximity to retail and other locational amenities, including a supermarket, restaurants, and health club. Retail in the area appears to be 95 percent occupied. Single-family and multifamily residences in the immediate area appear to be in average to excellent condition and most have been built between 1960 and 2000. Additionally, the Subject offers good visibility and curb appeal. Overall, the community presents a good location for an affordable senior development and the Subject will have a positive impact on the local neighborhood.

D. MARKET AREA

PRIMARY MARKET AREA

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

Primary Market Area Map



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 Macon, GA MSA are areas of growth or contraction.

The boundaries of the PMA are as follows:

North – Rumble Road, Pea Ridge Road

South – State Route 22

East – US Route 87, Ocmulgee River, Interstate 75

West – Interstate 475, Wadley Road, US Route 41

The PMA is defined by Rumble and Pea Ridge Roads to the north, Interstate 475, Wadley Road, and US Route 41 to the west, State Route 22 to the south and US Route 87, the Ocmulgee River, and Interstate 75 to the east. This area includes the northwest portion of Macon as well as a southern portion of Juliette. The area was defined based on interviews with the local housing authority, property managers at comparable properties, and the Subject's developer. Property managers at the LIHTC comparables indicated that the majority of tenants originate from within Macon and immediately surrounding areas. Property managers at most of the market rate comparables, on the other hand, stated that a large number of tenants originate from other parts of Georgia as well as out of state, moving to the area for work. While we do believe that some tenants will originate from outside the boundaries of the PMA, we have not adjusted for leakage per the Georgia Department of Community Affairs guidelines.

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 Macon, 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 (only show this for HFOP/elderly) within population in MSA, the PMA and nationally from 1990 through 2018.

TOTAL POPULATION

Year	PMA		Macon, 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	63,935	-	206,615	-	248,709,873	-
2000	65,894	0.3%	222,367	0.8%	281,421,906	1.3%
2013	68,195	0.3%	233,788	0.4%	315,444,544	0.9%
Projected Mkt Entry July 2016	68,807	0.3%	235,296	0.2%	322,291,911	0.7%
2018	69,215	0.3%	236,302	0.2%	326,856,823	0.7%

Source: ESRI Demographics 2013, Novogradac & Company LLP, April 2014

TOTAL SENIOR POPULATION (55+)

Year	PMA		Macon, 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	14,369	-	42,731	-	52,389,754	-
2000	14,600	0.2%	46,228	0.8%	59,266,437	1.3%
2013	19,263	2.4%	63,691	2.9%	83,746,996	3.1%
Projected Mkt Entry July 2016	20,212	1.6%	67,527	2.0%	90,040,724	2.5%
2018	20,845	1.6%	70,084	2.0%	94,236,542	2.5%

Source: ESRI Demographics 2013, Novogradac & Company LLP, April 2014

POPULATION BY AGE IN 2013

Age Cohort	PMA		Macon, GA MSA		USA	
	Number	Percentage	Number	Percentage	Number	Percentage
0-4	4,661	6.8%	15,627	6.7%	20,027,834	6.3%
5-9	4,641	6.8%	15,714	6.7%	20,305,969	6.4%
10-14	4,625	6.8%	15,822	6.8%	20,664,258	6.6%
15-19	4,506	6.6%	16,133	6.9%	21,217,478	6.7%
20-24	4,627	6.8%	16,413	7.0%	22,842,251	7.2%
25-29	4,552	6.7%	14,963	6.4%	21,494,659	6.8%
30-34	4,437	6.5%	14,401	6.2%	21,041,804	6.7%
35-39	3,990	5.9%	13,717	5.9%	19,423,837	6.2%
40-44	4,118	6.0%	14,744	6.3%	20,789,809	6.6%
45-49	4,088	6.0%	15,566	6.7%	21,274,128	6.7%
50-54	4,688	6.9%	16,997	7.3%	22,615,522	7.2%
55-59	4,658	6.8%	16,377	7.0%	21,155,463	6.7%
60-64	4,245	6.2%	14,651	6.3%	18,575,616	5.9%
65-69	3,206	4.7%	11,126	4.8%	14,286,322	4.5%
70-74	2,337	3.4%	7,938	3.4%	10,422,155	3.3%
75-79	1,714	2.5%	5,650	2.4%	7,612,501	2.4%
80-84	1,445	2.1%	4,040	1.7%	5,754,938	1.8%
85+	1,658	2.4%	3,909	1.7%	5,940,001	1.9%
Total	68,196	100.0%	233,788	100.0%	315,444,545	100.0%

Source: ESRI Demographics 2013, Novogradac & Company LLP, April 2014

NUMBER OF ELDERLY AND NON-ELDERLY

Year	PMA			Macon, GA MSA		
	Total Population	Non-Elderly	Elderly (55+)	Total Population	Non-Elderly	Elderly (55+)
1990	63,934	49,565	14,369	206,616	163,885	42,731
2000	65,896	51,296	14,600	222,368	176,140	46,228
2013	68,196	48,933	19,263	233,788	170,097	63,691
Projected Mkt Entry July 2016	68,806	48,594	20,212	235,296	167,770	67,527
2018	69,213	48,368	20,845	236,302	166,218	70,084

Source: ESRI Demographics 2013, Novogradac & Company LLP, April 2014

From 2000 to 2013, the population in the PMA increased at a rate of 0.3 percent, which is slightly lower than the rate of the MSA and the nation. Total population is expected to slightly increase in the PMA and increase slightly in the MSA through the projected market entry and 2018. The PMA's senior population 55 years and older increased at a rate of 2.4 percent from 2000 to 2013. The senior population in the PMA is expected to increase at a rate of 1.6 percent through the projected market rate of entry and 2018, and higher increases in the MSA and nation. Population by age is concentrated in the younger generations. Specifically, young children, young adults, and middle-aged persons make up the largest percentages.

2. Household Trends

2a. Total Number of Households, Average Household Size

TOTAL NUMBER OF HOUSEHOLDS

Year	PMA		Macon, GA MSA	
	Number	Annual Change	Number	Annual Change
1990	24,885	-	75,810	-
2000	27,170	0.9%	85,031	1.2%
2013	28,247	0.3%	89,808	0.4%
Projected Mkt Entry July 2016	28,517	0.3%	90,525	0.3%
2018	28,697	0.3%	91,003	0.3%

TOTAL NUMBER OF SENIOR HOUSEHOLDS (55+)

Year	PMA		Macon, GA MSA	
	Number	Annual Change	Number	Annual Change
1990	-	-	-	-
2000	9,567	-	30,035	-
2013	12,298	2.2%	39,328	2.3%
Projected Mkt Entry July 2016	12,905	1.6%	41,500	1.8%
2018	13,310	1.6%	42,948	1.8%

Source: ESRI Demographics 2013, Novogradac & Company LLP, April 2014

AVERAGE HOUSEHOLD SIZE

Year	PMA		Macon, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.39	-	2.54	-	2.58	-
2013	2.37	-0.1%	2.52	-0.1%	2.57	0.0%
Projected Mkt Entry July 2016	2.37	0.0%	2.51	0.0%	2.57	0.0%
2018	2.37	0.0%	2.51	0.0%	2.57	0.0%

Source: ESRI Demographics 2013, Novogradac & Company LLP, April 2014

The total number of households in the PMA increased by 0.3 percent from 2000 to 2013. Over the same period of time, the total number of households in the MSA increased by 0.4 percent. The total number of households in the PMA and MSA is expected to increase by 0.3 percent through the projected market entry and 2018. In the PMA, the number of senior households with persons 55 and older increased by 2.2 percent, but is expected to increase by 1.6 percent through 2018. Similarly, the number of senior households is expected to increase by 1.8 percent in the MSA. Average household size in the PMA is currently 2.37 persons; this is expected to remain constant through 2018. Overall, the projected increase in senior population 55 and older is a positive indicator for the Subject.

2b. Households by Tenure

The table below depicts household growth by tenure from 1990 through 2018.

PMA TENURE PATTERNS OF SENIORS 55+				
Year	Owner-Occupied		Renter-Occupied	
	Units	Percentage	Units	Percentage
2000	6,814	71.2%	2,753	28.8%
2013	7,982	64.9%	4,316	35.1%
Projected Mkt Entry				
July 2016	8,434	65.34%	4,471	34.66%
2018	8,736	65.6%	4,575	34.4%

Source: ESRI Demographics 2013, Novogradac & Company LLP, April 2014

Renter-occupied housing units account for 35.1 percent of senior households with persons 55 years of age and older in the PMA. While this percentage is expected to remain constant through 2018, the total number of renter-occupied households is projected to increase over this period of time. This increase in renter-occupied senior units bodes well for the Subject.

2c. Households by Income

The following table depicts household income in 2013, 2016 and 2018 for the PMA.

Income Cohort	2013		Projected Mkt Entry July 2016		2018	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	1,405	11.4%	1,453	11.3%	1,486	11.2%
\$10,000-19,999	2,284	18.6%	2,347	18.2%	2,389	18.0%
\$20,000-29,999	1,556	12.7%	1,628	12.6%	1,675	12.6%
\$30,000-39,999	1,160	9.4%	1,211	9.4%	1,246	9.4%
\$40,000-49,999	954	7.8%	991	7.7%	1,015	7.6%
\$50,000-59,999	834	6.8%	882	6.8%	914	6.9%
\$60,000-74,999	970	7.9%	1,027	8.0%	1,065	8.0%
\$75,000-99,999	943	7.7%	1,004	7.8%	1,045	7.9%
\$100,000-124,999	835	6.8%	890	6.9%	927	7.0%
\$125,000-149,999	434	3.5%	472	3.7%	498	3.7%
\$150,000-199,999	497	4.0%	530	4.1%	552	4.2%
\$200,000+	426	3.5%	469	3.6%	497	3.7%
Total	12,298	100.0%	12,905	100.0%	13,310	100.0%

Source: Ribbon Demographics 2013, Novogradac & Company LLP, April 2014

In 2013, income cohorts earning \$29,999 and under accounted for 42.7 percent of senior households. This percentage is expected to remain constant. The large number of senior households in the lowest income brackets indicates a healthy potential tenant base for the Subject.

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

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

	RENTER HOUSEHOLDS BY NUMBER OF PERSONS 55 + PMA							
	2000		2013		Projected Mkt Entry July 2016		2018	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
With 1 Person	1,619	58.8%	2,442	56.6%	2,563	57.3%	2,644	57.8%
With 2 Persons	803	29.2%	1,112	25.8%	1,134	25.4%	1,148	25.1%
With 3 Persons	183	6.6%	283	6.6%	277	6.2%	274	6.0%
With 4 Persons	88	3.2%	220	5.1%	222	5.0%	223	4.9%
With 5+ Persons	60	2.2%	258	6.0%	275	6.1%	286	6.2%
Total Renter Households	2,753	100.0%	4,316	100.0%	4,471	100.0%	4,575	100.0%

Source: Ribbon Demographics 2013, Novogradac & Company LLP, April 2014

Senior renter households with two or fewer persons accounted for 82.4 percent of total senior renter households in the PMA as of 2013. This percentage is currently projected to remain constant through the 2016 projected market entry date. As proposed, the Subject will offer one and two-bedroom floor plans catering to seniors in these cohorts.

CONCLUSION

The PMA's senior population 55 years and older increased at a rate of 2.4 percent from 2000 to 2013. In the PMA, the number of senior households with persons 55 and older increased by 2.2 percent, but is expected to increase by 1.6 percent through 2018. Similarly, the number of senior households is expected to increase by 1.8 percent in the MSA. The senior population in the PMA is expected to increase at a rate of 1.6 percent through the projected market rate of entry and 2018, and higher increases in the MSA and nation. Average household size in the PMA is currently 2.37 persons; this is expected to remain constant through 2018. Overall, the projected increase in senior population 55 and older is a positive indicator for the Subject.

Renter-occupied housing units account for 35.1 percent of senior households with persons 55 years of age and older in the PMA. While this percentage is expected to remain constant through 2018, the total number of renter-occupied households is projected to increase over this period of time. Senior renter households with two or fewer persons accounted for 82.4 percent of total senior renter households in the PMA as of 2013. This percentage is currently projected to remain constant through the 2016 projected market entry date. As proposed, the Subject will offer one and two-bedroom floor plans catering to seniors in these cohorts.

F. EMPLOYMENT TRENDS

Employment Trends

Brief overview

1. Total Jobs

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

Year	Total Employment	% Change
2004	69,007	-
2005	69,189	0.26%
2006	69,703	0.74%
2007	69,731	0.04%
2008	67,582	-3.18%
2009	64,936	-4.07%
2010	65,702	1.17%
2011	66,974	1.90%
2012	67,592	0.91%
2013	67,670	0.12%
2014 YTD Average	66,799	-1.31%
Feb-13	67,592	-
Feb-14	66,904	-1.03%

Source: U.S. Bureau of Labor Statistics

YTD as of February 2014

Total employment in Bibb County decreased from 2007 to 2010 as a result of the most recent national recession. Total employment then increased through 2013. The 2014 year-to-date total employment average indicates that total employment has decreased by 1.31 percent and total employment is still slightly below pre-recessionary levels. These figures indicate that Bibb County’s economy is still recovering from the effects of the recession.

2. Total Jobs by Industry

The following table illustrates the total jobs by employment sectors within Bibb County as of third quarter 2013.

September 2013 Covered Employment Bibb County, Georgia		
	Number	Percent
Total All Industries	70,267	-
Good producing	7,159	-
Natural Resources and Mining	96	0.14%
Construction	1,992	2.83%
Manufacturing	5,071	7.22%
Service-Providing	63,108	-
Trade, Transportation, and utilities	16,840	23.97%
Information	1,100	1.57%
Financial Activities	8,544	12.16%
Professional and business services	9,622	13.69%
Educational and health services	17,365	24.71%
Leisure and hospitality	7,880	11.21%
Other services	1,628	2.32%
Unclassified	129	0.18%

Source: Bureau of Labor Statistics, 2014

As demonstrated in the previous table, a significantly larger percentage of covered employment in Bibb County is in the service-providing industries as opposed to the good producing industries. The largest industry in the county is educational and health services, followed by trade, transportation and utilities and then professional and business services. Together, these three sectors account for 62.37 percent of total employment within the county. It should be noted that the educational and health services sectors are generally considered to be stable industries, less affected by economic recession.

2013 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Health Care/Social Assistance	4,593	17.3%	20,080,547	14.0%
Educational Services	3,092	11.6%	12,979,314	9.1%
Retail Trade	2,828	10.7%	16,592,605	11.6%
Accommodation/Food Services	2,632	9.9%	10,849,114	7.6%
Public Administration	1,692	6.4%	6,713,073	4.7%
Finance/Insurance	1,637	6.2%	6,884,133	4.8%
Other Services (excl Publ Adm)	1,602	6.0%	7,850,739	5.5%
Manufacturing	1,564	5.9%	15,162,651	10.6%
Construction	1,326	5.0%	8,291,595	5.8%
Admin/Support/Waste Mgmt Svcs	1,032	3.9%	6,316,579	4.4%
Prof/Scientific/Tech Services	1,008	3.8%	9,808,289	6.8%
Transportation/Warehousing	943	3.6%	5,898,791	4.1%
Real Estate/Rental/Leasing	660	2.5%	2,627,562	1.8%
Wholesale Trade	654	2.5%	3,628,118	2.5%
Arts/Entertainment/Recreation	472	1.8%	3,151,821	2.2%
Information	363	1.4%	2,577,845	1.8%
Mining	173	0.7%	868,282	0.6%
Utilities	146	0.5%	1,107,105	0.8%
Agric/Forestry/Fishing/Hunting	96	0.4%	1,800,354	1.3%
Mgmt of Companies/Enterprises	37	0.1%	97,762	0.1%
Total Employment	26,550	100.0%	143,286,279	100.0%

Source: ESRI Demographics 2010, Novogradac & Company LLP, April 2014

The largest industry in the PMA is the healthcare/social assistance sector, followed by the educational services and retail trade sectors. While the retail trade sector is considered a volatile industry, susceptible to the effects of economic downturn, it should be noted that both the healthcare/social assistance sector and educational services sector are generally considered to be stable industries, less affected by economic recession.

3. Major Employers

The diversification of the Macon economic base is indicated by the following list of the Macon metro area's largest employers.

MAJOR EMPLOYERS

#	Employer	Industry	Number Employed
1	Medical Center of Central Georgia	Healthcare	6,200
2	GEICO	Insurance	5,000
3	Bibb County Board of Education	Education	3,700
4	Coliseum Health System	Healthcare	1,400
5	City of Macon	Government	1,142
6	Mercer University	Education	900
7	Bibb County	Government	780
8	YKK	Manufacturing	750
9	Wal-Mart Super Stores	Retail	740
10	United States Postal Service	Government	600
11	Georgia Farm Bureau	Insurance	525
12	Graphic Packaging Corporation	Manufacturing	520
13	The Boeing Company	Manufacturing	500
14	IKON Office Solutions	Finance	500
15	First Quality	Manufacturing	486
16	Armstrong World Industries	Manufacturing	454
17	IKON Financial Solutions	Finance	350

Source: Macon Economic Development Commission, July 2013

Seven of the top 17 employers in the city of Macon are in the healthcare, government, and education sectors. Lower skilled employees in these industries are likely to have incomes within the range of the Subject's income restrictions. Other industries represented in the major employers include insurance, finance, manufacturing, and retail. Employees in the manufacturing and retail industries are also likely to have incomes within the range of the Subject's income restrictions. The major employers account for approximately 34.9 percent of the total employment within the county, indicating a heavy economic reliance upon these agencies.

Expansions/Contractions

The Macon Economic Development Commission has reported several announcements for expansions and business openings in the past year. The following table details these expansions.

MACON EXPANSIONS

Company	Industry	Announcement Date	Number of Jobs Added	Description
GEICO	Insurance	12-Jan	500	Expansion
Tractor Supply Company	Manufacturing	13-Jan	100	Expansion
Go Green Bioproducts	Manufacturing	13-Jan	100	New Business
Brasserie Cira	Restaurant	13-Jun	N/Av	New Business
Bass Pro Shops	Retail	13-Nov	40	Expansion
Aspen Products	Manufacturing	13-Dec	200	New Business
Total			940	

Source: Macon Economic Development Commission

The following table illustrates closures and layoffs in Bibb County in 2012, 2013 and 2014 (actual and announced).

BIBB COUNTY BUSINESS CLOSURES/LAYOFFS

Effective Date	Company	City	Industry	Number Affected	Reason	Closing/Layoff
8/30/2014	The Boeing Company	Macon	Aircraft Manufacturing	464	N/A	Layoff
5/22/2012	Ferry Morse Seed Company	Macon	Seed Supplier	0	N/A	Closure
2/13/2012	Sears Holdings	Macon	Retail	13	N/A	Layoff
Total				477		

Source: Georgia Department of Economic Development, April 2014

As illustrated in the above table, Bibb County lost 477 jobs from 2012 to 2014. It should be noted that the Boeing layoff will occur over a number of months, according to Brett Lacy, Rapid Response Director with the Georgia Department of Economic Development. The announced expansions of 940 new jobs will mitigate these losses to some extent.

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for Bibb County from 2002 to year-to-date 2013.

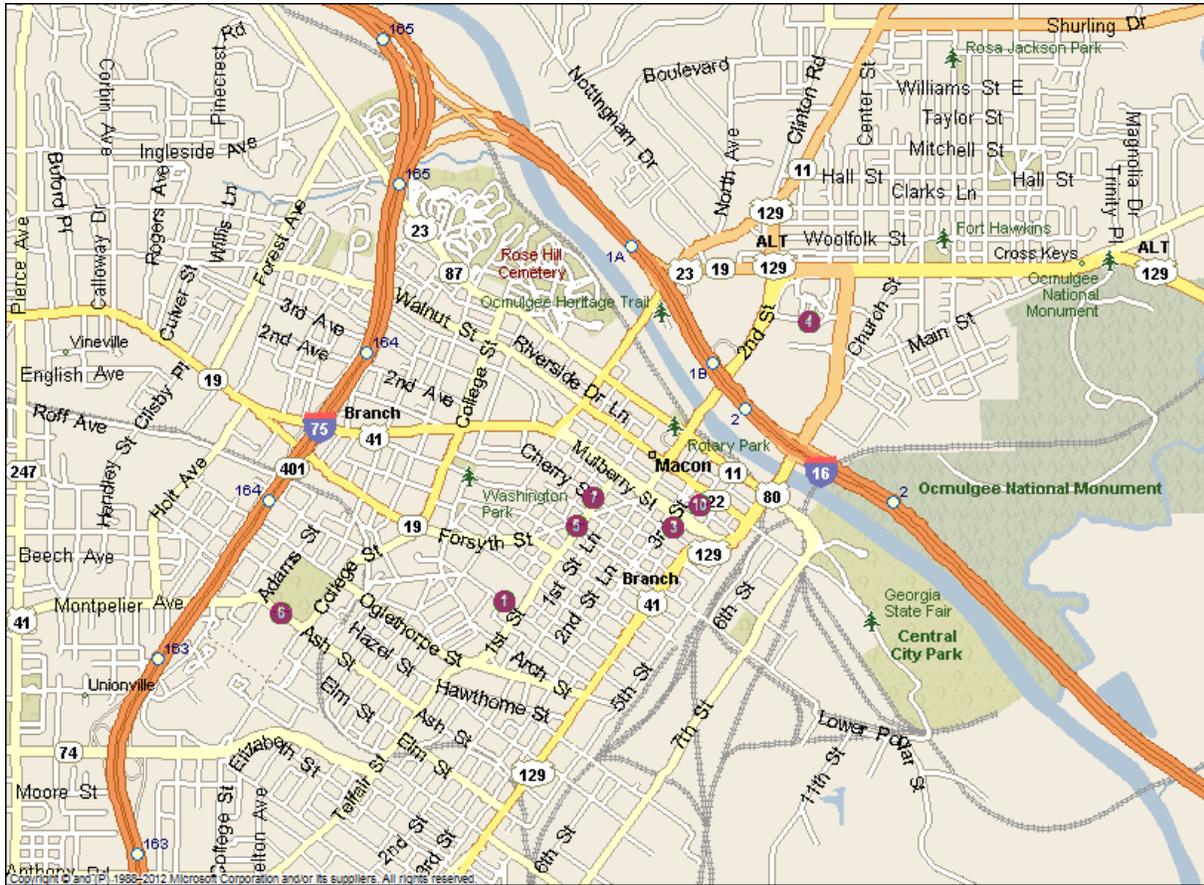
EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

Year	Macon, GA MSA				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2002	100,401	-	4.8%	-	136,485,000	-	5.8%	-
2003	102,705	2.3%	4.6%	-0.2%	137,736,000	0.9%	6.0%	0.2%
2004	104,116	1.4%	4.8%	0.2%	139,252,000	1.1%	5.5%	-0.5%
2005	104,739	0.6%	5.5%	0.7%	141,730,000	1.8%	5.1%	-0.4%
2006	105,357	0.6%	5.4%	-0.1%	144,427,000	1.9%	4.6%	-0.5%
2007	106,421	1.0%	5.1%	-0.3%	146,047,000	1.1%	4.6%	0.0%
2008	107,219	0.7%	6.3%	1.2%	145,362,000	-0.5%	5.8%	1.2%
2009	102,098	-4.8%	9.4%	3.1%	139,877,000	-3.8%	9.3%	3.5%
2010	100,516	-1.5%	10.4%	1.0%	139,064,000	-0.6%	9.6%	0.3%
2011	101,782	1.3%	10.2%	-0.2%	139,869,000	0.6%	8.9%	-0.7%
2012	103,556	1.7%	9.5%	-0.7%	142,469,000	1.9%	8.1%	-0.8%
2013 YTD Average*	103,541	0.0%	8.6%	-0.9%	143,929,333	1.0%	7.4%	-0.7%
Dec-2012	104,872	-	9.1%	-	143,060,000	-	7.6%	-
Dec-2013	104,000	-0.8%	7.6%	-1.5%	144,423,000	1.0%	6.5%	-1.1%

Source: U.S. Bureau of Labor Statistics April 2014

*2013 data is through Dec

Total employment in the MSA began decreasing sharply in 2009 and the decline continued through 2010. While total employment in the county increased in 2011 and 2012, year-over-year figures indicate that the total employment level in the MSA decreased 0.8 percent from December 2012 to December 2013. Current employment levels remain below those of pre-recessionary levels. The unemployment rate in the county has historically been 0.1 to 1.1 percentage points higher than the national rate. As of December 2013, the unemployment rate in the MSA remains approximately 1.1 percentage points above that of the nation. These trends indicate that the county's economy is still, to some extent, suffering from the effects of the most recent recession.



MAJOR EMPLOYERS

Map #	Employer	City	Distance from Subject
1	Medical Center of Central Georgia	Macon	8.2 miles
2	GEICO	Macon	12.1 miles
3	Bibb County Board of Education	Macon	8.3 miles
4	Coliseum Health System	Macon	8.1 miles
5	City of Macon	Macon	8.1 miles
6	Mercer University	Macon	7.9 miles
7	Bibb County Board of Education	Macon	8.2 miles
8	YKK	Macon	13.1 miles
9	Wal-Mart Super Stores	Macon	7.6 miles
10	United States Postal Service	Macon	8.3 miles
11	Georgia Farm Bureau	Macon	0.5 miles
12	Graphic: Packaging Corporation	Macon	11.6 miles
13	The Boeing Company	Macon	17.2 miles
14	IKON Office Solutions	Macon	0.8 miles
15	First Quality	Macon	15.5 miles
16	Armstrong World Industries	Macon	10.6 miles
17	IKON Financial Solutions	Macon	1.3 miles

Conclusion

The educational and health services and trade-transportation and utilities industries dominate total covered employment in Bibb County. The various local school systems, the Bibb County Board of Education, Mercer University and Coliseum Health System make up the largest cohort. These industries are historically stable, providing a strong base for employment within Macon and Bibb County.

Within the PMA the healthcare/social assistance, educational services, and retail trade sectors are the largest industries. While the retail trade sector is often considered volatile and susceptible to the effect of recession, the healthcare/social assistance sector and the educational services sector are considered to be stable industries less affected by economic downturn.

Total employment in the MSA began decreasing sharply in 2009 and the decline continued through 2010. While total employment in the county increased in 2011 and 2012, year-over-year figures indicate that the total employment level in the county decreased 0.8 percent from December 2012 to December 2013. Current employment levels remain below those of pre-recessionary levels. The unemployment rate in the county has historically been 0.1 to 1.1 percentage points higher than the national rate. As of December 2013, the unemployment rate in the county remains approximately 1.1 percentage points above that of the nation. These trends indicate that the county's economy is still, to some extent, suffering from the effects of the most recent recession.

PROJECT-SPECIFIC DEMAND ANALYSIS

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

1. INCOME RESTRICTIONS

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

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

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

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

2. AFFORDABILITY

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

3. DEMAND

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

3A. DEMAND FROM NEW HOUSEHOLDS

The number of new households entering the market is the first level of demand calculated. We have utilized 2016, the anticipated date of market entry, as the base year for the analysis. Therefore, 2012 household population estimates are inflated to 2016 by interpolation of the difference between 2012 estimates and 2016 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 2016. This number takes the overall growth from 2012 to 2016 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 2014 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 or placed in service from 2012 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 2012 and 2013.
- Vacancies in projects placed in service prior to 2012 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 from 2012 to present. 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.

There have been no recent LIHTC allocations in the PMA. Therefore, we have not deducted any 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	Total Units	Vacant Units	Occupancy
Ashton Hill Apartments	LIHTC	Senior	80	0	100%
Bartlett Crossing	LIHTC/PBRA	Family	75	1	99%
Pinewood Park	LIHTC/Market	Family	148	0	100%
West Club Apartments	LIHTC	Family	140	9	94%
Adrian On Riverside	Market	Family	224	2	99%
Bristol Park	Market	Family	160	2	99%
Falls At Spring Creek	Market	Family	296	18	94%
Legacy At Wesleyan Corners	Market	Family	200	24	88%
Lullwater At Bass Apartments	Market	Family	316	27	92%
Manchester At Wesleyan	Market	Family	328	20	94%
Total			2,049	103	95.0%
Total Market			1,524	93	93.9%
Total LIHTC			443	10	97.7%

As detailed in the table above, the overall PMA occupancy is high at 95 percent and the LIHTC vacancy is even higher at 97.7 percent.

Rehab Developments and PBRA

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

Units that are subsidized with PBRA or whose rents are more than 20 percent lower than the rent for other units of the same bedroom size in the same AMI band and comprise less than 10 percent of total units in the same AMI band will not be used in determining project demand. In

addition, any units, if priced 30 percent lower than the average market rent for the bedroom type in any income segment, will be assumed to be leasable in the market and deducted from the total number of units in the project for determining capture rates.

Capture Rates

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

PMA					
	2013		Projected Mkt Entry June 2016		Percent Growth
	#	%	#	%	
\$0-9,999	970	22.5%	990	22.2%	2.0%
\$10,000-19,999	1,073	24.9%	1,098	24.6%	2.3%
\$20,000-29,999	536	12.4%	571	12.8%	6.1%
\$30,000-39,999	348	8.1%	355	8.0%	1.9%
\$40,000-49,999	259	6.0%	271	6.1%	4.4%
\$50,000-59,999	288	6.7%	310	6.9%	6.9%
\$60,000-74,999	209	4.8%	216	4.8%	3.1%
\$75,000-99,999	207	4.8%	220	4.9%	5.7%
\$100,000-124,999	155	3.6%	162	3.6%	4.7%
\$125,000-149,999	88	2.0%	84	1.9%	-4.1%
\$150,000-199,999	105	2.4%	106	2.4%	1.0%
\$200,000+	76	1.8%	83	1.9%	7.5%
Total	4,316	100.0%	4,467	100.0%	3.4%

Renter Household Income Distribution Projected Market Entry June 2016			
Proposed Macon Senior			
	PMA		Change 2013 to Prj Mrkt Entry June 2016
	Projected Mkt Entry June 2016		
	#	%	#
\$0-9,999	990	22.2%	33
\$10,000-19,999	1,098	24.6%	37
\$20,000-29,999	571	12.8%	19
\$30,000-39,999	355	8.0%	12
\$40,000-49,999	271	6.1%	9
\$50,000-59,999	310	6.9%	10
\$60,000-74,999	216	4.8%	7
\$75,000-99,999	220	4.9%	7
\$100,000-124,999	162	3.6%	5
\$125,000-149,999	84	1.9%	3
\$150,000-199,999	106	2.4%	4
\$200,000+	83	1.9%	3
Total	4,467	100.0%	151

Tenure Prj Mrkt Entry June 2016	
Renter	34.7%
Owner	65.3%
Total	100.0%

Renter Household Size for Prj Mrkt Entry June 2016		
Size	Number	Percentage
1 Person	2,560	57.3%
2 Person	1,133	25.4%
3 Person	278	6.2%
4 Person	222	5.0%
5+ Person	274	6.1%
Total	4,467	100.0%

Renter Household Size for 2000		
Size	Number	Percentage
1 Person	4,140	36.6%
2 Person	3,266	28.9%
3 Person	1,768	15.6%
4 Person	1,180	10.4%
5+ Person	947	8.4%
Total	11,301	100.0%

50% AMI

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

Percent of AMI Level			50%		
Minimum Income Limit			\$14,550		
Maximum Income Limit			\$20,700 Two		
Income Category	New Renter Households - Total Change in Households PMA 2013 to Prj Mrkt Entry June 2016		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	33.43			
\$10,000-19,999	37.06	24.6%	5,449	54.5%	20
\$20,000-29,999	19.28	12.8%	700	7.0%	1
\$30,000-39,999	11.99	8.0%		0.0%	0
\$40,000-49,999	9.14	6.1%		0.0%	0
\$50,000-59,999	10.45	6.9%		0.0%	0
\$60,000-74,999	7.29	4.8%		0.0%	0
\$75,000-99,999	7.42	4.9%		0.0%	0
\$100,000-124,999	5.48	3.6%		0.0%	0
\$125,000-149,999	2.84	1.9%		0.0%	0
\$150,000-199,999	3.58	2.4%		0.0%	0
\$200,000+	2.79	1.9%		0.0%	0
	151	100.0%			22
Percent of renter households within limits versus total number of renter households					14.29%

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

Percent of AMI Level			50%		
Minimum Income Limit			\$14,550		
Maximum Income Limit			\$20,700 Two		
Income Category	Total Renter Households PMA Prj Mrkt Entry June 2016		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	990			
\$10,000-19,999	1,098	24.6%	\$5,449	54%	598
\$20,000-29,999	571	12.8%	\$700	7%	40
\$30,000-39,999	355	8.0%	\$0	0%	0
\$40,000-49,999	271	6.1%	\$0	0%	0
\$50,000-59,999	310	6.9%	\$0	0%	0
\$60,000-74,999	216	4.8%	\$0	0%	0
\$75,000-99,999	220	4.9%	\$0	0%	0
\$100,000-124,999	162	3.6%	\$0	0%	0
\$125,000-149,999	84	1.9%	\$0	0%	0
\$150,000-199,999	106	2.4%	\$0	0%	0
\$200,000+	83	1.9%	\$0	0%	0
	4,467	100.0%			638
Percent of renter households within limits versus total number of renter households					14.29%

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

2013 Median Income

Change from 2013 to Prj Mrkt Entry June 2016

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

No
Senior
Urban
40%
\$39,986
\$46,800
\$6,814
17.0%
2.8%
2.8%
Two year adjustment
1,0000
\$20,700
\$20,700
Two
50%
\$485
\$485.00

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

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2013 to Prj Mrkt Entry June 2016

Income Target Population		50%
New Renter Households PMA		151
Percent Income Qualified		14.3%
New Renter Income Qualified Households		22

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

Demand from Existing Households 2013

Demand from Rent Overburdened Households

Income Target Population		50%
Total Existing Demand		4,467
Income Qualified		14.3%
Income Qualified Renter Households		638
Percent Rent Overburdened Prj Mrkt Entry June 2016		29.9%
Rent Overburdened Households		191

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		638
Percent Living in Substandard Housing		0.5%
Households Living in Substandard Housing		3

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

Senior Households Converting from Homeownership

Income Target Population		50%
Total Senior Homeowners		8422
Rural Versus Urban	0.1%	
Senior Demand Converting from Homeownership		4

Total Demand

Total Demand from Existing Households		198
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		198
Total New Demand		22
Total Demand (New Plus Existing Households)		220

Demand from Seniors Who Convert from Homeownership		4
Percent of Total Demand From Homeownership Conversion		1.9%
Is this Demand Over 2 percent of Total Demand?		No

By Bedroom Demand

One Person	57.3%	126
Two Persons	25.4%	56
Three Persons	6.2%	14
Four Persons	5.0%	11
Five Persons	6.1%	13
Total	100.0%	220

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	70%	88
Of two-person households in 1BR units	20%	11
Of one-person households in 2BR units	30%	38
Of two-person households in 2BR units	80%	45
Of three-person households in 2BR units	60%	8
Of three-person households in 3BR units	40%	5
Of four-person households in 3BR units	80%	9
Of five-person households in 3BR units	70%	9
Of four-person households in 4BR units	20%	2
Of five-person households in 4BR units	30%	4

Total Demand 220

Check OK

Total Demand by Bedroom 50%

1 BR 99

2 BR 82

Total Demand 182

Additions To Supply 2013 to Prj Mrkt Entry June 2016 50%

0 BR 0

1 BR 0

2 BR 0

3 BR 0

4 BR 0

5 BR 0

Total 0

Net Demand 50%

1 BR 99

2 BR 82

Total 182

Developer's Unit Mix 50%

1 BR 12

2 BR 10

Total 22

Capture Rate Analysis 50%

1 BR 12.1%

2 BR 12.1%

Total 12.1%

60%AMI

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

Percent of AMI Level			60%		
Minimum Income Limit			\$16,350		
Maximum Income Limit			\$24,840 Two		
Income Category	New Renter Households - Total Change in Households PMA 2013 to Pj Mrkt Entry June 2016		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	33.43			
\$10,000-19,999	37.06	24.6%	3,649	36.5%	14
\$20,000-29,999	19.28	12.8%	4,840	48.4%	9
\$30,000-39,999	11.99	8.0%		0.0%	0
\$40,000-49,999	9.14	6.1%		0.0%	0
\$50,000-59,999	10.45	6.9%		0.0%	0
\$60,000-74,999	7.29	4.8%		0.0%	0
\$75,000-99,999	7.42	4.9%		0.0%	0
\$100,000-124,999	5.48	3.6%		0.0%	0
\$125,000-149,999	2.84	1.9%		0.0%	0
\$150,000-199,999	3.58	2.4%		0.0%	0
\$200,000+	2.79	1.9%		0.0%	0
	151	100.0%			23
Percent of renter households within limits versus total number of renter households					15.16%

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

Percent of AMI Level			60%		
Minimum Income Limit			\$16,350		
Maximum Income Limit			\$24,840 Two		
Income Category	Total Renter Households PMA Pj Mrkt Entry June 2016		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	990			
\$10,000-19,999	1,098	24.6%	\$3,649	36%	401
\$20,000-29,999	571	12.8%	\$4,840	48%	277
\$30,000-39,999	355	8.0%	\$0	0%	0
\$40,000-49,999	271	6.1%	\$0	0%	0
\$50,000-59,999	310	6.9%	\$0	0%	0
\$60,000-74,999	216	4.8%	\$0	0%	0
\$75,000-99,999	220	4.9%	\$0	0%	0
\$100,000-124,999	162	3.6%	\$0	0%	0
\$125,000-149,999	84	1.9%	\$0	0%	0
\$150,000-199,999	106	2.4%	\$0	0%	0
\$200,000+	83	1.9%	\$0	0%	0
	4,467	100.0%			677
Percent of renter households within limits versus total number of renter households					15.16%

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

2013 Median Income

Change from 2013 to Pj Mrkt Entry July 2016

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

No
Senior
Urban
40%
\$39,986
\$46,800
\$6,814
17.0%
2.8%
2.8%
Two year adjustment
1,0000
\$24,840
\$24,840
Two
60%
\$545
\$545.00

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

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2013 to Prj Mrkt Entry June 2016

Income Target Population		60%
New Renter Households PMA		151
Percent Income Qualified		15.2%
New Renter Income Qualified Households		23

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

Demand from Existing Households 2013

Demand from Rent Overburdened Households

Income Target Population		60%
Total Existing Demand		4,467
Income Qualified		15.2%
Income Qualified Renter Households		677
Percent Rent Overburdened Prj Mrkt Entry June 2016		29.9%
Rent Overburdened Households		202

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		677
Percent Living in Substandard Housing		0.5%
Households Living in Substandard Housing		4

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

Senior Households Converting from Homeownership

Income Target Population		60%
Total Senior Homeowners		8422
Rural Versus Urban	0.1%	
Senior Demand Converting from Homeownership		4

Total Demand

Total Demand from Existing Households		210
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		210
Total New Demand		23
Total Demand (New Plus Existing Households)		233

Demand from Seniors Who Convert from Homeownership		4
Percent of Total Demand From Homeownership Conversion		1.8%
Is this Demand Over 2 percent of Total Demand?		No

By Bedroom Demand

One Person	57.3%	134
Two Persons	25.4%	59
Three Persons	6.2%	14
Four Persons	5.0%	12
Five Persons	6.1%	14
Total	100.0%	233

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	70%	93
Of two-person households in 1BR units	20%	12
Of one-person households in 2BR units	30%	40
Of two-person households in 2BR units	80%	47
Of three-person households in 2BR units	60%	9
Of three-person households in 3BR units	40%	6
Of four-person households in 3BR units	80%	9
Of five-person households in 3BR units	70%	10
Of four-person households in 4BR units	20%	2
Of five-person households in 4BR units	30%	4

Total Demand 233

Check OK

Total Demand by Bedroom 60%

1 BR 105

2 BR 87

Total Demand 193

Additions To Supply 2013 to Prj Mrkt Entry June 2016 60%

0 BR 0

1 BR 0

2 BR 0

3 BR 0

4 BR 0

5 BR 0

Total 0

Net Demand 60%

1 BR 105

2 BR 87

Total 193

Developer's Unit Mix 60%

1 BR 6

2 BR 44

Total 50

Capture Rate Analysis 60%

1 BR 5.7%

2 BR 50.4%

Total 26.0%

Overall

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

Percent of AMI Level			Overall		
Minimum Income Limit			\$14,550		
Maximum Income Limit			\$24,840 Two		
Income Category	New Renter Households - Total Change in Households PMA 2013 to Pj Mrkt Entry June 2016		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	33.43			
\$10,000-19,999	37.06	24.6%	5,449	54.5%	20
\$20,000-29,999	19.28	12.8%	4,840	48.4%	9
\$30,000-39,999	11.99	8.0%		0.0%	0
\$40,000-49,999	9.14	6.1%		0.0%	0
\$50,000-59,999	10.45	6.9%		0.0%	0
\$60,000-74,999	7.29	4.8%		0.0%	0
\$75,000-99,999	7.42	4.9%		0.0%	0
\$100,000-124,999	5.48	3.6%		0.0%	0
\$125,000-149,999	2.84	1.9%		0.0%	0
\$150,000-199,999	3.58	2.4%		0.0%	0
\$200,000+	2.79	1.9%		0.0%	0
	151	100.0%			30
Percent of renter households within limits versus total number of renter households					19.59%

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

Percent of AMI Level			Overall		
Minimum Income Limit			\$14,550		
Maximum Income Limit			\$24,840 Two		
Income Category	Total Renter Households PMA Pj Mrkt Entry June 2016		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	990			
\$10,000-19,999	1,098	24.6%	\$5,449	54%	598
\$20,000-29,999	571	12.8%	\$4,840	48%	277
\$30,000-39,999	355	8.0%	\$0	0%	0
\$40,000-49,999	271	6.1%	\$0	0%	0
\$50,000-59,999	310	6.9%	\$0	0%	0
\$60,000-74,999	216	4.8%	\$0	0%	0
\$75,000-99,999	220	4.9%	\$0	0%	0
\$100,000-124,999	162	3.6%	\$0	0%	0
\$125,000-149,999	84	1.9%	\$0	0%	0
\$150,000-199,999	106	2.4%	\$0	0%	0
\$200,000+	83	1.9%	\$0	0%	0
	4,467	100.0%			875
Percent of renter households within limits versus total number of renter households					19.59%

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

2013 Median Income

Change from 2013 to Pj Mrkt Entry June 2016

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

No
Senior
Urban
40%
\$39,986
\$46,800
\$6,814
17.0%
2.8%
2.8%
\$24,840
\$24,840
Two
Overall
\$485
\$485.00

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

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2013 to Prj Mrkt Entry June 2016

Income Target Population		Overall
New Renter Households PMA		151
Percent Income Qualified		19.6%
New Renter Income Qualified Households		30

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

Demand from Existing Households 2013

Demand from Rent Overburdened Households

Income Target Population		Overall
Total Existing Demand		4,467
Income Qualified		19.6%
Income Qualified Renter Households		875
Percent Rent Overburdened Prj Mrkt Entry June 2016		29.9%
Rent Overburdened Households		261

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		875
Percent Living in Substandard Housing		0.5%
Households Living in Substandard Housing		5

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

Senior Households Converting from Homeownership

Income Target Population		Overall
Total Senior Homeowners		8422
Rural Versus Urban	0.1%	
Senior Demand Converting from Homeownership		5

Total Demand

Total Demand from Existing Households		271
Adjustment Factor - Leakage from SMA (use 115% for DCA)	100%	0
Adjusted Demand from Existing Households		271
Total New Demand		30
Total Demand (New Plus Existing Households)		301

Demand from Seniors Who Convert from Homeownership		5
Percent of Total Demand From Homeownership Conversion		1.7%
Is this Demand Over 20 percent of Total Demand?		No

By Bedroom Demand

One Person	57.3%	173
Two Persons	25.4%	76
Three Persons	6.2%	19
Four Persons	5.0%	15
Five Persons	6.1%	18
Total	100.0%	301

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	70%	121
Of two-person households in 1BR units	20%	15
Of one-person households in 2BR units	30%	52
Of two-person households in 2BR units	80%	61
Of three-person households in 2BR units	60%	11
Of three-person households in 3BR units	40%	7
Of four-person households in 3BR units	80%	12
Of five-person households in 3BR units	70%	13
Of four-person households in 4BR units	20%	3
Of five-person households in 4BR units	30%	6
Total Demand		301
Check		OK

Total Demand by Bedroom Overall

1 BR	<u>136</u>
2 BR	<u>113</u>
Total Demand	249

Additions To Supply 2013 to Prj Mrkt Entry June 2016 Overall

0 BR	0
1 BR	0
2 BR	0
3 BR	0
4 BR	0
5 BR	0
Total	0

Net Demand Overall

1 BR	136
2 BR	113
Total	249

Developer's Unit Mix Overall

1 BR	18
2 BR	54
Total	72

Capture Rate Analysis Overall

1 BR	13.2%
2 BR	47.9%
Total	28.9%

Conclusions

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

- The number of senior households in the PMA is expected to increase 1.6 percent between 2013 and 2016.
- 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.
- The demand analysis only allows for two percent of the demand to derive from senior homeownership conversion.

CAPTURE RATE ANALYSIS CHART

Unit Size	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band Min-Max	Proposed Rents
1BR at 50% AMI	12	99	0	99	12.1%	3 months	\$601	\$400 - \$842	\$372
2BR at 50% AMI	10	82	0	82	12.1%	3 months	\$642	\$445 - \$915	\$443
Overall at 50% AMI	22	182	0	182	12.1%	3 months	\$601 - \$642	\$400 - \$915	\$372 - \$443
1BR at 60% AMI	6	105	0	105	5.7%	3 months	\$647	\$445 - \$832	\$432
2BR at 60% AMI	44	87	0	87	50.4%	3 months	\$690	\$490 - \$915	\$485
Overall at 60% AMI	50	193	0	193	26.0%	3 months	\$647 - \$690	\$445 - \$915	\$432 - \$485
Total Overall	72	249	0	249	28.9%	3 months	\$601 - \$642	\$400 - \$915	\$372 - \$485

Demand and Net Demand

	HH at 50% AMI (\$14,550 - \$20,770)	HH at 60% AMI (\$16,350 - \$24,840)	All Tax Credit Households
Demand from New Households (age and income appropriate)	22	23	30
PLUS	+	+	+
Demand from Existing Renter Households - Substandard Housing	3	4	5
PLUS	+	+	+
Demand from Existing Renter Households - Rent Overburdened Households	191	202	261
PLUS	+	+	+
Secondary Market Demand adjustment IF ANY Subject to 15% Limitation	0	0	0
Sub Total	216	229	296
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 20% where applicable)	4	4	5
Equals Total Demand	220	233	301
Less	-	-	-
Supply of comparable LIHTC or Market Rate housing units built and/or planned in the projected market	0	0	0
Equals Net Demand	220	233	301

As the analysis illustrates, the Subject's capture rates at the 50 percent AMI level will be 12.1 percent, with an overall capture rate of 12.1 percent. The Subject's 60 percent AMI capture rates range from 5.7 to 50.4 percent, with an overall capture rate of 26.0 percent. The overall capture rate for the project's 50 and 60 percent units is 28.9 percent. While the two-bedroom at 60 percent of the AMI capture rates is somewhat elevated, the two-bedroom units at both of the senior comparables make up a sizable portion of their units and they are 100 percent occupied with a waiting list. Further, both of these properties have higher rents than the Subject's proposed rents. All of the capture rates are below the GADCA thresholds; therefore, we believe there is adequate demand for the Subject.

H. COMPETITIVE RENTAL ANALYSIS

Survey of Comparable Projects

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes 11 “true” comparable properties containing 2,286 units. A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided in the addenda. A map illustrating the location of the Subject in relation to comparable properties is also provided in the addenda. The properties are further profiled in the following write-ups. The property descriptions include information on vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available.

The availability of senior LIHTC data in the PMA is considered limited. There is one senior LIHTC property that offers units without additional subsidies located within the PMA, Ashton Park Apartments. We have included this property as a comparable in our analysis. Additionally, we have included Baltic Park Apartments, a senior LIHTC property located approximately 0.4 miles outside the boundaries of the PMA, as a comparable in our analysis. These are the only existing senior LIHTC properties in the city of Macon that offer a significant number of units operating without additional subsidies. In order to better analyze the local LIHTC market, we have included three multifamily LIHTC properties as comparables, all of which are located within the PMA. We have included six market rate properties located within 0.7 and 2.2 miles of the Subject. Therefore, we consider the availability of market data to be good.

Excluded Properties

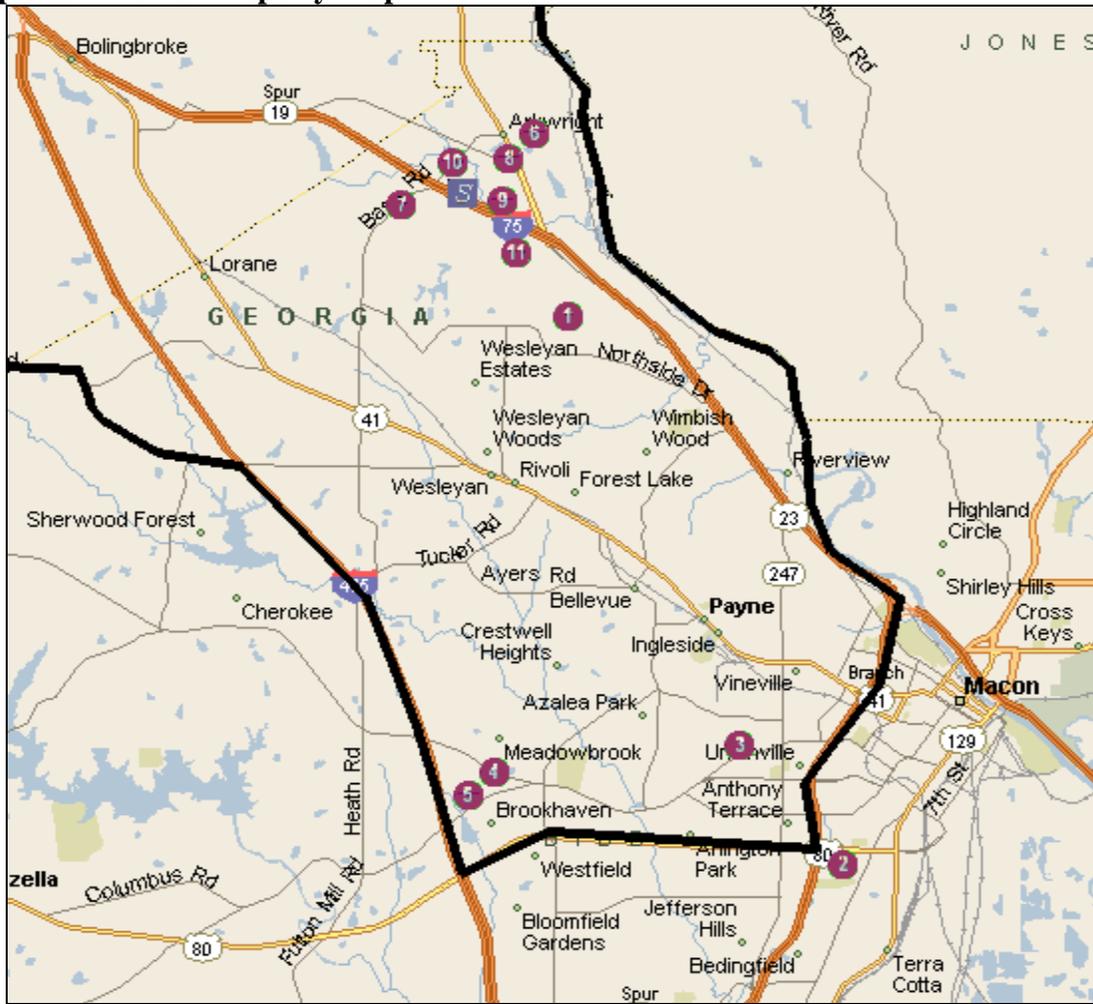
The following table illustrates properties within the PMA that have been excluded from our analysis along with their reason for exclusion.

EXCLUDED PROPERTIES WITHIN THE PMA

Property Name	Type	Tenancy	Occupancy*	Reason for Exclusion
510 Woodard Ave	LIHTC	Family	N/Av	Could not contact
Oak Ridge Apartments/River Walk	LIHTC	Family	87.0%	Dissimilar unit types
Macon Housing II	LIHTC	Family	N/Av	Could not contact
Anthony Arms	LIHTC/Section 8/FHA	Family	N/Av	Subsidized
Kingston Garden	LIHTC/Section 8/FHA	Family	N/Av	Subsidized
Riverside Gardens aka Ashton Riverside	LIHTC/Section 8/FHA	Family	N/Av	Subsidized
Pearl Stephens Village	LIHTC/Section 8	Senior	100.0%	Subsidized
Clisby Towers	Section 8	Senior	N/Av	Subsidized
Green Meadows Townhouses	Section 8	Family	95.0%	Subsidized
Ingleside Manor	Section 8	Senior	N/Av	Subsidized
Macon Gardens Apartments	Section 8	Family	N/Av	Subsidized
Magnolia Manor of Macon	Section 8	Senior	N/Av	Subsidized
Magnolia Manor of Macon Supportive Housing	Section 8	Senior	N/Av	Subsidized
Villa West Apartments	Section 8	Family	N/Av	Subsidized
Vineville Christian Towers	Section 8	Senior	77.6%	Subsidized
2009 Vineville	LIHTC/Public Housing	Senior	99.1%	Subsidized
Anthony Homes	Public Housing	Family	N/Av	Subsidized
Forest Ridge Apartments	FHA	Family	N/Av	Inferior age/condition
Carriage Hill Apartments	FHA	Family	N/Av	Could not contact
Whispering Woods	Market	Family	89.8%	Inferior age/condition
Austin Chase	Market	Family	N/Av	Closer properties
Pavillion at Plantation Way	Market	Family	N/Av	Closer properties
Ansley Village	Market	Family	N/Av	Closer properties

*As reported in the last 12 months

Comparable Rental Property Map



COMPARABLE PROPERTIES

#	Property Name	City	Type	Distance from Subject
S	Sterling Heights	Macon	LIHTC	N/Ap
1	Ashton Hill Apartments	Macon	LIHTC	3.4 miles
2	Baltic Park Apartments	Macon	LIHTC/PBRA	11.9 miles
3	Bartlett Crossing	Macon	LIHTC/Public Housing	11.5 miles
4	Pinewood Park	Macon	LIHTC/Market	10.4 miles
5	West Club Apartments	Macon	LIHTC	10.5 miles
6	Adrian On Riverside	Macon	Market	2.0 miles
7	Bristol Park	Macon	Market	0.7 miles
8	Falls At Spring Creek	Macon	Market	1.8 miles
9	Legacy At Wesleyan Corners	Macon	Market	1.2 miles
10	Lullwater At Bass Apartments	Macon	Market	1.0 miles
11	Manchester at Wesleyan	Macon	Market	1.0 miles

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	Sterling Heights 5300 Bowman Road Macon, GA 31210 Bibb County County	n/a	Lowrise (age-restricted) (3 stories) Proposed 2016 / n/a	@50%, @60%	1BR / 1BA	12	16.70%	@50%	\$372	770	yes		N/A	N/A					
					1BR / 1BA	6	8.30%	@60%	\$432	770	no		N/A	N/A					
					2BR / 1BA	10	13.90%	@50%	\$443	960	yes		N/A	N/A					
					2BR / 1BA	44	61.10%	@60%	\$485	960	no		N/A	N/A					
						72	100%							N/A	N/A				
1	Ashton Hill Apartments 925 Tolliver Place Macon, GA 31204 Bibb County	3.4 miles	Garden (age-restricted) (3 stories) 2001 / n/a	@50%, @60%	1BR / 1BA	46	57.50%	@50%	\$424	697	yes	Yes	0	0.00%					
					1BR / 1BA	10	12.50%	@60%	\$489	697	yes	Yes	0	0.00%					
					2BR / 2BA	20	25.00%	@50%	\$508	951	yes	Yes	0	0.00%					
					2BR / 2BA	4	5.00%	@60%	\$565	951	yes	Yes	0	0.00%					
						80	100%							0	0.00%				
2	Baltic Park Apartments 822 Hightower Road Macon, GA 31206 Bibb County	11.9 miles	Garden (age-restricted) (2 stories) 2003 / n/a	@50%, @60%, @60% (Project Based Rental Assistance - PBRA)	1BR / 1BA	4	4.90%	@50%	\$445	891	no	Yes, 22HH	0	0.00%					
					1BR / 1BA	41	50.00%	@60%	\$445	891	no	Yes, 22HH	0	0.00%					
					1BR / 1BA	13	15.90%	@60%	\$445	891	no	Yes, 22HH	0	0.00%					
					2BR / 1BA	2	2.40%	@50%	\$505	1,139	n/a	Yes, 22HH	0	0.00%					
					2BR / 1BA	11	13.40%	@60%	\$505	1,139	no	Yes, 22HH	0	0.00%					
					2BR / 1BA	11	13.40%	@60%	\$505	1,139	no	Yes, 22HH	0	0.00%					
						82	100%							0	0.00%				
					3	Bartlett Crossing 2901 Churchill St Macon, GA 31204 Bibb County	11.5 miles	Single Family 2011-2012 / n/a	@50%, @50% (Public Housing), @60%	2BR / 2BA	7	9.30%	@50%	\$445	1,004	yes	Yes	1	14.30%
										2BR / 2BA	1	1.30%	@50%	N/A	1,004	n/a	Yes	0	0.00%
										2BR / 2BA	8	10.70%	@60%	\$490	1,004	yes	Yes	0	0.00%
										3BR / 2BA	12	16.00%	@50%	\$523	1,281	yes	Yes	0	0.00%
3BR / 2BA	5	6.70%	@50%	N/A						1,281	n/a	Yes	0	0.00%					
3BR / 2BA	31	41.30%	@60%	\$565						1,281	yes	Yes	0	0.00%					
4BR / 2BA	3	4.00%	@50%	\$564						1,548	yes	Yes	0	0.00%					
4BR / 2BA	2	2.70%	@50%	N/A						1,548	n/a	Yes	0	0.00%					
4BR / 2BA	6	8.00%	@60%	\$605						1,548	yes	Yes	0	0.00%					
	75	100%												1	1.30%				
4	Pinewood Park 4755 Mercer University Drive Macon, GA 31207 Bibb County	10.4 miles	Garden (3 stories) 2006 / n/a	@30%, @50%, @60%, Market						1BR / 1BA	6	4.10%	@30%	\$214	846	yes	Yes	0	0.00%
					1BR / 1BA	36	24.30%	@50%	\$400	846	yes	Yes	0	0.00%					
					1BR / 1BA	4	2.70%	@60%	\$465	846	yes	Yes	0	0.00%					
					1BR / 1BA	2	1.40%	Market	\$550	846	n/a	Yes	0	0.00%					
					2BR / 2BA	6	4.10%	@30%	\$253	1,186	yes	Yes	0	0.00%					
					2BR / 2BA	36	24.30%	@50%	\$477	1,186	yes	Yes	0	0.00%					
					2BR / 2BA	6	4.10%	@60%	\$515	1,186	yes	Yes	0	0.00%					
					2BR / 2BA	10	6.80%	Market	\$685	1,186	n/a	Yes	0	0.00%					
					3BR / 2BA	6	4.10%	@30%	\$271	1,373	yes	Yes	0	0.00%					
					3BR / 2BA	28	18.90%	@50%	\$529	1,373	yes	Yes	0	0.00%					
					3BR / 2BA	4	2.70%	@60%	\$625	1,373	no	Yes	0	0.00%					
					3BR / 2BA	4	2.70%	Market	\$750	1,373	n/a	Yes	0	0.00%					
						148	100%							0	0.00%				
					5	West Club Apartments 159 Steven Drive Macon, GA 31210 Bibb County	10.5 miles	Garden (2 stories) 1998 / n/a	@30%, @50%, @60%	1BR / 1BA	6	4.30%	@30%	\$206	780	no	None	0	0.00%
1BR / 1BA	2	1.40%	@60%	\$533						780	no	None	0	0.00%					
2BR / 2BA	36	25.70%	@50%	\$509						1,078	no	None	0	0.00%					
2BR / 2BA	40	28.60%	@60%	\$640						1,078	no	None	2	5.00%					
3BR / 2BA	N/A	N/A	@50%	\$639						1,212	no	None	1	N/A					
3BR / 2BA	48	34.30%	@60%	\$725						1,212	no	None	4	8.30%					
4BR / 2BA	8	5.70%	@60%	\$797						1,348	no	None	2	25.00%					
	140	100%												9	6.40%				
6	Adrian On Riverside 5243 Riverside Drive Macon, GA 31210 Bibb County	2 miles	Garden (2 stories) 2003/2009 / n/a	Market						1BR / 1BA	24	10.70%	Market	\$785	850	n/a	Yes	0	0.00%
					1BR / 1BA	24	10.70%	Market	\$815	970	n/a	Yes	0	0.00%					
					2BR / 1BA	33	14.70%	Market	\$850	1,178	n/a	Yes	0	0.00%					
					2BR / 1BA	33	14.70%	Market	\$890	1,296	n/a	Yes	0	0.00%					
					2BR / 2BA	33	14.70%	Market	\$925	1,238	n/a	Yes	0	0.00%					
					2BR / 2BA	33	14.70%	Market	\$960	1,336	n/a	Yes	0	0.00%					
					2BR / 2BA	28	12.50%	Market	\$985	1,386	n/a	Yes	2	7.10%					
					3BR / 2BA	16	7.10%	Market	\$1,080	1,438	n/a	Yes	0	0.00%					
						224	100%							2	0.90%				
					7	Bristol Park 105 Bass Plantation Drive Macon, GA 31210 Bibb County	0.7 miles	Garden (3 stories) 2001 / n/a	Market	1BR / 1BA	N/A	N/A	Market	\$695	800	n/a	No	0	N/A
1BR / 1BA	N/A	N/A	Market	\$720						900	n/a	No	1	N/A					
2BR / 1BA	N/A	N/A	Market	\$765						1,117	n/a	No	0	N/A					
2BR / 1BA	N/A	N/A	Market	\$785						1,212	n/a	No	0	N/A					
2BR / 2BA	N/A	N/A	Market	\$795						1,157	n/a	No	1	N/A					
2BR / 2BA	N/A	N/A	Market	\$825						1,223	n/a	No	0	N/A					
2BR / 2BA	N/A	N/A	Market	\$835						1,253	n/a	No	0	N/A					
3BR / 2BA	N/A	N/A	Market	\$970						1,332	n/a	No	0	N/A					
	160	100%												2	1.30%				
8	Falls At Spring Creek 1900 Wesleyan Drive Macon, GA 31210 Bibb County	1.8 miles	Garden (2 stories) 1992 / n/a	Market						1BR / 1BA	N/A	N/A	Market	\$664	800	n/a	No	0	N/A
					2BR / 1BA	N/A	N/A	Market	\$694	1,117	n/a	No	4	N/A					
					2BR / 1BA	N/A	N/A	Market	\$694	1,212	n/a	No	5	N/A					
					2BR / 2BA	N/A	N/A	Market	\$724	1,157	n/a	No	4	N/A					
					2BR / 2BA	N/A	N/A	Market	\$734	1,253	n/a	No	5	N/A					
					3BR / 2BA	N/A	N/A	Market	\$890	1,332	n/a	No	0	N/A					
						296	100%							18	6.10%				
					9	Legacy At Wesleyan Corners 1800 Wesleyan Drive Macon, GA 31210 Bibb County	1.2 miles	Garden (2 stories) 1986 / n/a	Market	1BR / 1BA	N/A	N/A	Market	\$613	745	n/a	No	N/A	N/A
1BR / 1BA	N/A	N/A	Market	\$832						805	n/a	No	N/A	N/A					
2BR / 1BA	N/A	N/A	Market	\$738						978	n/a	No	N/A	N/A					
2BR / 2BA	N/A	N/A	Market	\$957						1,053	n/a	No	N/A	N/A					
2BR / 2BA	N/A	N/A	Market	\$1,033						1,112	n/a	No	N/A	N/A					
2BR / 2BA	N/A	N/A	Market	\$1,185						1,127	n/a	No	N/A	N/A					
2BR / 2BA	N/A	N/A	Market	\$1,255						1,188	n/a	No	N/A	N/A					
3BR / 2BA	N/A	N/A	Market	\$1,057						1,250	n/a	No	N/A	N/A					
3BR / 2BA	N/A	N/A	Market	\$860						1,250	n/a	No	N/A	N/A					
	200	100%												24	12.00%				
10	Lullwater At Bass Apartments 1644 Bass Road Macon, GA 31210 Bibb County	1 miles	Garden (3 stories) 2004 / n/a	Market	1BR / 1BA	N/A	N/A	Market	\$790	969	n/a	No	N/A	N/A					
					1BR / 1BA	N/A	N/A	Market	\$810	1,050	n/a	No	N/A	N/A					
					2BR / 2BA	N/A	N/A	Market	\$915	1,286	n/a	No	N/A	N/A					
					3BR / 2BA	N/A	N/A	Market	\$1,140	1,486	n/a	No	N/A	N/A					
					3BR / 3BA	N/A	N/A	Market	\$1,160	1,987	n/a	No	N/A	N/A					
	316	100%							27	8.50%									
11	Manchester At Wesleyan Fka Col. Grand At Wesleyan 404 Bowman Blvd Macon, GA 31210 Bibb County	1 miles	Garden 1997/1999 / n/a	Market	1BR / 1BA	101	30.80%	Market	\$703	976	n/a	No	N/A	N/A					
					2BR / 2BA	157	47.90%	Market	\$807	1,335	n/a	No	N/A	N/A					
					3BR / 2BA	N/A	N/A	Market	\$901	1,519	n/a	No	N/A	N/A					
	328	100%							20	6.10%									

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

Effective Rent Date:	May-14	Units Surveyed:	2049	Weighted Occupancy:	95.00%
		Market Rate	1524	Market Rate	93.90%
		Tax Credit	525	Tax Credit	98.10%

One Bedroom One Bath

Two Bedrooms One Bath

RENT	Property	Average	Property	Average	Property	Average
		Legacy At Wesleyan Corners	\$832	Lullwater At Bass Apartments (2BA)	\$915	
	Adrian On Riverside	\$815	Adrian On Riverside	\$890		
	Lullwater At Bass Apartments	\$810	Adrian On Riverside	\$850		
	Lullwater At Bass Apartments	\$790	Manchester At Wesleyan	\$807		
	Adrian On Riverside	\$785	Bristol Park	\$785		
	Bristol Park	\$720	Bristol Park	\$765		
	Manchester At Wesleyan	\$703	Legacy At Wesleyan Corners	\$738		
	Bristol Park	\$695	Falls At Spring Creek	\$694		
	Falls At Spring Creek	\$664	Falls At Spring Creek	\$694		
	Legacy At Wesleyan Corners	\$613	Pinewood Park * (2BA M)	\$685		
	Pinewood Park * (M)	\$550	West Club Apartments * (2BA 60%)	\$640		
	West Club Apartments * (60%)	\$533	Ashton Hill Apartments * (2BA 60%)	\$565		
	Ashton Hill Apartments * (60%)	\$489	Pinewood Park * (2BA 60%)	\$515		
	Pinewood Park * (60%)	\$465	West Club Apartments * (2BA 50%)	\$509		
	Baltic Park Apartments * (50%)	\$445	Ashton Hill Apartments * (2BA 50%)	\$508		
	Baltic Park Apartments * (60%)	\$445	Baltic Park Apartments * (50%)	\$505		
	Baltic Park Apartments * (60%)	\$445	Baltic Park Apartments * (60%)	\$505		
	Sterling Heights * (60%)	\$432	Baltic Park Apartments * (60%)	\$505		
	Ashton Hill Apartments * (50%)	\$424	Bartlett Crossing * (2BA 60%)	\$490		
	Pinewood Park * (50%)	\$400	Sterling Heights * (60%)	\$485		
	Sterling Heights * (50%)	\$372	Pinewood Park * (2BA 50%)	\$477		
	Pinewood Park * (30%)	\$214	Bartlett Crossing * (2BA 50%)	\$445		
	West Club Apartments * (30%)	\$206	Sterling Heights * (50%)	\$443		
			Pinewood Park * (2BA 30%)	\$253		
SQUARE FOOTAGE	Lullwater At Bass Apartments	1,050	Manchester At Wesleyan (2BA)	1,335		
	Manchester At Wesleyan	976	Adrian On Riverside	1,296		
	Adrian On Riverside	970	Lullwater At Bass Apartments (2BA)	1,286		
	Lullwater At Bass Apartments	969	Bristol Park	1,212		
	Bristol Park	900	Falls At Spring Creek	1,212		
	Baltic Park Apartments * (50%)	891	Pinewood Park * (2BA 30%)	1,186		
	Baltic Park Apartments * (60%)	891	Pinewood Park * (2BA 50%)	1,186		
	Baltic Park Apartments * (60%)	891	Pinewood Park * (2BA 60%)	1,186		
	Adrian On Riverside	850	Pinewood Park * (2BA M)	1,186		
	Pinewood Park * (30%)	846	Adrian On Riverside	1,178		
	Pinewood Park * (50%)	846	Baltic Park Apartments * (50%)	1,139		
	Pinewood Park * (60%)	846	Baltic Park Apartments * (60%)	1,139		
	Pinewood Park * (M)	846	Baltic Park Apartments * (60%)	1,139		
	Legacy At Wesleyan Corners	805	Bristol Park	1,117		
	Bristol Park	800	Falls At Spring Creek	1,117		
	Falls At Spring Creek	800	West Club Apartments * (2BA 50%)	1,078		
	West Club Apartments * (30%)	780	West Club Apartments * (2BA 60%)	1,078		
	West Club Apartments * (60%)	780	Bartlett Crossing * (2BA 50%)	1,004		
	Sterling Heights * (50%)	770	Bartlett Crossing * (2BA 60%)	1,004		
	Sterling Heights * (60%)	770	Legacy At Wesleyan Corners	978		
	Legacy At Wesleyan Corners	745	Sterling Heights * (50%)	960		
	Ashton Hill Apartments * (50%)	697	Sterling Heights * (60%)	960		
	Ashton Hill Apartments * (60%)	697	Ashton Hill Apartments * (2BA 50%)	951		
			Ashton Hill Apartments * (2BA 60%)	951		
RENT PER SQUARE FOOT	Legacy At Wesleyan Corners	\$1.03	Legacy At Wesleyan Corners	\$0.75		
	Adrian On Riverside	\$0.92	Adrian On Riverside	\$0.72		
	Bristol Park	\$0.87	Lullwater At Bass Apartments (2BA)	\$0.71		
	Adrian On Riverside	\$0.84	Adrian On Riverside	\$0.69		
	Falls At Spring Creek	\$0.83	Bristol Park	\$0.68		
	Legacy At Wesleyan Corners	\$0.82	Bristol Park	\$0.65		
	Lullwater At Bass Apartments	\$0.82	Falls At Spring Creek	\$0.62		
	Bristol Park	\$0.80	Manchester At Wesleyan (2BA)	\$0.60		
	Lullwater At Bass Apartments	\$0.77	Ashton Hill Apartments * (2BA 60%)	\$0.59		
	Manchester At Wesleyan	\$0.72	West Club Apartments * (2BA 60%)	\$0.59		
	Ashton Hill Apartments * (60%)	\$0.70	Pinewood Park * (2BA M)	\$0.58		
	West Club Apartments * (60%)	\$0.68	Falls At Spring Creek	\$0.57		
	Pinewood Park * (M)	\$0.65	Ashton Hill Apartments * (2BA 50%)	\$0.53		
	Ashton Hill Apartments * (50%)	\$0.61	Sterling Heights * (60%)	\$0.51		
	Sterling Heights * (60%)	\$0.56	Bartlett Crossing * (2BA 60%)	\$0.49		
	Pinewood Park * (60%)	\$0.55	West Club Apartments * (2BA 50%)	\$0.47		
	Baltic Park Apartments * (50%)	\$0.50	Sterling Heights * (50%)	\$0.46		
	Baltic Park Apartments * (60%)	\$0.50	Baltic Park Apartments * (50%)	\$0.44		
	Baltic Park Apartments * (60%)	\$0.50	Baltic Park Apartments * (60%)	\$0.44		
	Sterling Heights * (50%)	\$0.48	Baltic Park Apartments * (60%)	\$0.44		
	Pinewood Park * (50%)	\$0.47	Bartlett Crossing * (2BA 50%)	\$0.44		
	West Club Apartments * (30%)	\$0.26	Pinewood Park * (2BA 60%)	\$0.43		
	Pinewood Park * (30%)	\$0.25	Pinewood Park * (2BA 50%)	\$0.40		
			Pinewood Park * (2BA 30%)	\$0.21		

PROPERTY PROFILE REPORT

Ashton Hill Apartments

Effective Rent Date	4/01/2014
Location	925 Tolliver Place Macon, GA 31204 Bibb County
Distance	3.4 miles
Units	80
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (age-restricted) (3 stories)
Year Built/Renovated	2001 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Windsor Court, Heathrow Senior
Tenant Characteristics	Seniors aged 55 and older, average age is 75, most tenants are from Macon then Bibb County; all on fixed income
Contact Name	Jennifer
Phone	478.474.8890



Market Information

Program	@50%, @60%
Annual Turnover Rate	38%
Units/Month Absorbed	N/A
HCV Tenants	28%
Leasing Pace	Preleased
Annual Chg. in Rent	Increased 0.2 to 4.8 percent
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	46	697	\$424	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Garden (3 stories)	10	697	\$489	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	20	951	\$508	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	4	951	\$565	\$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	\$424	\$0	\$424	\$0	\$424	1BR / 1BA	\$489	\$0	\$489	\$0	\$489
2BR / 2BA	\$508	\$0	\$508	\$0	\$508	2BR / 2BA	\$565	\$0	\$565	\$0	\$565

Ashton Hill Apartments, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Garbage Disposal
Oven
Washer/Dryer hookup

Blinds
Central A/C
Ceiling Fan
Hand Rails
Refrigerator

Security

None

Services

None

Property

Clubhouse/Meeting
Elevators
Central Laundry
On-Site Management

Courtyard
Exercise Facility
Off-Street Parking
Picnic Area

Premium

None

Other

Services include Bingo,

Comments

The contact noted that turnover is typically due to death or tenants moving to assisted living facilities.

Ashton Hill Apartments, continued

Trend Report

Vacancy Rates

2Q12	4Q13	1Q14	2Q14
0.0%	2.5%	0.0%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$435	\$0	\$435	\$435
2013	4	0.0%	\$423	\$0	\$423	\$423
2014	1	0.0%	\$423	\$0	\$423	\$423
2014	2	0.0%	\$424	\$0	\$424	\$424

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$511	\$0	\$511	\$511
2013	4	5.0%	\$501	\$0	\$501	\$501
2014	1	0.0%	\$501	\$0	\$501	\$501
2014	2	0.0%	\$508	\$0	\$508	\$508

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$508	\$0	\$508	\$508
2013	4	0.0%	\$488	\$0	\$488	\$488
2014	1	0.0%	\$488	\$0	\$488	\$488
2014	2	0.0%	\$489	\$0	\$489	\$489

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$547	\$0	\$547	\$547
2013	4	25.0%	\$539	\$0	\$539	\$539
2014	1	0.0%	\$539	\$0	\$539	\$539
2014	2	0.0%	\$565	\$0	\$565	\$565

Trend: Comments

- 2Q12** Rent decreases in the past year are due to a rise in the utility allowance, which caused rents to decrease slightly. Contact reported a strong demand for senior housing in the area.
- 4Q13** The contact stated that the above average turnover rate can be attributed to death and tenants moving to assisted living facilities. The contact believes there is demand for additional tax credit properties in the area. The contact added that she believes if there were additional tax-credit properties in east Macon, there would be significant demand for that property. Management believed that a senior property would likely need an additional subsidy in order to be successful; however, a family property could potentially be successful without additional subsidies.
- 1Q14** The contact stated that the above average turnover rate can be attributed to death and tenants moving to assisted living facilities. The contact believes there is demand for additional tax credit properties in the area. The contact added that she believes if there were additional tax-credit properties in east Macon, there would be significant demand for that property.
- 2Q14** The contact noted that turnover is typically due to death or tenants moving to assisted living facilities.

Ashton Hill Apartments, continued

Photos



PROPERTY PROFILE REPORT

Baltic Park Apartments

Effective Rent Date	1/06/2014
Location	822 Hightower Road Macon, GA 31206 Bibb County
Distance	11.9 miles
Units	82
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (age-restricted) (2 stories)
Year Built/Renovated	2003 / N/A
Marketing Began	9/30/2003
Leasing Began	9/30/2003
Last Unit Leased	12/31/2003
Major Competitors	None identified
Tenant Characteristics	Senior property (55+), average age is 65. Majority from the Macon area.
Contact Name	Zenobia
Phone	478-788-3514



Market Information

Program	@50%, @60%, @60% (Project Based)
Annual Turnover Rate	5%
Units/Month Absorbed	27
HCV Tenants	33%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased one percent
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	4	891	\$445	\$0	@50%	Yes,	0	0.0%	no	None
1	1	Garden (2 stories)	41	891	\$445	\$0	@60%	Yes,	0	0.0%	no	None
1	1	Garden (2 stories)	13	891	\$445	\$0	@60% (Project Based Rental Assistance - PBRA)	Yes,	0	0.0%	no	None
2	1	Garden (2 stories)	2	1,139	\$505	\$0	@50%	Yes,	0	0.0%	N/A	None
2	1	Garden (2 stories)	11	1,139	\$505	\$0	@60%	Yes,	0	0.0%	no	None
2	1	Garden (2 stories)	11	1,139	\$505	\$0	@60% (Project Based Rental Assistance - PBRA)	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	\$445	\$0	\$445	\$0	\$445	1BR / 1BA	\$445	\$0	\$445	\$0	\$445
2BR / 1BA	\$505	\$0	\$505	\$0	\$505	2BR / 1BA	\$505	\$0	\$505	\$0	\$505

Baltic Park Apartments, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Garbage Disposal
Oven
Refrigerator
Washer/Dryer hookup

Blinds
Central A/C
Ceiling Fan
Hand Rails
Pull Cords
Walk-In Closet

Security

Limited Access
Perimeter Fencing

Services

None

Property

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

Clubhouse/Meeting
Central Laundry
On-Site Management
Sport Court

Premium

None

Other

Gazebo, Community Garden,

Comments

The contact noted that the two-bedroom unit is the most demanded unit type at the property. The property currently has two pre-leased vacancies. The contact added that there is a significant need for additional affordable senior housing in the area, and believes that the additional housing would need to operate with additional subsidies in order to remain at full occupancy. The contact was not familiar with the east Macon area, therefore she could not provide insight into the demand for affordable housing there.

Baltic Park Apartments, continued

Trend Report

Vacancy Rates

4Q10	1Q11	2Q12	1Q14
0.0%	1.2%	0.0%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	1	0.0%	\$445	\$0	\$445	\$445

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	1	0.0%	\$505	\$0	\$505	\$505

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	4	0.0%	\$415	\$0	\$415	\$415
2011	1	1.7%	\$430	\$0	\$430	\$430
2012	2	0.0%	\$440	\$0	\$440	\$440
2014	1	0.0%	\$445	\$0	\$445	\$445

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	4	0.0%	\$480	\$0	\$480	\$480
2011	1	0.0%	\$495	\$0	\$495	\$495
2012	2	0.0%	\$505	\$0	\$505	\$505
2014	1	0.0%	\$505	\$0	\$505	\$505

Trend: Comments

- 4Q10** Management reported that there is a need for additional age restricted LIHTC units in the area. The property is always getting calls with seniors interested in the property. Management further reported that the property is typically 100 percent occupied with a waiting list. Turnover is typically a result of tenants passing away.
- 1Q11** The one vacant unit is leased. There are 13 total households on the waiting list. In addition to these households, there is a waiting list of 10 existing tenants currently residing in one-bedroom units who are waiting for a two-bedroom vacancy.
- 2Q12** Contact reported demand to be very strong for low-income senior housing in the area.
- 1Q14** The contact noted that the two-bedroom unit is the most demanded unit type at the property. The property currently has two pre-leased vacancies. The contact added that there is a significant need for additional affordable senior housing in the area, and believes that the additional housing would need to operate with additional subsidies in order to remain at full occupancy. The contact was not familiar with the east Macon area, therefore she could not provide insight into the demand for affordable housing there.

Photos



PROPERTY PROFILE REPORT

Bartlett Crossing

Effective Rent Date	3/04/2014
Location	2901 Churchill St Macon, GA 31204 Bibb County
Distance	11.5 miles
Units	75
Vacant Units	1
Vacancy Rate	1.3%
Type	Single Family
Year Built/Renovated	2011-2012 / N/A
Marketing Began	N/A
Leasing Began	3/20/2011
Last Unit Leased	12/01/2011
Major Competitors	None identified
Tenant Characteristics	Majority families, most from the Macon area.
Contact Name	Beth
Phone	478-742-2855



Market Information

Program	@50%, @50% (Public Housing), @60%
Annual Turnover Rate	4%
Units/Month Absorbed	8
HCV Tenants	9%
Leasing Pace	Within one week
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
2	2	Single Family	7	1,004	\$445	\$0	@50%	Yes	1	14.3%	yes	None
2	2	Single Family	1	1,004	N/A	\$0	@50% (Public Housing)	Yes	0	0.0%	N/A	None
2	2	Single Family	8	1,004	\$490	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Single Family	12	1,281	\$523	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Single Family	5	1,281	N/A	\$0	@50% (Public Housing)	Yes	0	0.0%	N/A	None
3	2	Single Family	31	1,281	\$565	\$0	@60%	Yes	0	0.0%	yes	None
4	2	Single Family	3	1,548	\$564	\$0	@50%	Yes	0	0.0%	yes	None
4	2	Single Family	2	1,548	N/A	\$0	@50% (Public Housing)	Yes	0	0.0%	N/A	None
4	2	Single Family	6	1,548	\$605	\$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
2BR / 2BA	\$445	\$0	\$445	\$0	\$445	2BR / 2BA	\$490	\$0	\$490	\$0	\$490
3BR / 2BA	\$523	\$0	\$523	\$0	\$523	3BR / 2BA	\$565	\$0	\$565	\$0	\$565
4BR / 2BA	\$564	\$0	\$564	\$0	\$564	4BR / 2BA	\$605	\$0	\$605	\$0	\$605

Bartlett Crossing, continued

Amenities

In-Unit

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

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

Security

In-Unit Alarm

Services

None

Property

Clubhouse/Meeting
Off-Street Parking
Picnic Area

Exercise Facility
On-Site Management
Playground

Premium

None

Other

Library, putting green

Comments

The property consists of 75 single-family homes. The property currently maintains a waiting list of 400 households. The contact stated that the three-bedroom unit is the most demanded unit type at the property. The contact stated that since the property has opened, rents have not changed. The contact noted that she believes there is a significant need for additional affordable housing in the area. The contact added that, in her opinion, new affordable housing in the east Macon area would be very attractive and can be successful without additional subsidies.

Bartlett Crossing, continued

Trend Report

Vacancy Rates

1Q10	2Q12	1Q14	2Q14
N/A	0.0%	1.3%	1.3%

Trend: @50%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	N/A	\$85 - \$430	\$0	\$85 - \$430	\$85 - \$430
2012	2	0.0%	\$0 - \$577	\$0	\$0 - \$577	\$0 - \$577
2014	1	12.5%	\$445	\$0	\$445	\$445
2014	2	12.5%	\$445	\$0	\$445	\$445

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	N/A	\$85 - \$535	\$0	\$85 - \$535	\$85 - \$535
2012	2	0.0%	\$0 - \$691	\$0	\$0 - \$691	\$0 - \$691
2014	1	0.0%	\$523	\$0	\$523	\$523
2014	2	0.0%	\$523	\$0	\$523	\$523

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$0 - \$772	\$0	\$0 - \$772	\$0 - \$772
2014	1	0.0%	\$564	\$0	\$564	\$564
2014	2	0.0%	\$564	\$0	\$564	\$564

4BR / 3BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	N/A	\$85 - \$575	\$0	\$85 - \$575	\$85 - \$575

Trend: @60%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	N/A	\$475	\$0	\$475	\$475
2012	2	0.0%	\$622	\$0	\$622	\$622
2014	1	0.0%	\$490	\$0	\$490	\$490
2014	2	0.0%	\$490	\$0	\$490	\$490

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	N/A	\$550	\$0	\$550	\$550
2012	2	0.0%	\$733	\$0	\$733	\$733
2014	1	0.0%	\$565	\$0	\$565	\$565
2014	2	0.0%	\$565	\$0	\$565	\$565

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$813	\$0	\$813	\$813
2014	1	0.0%	\$605	\$0	\$605	\$605
2014	2	0.0%	\$605	\$0	\$605	\$605

4BR / 3BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	N/A	\$595	\$0	\$595	\$595

Trend: Comments

1Q10	The Subject will consist of 75 single family home rentals.
2Q12	Property consists of detached single-family homes. Property is operated by the Macon Housing Authority. The development began leasing units in March 2011 and delivered eight units per month until it was fully occupied. The project is completely finished as of April 2012. Contact reported that the waiting list has over 300 households on it.
1Q14	The property consists of 75 single-family homes. The property currently maintains a waiting list of 400 households. The contact stated that the three-bedroom unit is the most demanded unit type at the property. The contact stated that since the property has opened, rents have not changed. The contact noted that she believes there is a significant need for additional affordable housing in the area. The contact added that, in her opinion, new affordable housing in the east Macon area would be very attractive and can be successful without additional subsidies.
2Q14	N/A

Bartlett Crossing, continued

Photos



PROPERTY PROFILE REPORT

Pinewood Park

Effective Rent Date	3/10/2014
Location	4755 Mercer University Drive Macon, GA 31207 Bibb County
Distance	10.4 miles
Units	148
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	2006 / N/A
Marketing Began	12/20/2005
Leasing Began	4/12/2006
Last Unit Leased	10/31/2006
Major Competitors	Summer Park, West Club, Tatnall Place
Tenant Characteristics	Predominantly local families
Contact Name	Maria
Phone	478-314-1900



Market Information

Program	@30%, @50%, @60%, Market
Annual Turnover Rate	24%
Units/Month Absorbed	N/A
HCV Tenants	35%
Leasing Pace	Decreased less than one percent
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 (3 stories)	6	846	\$214	\$0	@30%	Yes	0	0.0%	yes	None
1	1	Garden (3 stories)	36	846	\$400	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Garden (3 stories)	4	846	\$465	\$0	@60%	Yes	0	0.0%	yes	None
1	1	Garden (3 stories)	2	846	\$550	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (3 stories)	6	1,186	\$253	\$0	@30%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	36	1,186	\$477	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	6	1,186	\$515	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	10	1,186	\$685	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Garden (3 stories)	6	1,373	\$271	\$0	@30%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	28	1,373	\$529	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	4	1,373	\$625	\$0	@60%	Yes	0	0.0%	no	None
3	2	Garden (3 stories)	4	1,373	\$750	\$0	Market	Yes	0	0.0%	N/A	None

Pinewood Park, continued

Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$214	\$0	\$214	\$0	\$214	1BR / 1BA	\$400	\$0	\$400	\$0	\$400
2BR / 2BA	\$253	\$0	\$253	\$0	\$253	2BR / 2BA	\$477	\$0	\$477	\$0	\$477
3BR / 2BA	\$271	\$0	\$271	\$0	\$271	3BR / 2BA	\$529	\$0	\$529	\$0	\$529
@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$465	\$0	\$465	\$0	\$465	1BR / 1BA	\$550	\$0	\$550	\$0	\$550
2BR / 2BA	\$515	\$0	\$515	\$0	\$515	2BR / 2BA	\$685	\$0	\$685	\$0	\$685
3BR / 2BA	\$625	\$0	\$625	\$0	\$625	3BR / 2BA	\$750	\$0	\$750	\$0	\$750

Amenities

In-Unit

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

Blinds
 Central A/C
 Dishwasher
 Oven
 Walk-In Closet

Security

Limited Access
 Perimeter Fencing

Services

None

Property

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

Clubhouse/Meeting
 Central Laundry
 On-Site Management
 Playground

Premium

None

Other

None

Comments

The contact indicated that only the units renting at 30 percent of the Area Median Income decreased in rent; all other rents remained the same.

Pinewood Park, continued

Trend Report

Vacancy Rates

2Q12	4Q13	1Q14	2Q14
2.9%	8.7%	0.0%	0.0%

Trend: @30%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$214	\$0	\$214	\$214
2013	4	0.0%	\$214	\$0	\$214	\$214
2014	1	0.0%	\$214	\$0	\$214	\$214
2014	2	0.0%	\$214	\$0	\$214	\$214

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$253	\$0	\$253	\$253
2013	4	20.0%	\$253	\$0	\$253	\$253
2014	1	0.0%	\$253	\$0	\$253	\$253
2014	2	0.0%	\$253	\$0	\$253	\$253

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$272	\$0	\$272	\$272
2013	4	0.0%	\$271	\$0	\$271	\$271
2014	1	0.0%	\$271	\$0	\$271	\$271
2014	2	0.0%	\$271	\$0	\$271	\$271

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$475	\$0	\$475	\$475
2013	4	0.0%	\$465	\$0	\$465	\$465
2014	1	0.0%	\$465	\$0	\$465	\$465
2014	2	0.0%	\$465	\$0	\$465	\$465

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$515	\$0	\$515	\$515
2013	4	0.0%	\$515	\$0	\$515	\$515
2014	1	0.0%	\$515	\$0	\$515	\$515
2014	2	0.0%	\$515	\$0	\$515	\$515

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$625	\$0	\$625	\$625
2013	4	0.0%	\$625	\$0	\$625	\$625
2014	1	0.0%	\$625	\$0	\$625	\$625
2014	2	0.0%	\$625	\$0	\$625	\$625

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$402	\$0	\$402	\$402
2013	4	8.6%	\$402	\$0	\$402	\$402
2014	1	0.0%	\$400	\$0	\$400	\$400
2014	2	0.0%	\$400	\$0	\$400	\$400

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$479	\$0	\$479	\$479
2013	4	8.6%	\$479	\$0	\$479	\$479
2014	1	0.0%	\$477	\$0	\$477	\$477
2014	2	0.0%	\$477	\$0	\$477	\$477

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$534	\$0	\$534	\$534
2013	4	8.0%	\$534	\$0	\$534	\$534
2014	1	0.0%	\$529	\$0	\$529	\$529
2014	2	0.0%	\$529	\$0	\$529	\$529

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$550	\$0	\$550	\$550
2013	4	0.0%	\$550	\$0	\$550	\$550
2014	1	0.0%	\$550	\$0	\$550	\$550
2014	2	0.0%	\$550	\$0	\$550	\$550

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$685	\$0	\$685	\$685
2013	4	22.2%	\$685	\$0	\$685	\$685
2014	1	0.0%	\$685	\$0	\$685	\$685
2014	2	0.0%	\$685	\$0	\$685	\$685

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$750	\$0	\$750	\$750
2013	4	25.0%	\$750	\$0	\$750	\$750
2014	1	0.0%	\$750	\$0	\$750	\$750
2014	2	0.0%	\$750	\$0	\$750	\$750

Pinewood Park, continued

Trend: Comments

- 2Q12** In October 2011 the property has stopped offering section 8 units; units which had originally been dedicated for section 8 tenants are now being offered at 50 percent restriction. Contact reported that the slight decrease in rents from last interview are do to an increased utility allowance. The property is maintaining a waiting list with nearly 1,700 households on it. Accordingly, the property's four vacancies have already been pre-leased.
- 4Q13** The contact stated that there are currently 11 vacant units; three one-bedroom units, five two-bedroom units, and three three-bedroom units are available. The contact noted that the above average turnover rate is due to tenants moving jobs, getting married, or purchasing homes. The contact stated that she believes there is a significant need for affordable housing in the Macon area as the job market has been performing poorly the last few years and most of the properties in the Macon area are conventional properties. Regarding east Macon, the contact was not very familiar with the area, but reiterated her belief that there is a strong need for affordable housing in the entire Macon area.
- 1Q14** The contact indicated that only the units renting at 30 percent of the Area Median Income decreased in rent; all other rents remained the same.
- 2Q14** N/A

Pinewood Park, continued

Photos



PROPERTY PROFILE REPORT

West Club Apartments

Effective Rent Date	3/10/2014
Location	159 Steven Drive Macon, GA 31210 Bibb County
Distance	10.5 miles
Units	140
Vacant Units	9
Vacancy Rate	6.4%
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	Shadowood West, Hidden Lakes
Tenant Characteristics	Predominantly local families
Contact Name	Sam
Phone	478.476.3500



Market Information

Program	@30%, @50%, @60%
Annual Turnover Rate	17%
Units/Month Absorbed	N/A
HCV Tenants	80%
Leasing Pace	Within 30 days
Annual Chg. in Rent	Rents change daily
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	6	780	\$235	\$0	@30%	None	0	0.0%	no	None
1	1	Garden (2 stories)	2	780	\$562	\$0	@60%	None	0	0.0%	no	None
2	2	Garden (2 stories)	36	1,078	\$546	\$0	@50%	None	0	0.0%	no	None
2	2	Garden (2 stories)	40	1,078	\$677	\$0	@60%	None	2	5.0%	no	None
3	2	Garden (2 stories)	N/A	1,212	\$690	\$0	@50%	None	1	N/A	no	None
3	2	Garden (2 stories)	48	1,212	\$776	\$0	@60%	None	4	8.3%	no	None
4	2	Garden (2 stories)	8	1,348	\$863	\$0	@60%	None	2	25.0%	no	None

West Club Apartments, continued

Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$235	\$0	\$235	-\$29	\$206	2BR / 2BA	\$546	\$0	\$546	-\$37	\$509
						3BR / 2BA	\$690	\$0	\$690	-\$51	\$639
@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent						
1BR / 1BA	\$562	\$0	\$562	-\$29	\$533						
2BR / 2BA	\$677	\$0	\$677	-\$37	\$640						
3BR / 2BA	\$776	\$0	\$776	-\$51	\$725						
4BR / 2BA	\$863	\$0	\$863	-\$66	\$797						

Amenities

In-Unit

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

Carpeting
Dishwasher
Garbage Disposal
Refrigerator

Security

Limited Access
Perimeter Fencing

Services

None

Property

Basketball Court
Exercise Facility
Off-Street Parking
Playground
Volleyball Court

Clubhouse/Meeting
Central Laundry
On-Site Management
Swimming Pool

Premium

None

Other

None

Comments

The property recently began using the LRO system and so rents change daily within the constraints of LIHTC rent limits. The contact indicated that the vacancy level is slightly higher than usual, noting that the leasing pace has been somewhat slow due to the season. The contact reported that Housing Choice Voucher usage at the property is typically high as many individuals qualifying for low-income housing require an additional form of rental assistance.

West Club Apartments, continued

Trend Report

Vacancy Rates

1Q11	2Q12	4Q13	1Q14
0.0%	7.9%	4.3%	6.4%

Trend: @30%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	1	0.0%	\$235	\$0	\$235	\$206
2012	2	N/A	\$235	\$0	\$235	\$206
2013	4	0.0%	\$235	\$0	\$235	\$206
2014	1	0.0%	\$235	\$0	\$235	\$206

Trend: @50%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	1	0.0%	\$546	\$0	\$546	\$509
2012	2	N/A	\$546	\$0	\$546	\$509
2013	4	N/A	\$546	\$0	\$546	\$509
2014	1	0.0%	\$546	\$0	\$546	\$509

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	4	N/A	\$690	\$0	\$690	\$639
2014	1	N/A	\$690	\$0	\$690	\$639

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	1	0.0%	\$562	\$0	\$562	\$533
2012	2	N/A	\$562	\$0	\$562	\$533
2013	4	N/A	\$562	\$0	\$562	\$533
2014	1	0.0%	\$562	\$0	\$562	\$533

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	1	0.0%	\$677	\$0	\$677	\$640
2012	2	N/A	\$677	\$0	\$677	\$640
2013	4	N/A	\$677	\$0	\$677	\$640
2014	1	5.0%	\$677	\$0	\$677	\$640

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	1	0.0%	\$781	\$0	\$781	\$730
2012	2	N/A	\$781	\$0	\$781	\$730
2013	4	N/A	\$776	\$0	\$776	\$725
2014	1	8.3%	\$776	\$0	\$776	\$725

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	1	0.0%	\$866	\$0	\$866	\$800
2012	2	N/A	\$866	\$0	\$866	\$800
2013	4	0.0%	\$863	\$0	\$863	\$797
2014	1	25.0%	\$863	\$0	\$863	\$797

Trend: Comments

- 1Q11** The property is 100 percent pre-leased.
- 2Q12** Contact expects a rent change soon, when the new utility allowances arrive. Contact reported that vacancies are spread amongst all unit types, with the most being in two-bedroom units. Contact attributed the property's high vacancy rate to high turnover in February and March combined with a lack of traffic during recent months. Contact reported that this amount of vacancies is not typical, and that in the past 8 years he's been working there occupancy has stayed near 100 percent. Additionally, when asked about the high percentage of Housing Choice Voucher tenants at the property, contact reported that the property has always had a heavy reliance on Voucher tenants.
- 4Q13** The contact stated that she does not believe there is demand in Macon for additional tax-credit housing as there are already enough tax-credit properties in the area to meet demand. Although, the contact noted that if there were to be new affordable housing in east Macon, she believes there would be demand for that property.
- 1Q14** The property recently began using the LRO system and so rents change daily within the constraints of LIHTC rent limits. The contact indicated that the vacancy level is slightly higher than usual, noting that the leasing pace has been somewhat slow due to the season. The contact reported that Housing Choice Voucher usage at the property is typically high as many individuals qualifying for low-income housing require an additional form of rental assistance.

Photos



PROPERTY PROFILE REPORT

Adrian On Riverside

Effective Rent Date	5/01/2014
Location	5243 Riverside Drive Macon, GA 31210 Bibb County
Distance	2 miles
Units	224
Vacant Units	2
Vacancy Rate	0.9%
Type	Garden (2 stories)
Year Built/Renovated	2003/2009 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Lullwater
Tenant Characteristics	Many families and professionals relocating for work. Some senior tenants.
Contact Name	Cathy
Phone	478-476-4764



Market Information

Program	Market
Annual Turnover Rate	27%
Units/Month Absorbed	15
HCV Tenants	0%
Leasing Pace	Within one month
Annual Chg. in Rent	Increased two to three percent
Concession	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	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 (2 stories)	24	850	\$770	\$0	Market	Yes	0	0.0%	N/A	None
1	1	Garden (2 stories)	24	970	\$800	\$0	Market	Yes	0	0.0%	N/A	None
2	1	Garden (2 stories)	33	1,178	\$835	\$0	Market	Yes	0	0.0%	N/A	None
2	1	Garden (2 stories)	33	1,296	\$875	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (2 stories)	33	1,238	\$910	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (2 stories)	33	1,336	\$945	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (2 stories)	28	1,386	\$970	\$0	Market	Yes	2	7.1%	N/A	None
3	2	Garden (2 stories)	16	1,438	\$1,065	\$0	Market	Yes	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$770 - \$800	\$0	\$770 - \$800	\$15	\$785 - \$815
2BR / 1BA	\$835 - \$875	\$0	\$835 - \$875	\$15	\$850 - \$890
2BR / 2BA	\$910 - \$970	\$0	\$910 - \$970	\$15	\$925 - \$985
3BR / 2BA	\$1,065	\$0	\$1,065	\$15	\$1,080

Adrian On Riverside, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Exterior Storage
Oven
Walk-In Closet

Blinds
Central A/C
Dishwasher
Garbage Disposal
Refrigerator
Washer/Dryer hookup

Security

In-Unit Alarm
Limited Access
Perimeter Fencing

Services

None

Property

Business Center/Computer Lab
Clubhouse/Meeting
Central Laundry
On-Site Management
Playground
Swimming Pool
Theatre

Car Wash
Exercise Facility
Off-Street Parking
Picnic Area
Sauna
Tennis Court

Premium

None

Other

Putting green, billiard room

Comments

Tenants pay a monthly fee of \$25 for water, sewer, and trash collection. The property does not accept Housing Choice Vouchers. The waiting list consists of approximately four households.

Adrian On Riverside, continued

Trend Report

Vacancy Rates

2Q09	2Q14
1.6%	0.9%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$750 - \$780	\$0	\$750 - \$780	\$765 - \$795
2014	2	0.0%	\$770 - \$800	\$0	\$770 - \$800	\$785 - \$815

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$815 - \$855	\$0	\$815 - \$855	\$830 - \$870
2014	2	0.0%	\$835 - \$875	\$0	\$835 - \$875	\$850 - \$890

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	3.5%	\$880 - \$935	\$0	\$880 - \$935	\$895 - \$950
2014	2	2.1%	\$910 - \$970	\$0	\$910 - \$970	\$925 - \$985

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$1,015	\$0	\$1,015	\$1,030
2014	2	0.0%	\$1,065	\$0	\$1,065	\$1,080

Trend: Comments

2Q09 There are currently 40 new units at this property under construction. They will be finished in Septemeber 2009. Of the 40 new units, 10 are pre-leased. Of the 40 units, 16 will be one-bedrooms; 16 will be two-bedroom, one-bath units; and, eight will be two-bedroom, two-bath units. The contact could not report a complete unit breakdown by floorplan but indicated that there are: 32 one-bedroom units; 50 two-bedroom, one-bath units; 86 two-bedroom, two-bath units; and, 16 three-bedroom units. Water and sewer are a flat fee of \$20 a month. This fee has been added to the rents. Management does not accept Housing Choice Vouchers. Rents have not changed in one year and management does not anticipate increasing the rents in 2009. The one-bedroom and two-bedroom, one-bath units lease quicker than the remaining bedroom types. Management indicated that the rental market appears to be saturated.

2Q14 Tenants pay a monthly fee of \$25 for water, sewer, and trash collection. The property does not accept Housing Choice Vouchers. The waiting list consists of approximately four households.

Photos



PROPERTY PROFILE REPORT

Bristol Park

Effective Rent Date	5/01/2014
Location	105 Bass Plantation Drive Macon, GA 31210 Bibb County
Distance	0.7 miles
Units	160
Vacant Units	2
Vacancy Rate	1.3%
Type	Garden (3 stories)
Year Built/Renovated	2001 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None Identified
Tenant Characteristics	Families, professionals and a few seniors. Most are from Macon but some move from out of town for work.
Contact Name	Melissa
Phone	478.477.1477



Market Information

Program	Market
Annual Turnover Rate	35%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	None
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	N/A	800	\$695	\$0	Market	No	0	N/A	N/A	None
1	1	Garden (3 stories)	N/A	900	\$720	\$0	Market	No	1	N/A	N/A	None
2	1	Garden (3 stories)	N/A	1,117	\$765	\$0	Market	No	0	N/A	N/A	None
2	1	Garden (3 stories)	N/A	1,212	\$785	\$0	Market	No	0	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,157	\$795	\$0	Market	No	1	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,223	\$825	\$0	Market	No	0	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,253	\$835	\$0	Market	No	0	N/A	N/A	None
3	2	Garden (3 stories)	N/A	1,332	\$970	\$0	Market	No	0	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$695 - \$720	\$0	\$695 - \$720	\$0	\$695 - \$720
2BR / 1BA	\$765 - \$785	\$0	\$765 - \$785	\$0	\$765 - \$785
2BR / 2BA	\$795 - \$835	\$0	\$795 - \$835	\$0	\$795 - \$835
3BR / 2BA	\$970	\$0	\$970	\$0	\$970

Bristol Park, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Garbage Disposal
Refrigerator
Washer/Dryer hookup

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

Security

Limited Access

Services

None

Property

Business Center/Computer Lab
Clubhouse/Meeting
Garage
On-Site Management
Swimming Pool
Volleyball Court

Car Wash
Exercise Facility
Off-Street Parking
Playground
Tennis Court

Premium

None

Other

None

Comments

Tenants pay a flat rate of \$15 each month for water and sewer. The property does not accept Housing Choice Vouchers.

Bristol Park, continued

Trend Report

Vacancy Rates

4Q06	2Q09	2Q14
0.6%	3.1%	1.3%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	4	N/A	\$660	\$0	\$660	\$660
2009	2	N/A	\$660	\$0	\$660	\$660
2014	2	N/A	\$695 - \$720	\$0	\$695 - \$720	\$695 - \$720

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	4	N/A	\$728	\$0	\$728	\$728
2009	2	N/A	\$730	\$0	\$730	\$730
2014	2	N/A	\$765 - \$785	\$0	\$765 - \$785	\$765 - \$785

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	4	N/A	\$775	\$0	\$775	\$775
2009	2	N/A	\$810	\$0	\$810	\$810
2014	2	N/A	\$795 - \$835	\$0	\$795 - \$835	\$795 - \$835

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	4	N/A	\$895	\$0	\$895	\$895
2009	2	N/A	\$910	\$0	\$910	\$910
2014	2	N/A	\$970	\$0	\$970	\$970

Trend: Comments

- 4Q06** Bristol Park is a market rate property offering one-, two-, and three-bedroom units. There was a rent increase of \$15, or approximately two percent, which was effective September 1, 2006. All rents in the table are averages, as the price for each unit type ranges. There is currently one vacancy; however, the property only has a short waiting list of two households for three-bedroom units. Management was unable to provide absorption information. The property does not accept Section 8 vouchers. According to management, a large number of tenants are from the Atlanta Metro Area and have relocated for work purposes. Management stated that demand at the property has been high due to the large amount of growth that is occurring in north Macon. Management stated that the most noticeable growth has been in the amount of retail that is now located in the area.
- 2Q09** The property manager stated that she does not believe there is additional demand for a new market rate property until the units at Adrian on Riverside fill their 40 units coming on line. She did believe that 1BR units are in the most demand since they do not offer many of this unit type.
- 2Q14** Tenants pay a flat rate of \$15 each month for water and sewer. The property does not accept Housing Choice Vouchers.

Photos

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PROPERTY PROFILE REPORT

Falls At Spring Creek

Effective Rent Date	5/01/2014
Location	1900 Wesleyan Drive Macon, GA 31210 Bibb County
Distance	1.8 miles
Units	296
Vacant Units	18
Vacancy Rate	6.1%
Type	Garden (2 stories)
Year Built/Renovated	1992 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None Identified
Tenant Characteristics	Small families, professionals, students, and some seniors. About 50 percent local, 50 percent moving in to go to school or work for GEICO.
Contact Name	Lauren
Phone	478.474.7537



Market Information

Program	Market
Annual Turnover Rate	28%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within 30 days
Annual Chg. in Rent	Increased six percent
Concession	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	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 (2 stories)	N/A	800	\$649	\$0	Market	No	0	N/A	N/A	None
2	1	Garden (2 stories)	N/A	1,117	\$679	\$0	Market	No	4	N/A	N/A	None
2	1	Garden (2 stories)	N/A	1,212	\$679	\$0	Market	No	5	N/A	N/A	None
2	2	Garden (2 stories)	N/A	1,157	\$709	\$0	Market	No	4	N/A	N/A	None
2	2	Garden (2 stories)	N/A	1,253	\$719	\$0	Market	No	5	N/A	N/A	None
3	2	Garden (2 stories)	N/A	1,332	\$875	\$0	Market	No	0	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$649	\$0	\$649	\$15	\$664
2BR / 1BA	\$679	\$0	\$679	\$15	\$694
2BR / 2BA	\$709 - \$719	\$0	\$709 - \$719	\$15	\$724 - \$734
3BR / 2BA	\$875	\$0	\$875	\$15	\$890

Falls At Spring Creek, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Garbage Disposal
Refrigerator

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

Security

Intercom (Buzzer)
Limited Access

Services

None

Property

Exercise Facility
Central Laundry
On-Site Management
Swimming Pool
Volleyball Court

Garage
Off-Street Parking
Playground
Tennis Court

Premium

None

Other

Jacuzzi, raquetball court

Comments

The property does not accept Housing Choice Vouchers. The contact reported that there are currently 18 vacancies, all in two-bedroom floor plans. While the contact could not provide a more detailed vacancy breakdown, she indicated that vacancies were evenly split between two-bedroom floor plans.

Falls At Spring Creek, continued

Trend Report

Vacancy Rates

2Q09	2Q10	1Q12	2Q14
5.7%	6.1%	10.1%	6.1%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$660	\$60	\$600	\$615
2010	2	N/A	\$659	\$0	\$659	\$674
2012	1	N/A	\$649	\$0	\$649	\$664
2014	2	N/A	\$649	\$0	\$649	\$664

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$685	\$60	\$625	\$640
2010	2	N/A	\$699 - \$709	\$0	\$699 - \$709	\$714 - \$724
2012	1	N/A	\$699 - \$709	\$0	\$699 - \$709	\$714 - \$724
2014	2	N/A	\$679	\$0	\$679	\$694

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$760	\$35	\$725	\$740
2010	2	N/A	\$789 - \$799	\$0	\$789 - \$799	\$804 - \$814
2012	1	N/A	\$779 - \$799	\$0	\$779 - \$799	\$794 - \$814
2014	2	N/A	\$709 - \$719	\$0	\$709 - \$719	\$724 - \$734

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$875	\$25	\$850	\$865
2010	2	N/A	\$899	\$0	\$899	\$914
2012	1	N/A	\$879	\$0	\$879	\$894
2014	2	N/A	\$875	\$0	\$875	\$890

Trend: Comments

2Q09 Three of the vacant units have applications pending.

2Q10 The contact reported the current occupancy rate has been typical during the past year as deep concessions were offered in order to remain competitive in the rental market. However, concessions have not been offered in the past two months as renter traffic has improved and the tenant retention rate has improved as well.

1Q12 The contact reported the current occupancy rate has been typical during the past year as deep concessions were offered in order to remain competitive in the rental market.

2Q14 The property does not accept Housing Choice Vouchers. The contact reported that there are currently 18 vacancies, all in two-bedroom floor plans. While the contact could not provide a more detailed vacancy breakdown, she indicated that vacancies were evenly split between two-bedroom floor plans.

Photos



PROPERTY PROFILE REPORT

Legacy At Wesleyan Corners

Effective Rent Date	5/01/2014
Location	1800 Wesleyan Drive Macon, GA 31210 Bibb County
Distance	1.2 miles
Units	200
Vacant Units	24
Vacancy Rate	12.0%
Type	Garden (2 stories)
Year Built/Renovated	1986 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Falls at Spring Creek, Adrian on Riverside
Tenant Characteristics	Mixed tenancy
Contact Name	Tammy
Phone	478-474-1048



Market Information

Program	Market
Annual Turnover Rate	N/A
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	Rents change daily
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 (2 stories)	N/A	745	\$598	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (2 stories)	N/A	805	\$817	\$0	Market	No	N/A	N/A	N/A	None
2	1	Garden (2 stories)	N/A	978	\$723	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (2 stories)	N/A	1,053	\$942	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (2 stories)	N/A	1,112	\$1,018	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (2 stories)	N/A	1,127	\$1,170	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (2 stories)	N/A	1,188	\$1,240	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (2 stories)	N/A	1,250	\$1,042	\$0	Market	No	N/A	N/A	N/A	HIGH*
3	2	Garden (2 stories)	N/A	1,250	\$845	\$0	Market	No	N/A	N/A	N/A	LOW*

Legacy At Wesleyan Corners, continued

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$598 - \$817	\$0	\$598 - \$817	\$15	\$613 - \$832
2BR / 1BA	\$723	\$0	\$723	\$15	\$738
2BR / 2BA	\$942 - \$1,240	\$0	\$942 - \$1,240	\$15	\$957 - \$1,255
3BR / 2BA	\$845 - \$1,042	\$0	\$845 - \$1,042	\$15	\$860 - \$1,057

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Ceiling Fan
Oven
Walk-In Closet

Blinds
Coat Closet
Exterior Storage
Garbage Disposal
Refrigerator
Washer/Dryer hookup

Security

None

Services

None

Property

Basketball Court
Clubhouse/Meeting
Central Laundry
On-Site Management
Recreation Areas
Swimming Pool

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

Premium

None

Other

Racquetball court, movie

Comments

The property employs the YieldStar system and so rents change daily. The contact could not provide a more detailed unit breakdown, vacancy by unit type, or the property's annual turnover rate. The contact indicated that the current vacancy rate is slightly higher than is typical for the property, attributing the high vacancy to a slow winter season.

Trend Report

Vacancy Rates

2Q09	2Q10	2Q14
8.0%	7.5%	12.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$565 - \$575	\$0	\$565 - \$575	\$580 - \$590
2010	2	N/A	\$565 - \$575	\$0	\$565 - \$575	\$580 - \$590
2014	2	N/A	\$598 - \$817	\$0	\$598 - \$817	\$613 - \$832

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$665 - \$680	\$0	\$665 - \$680	\$680 - \$695
2010	2	N/A	\$665	\$0	\$665	\$680
2014	2	N/A	\$723	\$0	\$723	\$738

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$670 - \$735	\$0	\$670 - \$735	\$685 - \$750
2010	2	N/A	\$690 - \$735	\$0	\$690 - \$735	\$705 - \$750
2014	2	N/A	\$942 - \$1,240	\$0	\$942 - \$1,240	\$957 - \$1,255

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$690 - \$765	\$0	\$690 - \$765	\$705 - \$780
2010	2	N/A	\$800	\$0	\$800	\$815
2014	2	N/A	\$845 - \$1,042	\$0	\$845 - \$1,042	\$860 - \$1,057

Trend: Comments

- 2Q09** Property manager could not comment on demand. However she did state that the location next to retail is a benefit. Most vacancies are within the 1BR units.
- 2Q10** A unit mix or vacancy by unit type was unavailable. The contact reported occupancy has remained relatively stable despite the slow local economic conditions. She noted improved renter traffic which has helped occupancy trend upward as opposed to a year ago when occupancy was closer to 90 percent. The rents are changed weekly from the corporate office reflecting market conditions and tend to fluctuate.
- 2Q14** The property employs the YieldStar system and so rents change daily. The contact could not provide a more detailed unit breakdown, vacancy by unit type, or the property's annual turnover rate. The contact indicated that the current vacancy rate is slightly higher than is typical for the property, attributing the high vacancy to a slow winter season.

Photos



PROPERTY PROFILE REPORT

Lullwater At Bass Apartments

Effective Rent Date	5/01/2014
Location	1644 Bass Road Macon, GA 31210 Bibb County
Distance	1 mile
Units	316
Vacant Units	27
Vacancy Rate	8.5%
Type	Garden (3 stories)
Year Built/Renovated	2004 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Adrian On Riverside
Tenant Characteristics	Mixed tenancy; many locals but also many people from out of state moving for work. Some seniors.
Contact Name	Amanda
Phone	478-757-0057



Market Information

Program	Market
Annual Turnover Rate	19%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one month
Annual Chg. in Rent	None
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	N/A	969	\$820	\$45	Market	No	N/A	N/A	N/A	None
1	1	Garden (3 stories)	N/A	1,050	\$840	\$45	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,286	\$985	\$85	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	N/A	1,486	\$1,125	\$0	Market	No	N/A	N/A	N/A	None
3	3	Garden (3 stories)	N/A	1,987	\$1,145	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$820 - \$840	\$45	\$775 - \$795	\$15	\$790 - \$810
2BR / 2BA	\$985	\$85	\$900	\$15	\$915
3BR / 2BA	\$1,125	\$0	\$1,125	\$15	\$1,140
3BR / 3BA	\$1,145	\$0	\$1,145	\$15	\$1,160

Lullwater At Bass Apartments, continued

Amenities

In-Unit

Balcony/Patio
Cable/Satellite/Internet
Central A/C
Dishwasher
Oven
Walk-In Closet

Blinds
Carpeting
Coat Closet
Garbage Disposal
Refrigerator
Washer/Dryer hookup

Security

In-Unit Alarm
Limited Access
Perimeter Fencing

Services

None

Property

Car Wash
Exercise Facility
Central Laundry
On-Site Management
Swimming Pool

Clubhouse/Meeting
Garage
Off-Street Parking
Playground
Tennis Court

Premium

None

Other

None

Comments

The contact was not able to provide the vacancy by unit type, but reported that the property is currently 91.5 percent occupied. The contact indicated that this vacancy rate is slightly higher than is typical, noting that the leasing pace was very slow over the winter months. She stated that it has since picked up slightly.

Lullwater At Bass Apartments, continued

Trend Report

Vacancy Rates

3Q06	2Q09	2Q14
0.3%	0.6%	8.5%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	3	N/A	\$735 - \$755	\$0	\$735 - \$755	\$750 - \$770
2009	2	N/A	\$770 - \$995	\$0	\$770 - \$995	\$785 - \$1,010
2014	2	N/A	\$820 - \$840	\$45	\$775 - \$795	\$790 - \$810

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	3	N/A	\$853	\$0	\$853	\$868
2009	2	N/A	\$915	\$0	\$915	\$930
2014	2	N/A	\$985	\$85	\$900	\$915

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	3	N/A	\$977	\$0	\$977	\$992
2009	2	N/A	\$1,065	\$0	\$1,065	\$1,080
2014	2	N/A	\$1,125	\$0	\$1,125	\$1,140

3BR / 3BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	3	N/A	\$1,465	\$0	\$1,465	\$1,480
2009	2	N/A	\$1,540	\$0	\$1,540	\$1,555
2014	2	N/A	\$1,145	\$0	\$1,145	\$1,160

Trend: Comments

- 3Q06** Lullwater at Bass is a market rate community offering one-, two-, and three-bedroom units. Rent was increased by \$20, or approximately two percent, in the summer of 2006. All rents stated in the table are averages, as the actual rents range for each unit type. Currently, the property has one vacant one-bedroom unit. The property is keeping a waiting list for three-bedroom units. Currently, there are two households on the waiting list for a three-bedroom, two bath unit and one household on the waiting list for a three-bedroom, three bath unit. The property does not accept Section 8 vouchers. Management stated that most tenants are from the Macon area and tend to be younger families. Locally, management noted that north Macon has had a great deal of retail development in the last 18 to 24 months. Specifically, management reported the new Bass Pro Shop that is located near the property.
- 2Q09** Contact stated that the rents vary depending on the floor plan and options. Currently, the one-bedroom units range from \$770-\$995, the two-bedrooms range from \$915-\$935, and the three-bedrooms range from \$1,065-\$1,540.
- 2Q14** The contact was not able to provide the vacancy by unit type, but reported that the property is currently 91.5 percent occupied. The contact indicated that this vacancy rate is slightly higher than is typical, noting that the leasing pace was very slow over the winter months. She stated that it has since picked up slightly.

Lullwater At Bass Apartments, continued

Photos



PROPERTY PROFILE REPORT

Manchester At Wesleyan Fka Col. Grand At Wesleyan

Effective Rent Date 5/01/2014
Location 404 Bowman Blvd
 Macon, GA 31210
 Bibb County
Distance 1 mile
Units 328
Vacant Units 20
Vacancy Rate 6.1%
Type Garden
Year Built/Renovated 1997/1999 / N/A
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors None Identified
Tenant Characteristics Predominantly local tenants, but a significant portion also move for work. Approximately five percent seniors.
Contact Name Amanda
Phone 478.476.8474



Market Information

Program Market
Annual Turnover Rate N/A
Units/Month Absorbed N/A
HCV Tenants 0%
Leasing Pace Within one month
Annual Chg. in Rent Rents change weekly
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	101	976	\$688	\$0	Market	No	N/A	N/A	N/A	AVG*
2	2	Garden	157	1,335	\$792	\$0	Market	No	N/A	N/A	N/A	AVG*
3	2	Garden	N/A	1,519	\$886	\$0	Market	No	N/A	N/A	N/A	AVG*

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$688	\$0	\$688	\$15	\$703
2BR / 2BA	\$792	\$0	\$792	\$15	\$807
3BR / 2BA	\$886	\$0	\$886	\$15	\$901

Manchester At Wesleyan Fka Col. Grand At Wesleyan, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Ceiling Fan
Garbage Disposal
Refrigerator
Washer/Dryer hookup

Blinds
Central A/C
Exterior Storage
Fireplace
Oven
Walk-In Closet

Security

In-Unit Alarm
Limited Access

Services

None

Property

Clubhouse/Meeting
Garage
Off-Street Parking
Playground
Tennis Court

Exercise Facility
Central Laundry
On-Site Management
Swimming Pool

Premium

None

Other

Coffee Shop

Comments

The contact could not provide the vacancy by unit type, but noted that vacancy is highest amongst the two-bedroom units and lowest amongst the three-bedroom units. Tenants pay a fee of \$32, \$37, or \$45 each month for water, sewer, and trash collection, depending upon unit-type. The contact could not provide the property's annual turnover rate. Rents change weekly, increasing and decreasing by about \$3 depending upon current demand.

Manchester At Wesleyan Fka Col. Grand At Wesleyan, continued

Trend Report

Vacancy Rates

4Q06	2Q09	2Q14
9.1%	4.9%	6.1%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	4	N/A	\$736	\$0	\$736	\$751
2009	2	N/A	\$650	\$0	\$650	\$665
2014	2	N/A	\$688	\$0	\$688	\$703

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	4	N/A	\$824	\$0	\$824	\$839
2009	2	N/A	\$827	\$0	\$827	\$842
2014	2	N/A	\$792	\$0	\$792	\$807

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	4	N/A	\$993	\$0	\$993	\$1,008
2009	2	N/A	\$910	\$0	\$910	\$925
2014	2	N/A	\$886	\$0	\$886	\$901

Trend: Comments

- 4Q06** Manchester at Wesleyan is a market rate property offering one-, two-, and three-bedroom units. The property was built in two phases. The first phase was completed in 1997 and the second phase was completed in 1999. All rents recorded in the table are averages, as every unit type ranges in price. According to management, there are currently 30 vacant units. Management stated that while the majority of vacancies are usually two-bedroom units, currently, there is an even split between all three unit types. Management could not give a reason for the large number of vacant units but did state that the property is working hard to lower the vacancy rate. No utilities are included in rent. The property does not accept Section 8 vouchers. Management would not comment on tenant characteristics, stating only that the property will rent to anyone who qualifies. With regards to amenities, management stated that all units in phase two have microwaves and washers and dryers in the units. While units in phase one do not have washers and dryers, they are equipped with washer and dryer connections and there is also a central laundry facility on-site. The garage fee is \$100 and the fee to rent extra storage space is \$65.
- 2Q09** Contact had no additional comments. The property was formerly known as Colonial Grand at Wesleyan.
- 2Q14** The contact could not provide the vacancy by unit type, but noted that vacancy is highest amongst the two-bedroom units and lowest amongst the three-bedroom units. Tenants pay a fee of \$32, \$37, or \$45 each month for water, sewer, and trash collection, depending upon unit-type. The contact could not provide the property's annual turnover rate. Rents change weekly, increasing and decreasing by about \$3 depending upon current demand.

Manchester At Wesleyan Fka Col. Grand At Wesleyan, continued

Photos



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

Housing Choice Vouchers

TENANTS WITH VOUCHERS

Comparable Property	Type	Tenancy	Housing Choice Voucher Tenants
Ashton Hill Apartments	LIHTC	Senior	28%
Baltic Park Apartments	LIHTC	Senior	33%
Bartlett Crossing	LIHTC	Family	9%
Pinewood Park	LIHTC	Family	35%
West Club Apartments	LIHTC	Family	80%
Adrian On Riverside	Market	Family	0%
Bristol Park	Market	Family	0%
Falls At Spring Creek	Market	Family	0%
Legacy At Wesleyan Corners	Market	Family	0%
Lullwater At Bass Apartments	Market	Family	0%
Manchester At Wesleyan	Market	Family	0%
Average			17%
Average LIHTC			37%

As illustrated in the table, all six of the LIHTC properties reported having voucher tenants while management at all six of the market rate properties reported that they do not accept Housing Choice Vouchers. Although Bartlett Crossing reported a relatively low voucher usage rate, the remaining LIHTC comparables reported moderate to high voucher usage rates. West Club Apartments, a multifamily LIHTC comparable 10.5 miles south of the Subject site, reported that 80 percent of tenants currently use Housing Choice Vouchers. Management indicated that this rate is typical as many households qualifying to live at the property also qualify for additional rental assistance. The two senior LIHTC comparables reported moderate voucher usage rates of 28 and 33 percent. We anticipate that the Subject will operate with a similar voucher usage rate as the senior LIHTC comparables, with approximately 30 percent of tenants utilizing vouchers.

Lease Up History

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

ABSORPTION

Property Name	Type	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Baltic Park Apartments	LIHTC	Senior	2003	82	27
Bartlett Crossing	LIHTC	Family	2012	75	8
Adrian On Riverside	Market	Family	2003/2009	224	15

Bartlett Crossing is the most recent construction; management at this property reported an absorption rate of eight units per month, for an absorption period of approximately nine months. Baltic Park Apartments, however, is considered most similar to the Subject in terms of tenancy and design. Management at Baltic Park reported an absorption rate of 27 units per month for an absorption period of three months. While these figures are somewhat dated, we anticipate that the Subject will experience a similar absorption rate given the limited supply of senior LIHTC properties within the PMA and the city of Macon in addition to the low vacancy rates and waiting lists at the senior LIHTC properties. We estimate that the Subject will reach 93 percent occupancy within three months of opening if management pre-leases units. We therefore anticipate that the Subject will absorb 20 to 25 units per month.

Phased Developments

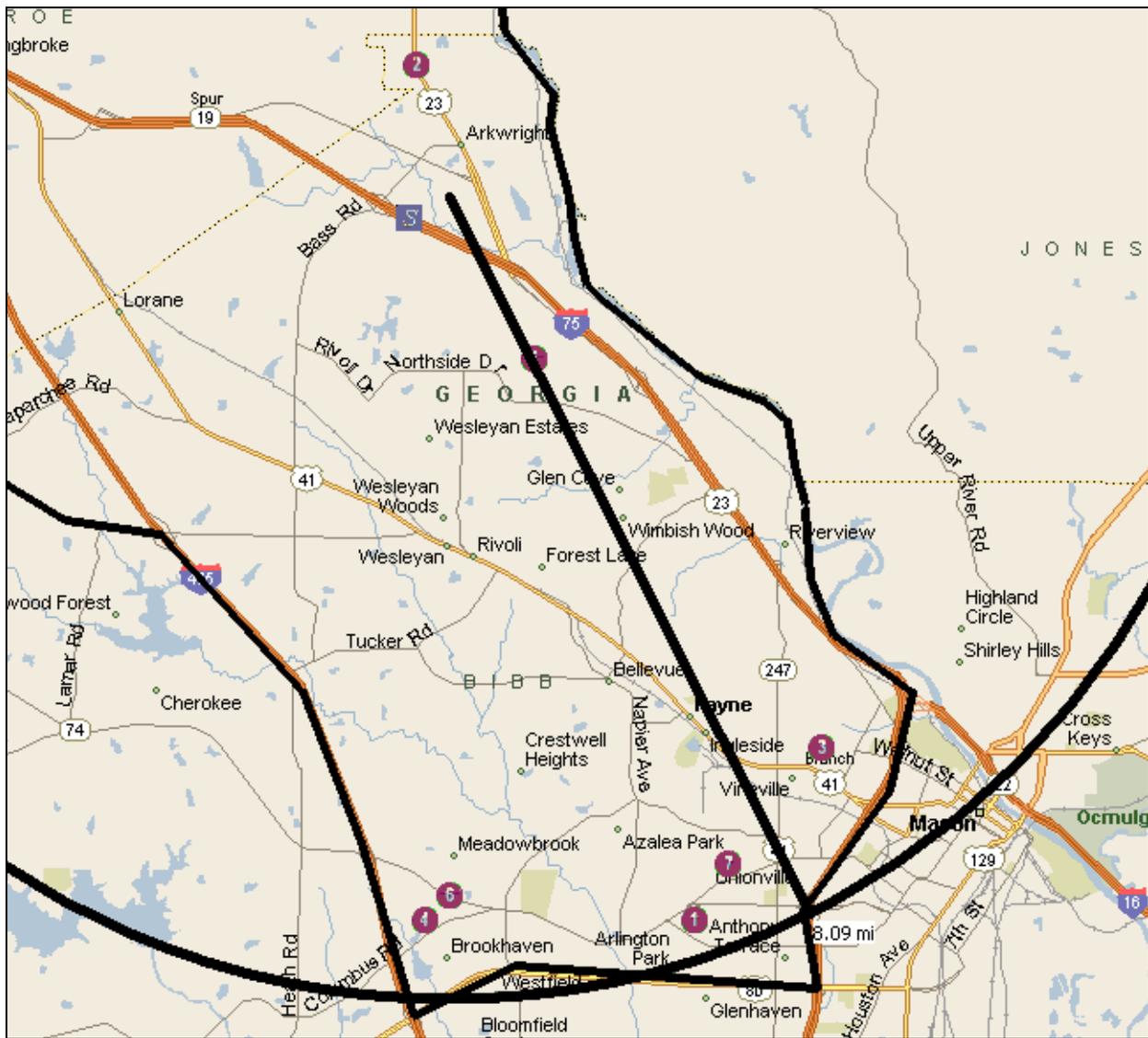
The Subject is not a phase of an existing property.

Rural Areas

The Subject is not located in a designated rural area.

3. COMPETITIVE PROJECT MAP

The following map details all existing LIHTC and Bond-financed properties within the PMA. It should be noted that there are currently no proposed LIHTC or Bond-financed properties within the PMA according to the Georgia Department of Community Affairs database. We have excluded all properties operating with a Section 8 or Project-Based Rental Assistance subsidy as these properties are not considered competitive.



COMPETITIVE PROJECT MAP

#	Property Name	Program	Tenancy	Distance from Subject
1	510 Woodard Ave	LIHTC	Family	11.5 miles
2	Oak Ridge Apartments	LIHTC	Family	3.0 miles
3	Macon Housing II	LIHTC	Family	10.2 miles
4	West Club Apartments	LIHTC	Family	10.5 miles
5	Ashton Hills Apartments	LIHTC	Senior	3.4 miles
6	Pinewood Park Apartments	LIHTC	Family	10.4 miles
7	Bartlett Crossing	LIHTC/Bond	Family	11.5 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.

Sterling Heights, Macon, GA; Market Study

UNIT MATRIX REPORT

	Sterling Heights	Ashton Hill Apartments	Baltic Park Apartments	Bartlett Crossing	Pinewood Park	West Club Apartments	Adrian On Riverside	Bristol Park	Falls At Spring Creek	Legacy At Wesleyan Corners	Lullwater At Bass Apartments	Manchester At Wesleyan Fka Col. Grand At Wesleyan
Comp#	Subject	1	2	3	4	5	6	7	8	9	10	11
Property Information												
Property Type	Lowrise (age-restricted) (3 stories)	Garden (age-restricted) (3 stories)	Garden (age-restricted) (2 stories)	Single Family	Garden (3 stories)	Garden (2 stories)	Garden (2 stories)	Garden (3 stories)	Garden (2 stories)	Garden (2 stories)	Garden (3 stories)	Garden
Year Built / Renovated	Proposed 2016/ n/a	2001 / n/a	2003 / n/a	2011-2012 / n/a	2006 / n/a	1998 / n/a	2003/2009 / n/a	2001 / n/a	1992 / n/a	1986 / n/a	2004 / n/a	1997/1999 / n/a
Market (Conv./Subsidy Type)	LIHTC	LIHTC	LIHTC/PBRA	LIHTC/PBRA	LIHTC/Market	LIHTC	Market	Market	Market	Market	Market	Market
Utility Adjustments												
Cooking	no	no	no	no	no	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no	no	no	no	no
Water	no	no	no	no	no	yes	no	no	no	no	no	no
Sewer	no	no	no	no	no	yes	no	no	no	no	no	no
Trash Collection	yes	yes	yes	yes	yes	yes	no	yes	no	no	no	no
In-Unit Amenities												
Balcony/Patio	yes	yes	yes	yes	yes	no	yes	yes	yes	yes	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Cable/Satellite/Internet	no	no	no	no	no	no	no	no	no	no	yes	no
Carpeting	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	yes
Coat Closet	no	no	no	yes	yes	no	yes	yes	yes	yes	yes	no
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Exterior Storage	no	no	no	no	no	no	yes	no	no	yes	no	yes
Ceiling Fan	yes	yes	yes	yes	no	yes	no	yes	yes	yes	no	yes
Fireplace	no	no	no	no	no	no	no	no	no	no	no	yes
Garbage Disposal	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Hand Rails	yes	yes	yes	no	no	no	no	no	no	no	no	no
Microwave	yes	no	no	yes	no	no	no	no	no	no	no	no
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Pull Cords	no	no	yes	no	no	no	no	no	no	no	no	no
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Walk-In Closet	yes	no	yes	yes	yes	yes	yes	yes	no	yes	yes	yes
Washer/Dryer	no	no	no	yes	no	no	no	no	no	no	no	no
Washer/Dryer hookup	yes	yes	yes	yes	yes	no	yes	yes	yes	yes	yes	yes
Property Amenities												
Basketball Court	no	no	no	no	no	yes	no	no	no	yes	no	no
Business Center/Computer Lab	yes	no	yes	no	yes	no	yes	yes	no	yes	no	no
Car Wash	no	no	no	no	no	no	yes	yes	no	no	yes	no
Clubhouse/Meeting Room/Community Room	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes
Courtyard	no	yes	no	no	no	no	no	no	no	no	no	no
Elevators	yes	yes	no	no	no	no	no	no	no	no	no	no
Exercise Facility	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Garage	no	no	no	no	no	no	no	yes	yes	no	yes	yes
Central Laundry	yes	yes	yes	no	yes	yes	yes	no	yes	yes	yes	yes
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
On-Site Management	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Picnic Area	yes	yes	yes	yes	yes	no	yes	no	no	yes	no	no
Playground	no	no	no	yes	yes	yes	yes	yes	yes	no	yes	yes
Recreation Areas	no	no	no	no	no	no	no	no	no	yes	no	no
Sauna	no	no	no	no	no	no	yes	no	no	no	no	no
Sport Court	no	no	yes	no	no	no	no	no	no	yes	no	no
Swimming Pool	no	no	no	no	yes	yes	yes	yes	yes	yes	yes	yes
Tennis Court	no	no	no	no	no	no	yes	yes	yes	yes	yes	yes
Theatre	no	no	no	no	no	no	yes	no	no	no	no	no
Volleyball Court	no	no	no	no	no	yes	no	yes	yes	no	no	no
Garage Fee	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$80.00	N/A	N/A	N/A	\$75.00
Services												
Security												
In-Unit Alarm	no	no	no	yes	no	no	yes	no	no	no	yes	yes
Intercom (Buzzer)	no	no	no	no	no	no	no	no	yes	no	no	no
Limited Access	yes	no	yes	no	yes	yes	yes	yes	yes	no	yes	yes
Perimeter Fencing	no	no	yes	no	yes	yes	yes	no	no	no	yes	no

The Subject will offer a similar to slightly superior in-unit amenity package when compared to the senior LIHTC comparables. Baltic Park and Ashton Hill both lack a microwave which will be included at the Subject. Additionally, Ashton Hill Apartments does not offer walk-in closets, which will be offered at the Subject. The Subject will offer a slightly inferior in-unit amenity package when compared to Bartlett Crossing, predominantly for its lack of in-unit washer/dryers. The Subject will offer a slightly superior in-unit amenity package when compared to Pinewood Park as this property does not offer ceiling fans, hand rails, or microwaves. The Subject will offer a superior in-unit amenity package to West Club Apartments, primarily due to this property's lack of balconies and patios as well as washer/dryer hook-ups.

With regard to the market rate properties, the Subject will be superior to Legacy at Wesleyan Corners and slightly superior to similar to the remaining market rate properties as most do not offer a microwave which will be included at the Subject. Additionally, Falls at Spring Creek does not offer walk-in closets and Legacy at Wesleyan Corners does not include central air conditioning. Overall, we believe that the Subject will offer a competitive in-unit amenity package.

The Subject will offer a similar to slightly superior community amenity package when compared to the senior LIHTC comparables. It will be slightly superior to Ashton Hill Apartments due to this property's lack of a computer center, which will be included at the Subject. The Subject will be most similar in terms of community amenity package to Baltic Park Apartments. With regard to the multifamily LIHTC comparables, the Subject will be slightly superior to Bartlett Crossing as this property does not offer central laundry or a computer lab. It will be inferior to both Pinewood Park and West Club Apartments due to its lack of a swimming pool, which is included at these comparables.

The Subject will be inferior to all of the market rate properties, primarily due to its lack of a swimming pool and tennis court, both of which are included at all of the surveyed market rate properties. Additionally, Adrian on Riverside, Bristol Park, and Lullwater at Bass Apartments offer a car wash. Adrian on Riverside also includes a theater. While the Subject will offer an inferior community amenity package to the market rate properties, it will offer a competitive community amenity package when compared to the senior LIHTC comparables, both of which are currently performing well. It should also be noted that the Subject will offer several valuable and sought-after community amenities, including an exercise facility and a computer lab. We therefore do not anticipate the Subject's community amenity package to have a negative impact on leasing, however we have taken it into account when determining achievable rents later in this analysis.

5. Senior Tenancies

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

SENIOR TENANTS AT COMPARABLES

#	Property Name	Type	Tenancy	Percent Senior Tenants
1	Ashton Hill Apartments	LIHTC	Senior	100%
2	Baltic Park Apartments	LIHTC	Senior	100%
3	Bartlett Corssing	LIHTC	Family	2%
4	Pinewood Park	LIHTC	Family	N/A
5	West Club Apartments	LIHTC	Family	N/A
6	Adrian On Riverside	Market	Family	8%
7	Bristol Park	Market	Family	3%
8	Falls at Spring Creek	Market	Family	5%
9	Legacy at Wesleyan Corners	Market	Family	N/A
10	Lullwater at Bass Apartments	Market	Family	4%
11	Manchester at Wesleyan	Market	Family	5%

6. Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Ashton Hill Apartments	LIHTC	Senior	80	0	0.0%
*Baltic Park Apartments	LIHTC/PBRA	Senior	82	0	0.0%
Bartlett Crossing	LIHTC/Public Housing	Family	75	1	1.3%
Pinewood Park	LIHTC/Market	Family	148	0	0.0%
West Club Apartments	LIHTC	Family	140	9	6.4%
Adrian On Riverside	Market	Family	224	2	0.9%
Bristol Park	Market	Family	160	2	1.3%
Falls At Spring Creek	Market	Family	296	18	6.1%
Legacy At Wesleyan Corners	Market	Family	200	24	12.0%
Lullwater At Bass Apartments	Market	Family	316	27	8.5%
Manchester At Wesleyan	Market	Family	328	20	6.1%
Total			2,049	103	5.0%
Total Senior			162	0	0.0%
Total Market			1,524	93	6.1%
Total LIHTC			525	10	1.9%

*Outside PMA

Overall vacancy in the market is healthy at 5.0 percent; overall LIHTC vacancy is also healthy at 1.9 percent. Further, the two senior LIHTC properties are both 100 percent occupied. Of the LIHTC properties, West Club Apartments reported the highest vacancy rate of 6.4 percent with nine vacant units. According to the property manager, this vacancy rate is slightly higher than the property's typical rate. The manager attributed the current vacancy rate to a slow winter season. West Club Apartments is the oldest LIHTC comparable, constructed in 1998, and is in fair condition which may contribute to its higher than average vacancy. Bartlett Crossing reported a healthy vacancy rate of 1.3 percent and managers at Ashton Hill Apartments, Baltic

Park Apartments, and Pinewood Park reported that the properties are currently 100 percent occupied. It should be noted that, like the Subject, Ashton Hill Apartments and Baltic Park Apartments serve senior tenants; their current occupancy rates bode well for the Subject.

The market rate properties reported vacancy rates ranging from 0.9 to 12.0 percent. Legacy at Wesleyan Corners reported a somewhat high vacancy rate of 12.0 percent. The property manager indicated that the current vacancy rate is slightly higher than typical vacancy rates; like management at West Club Apartments, the property manager attributed the vacancy rate to a slower leasing pace over the winter season. Falls at Spring Creek, Lullwater at Bass Apartments, and Manchester at Wesleyan reported moderate vacancy rates of 6.1, 8.5 and 6.1 percent, respectively. Management at Falls at Spring Creek indicated that this vacancy rate is typical of the property while the property manager at Lullwater at Bass Apartments noted that vacancy is slightly higher than the property's average rate, also attributing the vacancy rate to a slow winter season. Management at Manchester at Wesleyan attributed the moderate vacancy rate, in part, to a lack of demand for the two-bedroom units. Adrian on Riverside and Bristol Park reported healthy vacancy rates of 0.9 and 1.3 percent, respectively. Both properties indicated that these rates are typical. The Subject will offer a significant rent advantage when compared to the surveyed market rate properties. Considering the Subject's rent advantage, the healthy average vacancy rate in the LIHTC market, the current occupancy rates at the two senior LIHTC comparables, and the limited supply of senior LIHTC inventory in the PMA and the city of Macon, we anticipate that the Subject will maintain a vacancy rate of five percent or less, once stabilized.

7. Properties Under Construction and Proposed

According to information of Georgia Department of Community Affairs LIHTC allocation lists, there have been no LIHTC properties allocated in the PMA in the years 2010, 2011, 2012 or 2013. According to the Macon-Bibb County Planning and Zoning Commission, there are no multifamily market rate projects proposed or under construction within the PMA.

8. Rental Advantage

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

Sterling Heights, Macon, GA; Market Study

Similarity Matrix

#	Property Name	Type	Property Amenities	Unit Features	Location	Age/ Condition	Unit Size	Overall Comparison
1	Ashton Hill Apartments	@ 50%, @ 60%	Slightly Inferior	Slightly Inferior	Similar	Inferior	Slightly Inferior	-20
2	Baltic Park Apartments	@ 50%, @ 60%, @ 60% (PBRA)	Similar	Slightly Inferior	Slightly Superior	Inferior	Superior	0
3	Bartlett Crossing	@ 50%, @ 50% (Public Housing), @ 60%	Slightly Inferior	Superior	Slightly Superior	Similar	Slightly Superior	15
4	Pinewood Park	@ 30%, @ 50%, @ 60%, Market	Superior	Slightly Inferior	Slightly Superior	Slightly Inferior	Superior	15
5	West Club Apartments	@ 30%, @ 50%, @ 60%	Superior	Inferior	Slightly Superior	Inferior	Slightly Superior	0
6	Adrian On Riverside	Market	Superior	Slightly Inferior	Similar	Slightly Inferior	Superior	10
7	Bristol Park	Market	Superior	Slightly Inferior	Similar	Inferior	Superior	5
8	Falls At Spring Creek	Market	Superior	Slightly Inferior	Similar	Inferior	Slightly Superior	0
9	Legacy At Wesleyan Corners	Market	Superior	Slightly Inferior	Similar	Inferior	Slightly Superior	0
10	Lullwater At Bass Apartments	Market	Superior	Slightly Inferior	Similar	Inferior	Superior	5
11	Manchester At Wesleyan	Market	Superior	Slightly Superior	Similar	Inferior	Superior	15

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

The Subject will be most similar to Baltic Park Apartments, West Club Apartments, Falls at Spring Creek, and Legacy at Wesleyan Corners. Taking tenancy into account, the Subject will therefore be most similar to Baltic Park Apartments.

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

LIHTC Rent Comparison - @50%

Property Name	1BR	2BR
Sterling Heights (Subject)	\$372	\$443
LIHTC Maximum (Net)	\$372	\$443
West Club Apartments	-	\$509
Bartlett Crossing	-	\$445 N/A
Pinewood Park	\$400	\$477
Ashton Hill Apartments	\$424	\$508
Baltic Park Apartments	\$445	\$505
Average (excluding Subject)	\$423	\$489

LIHTC Rent Comparison - @60%

Property Name	1BR	2BR
Sterling Heights (Subject)	\$432	\$485
LIHTC Maximum (Net)	\$469	\$560
West Club Apartments	\$533	\$640
Pinewood Park	\$465	\$515
Bartlett Crossing		\$490
Ashton Hill Apartments	\$489	\$565
Baltic Park Apartments	\$445	\$505
Average (excluding Subject)	\$475	\$537

The Subject's proposed rents at 50 percent of the AMI are set at maximum allowable levels and the Subject's proposed 60 percent of the AMI rents are set below maximum allowable levels. While several of the properties appear to be achieving rents that are above the maximum allowable levels, this is due to a variety of factors including but not limited to variances in utility structures and when a property was placed in service. All of the LIHTC properties are achieving maximum allowable rents at 50 percent of the AMI and all but Baltic Park and West Club are achieving maximum allowable rents at 60 percent of the AMI. The Subject's proposed rents are below all of the comparables rents at 60 percent of the AMI. Given the age and condition of West Club, we believe the Subject can achieve higher rents than this property. While Baltic Park is in good condition, management at this property stated that the 60 percent rents are purposely kept at maximum allowable levels for the 50 percent AMI restriction. This property offers PBRA units as well as LIHTC units and management stated that she believes they could achieve maximum allowable rents. Given that this property is 100 percent occupied with a lengthy waiting list, higher rents are likely achievable.

As new construction the Subject will be most similar to Bartlett Crossing in terms of age/condition. However, the Subject will target elderly tenants and Bartlett Crossing targets families. Of the two senior properties, only Ashton Hill is located in the subject's PMA. This property will be 15 years older than the Subject and will be slightly inferior in terms of age/condition; however it will offer a generally similar in-unit and property amenities package. The Subject will be located within close proximity to retail and commercial uses and is considered to have a desirable location. All LIHTC comparables are performing well with an overall vacancy of 1.9 percent and four of the five LIHTC properties are maintaining waiting lists, indicating that their rents are achievable. Further, the two senior LIHTC comparables are 100 percent occupied and maintain waiting lists. We believe that the Subject is feasible as proposed.

Analysis of "Market Rents"

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

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

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

Subject Comparison to Market Rents

@50%

Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1 BR	\$372	\$400	\$832	\$601	38%
2 BR	\$443	\$445	\$915	\$642	31%

@60%

Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1 BR	\$432	\$445	\$832	\$647	33%
2 BR	\$485	\$490	\$915	\$690	30%

As illustrated, both the Subject’s proposed 50 and 60 percent rents are well below the surveyed average and are below the surveyed minimum rents when compared to the comparables, both LIHTC and market rate. Comparable properties were constructed between 1986 and 2012. As previously discussed, one market rate property, Legacy at Wesleyan Corners, is experiencing a higher than what is considered healthy vacancy rate at 12.0 percent. Management stated that a slow winter season impacted leasing; however, this property is also the oldest market rate property, constructed in 1986 and is in fair condition. Further this property’s one-bedroom rents are the highest in the market and given its inferior age and condition its rents do not offer an advantage over the newer market rate properties. Additionally, this property does not offer central air conditioning which may deter some tenants given the Subject’s location in central Georgia.

The Subject will be a new construction and will be similar to superior to the comparables in terms of age and condition. Further, the Subject will be similar to slightly superior to the majority of the comparables in terms of in-unit amenities. The Subject will be generally similar to the LIHTC comparables in terms of property amenities and will be slightly inferior to inferior to the market rate comparables in terms of property amenities primarily due to the Subject’s lack of a swimming pool. While the Subject’s unit sizes will be at the small end of the comparables, the Subject’s proposed rents will be the lowest in the market and will offer a significant market advantage. Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer an advantage when compared to the average rents being achieved at comparable properties.

9. LIHTC Competition – DCA Funded Properties within the PMA

According to information on Georgia Department of Community Affairs LIHTC allocation lists, there have been no senior LIHTC properties allocated in the PMA in the past two years. Based on the occupancies, reported demand, and waiting lists at the comparable LIHTC properties in the PMA, we believe there is sufficient demand to support the addition of the proposed Subject.

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	6,814	71.2%	2,753	28.8%
2013	7,982	64.9%	4,316	35.1%
Projected Mkt Entry				
June 2016	8,422	65.33%	4,467	34.67%
2018	8,736	65.6%	4,575	34.4%

Source: ESRI Demographics 2013, Novogradac & Company LLP, April 2014

Owner-occupied housing units dominate the housing market in the PMA. Nationally, approximately two-thirds of households are homeowners and one-third are renters. The PMA has a higher percentage of renter households than the nation as a whole. Although the PMA has a higher proportion of owner households, the owner-occupied market does not promote affordable housing choices for low and moderate-income people.

Historical Vacancy

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

HISTORICAL VACANCY

Comparable Property	Type	Tenancy	Total Units	2QTR 2009	4QTR 2010	1QTR 2011	2QTR 2012	4QTR 2013	2QTR 2014
Ashton Hill Apartments	LIHTC	Senior	80	0.0%	0.0%	0.0%	0.0%	2.5%	0.0%
Baltic Park Apartments	LIHTC	Senior	82	0.0%	0.0%	1.2%	0.0%	N/A	0.0%
Bartlett Crossing	LIHTC	Family	75	N/A	N/A	N/A	0.0%	N/A	1.3%
Pinewood Park	LIHTC	Family	148	0.0%	0.7%	2.7%	2.9%	8.7%	0.0%
West Club Apartments	LIHTC	Family	140	N/A	N/A	0.0%	7.9%	4.3%	6.4%
Adrian On Riverside	Market	Family	224	1.6%	N/A	N/A	N/A	N/A	0.9%
Bristol Park	Market	Family	160	3.1%	N/A	N/A	N/A	N/A	1.3%
Falls At Spring Creek	Market	Family	296	5.7%	N/A	N/A	N/A	N/A	6.1%
Legacy At Wesleyan Corners	Market	Family	200	8.0%	N/A	N/A	N/A	N/A	12.0%
Lullwater At Bass Apartments	Market	Family	316	0.6%	N/A	N/A	N/A	N/A	8.5%
Manchester At Wesleyan	Market	Family	328	4.9%	N/A	N/A	N/A	N/A	6.1%
Average			2,121	2.7%	0.2%	1.0%	2.2%	5.2%	5.0%

As illustrated in the table, the average vacancy in the local market has improved over the last six months. The current vacancy rate is, however, slightly higher than earlier historical rates. The two senior LIHTC properties, Ashton Hill Apartments and Baltic Park Apartments, have consistently maintained vacancy rates of 2.5 percent or lower. The healthy historical vacancy rates at these comparables bodes well for the Subject.

Change in Rental Rates

The following table illustrates changes in rental rates at the comparable properties in the last 12 months.

RENT GROWTH			
Comparable Property	Rent Structure	Tenancy	Rent Growth
Ashton Hill Apartments	LIHTC	Senior	Increased 0.2 to 4.8 percent
Baltic Park Apartments	LIHTC/PBRA	Senior	Increased 1.0 percent
Bartlett Crossing	LIHTC/Public Housing	Family	None
Pinewood Park	LIHTC/Market	Family	None
West Club Apartments	LIHTC	Family	Rents change daily
Adrian On Riverside	Market	Family	Increased 2.0 to 3.0 percent
Bristol Park	Market	Family	None
Falls At Spring Creek	Market	Family	Increased 6.0 percent
Legacy At Wesleyan Corners	Market	Family	Rents change daily
Lullwater At Bass Apartments	Market	Family	None
Manchester At Wesleyan	Market	Family	Rents change weekly

Both senior LIHTC comparables reported rent increases in the past 12 months. The remaining LIHTC comparables reported that they have not instated any major rent increases in the last year. Additionally, two of the market rate properties reported significant rental increases. Given the data, it is possible that the Subject will implement moderate increases in rental rates.

11. Impact of Foreclosed, Abandoned and Vacant Structures

According to Realtytrac.com, one in every 884 homes in Macon is currently in some state of foreclosure. Comparatively, one in every 1,068 homes in the state of Georgia is in some state of foreclosure. Macon is therefore experiencing a higher foreclosure rate than the state. Per our site visit, we did not see any abandoned or vacant structures in the Subject's immediate neighborhood.

12. Primary Housing Void

There is a limited supply of senior LIHTC inventory within the PMA and the city of Macon. Ashton Hill Apartments and Baltic Park Apartments are the only two senior LIHTC properties in Macon that offer units operating without additional subsidies. The Subject will provide excellent quality affordable rental housing for seniors 55 and older, thus working to fill the void in Macon's affordable senior housing market.

13. Affect of Subject on Other Affordable Units in Market

The Subject will offer 72 units and will be on the lower end of the range in terms of property size. Therefore, the Subject is adding a relatively low number of units to the market. There is only one senior LIHTC property in the PMA that does not operate with an additional subsidy. The overall LIHTC vacancy rate is low at 1.9 percent and both of the senior LIHTC properties are 100 percent occupied with waiting lists. Therefore, we believe that the Subject will not have a long term impact on other affordable units in the market.

Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is ample demand for the Subject property as proposed. There have been no allocations in the Subject's PMA since 2009. The most recent allocation, Bartlett Crossing, a family LIHTC property, is located in the Subject's PMA and is 98 percent occupied with a 400 household waiting list, indicating continued demand for affordable housing in the Subject's market area. There is a lack of affordable senior housing in the market with only one senior LIHTC property located in the Subject's PMA, Ashton Hill, which is 100 percent occupied with a waiting list and is achieving maximum allowable rents at both 50 and 60 percent of the AMI. The overall vacancy in the market is low at 5.0 percent and the LIHTC vacancy is even lower at 1.9 percent, further, both of the senior comparables surveyed are 100 percent occupied with waiting lists, illustrating a need for additional senior LIHTC units in the market. Further, Bristol Park, a market rate property located 0.7 miles from the Subject that has senior tenants is 98.7 percent occupied and is achieving much higher rents than the Subject's proposed rents. The Subject will offer a superior age and condition when compared to the majority of the LIHTC and market rate supply and will offer a significant market advantage.

Overall the local affordable housing market and the senior affordable housing market in particular, appear to be performing well. Due to the low vacancy rates at the comparables, the waiting lists present in the market, and the reported demand for additional affordable senior housing in the Subject's market area, we believe that the Subject is feasible as proposed and will fill a void in the market and will perform well.

I. ABSORPTION & STABILIZATION RATES

Stabilization/Absorption Rate

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

ABSORPTION

Property Name	Type	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Baltic Park Apartments	LIHTC	Senior	2003	82	27
Bartlett Crossing	LIHTC	Family	2012	75	8
Adrian On Riverside	Market	Family	2003/2009	224	15

Bartlett Crossing is the most recent construction; management at this property reported an absorption rate of eight units per month, for an absorption period of approximately nine months. Baltic Park Apartments, however, is considered most similar to the Subject in terms of tenancy and design. Management at Baltic Park reported an absorption rate of 27 units per month for an absorption period of three months. While these figures are somewhat dated, we anticipate that the Subject will experience a similar absorption rate given the limited supply of senior LIHTC properties within the PMA and the city of Macon in addition to the low vacancy rates and waiting lists at the senior LIHTC properties. We estimate that the Subject will reach 93 percent occupancy within three months of opening if management pre-leases units. We therefore anticipate that the Subject will absorb 20 to 25 units per month.

J. INTERVIEWS

Macon Housing Authority

We spoke with Laurie Chapman, Section 8 Manager with the Macon Housing Authority. According to Ms. Chapman, the Housing Authority currently administers 2,895 Housing Choice Vouchers, 220 of which are project-based. The authority has not issued any vouchers since January 2013, when they stopped issuing vouchers due to sequestration. The authority currently maintains a waiting list consisting of 483 households. The waiting list has been closed since 2007; however it will likely reopen in January 2015. Currently, the authority is interviewing applicants on the waiting list and will be issuing vouchers within the next month. The current payment standard for Macon-Bibb County can be found in the following table.

Payment Standards	
1BR	\$610
2BR	\$685

The Subject's proposed contract rents are well below the payment standards.

Planning

We spoke with Jacqueline West, Zoning Clerk with the Macon-Bibb County Planning and Zoning Commission. According to Ms. West, there is one multifamily project proposed within the PMA. The AL Miller School is a proposed multifamily LIHTC development that is currently in the planning stages and has not yet been approved. The developer is the Oracle Design Group. The property will consist of 71 one, two and three-bedroom units. As proposed, the one bedroom units will rent at 50 percent of the AMI and the two and three-bedroom units will rent at 60 percent of the AMI. In addition to one lowrise building, the development will include nine three-bedroom single-family homes. We do not anticipate this property to be competitive with the Subject as it will serve a dissimilar tenancy.

Macon Economic Development Commission

We spoke with Marty Koplín, Executive Assistant with the Macon Economic Development Commission. According to Ms. Koplín, GEICO is in the process of adding 520 new positions to its Macon operations by the end of 2014. The company will then employ more than 5,700 individuals within Bibb County. The annual salary range for the new jobs is \$28,000 to \$40,000. In January 2013, Tractor Supply Company announced the addition of 100 new positions; similarly, Bass Pro Shops announced that they would be adding 40 new positions in November 2013. New businesses in Macon include Go Green Bioproducts, which opened in June 2013 and employs 100 individuals, Aspen Products, which opened in December 2013 and employs 200 individuals, and Brasserie Circa, which opened in August. Also notable, Sonny's BBQ closed in November 2013, resulting in the loss of 40 positions.

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

K. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

- The PMA's senior population 55 years and older increased at a rate of 2.4 percent from 2000 to 2013. In the PMA, the number of senior households with persons 55 and older increased by 2.2 percent, but is expected to increase by 1.6 percent through 2018. Similarly, the number of senior households is expected to increase by 1.8 percent in the MSA. The senior population in the PMA is expected to increase at a rate of 1.6 percent through the projected market rate of entry and 2018, and higher increases in the MSA and nation. Average household size in the PMA is currently 2.37 persons; this is expected to remain constant through 2018. Overall, the projected increase in senior population 55 and older is a positive indicator for the Subject.
- Total employment in the MSA began decreasing sharply in 2009 and the decline continued through 2010. While total employment in the county increased in 2011 and 2012, year-over-year figures indicate that the total employment level in the county decreased 0.8 percent from December 2012 to December 2013. Current employment levels remain below those of pre-recessionary levels. The unemployment rate in the county has historically been 0.1 to 1.1 percentage points higher than the national rate. As of December 2013, the unemployment rate in the county remains approximately 1.1 percentage points above that of the nation. These trends indicate that the county's economy is still, to some extent, suffering from the effects of the most recent recession.
- The Subject's capture rates at the 50 percent AMI level will be 12.1 percent, with an overall capture rate of 12.1 percent. The Subject's 60 percent AMI capture rates range from 5.7 to 50.4 percent, with an overall capture rate of 26.0 percent. The overall capture rate for the project's 50 and 60 percent units is 28.9 percent. While the two-bedroom at 60 percent of the AMI capture rates is somewhat elevated, the two-bedroom units at both of the senior comparables make up a sizable portion of their units and they are 100 percent occupied with a waiting list. Further, both of these properties have higher rents than the Subject's proposed rents. All of the capture rates are below the GADCA thresholds; therefore, we believe there is adequate demand for the Subject.
- We were able to obtain absorption information from three comparable properties, illustrated following.

ABSORPTION

Property Name	Type	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Baltic Park Apartments	LIHTC	Senior	2003	82	27
Bartlett Crossing	LIHTC	Family	2012	75	8
Adrian On Riverside	Market	Family	2003/2009	224	15

Bartlett Crossing is the most recent construction; management at this property reported an absorption rate of eight units per month, for an absorption period of approximately nine months. Baltic Park Apartments, however, is considered most similar to the Subject in terms of tenancy and design. Management at Baltic Park reported an absorption rate of

27 units per month for an absorption period of three months. While these figures are somewhat dated, we anticipate that the Subject will experience a similar absorption rate given the limited supply of senior LIHTC properties within the PMA and the city of Macon in addition to the low vacancy rates and waiting lists at the senior LIHTC properties. We estimate that the Subject will reach 93 percent occupancy within three months of opening if management pre-leases units. We therefore anticipate that the Subject will absorb 20 to 25 units per month.

- Overall vacancy in the market is healthy at 5.0 percent; overall LIHTC vacancy is also healthy at 1.9 percent. Further, the two senior LIHTC properties are both 100 percent occupied. Of the LIHTC properties, West Club Apartments reported the highest vacancy rate of 6.4 percent with nine vacant units. According to the property manager, this vacancy rate is slightly higher than the property's typical rate. The manager attributed the current vacancy rate to a slow winter season. West Club Apartments is the oldest LIHTC comparable, constructed in 1998, and is in fair condition which may contribute to its higher than average vacancy. Bartlett Crossing reported a healthy vacancy rate of 1.3 percent and managers at Ashton Hill Apartments, Baltic Park Apartments, and Pinewood Park reported that the properties are currently 100 percent occupied. It should be noted that, like the Subject, Ashton Hill Apartments and Baltic Park Apartments serve senior tenants; their current occupancy rates bode well for the Subject.

The market rate properties reported vacancy rates ranging from 0.9 to 12.0 percent. Legacy at Wesleyan Corners reported a somewhat high vacancy rate of 12.0 percent. The property manager indicated that the current vacancy rate is slightly higher than typical vacancy rates; like management at West Club Apartments, the property manager attributed the vacancy rate to a slower leasing pace over the winter season. Falls at Spring Creek, Lullwater at Bass Apartments, and Manchester at Wesleyan reported moderate vacancy rates of 6.1, 8.5 and 6.1 percent, respectively. Management at Falls at Spring Creek indicated that this vacancy rate is typical of the property while the property manager at Lullwater at Bass Apartments noted that vacancy is slightly higher than the property's average rate, also attributing the vacancy rate to a slow winter season. Management at Manchester at Wesleyan attributed the moderate vacancy rate, in part, to a lack of demand for the two-bedroom units. Adrian on Riverside and Bristol Park reported healthy vacancy rates of 0.9 and 1.3 percent, respectively. Both properties indicated that these rates are typical. The Subject will offer a significant rent advantage when compared to the surveyed market rate properties. Considering the Subject's rent advantage, the healthy average vacancy rate in the LIHTC market, the current occupancy rates at the two senior LIHTC comparables, and the limited supply of senior LIHTC inventory in the PMA and the city of Macon, we anticipate that the Subject will maintain a vacancy rate of five percent or less, once stabilized.

- Both senior LIHTC comparables reported maintaining waiting lists. While management at Ashton Hill Apartments could not provide the current length of the property's waiting list, the property manager at Baltic Park Apartments indicated that their waiting list consists of approximately 22 households. Bartlett Crossing reported maintaining an extensive waiting list consisting of 300 households while Pinewood Park also indicated that the property currently has a waiting list. West Club Apartments is the only LIHTC property that reported not currently maintaining a waiting list. Additionally, Adrian on

Riverside, a market rate comparable, reported maintaining a modest waiting list consisting of four households. Given the data, it is likely that the Subject will maintain a moderate waiting list similar in length to Baltic Park Apartments upon stabilization.

- Strengths of the Subject will include its superior age and condition when compared to the current inventory within the PMA. Additionally, the Subject will offer a slightly superior in-unit amenity package when compared to the majority of surveyed properties. The Subject will be located within reasonable proximity to retail and other commercial and institutional uses. Single-family and multifamily developments within the Subject's neighborhood appeared to be in generally average to excellent condition. The Subject will offer an inferior community amenity package when compared to all of the market rate properties as well as two of the LIHTC comparables, primarily due to its lack of a swimming pool. It will, however, offer several valuable and sought-after community amenities including an exercise facility. We therefore believe the Subject's community amenity package will be competitive. As the demand analysis indicates, we believe there is adequate demand for the Subject based on our calculations for the 50 and 60 percent AMI units.
- Based upon our market research, demographic calculations and analysis, we believe there is ample demand for the Subject property as proposed. There have been no allocations in the Subject's PMA since 2009. The most recent allocation, Bartlett Crossing, a family LIHTC property, is located in the Subject's PMA and is 98 percent occupied with a 400 household waiting list, indicating continued demand for affordable housing in the Subject's market area. There is a lack of affordable senior housing in the market with only one senior LIHTC property located in the Subject's PMA, Ashton Hill, which is 100 percent occupied with a waiting list and is achieving maximum allowable rents at both 50 and 60 percent of the AMI. The overall vacancy in the market is low at 5.0 percent and the LIHTC vacancy is even lower at 1.9 percent, further, both of the senior comparables surveyed are 100 percent occupied with waiting lists, illustrating a need for additional senior LIHTC units in the market. Further, Bristol Park, a market rate property located 0.7 miles from the Subject that has senior tenants is 98.7 percent occupied and is achieving much higher rents than the Subject's proposed rents. The Subject will offer a superior age and condition when compared to the majority of the LIHTC and market rate supply and will offer a significant market advantage.

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Recommendations

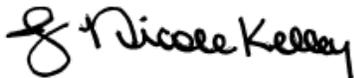
- We recommend the Subject as proposed.

L. SIGNED STATEMENT REQUIREMENTS

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



H. Blair Kincer, MAI
Partner
Novogradac & Company LLP
6-1-2014
Date



J. Nicole Kelley
Manager
Novogradac & Company LLP
6-1-2014
Date



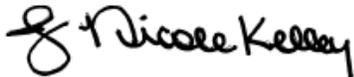
Jill A. Conable
Real Estate Analyst
Novogradac & Company LLP
6-1-2014
Date

M. MARKET STUDY REPRESENTATION

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



H. Blair Kincer, MAI
Partner
Novogradac & Company LLP
6-1-2014
Date



J. Nicole Kelley
Manager
Novogradac & Company LLP
6-1-2014
Date



Jill A. Conable
Real Estate Analyst
Novogradac & Company LLP
6-1-2014
Date

N. QUALIFICATIONS

STATEMENT OF PROFESSIONAL QUALIFICATIONS

H. BLAIR KINCER, MAI, CRE

I. Education

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

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

II. Licensing and Professional Affiliation

Member of the Appraisal Institute (MAI)
Member, The Counselors of Real Estate (CRE)
Member, National Council of Affordable Housing Market Analysts (NCAHMA)
Past Member Frostburg Housing Authority

Certified General Real Estate Appraiser, No. 31534 – State of Arizona
Certified General Real Estate Appraiser, No. RCG1046 – State of Connecticut
Certified General Real Estate Appraiser, No. CG100026242 – State of Colorado
Certified General Real Estate Appraiser, No. 4206 – State of Kentucky
Certified General Real Estate Appraiser, No. 1326 – State of Maryland
Certified General Real Estate Appraiser, No. GA-805 – State of Mississippi
Certified General Real Estate Appraiser, No. 46000039124 – State of New York
Certified General Real Estate Appraiser, No. A6765 – State of North Carolina
Certified General Real Estate Appraiser, No. GA001407L – Commonwealth of Pennsylvania
Certified General Real Estate Appraiser, No. 5930 – State of South Carolina
Certified General Real Estate Appraiser, No. 3918 – State of Tennessee
Certified General Real Estate Appraiser, No. 4001004822 – Commonwealth of Virginia
Certified General Real Estate Appraiser, No. 1101008 – State of Washington
Certified General Real Estate Appraiser, No. CG360 – State of West Virginia

III. Professional Experience

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

IV. Professional Training

Have presented at and attended various IPED and Novogradac conferences regarding the affordable housing industry. Have done presentations on the appraisal and market analysis of Section 8 and 42 properties. Have spoken regarding general market analysis topics.

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

V. Real Estate Assignments – Examples

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

- Performed numerous appraisals for the US Army Corps of Engineers US Geological Survey and the GSA. Property types included Office, Hotel, Residential, Land, Gymnasium, warehouse space, border patrol office. Properties located in varied locations such as the Washington, DC area, Yuma, AZ, Moscow, ID, Blaine, WA, Lakewood, CO, Seattle, WA
- Performed appraisals of commercial properties such as hotels, retail strip centers, grocery stores, shopping centers etc for properties in various locations throughout Pennsylvania, New Jersey, Maryland, New York for Holiday, Fenoglio, Fowler, LP and Three Rivers Bank.
- Have managed and conducted numerous market and feasibility studies for affordable housing. Properties are generally Section 42 Low Income Housing Tax Credit Properties. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of LIHTC properties. Analysis typically includes; unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis. An area of special concentration has been the category of Senior Independent living properties. Work has been national in scope.
- Provided appraisal and market studies for a large portfolio of properties located throughout the United States. The reports provided included a variety of property types including vacant land, office buildings, multifamily rental properties, gas stations, hotels, retail buildings, industrial and warehouse space, country clubs and golf courses, etc. The portfolio included more than 150 assets and the work was performed for the SBA through Metec Asset Management LLP.
- Have managed and conducted numerous appraisals of affordable housing (primarily LIHTC developments). Appraisal assignments typically involved determining the as is, as if complete and the as if complete and stabilized values. Additionally, encumbered (LIHTC) and unencumbered values were typically derived. The three traditional approaches to value are developed with special methodologies included to value tax credit equity, below market financing and Pilot agreements.
- Performed numerous appraisals in 17 states of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing program. These appraisals meet the requirements outlined in HUD Handbook 4465.1 and Chapter 7 of the HUD MAP Guide.

H. Blair Kincer

Qualifications

Page 3

- Performed numerous market study/appraisals assignments for USDA RD properties in several states in conjunction with acquisition rehabilitation redevelopments. Documents are used by states, FannieMae, USDA and the developer in the underwriting process. Market studies are compliant to State, FannieMae and USDA requirements. Appraisals are compliant to FannieMae and USDA HB-1-3560 Chapter 7 and Attachments.
- Completed numerous FannieMae appraisals of affordable and market rate multi-family properties for Fannie DUS Lenders. Currently have ongoing assignment relationships with several DUS Lenders.
- In accordance with HUD's Section 8 Renewal Policy and Chapter 9, Mr. Kincer has completed numerous Rent Comparability Studies for various property owners and local housing authorities. The properties were typically undergoing recertification under HUD's Mark to Market Program.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

J. Nicole Kelley

I. Education

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

II. Professional Experience

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

III. Professional Training and Continuing Education

Member, National Council of Affordable Housing Market Analysts (NCAHMA)
Member, Women in Affordable Housing Network (WAHN)
Successfully completed "Introduction to Commercial Real Estate Analysis" and
"Financial Analysis for Commercial Real Estate Investment"

IV. Real Estate Assignments

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

- Conducted numerous market and feasibility studies for affordable housing. Properties are generally Section 42 Low Income Housing Tax Credit Properties. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of LIHTC properties. Analysis typically includes; unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis.
- Prepared a comprehensive city wide housing market analysis for the City of Biloxi, MS which included a housing needs assessment.
- Prepared a comprehensive neighborhood housing market analysis for the New Orleans East neighborhood in New Orleans, LA for the Louisiana Housing and Finance Agency. The study focused on the housing and economic trends Pre- and Post- Hurricane Katrina and overall housing needs in that neighborhood.
- Conducted market studies for senior and family projects in Alabama, Arizona, California, Florida, Georgia, Guam, Illinois, Indiana, Iowa, Kentucky, Louisiana, Maine, Massachusetts, Michigan, Mississippi, Missouri, Nevada, New Jersey, New York, North Carolina, Oklahoma, Pennsylvania, Puerto Rico, South Carolina, South Dakota, Tennessee, Texas, Virginia, West Virginia, Washington, Wisconsin, and Wyoming.
- Assisted in appraisals of proposed new construction and existing Low-Income Housing Tax Credit and Special Needs properties in various states.
- Assisted in the preparation of Rent Comparability Studies and HUD MAP Market Studies according to HUD guidelines.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

JILL A. CONABLE

I. Education

Kennesaw State University, Kennesaw, Georgia
Bachelor of Sciences

II. Professional Experience

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

III. Professional Affiliations and Continuing Education

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

Successful completion of Appraisal Institute courses as follows:

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

III. Assignments

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

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

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