



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

**Antioch Summit
4710 Mandy Wicker Lane
Stone Mountain, DeKalb County, Georgia**

Effective Date: May 4, 2015

Report Date: May 7, 2015

Prepared For

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Housing Authority of DeKalb County
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Prepared By

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May 7, 2015

Ms. Sharon Guest
Housing Authority of DeKalb County
750 Commerce Drive, Suite 201
Decatur, GA 30030

Re: Market Study for Antioch Summit located in Stone Mountain, Georgia

Dear Ms. Guest:

At your request, Novogradac & Company LLP performed a market study of the rental market in the Stone Mountain, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC)/Project Based Rental Assistance (PBRA)/market rate project, the (Subject). The purpose of this market study is to assess the viability of the construction of Antioch Summit, a proposed Housing for Older Persons (HFOP) development that will consist of 124 units. The units will be restricted to senior households age 55 and older earning 50 and 60 percent of the AMI, or less, in addition to offering market rate units. Further, 25 of the 124 units will benefit from PBRA and tenants will pay 30 percent of their income towards rent. The Subject will be the third phase of the Antioch Manor Estates master-planned affordable senior housing community. Antioch Manor Estates and Antioch Villas and Gardens are the first two phases of the Subject development and have been included as comparables. 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, both 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.
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10. Disclosure of the contents of this report is governed by the Bylaws and Regulations of the professional appraisal organization with which the appraiser is affiliated: specifically, the Appraisal Institute.
11. The author of this report is not required to give testimony or attendance in legal or other proceedings relative to this report or to the Subject property unless satisfactory additional arrangements are made prior to the need for such services.
12. The opinions contained in this report are those of the author and no responsibility is accepted by the author for the results of actions taken by others based on information contained herein.
13. All applicable zoning and use regulations and restrictions are assumed to have been complied with, unless nonconformity has been stated, defined, and considered in the appraisal report.
14. It is assumed that all required licenses, permits, covenants or other legislative or administrative authority from any local, state, or national governmental or private entity or organization have been or can be obtained or renewed for any use on which conclusions contained in this report is based.
15. On all proposed developments, Subject to satisfactory completion, repairs, or alterations, the consulting report is contingent upon completion of the improvements in a workmanlike manner and in a reasonable period of time with good quality materials.
16. All general codes, ordinances, regulations or statutes affecting the property have been and will be enforced and the property is not Subject to flood plain or utility restrictions or moratoriums except as reported to the consultant and contained in this report.
17. The party for whom this report is prepared has reported to the consultant there are no original existing condition or development plans that would Subject this property to the regulations of the Securities and Exchange Commission or similar agencies on the state or local level.
18. Unless stated otherwise, no percolation tests have been performed on this property. In making the appraisal, it has been assumed the property is capable of passing such tests so as to be developable to its highest and best use, as detailed in this report.

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

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Addendum

A. EXECUTIVE SUMMARY AND CONCLUSIONS

EXECUTIVE SUMMARY AND CONCLUSIONS

1. Project Description:

Antioch Summit will be a newly constructed Housing for Older Persons (HFOP) development located in Stone Mountain, Georgia. It will consist of one, four-story elevator-serviced midrise building consisting of 102 units and three, single-story villa buildings consisting of 22 units. The Subject will be the third phase of the Antioch Manor Estates master-planned affordable senior housing community. Antioch Manor Estates and Antioch Villas and Gardens are the first two phases of the Subject development and have been included as comparables.

The following table illustrates the unit mix for the Subject including bedrooms/bathrooms, square footage, income targeting, rents, and utility allowances.

PROPOSED RENTS

Unit Type	Number of Units	Design	Unit Size (SF)	Asking Rent	Utility Allowance	Gross Rent	2015 LIHTC Maximum Allowable Gross Rent	Proposed Net Contract Rent
<i>50% AMI/PBRA*</i>								
1BR/1BA	13	Midrise	760	\$640	\$0	\$640	\$640	\$737
1BR/1BA	4	Villa	756	\$640	\$0	\$640	\$640	\$737
2BR/2BA	6	Midrise	1,025	\$767	\$0	\$767	\$767	\$874
2BR/2BA	2	Villa	1,050	\$767	\$0	\$767	\$767	\$874
<i>60% AMI</i>								
1BR/1BA	60	Midrise	760	\$725	\$0	\$725	\$768	N/A
1BR/1BA	4	Villa	756	\$725	\$0	\$725	\$768	N/A
2BR/2BA	19	Midrise	1,025	\$850	\$0	\$850	\$921	N/A
2BR/2BA	4	Villa	1,050	\$850	\$0	\$850	\$921	N/A
<i>Market Rate</i>								
1BR/1BA	2	Midrise	760	\$800	N/A	N/A	N/A	N/A
1BR/1BA	4	Villa	756	\$825	N/A	N/A	N/A	N/A
2BR/2BA	2	Midrise	1,025	\$900	N/A	N/A	N/A	N/A
2BR/2BA	4	Villa	1,050	\$925	N/A	N/A	N/A	N/A
Total	124							

*These units will benefit from project-based rental assistance and tenants will pay 30 percent of their income towards rent.

The Subject will offer the following unit amenities: patio/balcony, blinds, carpeting, central air conditioning, a coat closet, a dishwasher, hand rails, an oven, pull cords, a refrigerator, a walk-in closet, and washer and dryer hook-ups. The Subject will offer the following property amenities: a business center/computer lab, a clubhouse/community room, elevators, an exercise facility, central laundry, off-street parking, on-site management, service coordination, a gazebo, a theater/media room, a walking

path, limited access entry, and video surveillance. Overall, the Subject's amenities will be competitive with those offered at the comparable properties.

2. Site Description/Evaluation:

The Subject site is located at 4710 Mandy Wicker Lane in Stone Mountain, adjacent to phases I and II of the Antioch Manor Estates master-planned affordable senior housing community. The Subject site is located in a mixed-use neighborhood that consists of single-family homes, multifamily rental properties, undeveloped land, commercial uses, and institutional uses in average to excellent condition. Residential uses in the immediate neighborhood appeared to be well-occupied. Commercial uses in the neighborhood appeared to be approximately 90 percent occupied at the time of inspection. Overall, the Subject site is considered a desirable building site for senior rental housing.

3. Market Area Definition:

The PMA includes portions of Stone Mountain, Pine Lake, Decatur, Redan, and Lithonia. This area is bounded by Rockbridge Road to the north, Memorial Drive and Candler Road to the west, Interstate 20 to the south, and Rock Chapel Road to the east. This area was defined based on interviews with management at phases I and II of the Subject development as well as local market participants. Furthermore, the determination of this market area was influenced by conversations with surveyed property managers, who reported that the majority of rental traffic originates from throughout DeKalb County. The Secondary Market Area (SMA) is determined to be the Atlanta-Sandy Springs-Roswell, Georgia Metropolitan Statistical Area (MSA), which consists of Barrow, Bartow, Butts, Carroll, Cherokee, Clayton, Cobb, Coweta, Dawson, DeKalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Haralson, Heard, Henry, Jasper, Lamar, Meriwether, Newton, Paulding, Pickens, Pike, Rockdale, Spalding, and Walton Counties.

We believe the Subject will experience leakage from outside the PMA boundaries; however, per the 2015 market study guidelines, we have not accounted for leakage in our demand analysis found later in this report. The furthest PMA boundary from the Subject site is approximately 6.9 miles.

4. Community Demographic Data:

The PMA is expected to experience strong senior population and household growth from 2015 through 2019.

Senior population growth in the PMA is expected to increase at an annual rate of 3.5 percent from 2015 through 2019. Senior population growth in the PMA will outpace senior population growth of the MSA and nation through 2019. Owner-occupied housing units dominate the PMA and MSA. However, the percentages of senior renter-occupied housing in the both the PMA and MSA are significantly higher than the national average of approximately 13 percent. The percentage of renter-occupied units in the PMA is expected to increase through 2019, which is a positive indication of future demand for affordable senior housing. Approximately 57 percent of senior renter households in the PMA earn less than \$30,000. Since the Subject's 50 percent AMI units will operate with subsidy, income limits for these units will range from \$0 to \$27,300. The income limits for the non-subsidized LIHTC units will range from \$21,750 to \$32,760. The minimum income limits for the market rate units will be \$24,000 and there will not be a maximum income limit for these units. As such, all renter households will income qualify to reside at one of the Subject's unit types, and the Subject should be well-positioned to service this market.

5. Economic Data:

The largest industries in the PMA are health care/social assistance, educational services, retail trade, and public administration. Together, these four industries comprise almost 43 percent of total employment in the PMA. The top employers within the Atlanta metropolitan area are concentrated in the transportation, educational services, retail trade, telecommunications and health care industries. The MSA appears to be recovering well as total employment increased each year from 2011 through February 2015. As of February 2015, total employment in the MSA exceeded pre-recessionary levels. Total employment in the nation exceeded pre-recessionary levels in 2014. From February 2014 to February 2015, total employment increased by 2.0 percent in the MSA compared to an increase of 2.1 percent nationally. From February 2014 to February 2015, the unemployment rate in the MSA decreased 1.0 percentage point, compared to a decrease of 1.2 percentage points nationally. The unemployment rate in the MSA as of February 2015 was 6.1 percent, which was 0.3 percentage points above the national rate of 5.8 percent. The current unemployment rate in the MSA represents a significant decrease from recessionary levels but has yet to reach pre-recessionary

levels, indicating that the local economy is still in a state of recovery.

6. Project-Specific Affordability And Demand Analysis:

The following table illustrates the Subject’s capture rates.

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
1 BR @ 50% AMI (PBRA)	17	668	51	617	2.8%	4 months	N/A	N/A	30% of Income
2 BR @ 50% AMI (PBRA)	8	287	0	287	2.8%	4 months	N/A	N/A	30% of Income
50% AMI (PBRA) Overall	25	955	51	904	2.8%	4 months	N/A	N/A	30% of Income
1 BR @ 60% AMI	64	242	33	209	30.7%	4 months	\$852	\$649-\$1,025	\$725
2 BR @ 60% AMI	23	104	0	104	22.2%	4 months	\$1,040	\$785-\$1,395	\$850
60% AMI Overall	87	345	33	312	27.8%	4 months	\$852-\$1,040	\$649-\$1,395	\$725-\$850
1 BR @ Market	6	739	0	739	0.8%	4 months	\$924	\$784-\$1,025	\$800-\$825
2 BR @ Market	6	317	0	317	1.9%	4 months	\$1,102	\$900-\$1,395	\$900-\$925
Market Overall	12	1,056	0	1,056	1.1%	4 months	\$924-\$1,102	\$784-\$1,395	\$800-\$925
Affordable Overall	112	1,124	84	1,040	10.8%	4 months	\$852-\$1,040	\$649-\$1,395	\$725-\$850

As the previous table demonstrates, the Subject’s capture rates are within GA DCA’s capture rate threshold.

7. Competitive Rental Analysis:

The availability of senior LIHTC data is considered good. We have included five senior LIHTC properties, four of which are located in the PMA. Magnolia Circle is located just outside of the PMA. It was built in 2003 and offers LIHTC and market rate units, similar to the Subject. Therefore, we believe this property is a good indicator of achievable senior LIHTC and unrestricted rents in the market. Antioch Manor Estates and Antioch Villas and Gardens are phases I and II of the Subject development and have been included as comparables. Due to the availability of senior LIHTC data, we have excluded family LIHTC properties in the PMA. Three of the comparable senior properties offer unrestricted units in addition to LIHTC units. We have supplemented the senior market rate data with four conventional family properties located in the PMA. The market rate comparables were constructed between 1999 and 2003. Overall, the availability of LIHTC and market rate data is considered 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

Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
<i>60% AMI</i>					
1 BR	\$725	\$649	\$1,025	\$852	15%
2 BR	\$850	\$785	\$1,395	\$1,040	18%
<i>Market Rate</i>					
1 BR	\$800	\$784	\$1,025	\$924	13%
1 BR	\$825	\$784	\$1,025	\$924	11%
2 BR	\$900	\$900	\$1,395	\$1,102	18%
2 BR	\$925	\$900	\$1,395	\$1,102	16%

The Subject’s proposed one and two-bedroom LIHTC rents will offer a 15 to 18 percent advantage over the average market rents. The Subject’s proposed one and two-bedroom market rate rents will offer an 11 to 18 percent advantage over the average market rents. The Subject’s remaining units will operate with subsidy and therefore will have a rental advantage over the comparables that do not offer a subsidy.

8. Absorption/Stabilization Estimate:

We were able to obtain absorption information from the five comparable senior properties, four of which are located in the PMA. All of these properties have been used as comparables in our report.

ABSORPTION

Comparable Property	Rent Structure	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Panola Gardens*	LIHTC	Senior	2015	84	25
Antioch Villas And Gardens	LIHTC/Mkt/PBRA	Senior	2012	106	35
Retreat At Madison Place	LIHTC	Senior	2007	160	14
Antioch Manor Estates	LIHTC/Mkt	Senior	2005	120	24
Magnolia Circle	LIHTC/Mkt	Senior	2003	84	14
Average				111	22

*Absorption rate YTD

As illustrated in the previous table, the comparable properties reported absorption rates of 12 to 35 units per month, with an average of 22 units per month. The Subject will be the third phase of the Antioch Manor Estates

master-planned affordable senior housing community. Antioch Manor Estates and Antioch Villas and Gardens are the first two phases of the development. Antioch Manor Estates and Antioch Villas and Gardens are fully occupied with waiting lists of 111 and 309 households, respectively. The Subject units are expected to be filled by households from the waiting list at these properties. Therefore, we would expect a rapid absorption pace. Antioch Villas and Gardens experienced the fastest absorption pace of any property. Based upon the surveyed properties, we expect the Subject to experience an absorption pace of 30 units per month, which equates to an absorption period of approximately four months for the Subject to reach the Georgia DCA-defined 93 percent occupancy.

9. Overall Conclusion:

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The surveyed comparables are performing well, with a weighted vacancy rate of 2.7 percent when excluding the property in lease-up. The affordable senior comparables reported vacancy rates ranging from zero to 0.6 percent with only one vacant unit among them and an overall vacancy rate of 0.2 percent, when excluding the comparable in lease-up. These rates indicate strong demand for affordable senior housing. Additionally, several of the senior affordable properties and some of the market rate properties maintain waiting lists and all of the senior affordable comparables' property managers indicated strong demand for affordable senior housing in the market. The Subject will be similar to superior to most of the comparable senior properties in terms of age/condition, location, unit sizes, and amenities. Of the Subject's 124 units, 25 will benefit from rental assistance, where tenants pay 30 percent of their income in rent. 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:

Development Name:	Antioch Summit	Total # Units:	124
Location:	4710 Mandy Wicker Lane Stone Mountain, GA 30088	# LIHTC Units:	112
PMA Boundary:	North: Rockbridge Rd, West: Memorial Dr and Candler Rd, South: Interstate 20, East: Rock Chapel Rd		
	Farthest Boundary Distance to Subject:	6.9 miles	

Rental Housing Stock (found on page 109)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	8	1,443	49	96.6%
Market-Rate Housing	4	973	38	96.1%
<i>Assisted/Subsidized Housing not to include LIHTC</i>	N/Ap	N/Ap	N/Ap	N/Ap
LIHTC	4	470	11	97.7%
Stabilized Comps	7	1,359	39	97.1%
Properties in Construction & Lease Up	1	84	10	88.1%

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
13	1BR at 50% AMI (PBRA)	1	760	\$737	-	-	-	-	-
4	1BR at 50% AMI (PBRA)	1	756	\$737	-	-	-	-	-
6	2BR at 50% AMI (PBRA)	2	1,025	\$874	-	-	-	-	-
2	2BR at 50% AMI (PBRA)	2	1,050	\$874	-	-	-	-	-
60	1BR at 60% AMI	1	760	\$725	\$852	\$1.12	15%	\$1,025	\$1.49
4	1BR at 60% AMI	1	756	\$725	\$852	\$1.13	15%	\$1,025	\$1.49
19	2BR at 60% AMI	2	1,025	\$850	\$1,040	\$1.02	18%	\$1,395	\$1.64
4	2BR at 60% AMI	2	1,050	\$850	\$1,040	\$0.99	18%	\$1,395	\$1.64
2	1BR at Mkt	2	760	\$800	\$924	\$1.22	13%	\$1,025	\$1.49
4	1BR at Mkt	1	756	\$825	\$924	\$1.22	11%	\$1,025	\$1.49
2	2BR at Mkt	2	1,025	\$900	\$1,102	\$1.07	18%	\$1,395	\$1.64
4	2BR at Mkt	2	1,050	\$925	\$1,102	\$1.05	16%	\$1,395	\$1.64

Demographic Data (found on page 30)

	2010		2015		2017	
Renter Households	4,198	24.20%	5,087	25.70%	5,712	25.90%
Income-Qualified Renter HHs (LIHTC)	2,620	62.42%	3,175	62.42%	3,565	62.42%

Targeted Income-Qualified Renter Household Demand (found on pages 42-60)

Type of Demand	30%	50% PBRA	60%	Market-rate	Other: __	Overall*
Renter Household Growth	N/Ap	337	120	366	N/Ap	390
Existing Households (Overburdened + Substandard)	N/Ap	1,006	357	1,094	N/Ap	1,165
Homeowner conversion (Seniors)	N/Ap	0	9	26	N/Ap	26
Total Primary Market Demand						
Less Comparable/Competitive Supply	N/Ap	51	33	0	N/Ap	84
Adjusted Income-qualified Renter HHs**	N/Ap	1,292	453	1,486	N/Ap	1,498

Capture Rates (found on page 60)

Targeted Population	30%	50% PBRA	60%	Market-rate	Other: __	Overall
Capture Rate:	N/Ap	2.8%	27.8%	1.1%	N/Ap	10.8%

*Includes LIHTC and unrestricted (when applicable)

B. PROJECT DESCRIPTION

PROJECT DESCRIPTION

Project Address and Development Location:

The Subject site is located at 4710 Mandy Wicker Lane, Stone Mountain, DeKalb County, Georgia 30088. The Subject will be located adjacent to Antioch Manor Estates (Phase I) and Antioch Villas and Gardens (Phase II). Both of these properties have been used as rent comparables in this report.

Construction Type:

The Subject will consist of one, four-story elevator-serviced midrise building consisting of 102 units and three, single-story villa buildings consisting of 22 units. In total, the Subject will offer 124 units.

Occupancy Type:

Seniors age 55 and older.

Special Population Target:

None.

Number of Units by Bedroom Type and AMI Level:

See following property profile.

Unit Size:

See following property profile.

Structure Type:

See following property profile.

Rents and Utility Allowances:

See following property profile.

Existing or Proposed Project Based Rental Assistance:

Of the Subject's 124 units, 25 will benefit from project-based rental assistance and tenants residing in these units will pay 30 percent of their income towards rent.

Proposed Development Amenities:

See following property profile.

Property Profile Report

Antioch Summit

Comp # Subject
Effective Rent Date 4/24/2015

Location 4710 Mandy Wicker Lane
 Stone Mountain, GA 30088
 Dekalb County
 (verified)

Units 124
Type Various (age-restricted)
Year Built / Renovated Proposed - 2017
Tenant Characteristics Seniors 55+



Market

Program	LIHTC/Mkt/PBRA	Leasing Pace	N/A
Annual Turnover Rate	N/A	Change in Rent	N/A
Units/Month Absorbed	N/A	Concession	
Section 8 Tenants	N/A		

Utilities

A/C	included -- central	Other Electric	included
Cooking	included -- electric	Water	included
Water Heat	included -- electric	Sewer	included
Heat	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	Midrise (4 stories)	13	760	\$737	\$0	@50% (PBRA)	n/a	N/A	N/A	N/A
1	1	Midrise (4 stories)	60	760	\$725	\$0	@60%	n/a	N/A	N/A	no
1	1	Midrise (4 stories)	2	760	\$800	\$0	Market	n/a	N/A	N/A	N/A
1	1	Villa	4	756	\$737	\$0	@50% (PBRA)	n/a	N/A	N/A	N/A
1	1	Villa	4	756	\$725	\$0	@60%	n/a	N/A	N/A	no
1	1	Villa	4	756	\$825	\$0	Market	n/a	N/A	N/A	N/A
2	2	Midrise (4 stories)	6	1,025	\$874	\$0	@50% (PBRA)	n/a	N/A	N/A	N/A
2	2	Midrise (4 stories)	19	1,025	\$850	\$0	@60%	n/a	N/A	N/A	no
2	2	Midrise (4 stories)	2	1,025	\$900	\$0	Market	n/a	N/A	N/A	N/A
2	2	Villa	2	1,050	\$874	\$0	@50% (PBRA)	n/a	N/A	N/A	N/A
2	2	Villa	4	1,050	\$850	\$0	@60%	n/a	N/A	N/A	no
2	2	Villa	4	1,050	\$925	\$0	Market	n/a	N/A	N/A	N/A

Amenities			
In-Unit	Balcony/Patio Blinds Carpeting Central A/C Coat Closet Dishwasher Hand Rails Oven Pull Cords Refrigerator Walk-In Closet Washer/Dryer hookup	Security	Limited Access Video Surveillance
Property	Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Elevators Exercise Facility Central Laundry Off-Street Parking On-Site Management Service Coordination	Premium	none
Services	none	Other	Gazebo, walking path, media room
Comments			
The community amenities and management office will be contained in the four-story midrise building. The property will be the third phase of the Antioch Manor Estates master-planned affordable senior housing community.			

Scope of Renovations: The Subject will be new construction.

Current Rents: Not applicable.

Current Occupancy: Not applicable.

Current Tenant Income: Not applicable.

Placed in Service Date: The Subject is expected to be completed by December 2017.

Conclusion: The Subject will be an excellent-quality apartment complex for seniors age 55 and older. As new construction, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical obsolescence.

C. SITE EVALUATION

SITE EVALUATION

1. Date of Site Visit and

Name of Site Inspector:

Sterling Battle visited the site on May 4, 2015.

2. Physical Features of the Site:

The following illustrates the physical features of the site.

Frontage:

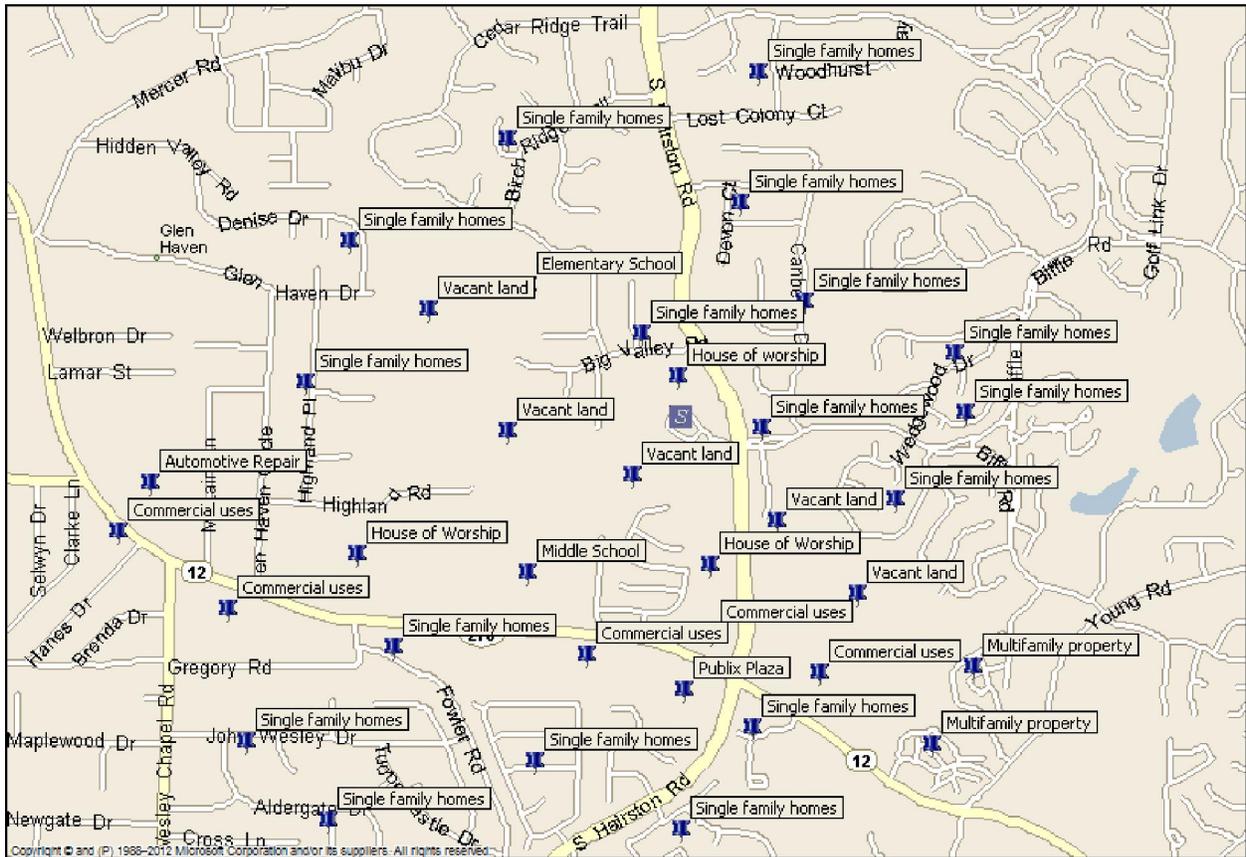
The Subject site has frontage on Mandy Wicker Lane, Bishop Ming Boulevard, Cora B. Starr Way (internal development road), and South Hairston Road.

Visibility/Views:

The Subject site has good visibility from South Hairston Road and excellent visibility from Mandy Wicker Lane, Bishop Ming Boulevard and Cora B. Starr Way. Surrounding the periphery of the Subject site are single-family homes to the east, Antioch Manor Estates to south, Antioch Villas and Gardens to the west and southwest, and a house of worship to the north. The Subject site offers average views.

Surrounding Uses:

The following map and pictures illustrate the surrounding land uses.



The Subject site is located in a mixed-use neighborhood that consists of single-family homes, undeveloped land, commercial uses, and institutional uses in average to excellent condition. Residential uses in the immediate neighborhood appeared to be well-occupied. Commercial uses in the neighborhood appeared to be approximately 90 percent occupied at the time of inspection.

Positive/Negative Attributes of Site: The Subject's proximity to a bus station (adjacent to the site) and other locational amenities and retail uses, which are in average to good condition, are considered positive attributes. Although the Subject is located in a car-dependent neighborhood, most locational amenities are located within four miles of the Subject.

3. Physical Proximity to Locational Amenities:

The Subject site is located within 8.0 miles of all locational amenities. An employment center and police department are the only locational amenities located further than four miles from the Subject site. It is likely that few of Subject's tenants will work; therefore, the employment center will be of limited benefit to the Subject. It should be noted that phases I and II of the Subject development are fully occupied with lengthy waiting lists. Therefore, it is reasonable to believe that the Subject's proximity to locational amenities is adequate.

4. Pictures of Site and Adjacent Uses:



Subject site



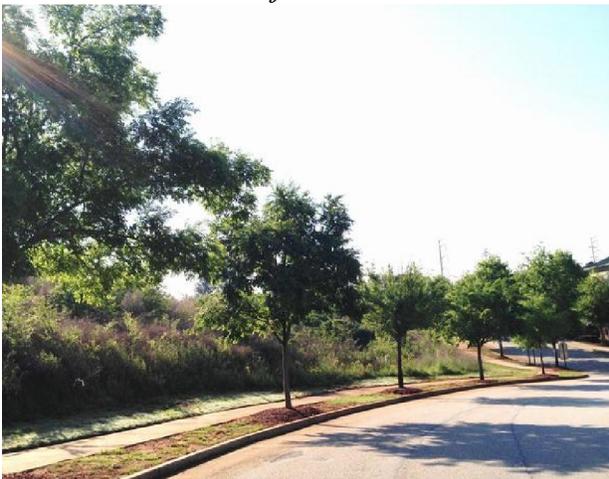
Subject site



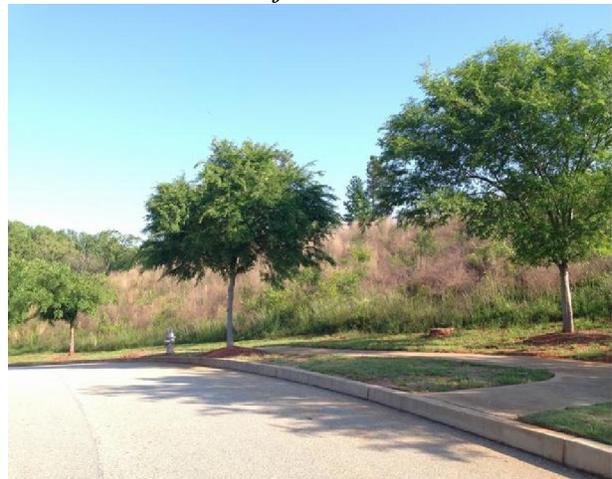
Subject site



Subject site



View east along Bishop Ming Boulevard



View west along Bishop Ming Boulevard



View north on S. Hairston Road



Antioch Manor Estates



Antioch Villas and Gardens



Single-family home in Subject's neighborhood



Single-family home in Subject's neighborhood



Single-family home in Subject's neighborhood



Publix Food and Pharmacy on S. Hairston Road



Retail strip center on Covington Highway



Walgreens on S. Hairston Road



Family Dollar on Covington Highway



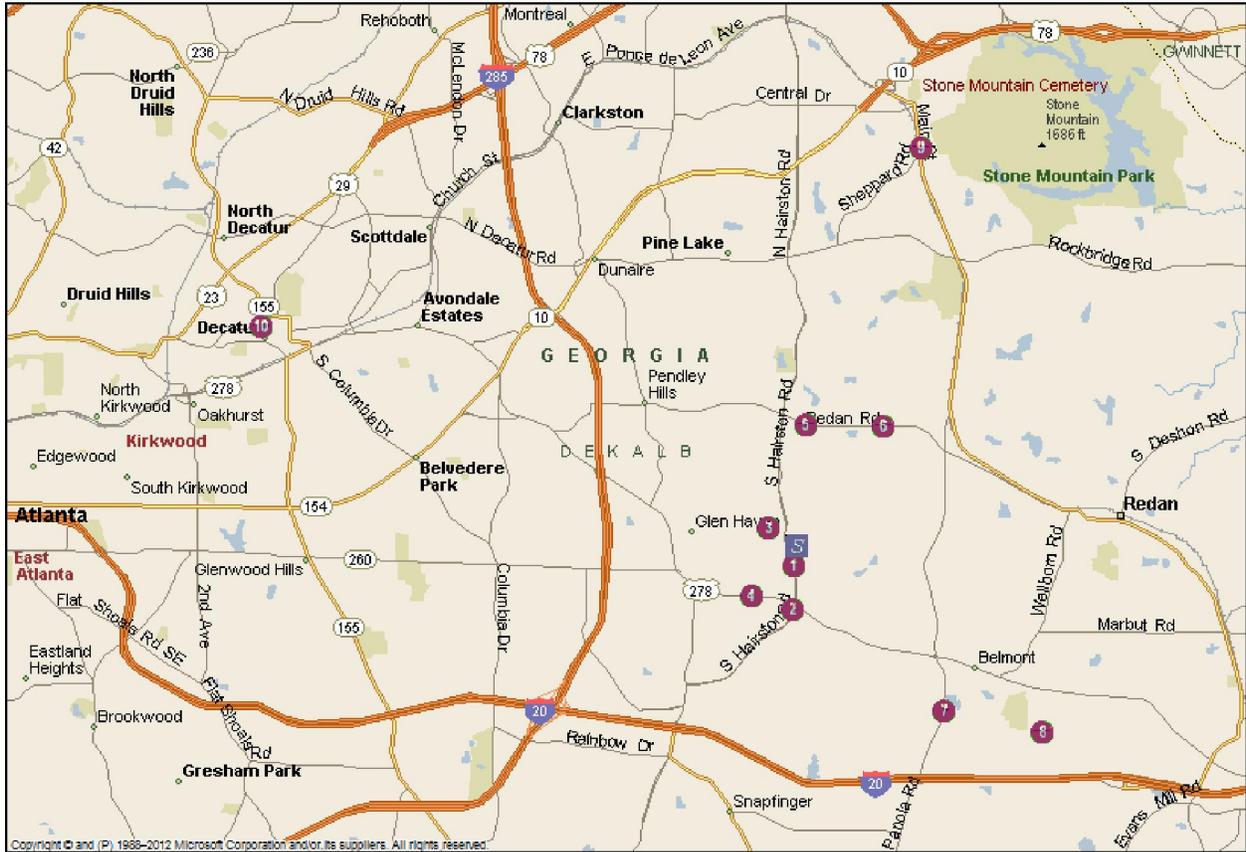
Pep Boys on S. Hairston Road



House of worship north of Subject

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	Bus Stop	0.1 miles
2	Publix (grocery store and pharmacy)	0.6 miles
3	Woodridge Elementary School	0.8 miles
4	Mary Mcleod Bethune Middle School	1.1 miles
5	Hairston Crossing Public Library	2.0 miles
6	Redan High School	2.7 miles
7	Lou Walker Senior Center	2.9 miles
8	DeKalb Medical - Hillandale	4.0 miles
9	City of Stone Mountain Police Department	6.0 miles
10	Decatur (employment center)	8.0 miles

6. Description of Land Uses:

The Subject site is located in a mixed-use neighborhood. To the north are single-family homes, a house of worship, and an elementary school. Immediately east of the Subject site are single-family homes in average to excellent

condition. Immediately south and southwest of the Subject site are Antioch Manor Estates and Antioch Villas and Gardens, respectively. Further south of the Subject site are vacant land and commercial uses along Covington Highway. To the west of the Subject site are vacant land and single-family homes in average to excellent condition. Commercial uses in the neighborhood appeared to be approximately 90 percent occupied at the time of inspection.

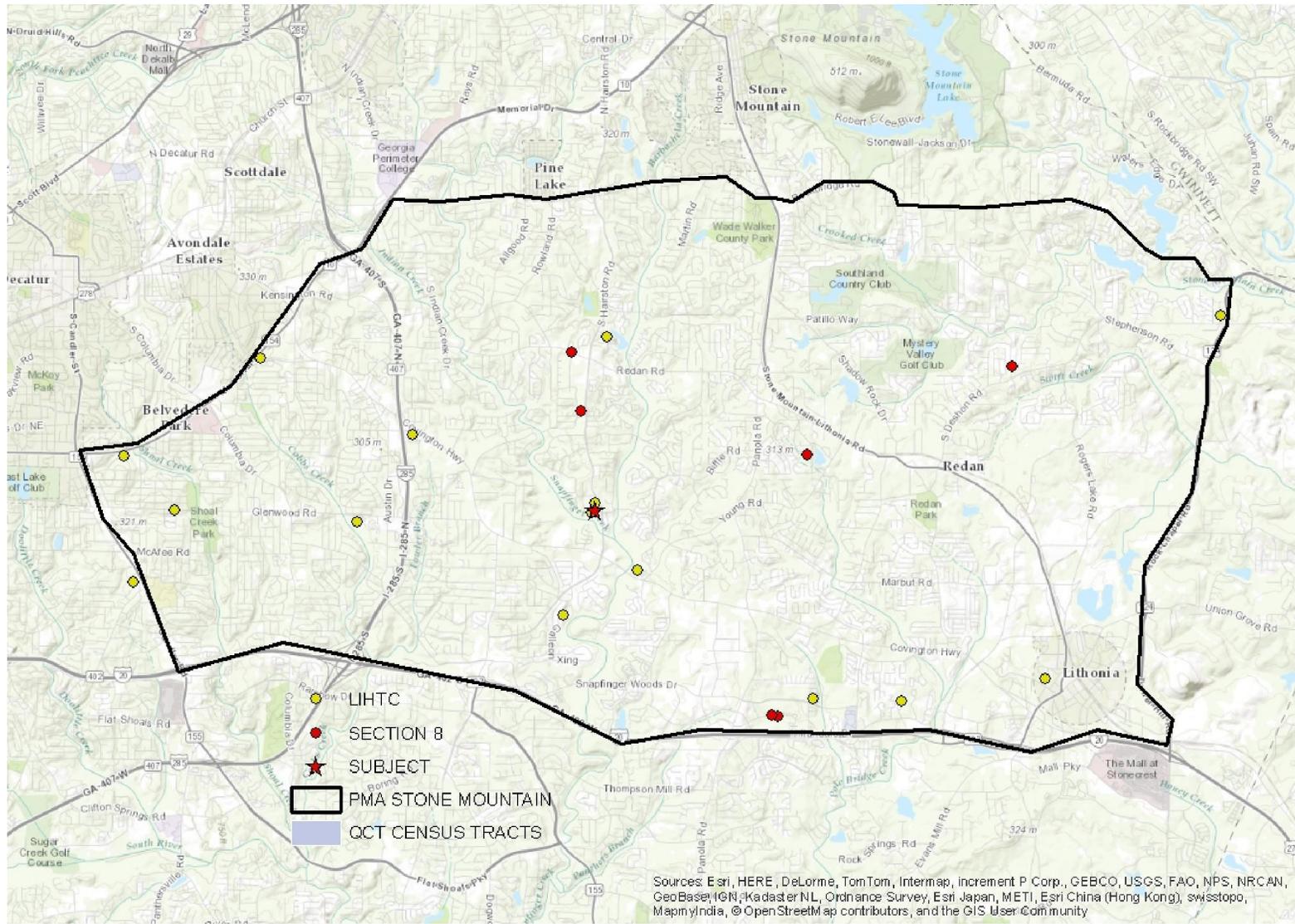
7. Existing Assisted Rental Housing

Property Map:

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

QCT LIST

Property	Address	City	State	Zip Code	Type	Tenancy	Map Color	Included/ Excluded	Reason for Exclusion	Distance from Subject
Robins Landing	3529 Glenwood Dr	Decatur	GA	30032	LIHTC	Family	Yellow	Excluded	Tenancy	5.2 miles
Delano Place Coop	1570 Delano Dr	Decatur	GA	30032	LIHTC	Family		Excluded	Tenancy	6.3 miles
Glenwood Park Apts	4371 Glenwood Rd	Decatur	GA	30032	LIHTC	Family		Excluded	Tenancy	3.2 miles
Retreat at Madison	3907 Redwing Cir	Decatur	GA	30032	LIHTC	Senior		Included	-	3.3 miles
Park at Hairston	1038 S. Hairston Rd	Stone Mountain	GA	30088	LIHTC	Family		Excluded	Tenancy	2.2 miles
Hidden Pointe Apts	1000 Hidden Chase	Stone Mountain	GA	30088	LIHTC	Family		Excluded	Tenancy	1.2 miles
Chapel Run Apts	4522 Snapfinger Woods Dr	Atlanta	GA	30035	LIHTC	Family		Excluded	Tenancy	3.4 miles
Panola Gardens	5710 Snapfinger Woods Dr	Lithonia	GA	30058	LIHTC	Senior		Included	-	4.4 miles
Groveswood Park Apts	6170 Hillandale Dr	Lithonia	GA	30058	LIHTC	Family		Excluded	Tenancy	5.0 miles
Brittany Place Apts	3246 Covington Dr	Decatur	GA	30032	LIHTC/Mkt	Family		Excluded	Tenancy	5.0 miles
Alexander at Stonecrest	100 Leslie Oaks Dr	Lithonia	GA	30058	LIHTC/Mkt	Family		Excluded	Tenancy	8.5 miles
Antioch Manor Estates	4711 Bishop Ming Blvd	Stone Mountain	GA	30088	LIHTC/Mkt	Senior		Included	-	0.1 miles
Villas of Friendly Heights	1300 Friendly Heights Blvd	Decatur	GA	30035	LIHTC/Mkt	Family		Excluded	Tenancy	3.4 miles
Candler Forest Apts	2145 Candler Rd	Decatur	GA	30032	LIHTC/Mkt/PBRA	Family		Excluded	Tenancy	6.3 miles
Antioch Villas and Gardens	4711 Bishop Ming Blvd	Stone Mountain	GA	30088	LIHTC/Mkt/PBRA	Senior		Included	-	0.1 miles
The Terraces at Parkview	2526 Park Dr	Lithonia	GA	30058	LIHTC/PBRA	Family		Excluded	Tenancy	5.8 miles
Alice Williams Towers	5480 Hillandale Rd	Lithonia	GA	30058	Section 8	Senior		Red	Excluded	Subsidized
Alice Williams Towers II	5470 Hillandale Rd	Lithonia	GA	30058	Section 8	Senior	Excluded		Subsidized	3.6 miles
DeKalb MR Homes II	1116 Alford Rd	Lithonia	GA	30058	Section 8	Disabled	Excluded		Subsidized	6.1 miles
DeKalb MR Homes	1536 St. Dunstons Rd	Lithonia	GA	30058	Section 8	Disabled	Excluded		Subsidized	3.4 miles
Lane Manor	4695 Redan Rd	Stone Mountain	GA	30083	Section 8	Family	Excluded		Subsidized	2.0 miles
Travis House	1407 S. Hairston Rd	Stone Mountain	GA	30032	Section 8	Disabled	Excluded		Subsidized	1.2 miles
Antioch Summit	4712 Bishop Ming Blvd	Stone Mountain	GA	30088	LIHTC/Mkt/PBRA	Senior	Red Star		SUBJECT	-



Stone Mountain, GA



Note: Some of these properties appear to be located outside of the PMA; however, they are located along the PMA boundaries.

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

We did not witness any road/infrastructure improvements during our field work.

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

The Subject site is accessible from South Hairston Road, one of the primary north-south arterials in the area. South Hairston Road runs north to Highway 10 and south to Highway 12 (Covington Highway). The Subject site has good visibility from South Hairston Road and excellent visibility from Mandy Wicker Lane, Bishop Ming Boulevard, and Cora B. Starr Way. Overall, access and visibility are considered good to excellent.

10. Environmental Concerns:

None visible upon site inspection.

11. Conclusion:

The Subject site is located at 4710 Mandy Wicker Lane in Stone Mountain, adjacent to phases I and II of the Antioch Manor Estates master-planned affordable senior housing community. The Subject site is located in a mixed-use neighborhood that consists of single-family homes, multifamily rental properties, undeveloped land, commercial uses, and institutional uses in average to excellent condition. Residential uses in the immediate neighborhood appeared to be well-occupied. Commercial uses in the neighborhood appeared to be approximately 90 percent occupied at the time of inspection. Overall, the Subject site is considered a desirable building site for senior rental housing.

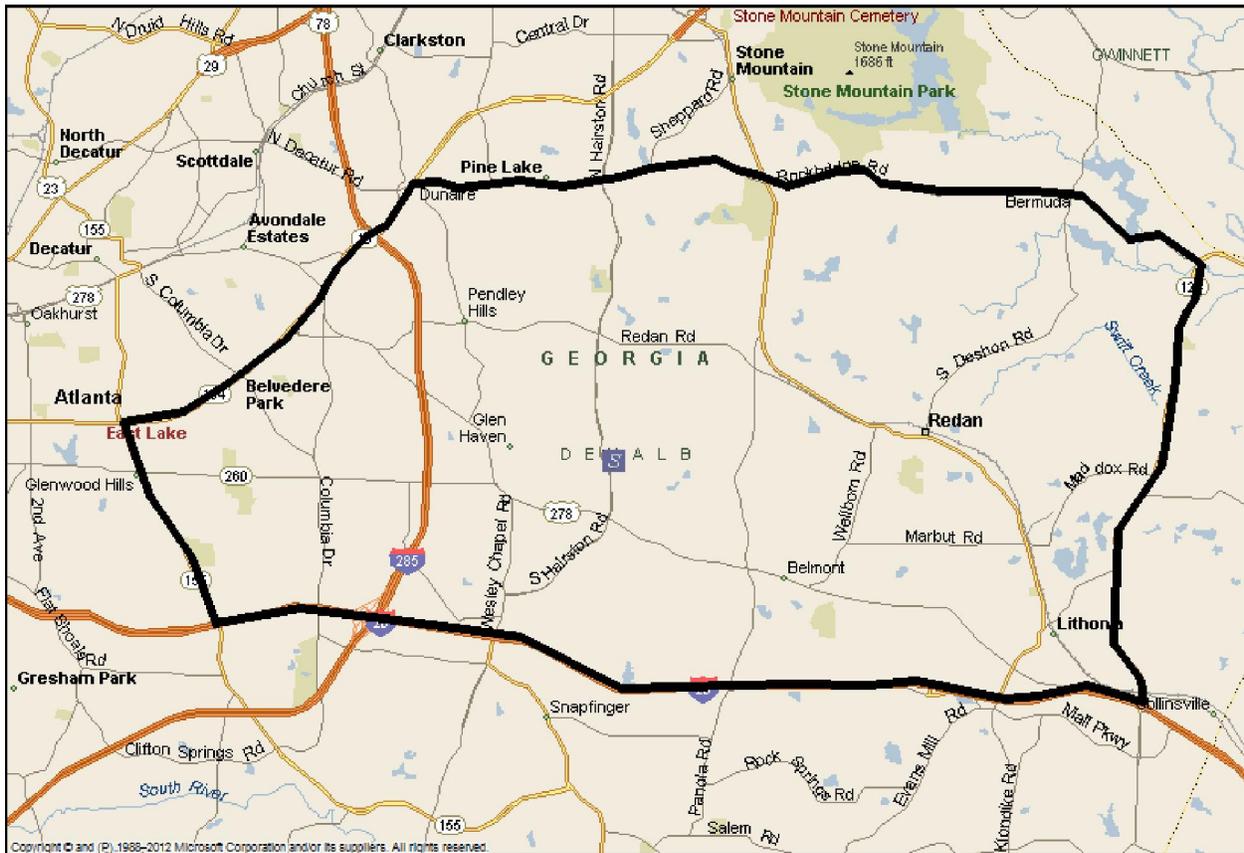
D. MARKET AREA

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 Secondary Market Area (SMA) are areas of growth or contraction.

The PMA includes portions of Stone Mountain, Pine Lake, Decatur, Redan, and Lithonia. This area is bound by Rockbridge Road to the north, Memorial Drive and Candler Road to the west, Interstate 20 to the south, and Rock Chapel Road to the east. This area was defined based on interviews with management at phases I and II of the Subject development as well as local market participants. Furthermore, the determination of this market area was influenced by conversations with surveyed property managers, who reported that the majority of rental traffic

originates from throughout DeKalb County. The Secondary Market Area (SMA) is determined to be the Atlanta-Sandy Springs-Roswell, Georgia Metropolitan Statistical Area (MSA), which consists of Barrow, Bartow, Butts, Carroll, Cherokee, Clayton, Cobb, Coweta, Dawson, DeKalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Haralson, Heard, Henry, Jasper, Lamar, Meriwether, Newton, Paulding, Pickens, Pike, Rockdale, Spalding, and Walton Counties.

We believe the Subject will experience leakage from outside the PMA boundaries; however, per the 2015 market study guidelines, we have not accounted for leakage in our demand analysis found later in this report. The furthest PMA boundary from the Subject site is approximately 6.9 miles.

E. COMMUNITY DEMOGRAPHIC DATA

COMMUNITY DEMOGRAPHIC DATA

The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied to determine if the Primary Market Area (PMA) and Metropolitan Statistical Area (MSA) are areas of growth or contraction. The discussions will also describe typical household size and will provide a picture of the health of the community and the economy. The following demographic tables are specific to the populations of the PMA and MSA.

1. Population Trends

The following tables illustrate (a) Total Population, (b) Population by Age Group, and (c) Number of Elderly and Non-Elderly within population in MSA, the PMA and nationally from 2000 through 2019.

TOTAL POPULATION

Year	PMA		Atlanta-Sandy Springs-Roswell, GA MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	156,989	-	4,263,438	-	281,421,906	-
2010	156,058	-0.1%	5,286,728	2.4%	308,745,538	1.0%
2015	156,279	0.0%	5,467,379	0.7%	314,467,933	0.4%
Projected Mkt Entry December 2017	158,537	0.6%	5,662,733	1.5%	321,340,837	0.9%
2019	160,016	0.5%	5,790,724	1.2%	325,843,774	0.7%

Source: ESRI Demographics 2015, Novogradac & Company LLP, April 2015

TOTAL SENIOR POPULATION (55+)

Year	PMA		Atlanta-Sandy Springs-Roswell, GA MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	16,970	-	646,403	-	59,266,437	-
2010	29,105	7.2%	1,028,311	5.9%	76,750,713	3.0%
2015	34,403	3.5%	1,190,600	3.0%	83,352,075	1.6%
Projected Mkt Entry December 2017	38,055	4.4%	1,312,997	4.3%	89,662,805	3.1%
2019	40,447	3.5%	1,393,188	3.4%	93,797,421	2.5%

Source: ESRI Demographics 2015, Novogradac & Company LLP, April 2015

POPULATION BY AGE GROUP

Age Cohort	PMA				
	2000	2010	2015	Projected Mkt Entry December 2017	2019
0-4	12,332	10,699	10,164	10,315	10,414
5-9	13,974	11,004	10,556	10,400	10,298
10-14	13,761	12,235	11,080	10,936	10,841
15-19	12,382	12,881	11,468	11,101	10,860
20-24	10,724	11,136	12,469	11,847	11,439
25-29	12,480	10,754	11,576	12,506	13,116
30-34	14,135	10,690	10,517	11,008	11,329
35-39	15,497	11,328	10,089	10,367	10,549
40-44	13,922	11,641	11,013	10,301	9,834
45-49	11,782	12,655	11,025	10,625	10,363
50-54	9,031	11,930	11,922	11,079	10,527
55-59	5,519	10,156	10,860	11,074	11,214
60-64	3,742	7,635	8,991	9,607	10,010
65-69	2,633	4,584	6,439	7,310	7,881
70-74	1,981	2,735	3,657	4,741	5,452
75-79	1,478	1,802	2,113	2,680	3,051
80-84	892	1,211	1,272	1,461	1,585
85+	725	982	1,071	1,182	1,254
Total	156,990	156,058	156,282	158,539	160,017

Source: ESRI Demographics 2015, Novogradac & Company LLP, April 2015

NUMBER OF ELDERLY AND NON-ELDERLY

Year	PMA			Atlanta-Sandy Springs-Roswell, GA MSA		
	Total Population	Non-Elderly	Elderly (55+)	Total Population	Non-Elderly	Elderly (55+)
2000	156,990	140,020	16,970	4,263,438	3,617,035	646,403
2010	156,058	126,953	29,105	5,286,728	4,258,417	1,028,311
2015	156,282	121,879	34,403	5,467,379	4,276,779	1,190,600
Projected Mkt Entry December 2017	158,539	120,484	38,055	5,662,733	4,349,736	1,312,997
2019	160,017	119,570	40,447	5,790,724	4,397,536	1,393,188

Source: ESRI Demographics 2015, Novogradac & Company LLP, April 2015

Total population in the PMA is projected to increase at a 0.5 percent annual rate from 2015 to 2019, a growth rate below that of the MSA and the nation as a whole during the same time period. However, senior population growth in the PMA is expected to increase at an annual rate of 3.5 percent from 2015 through 2019, which is considered robust when compared to the nation. Senior population growth in the PMA will outpace that of the MSA and nation as a whole through 2019. The strong growth in senior population in the PMA is a positive indication for future demand.

2. Household Trends

2a. Total Number of Households, Average Household Size

TOTAL NUMBER OF HOUSEHOLDS

Year	PMA		Atlanta-Sandy Springs-Roswell, GA MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	52,773	-	1,566,711	-	105,991,193	-
2010	55,810	0.6%	1,943,885	2.4%	116,716,292	1.0%
2015	56,230	0.1%	2,010,072	0.6%	118,979,182	0.4%
Projected Mkt Entry December 2017	57,303	0.8%	2,083,924	1.5%	121,689,300	0.9%
2019	58,006	0.6%	2,132,309	1.2%	123,464,895	0.8%

Source: ESRI Demographics 2015, Novogradac & Company LLP, April 2015

TOTAL NUMBER OF HOUSEHOLDS 55+

Year	PMA		Atlanta-Sandy Springs-Roswell, GA MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	10,046	-	396,452	-	36,970,817	-
2010	17,354	7.3%	612,737	5.5%	45,892,687	2.4%
2015	19,808	2.7%	684,282	2.2%	50,249,306	1.8%
Projected Mkt Entry December 2017	22,026	4.6%	768,662	5.1%	54,073,162	3.1%
2019	23,479	3.7%	823,945	4.1%	56,578,447	2.5%

Source: ESRI Demographics 2015, Novogradac & Company LLP, April 2015

AVERAGE HOUSEHOLD SIZE

Year	PMA		Atlanta-Sandy Springs-Roswell, GA MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	2.92	-	2.67	-	2.58	-
2010	2.72	-0.7%	2.68	0.0%	2.58	0.0%
2015	2.71	-0.1%	2.68	0.0%	2.58	0.0%
Projected Mkt Entry December 2017	2.70	-0.2%	2.68	0.0%	2.57	0.0%
2019	2.69	-0.1%	2.68	0.0%	2.57	0.0%

Source: ESRI Demographics 2015, Novogradac & Company LLP, April 2015

Similar to population trends, total household growth in the PMA is projected to increase at a rate below that of the MSA and nation as a whole through 2019. However, projected senior household growth of 3.7 percent annually between 2015 and 2019 in the PMA is significantly higher than the projected general household growth during the same time period. Senior household growth in the PMA and MSA will increase at a rate greater than households of all ages over the next several years. The average household size in the PMA is projected to decline slightly in the PMA with a nominal annual change of 0.1 percent. The average household sizes in the MSA and nation are projected to remain stable through 2019.

2b. Households by Tenure

The table below depicts senior household growth by tenure from 2010 through 2019.

TENURE PATTERNS - ELDERLY POPULATION (AGE 55+)

Year	PMA				Atlanta-Sandy Springs-Roswell, GA MSA			
	Owner-Occupied Units		Renter-Occupied Units		Owner-Occupied Units		Renter-Occupied Units	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
2010	13,156	75.8%	4,198	24.2%	479,032	78.2%	133,705	21.8%
2015	14,721	74.3%	5,087	25.7%	531,280	77.6%	153,002	22.4%
Projected Mkt Entry December 2017	16,314	74.1%	5,712	25.9%	595,828	77.5%	172,834	22.5%
2019	17,358	73.9%	6,122	26.1%	638,118	77.4%	185,826	22.6%

Source: ESRI Demographics 2015, Novogradac & Company LLP, April 2015

Owner-occupied housing units dominate the PMA and MSA. However, the percentages of senior renter-occupied housing units in the both the PMA and MSA are significantly higher than the national average of approximately 13 percent. The percentage of renter-occupied units in the PMA is expected to increase through 2019, which is a positive indication of future demand for affordable senior housing.

2c. Households by Income

The following table depicts senior renter household income in 2010, 2015, December 2017, and 2019 for the PMA.

RENTER HOUSEHOLD INCOME DISTRIBUTION 55+ - PMA

Income Cohort	2010		2015		Projected Mkt Entry December 2017		2019	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	578	13.8%	896	17.6%	1,039	18.2%	1,133	18.5%
\$10,000-19,999	769	18.3%	1,047	20.6%	1,242	21.7%	1,370	22.4%
\$20,000-29,999	680	16.2%	964	18.9%	1,091	19.1%	1,175	19.2%
\$30,000-39,999	524	12.5%	606	11.9%	699	12.2%	759	12.4%
\$40,000-49,999	416	9.9%	476	9.4%	526	9.2%	559	9.1%
\$50,000-59,999	265	6.3%	292	5.7%	307	5.4%	316	5.2%
\$60,000-74,999	365	8.7%	303	6.0%	297	5.2%	293	4.8%
\$75,000-99,999	279	6.6%	248	4.9%	256	4.5%	261	4.3%
\$100,000-124,999	153	3.6%	119	2.3%	116	2.0%	115	1.9%
\$125,000-149,999	59	1.4%	51	1.0%	55	1.0%	58	0.9%
\$150,000-199,999	86	2.0%	63	1.2%	60	1.1%	58	0.9%
\$200,000+	24	0.6%	22	0.4%	24	0.4%	25	0.4%
Total	4,198	100.0%	5,087	100.0%	5,712	100.0%	6,122	100.0%

Source: Ribbon Demographics 2015, Novogradac & Company LLP, April 2015

Approximately 57 percent of senior renter households in the PMA earn less than \$30,000. Since the Subject’s 50 percent AMI units will operate with subsidy, income limits for these units will range from \$0 to \$27,300. The income limits for the non-subsidized LIHTC units will range from \$21,750 to \$32,760. The minimum income limits for the market rate units will be \$24,000 and there will not be a maximum income limit for these units. As such, all renter households will income qualify to reside at one of the Subject’s unit types, and the Subject should be well-positioned to service this market. It should be noted that the area median income (AMI) in DeKalb County declined in 2013 and 2014 but increased 6.1 percent in 2015.

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

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

RENTER HOUSEHOLDS BY NUMBER OF PERSONS 55+ - PMA

	2010		2015		Projected Mkt Entry December 2017		2019	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
With 1 Person	1,786	42.6%	2,259	44.4%	2,588	45.3%	2,803	45.8%
With 2 Persons	1,218	29.0%	1,427	28.1%	1,602	28.0%	1,716	28.0%
With 3 Persons	517	12.3%	597	11.7%	657	11.5%	696	11.4%
With 4 Persons	320	7.6%	384	7.5%	404	7.1%	417	6.8%
With 5+ Persons	356	8.5%	420	8.3%	462	8.1%	490	8.0%
Total Renter	4,198	100.0%	5,087	100.0%	5,712	100.0%	6,122	100.0%

Source: Ribbon Demographics 2015, Novogradac & Company LLP, April 2015

The largest senior renter household cohort has remained a one-person household since 2010, followed by two and three-person households. These three cohorts are projected to remain the largest through 2019. In 2015, the one and two-person households accounted for approximately 73 percent of renter households in the PMA. The Subject will target one and two-person households. Therefore, the strong presence of one to two-person renter households in the PMA bodes well for the Subject’s units.

2e. and f. Elderly and HFOP

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

Conclusion

The PMA is expected to experience strong senior population and household growth from 2015 through 2019. Senior population growth in the PMA is expected to increase at an annual rate of 3.5 percent from 2015 through 2019. Senior population growth in the PMA will outpace senior population growth of the MSA and nation through 2019. Owner-occupied housing units dominate the PMA and MSA. However, the percentages of senior renter-occupied housing in the both the PMA and MSA are significantly higher than the national average of approximately 13 percent. The percentage of renter-occupied units in the PMA is expected to increase through 2019, which is a positive indication of future demand for affordable senior housing. Approximately 57 percent of senior renter households in the PMA earn less than \$30,000. Since the Subject’s 50 percent AMI units will operate with subsidy, income limits for these units will range from \$0 to \$27,300. The income limits for the non-subsidized LIHTC units will range from \$21,750 to \$32,760. The minimum income limits for the market rate units will be \$24,000 and there will not be a maximum income limit for these units. As such, all renter households will income qualify to reside at one of the Subject’s unit types, and the Subject should be well-positioned to service this market.

F. EMPLOYMENT TRENDS

EMPLOYMENT TRENDS

The Subject is located in Stone Mountain, DeKalb County, Georgia. The Subject, as proposed, will be a senior property with income limits in addition to offering some market rate units. Therefore, we expect the majority of the tenants at the Subject will be retired or work part-time jobs. The following illustrates recent job growth and employment trends in the region.

According to the 2014 fourth quarter *Reis* report on Atlanta, “for years, the Atlanta area economy was a major growth juggernaut attracting out-of-area business and seeing high rates of job growth though robust residential development spread rapidly throughout suburban and exurban reaches. Even before the recession, however, expectations of future expansion were being downgraded. While Atlanta often defied the projections for slower growth, post-recession job creation has not matched the boom-like trends common earlier. That said, however, the economy continues to show considerable strength. The city itself, now replete with redevelopment projects, remains dynamic with a broad-based employment profile. And the recession has been left far behind. According to preliminary data provided by the U.S. Bureau of Labor Statistics (BLS), total non-farm employment as of December 2014 was up 35,700 jobs (1.4 percent) from the total recorded for December 2007.

Recent gains have been substantial. Preliminary BLS data for December 2014 indicate a 12-month increase in total non-farm employment on the order of 64,700 jobs (2.6 percent). Growth over 24 months is reported at 127,800 jobs (5.2 percent). Tracked by industry sector, the largest numerical increase and the highest rate of growth over the latest December-to-December span are indicated for the Trade, Transportation, and Utilities sector with a net gain of 22,500 jobs, representing an increase of 4.1 percent. Gains of 3.6 percent in both the Professional and Business Services and Leisure and Hospitality Sectors represented respective net gains of 15,700 and 8,900 jobs. While the Construction sector was relatively quiet with a 12-month net gain of 1,900 jobs (growth at 2.0 percent), employment in this sector over 24 months was up fully 9,400 jobs (10.5 percent).

The Atlanta area, moreover, has been the beneficiary of several recent major corporate decisions. The latest, coming in January 2015, was NCR’s decision to move its headquarters from suburban Gwinnett County to a new building in Midtown Atlanta, ‘bringing 3,600 jobs and an investment of nearly \$260 million,’ Atlanta Business Chronicle reported at the time (of course, Gwinnett County will suffer a proportionate loss). The city has approved a \$3.2 million incentives package in support of the move. Also in January, Mercedes-Benz USA announced that it would move its headquarters from New Jersey to Atlanta. A \$100 million, 12-acre, 200,000-square-foot campus to employ 600 personnel is planned for Sandy Springs, sources report. In nearby Dunwoody, in what the Chronicle described as ‘one of the largest projects in the region’s history,’ State Farm Insurance Company is building an employment center that will host up to 8,000 employees. And a major mixed-use development—‘a city within a city,’ according to the Chronicle—is planned for the former 165-acre General Motors plant in Doraville. Demolition commenced on January 9th.

The local housing market has gathered strength as well. Reporting in late January 2015, the Chronicle described Atlanta as ‘one of the leaders in the U.S. housing recovery.’ Stated a top executive at IberiaBank Corporation to this source, ‘Local Market Monitor projects a 25.0 percent increase in home prices in Atlanta over the next three years and is currently under priced 21.0 percent relative to infill.’

Even if Atlanta does not regain its legendary juggernaut posture of the pre-2000 period, its economy should continue to benefit from strong embedded fundamentals. It is the major economic pillar of the Southeast, it attracts a broad base of business from white-collar to distribution, it hosts a vibrant urban core active with redevelopment on a major scale, and it continues to see rates of population growth above the nation's. Job creation at favorable rates should continue, barring interference on the part of national trends.

1. Total Jobs

The following table illustrates the total jobs (also known as “covered employment”) in DeKalb County. Note that the data below was the most recent data available.

TOTAL JOBS IN DEKALB COUNTY, GA

Year	Total Employment	% Change
2004	341,370	-
2005	338,549	-0.8%
2006	361,923	6.5%
2007	371,555	2.6%
2008	374,716	0.8%
2009	340,668	-10.0%
2010	320,941	-6.1%
2011	324,080	1.0%
2012	333,684	2.9%
2013	334,460	0.2%
2014 YTD Average	339,059	1.4%
Dec-13	335,502	-
Dec-14	341,253	1.7%

Source: U.S. Bureau of Labor Statistics

YTD as of December 2014

As illustrated in the table above, DeKalb County experienced a weakening economy during the national recession. The county began feeling the effects of the downturn in 2009 with a 10 percent decrease in total jobs over that year. Total jobs continued to decrease in 2010, albeit at a slightly slower rate. However, covered employment has increased each year from 2011 to 2014 year-to-date. From December 2013 to December 2014, covered employment increased by 1.7 percent. As such, the local economy appears to be recovering well from the economic recession, though it has some way to go before reaching pre-recessionary employment levels. It should be noted that differences in the total jobs and total jobs by industry are due to rounding.

2. Total Jobs by Industry

The following table illustrates the total jobs by employment sectors within DeKalb County, as of April 2014.

MARCH 2014 COVERED EMPLOYMENT DeKalb County, Georgia

	Number	Percent
Total, all industries	25,528	-
Goods-producing	5,400	-
Natural resources and mining	591	2.3%
Construction	1,145	4.5%
Manufacturing	3,664	14.4%
Service-providing	20,128	-
Trade, transportation, and utilities	6,848	26.8%
Information	415	1.6%
Financial activities	1,152	4.5%
Professional and business services	2,713	10.6%
Education and health services	4,974	19.5%
Leisure and hospitality	2,995	11.7%
Other services	1,018	4.0%
Unclassified	13	0.1%

Source: Bureau of Labor Statistics, 2015

The largest sector in Dekalb County, according to the Bureau of Labor Statistics, is the trade/transportation/utilities industry, followed by the educational and health services, and manufacturing industries. Educational and health services are historically considered to be stable employers and could provide some additional stability to the local economy during a recession. The trade/transportation/utilities industry is historically an unstable sector. However, due to the close proximity to Atlanta, a major tourism and business spot in Georgia, these industries (specifically trade and transportation) continue to prosper. It should be noted that differences in the total jobs and total jobs by industry are due to rounding.

2015 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Health Care/Social Assistance	10,522	14.1%	20,080,547	14.0%
Educational Services	8,242	11.0%	12,979,314	9.1%
Retail Trade	7,387	9.9%	16,592,605	11.6%
Public Administration	5,788	7.8%	6,713,073	4.7%
Transportation/Warehousing	5,370	7.2%	5,898,791	4.1%
Prof/Scientific/Tech Services	4,668	6.3%	9,808,289	6.8%
Finance/Insurance	4,436	5.9%	6,884,133	4.8%
Accommodation/Food Services	4,283	5.7%	10,849,114	7.6%
Admin/Support/Waste Mgmt Svcs	4,034	5.4%	6,316,579	4.4%
Manufacturing	3,993	5.4%	15,162,651	10.6%
Other Services (excl Publ Adm)	3,708	5.0%	7,850,739	5.5%
Information	3,568	4.8%	2,577,845	1.8%
Construction	2,849	3.8%	8,291,595	5.8%
Wholesale Trade	2,054	2.8%	3,628,118	2.5%
Real Estate/Rental/Leasing	1,943	2.6%	2,627,562	1.8%
Arts/Entertainment/Recreation	994	1.3%	3,151,821	2.2%
Utilities	623	0.8%	1,107,105	0.8%
Mgmt of Companies/Enterprises	105	0.1%	97,762	0.1%
Agric/Forestry/Fishing/Hunting	40	0.1%	1,800,354	1.3%
Mining	10	0.0%	868,282	0.6%
Total Employment	74,617	100.0%	143,286,279	100.0%

Source: ESRI Demographics 2010, Novogradac & Company LLP, April 2015

The largest industries in the PMA are health care/social assistance, educational services, retail trade, and public administration. Together, these four industries comprise almost 43 percent of total employment in the PMA. Transportation/warehousing, information, educational services, and public administration are overrepresented in the PMA when compared to the nation, while the manufacturing, construction, and accommodation/food services sectors are underrepresented in the PMA when compared to the nation.

3. Major Employers

The following tables detail the top employers in the Atlanta metropolitan area. We were unable to obtain a list of major employers for Stone Mountain.

MAJOR EMPLOYERS		
Atlanta Metropolitan Area		
Employer	Industry	Number Employed
Delta Airlines Inc.	Transportation	31,237
Emory University	Educational Services	29,937
Wal-Mart Stores, Inc.	Retail Trade	20,532
The Home Depot, Inc.	Retail Trade	20,000
AT&T Inc.	Telecommunications	17,882
The Kroger Co.	Retail Trade	14,753
WellStar Health System	Healthcare	13,500
Publix Super Markets Inc.	Retail Trade	9,494
United States Postal Service - Atl District	Postal Services	9,385
Northside Hospital	Healthcare	9,016
The Coca-Cola Company	Food Manufacturing	8,761
United Parcel Service, Inc.	Transportation and Warehousing	8,727
Piedmont Healthcare	Healthcare	8,707
Centers for Disease Control and Prevention (CDC)	Government	8,539
Children's Healthcare of Atlanta, Inc.	Healthcare	7,452
Cox Enterprises Inc.	Entertainment	7,255
Bankof America	Finance	6,800
SunTrust Banks Inc.	Finance	6,800
Georgia Institute of Technology	Educational Services	6,386
Southern Company	Utilities	6,247
Georgia State University	Educational Services	5,875
Lockheed Martin Corp.	Prof/Scientific/Tech	5,823
Turner Broadcasting System, Inc.	Entertainment	5,500
GradyHealth System	Healthcare	5,450
State Farm	Insurance	5,000
Wells Fargo & Company	Finance	5,000

Source: Metro Atlanta Chamber, December 2014, Novogradac & Company LLP, 4/2015

As seen in the previous table, the top employers within the Atlanta metropolitan area are concentrated in the transportation, educational services, retail trade, telecommunications and health care industries. The largest employer in Atlanta, Delta Air Lines, maintains its world headquarters in the city, in addition to operating its largest hub at Hartsfield-Jackson Atlanta International Airport (ATL). Delta's operating revenue totaled \$37.8 billion in 2013, and it is the 83rd largest Fortune 500 firm in the country.

Expansions/Contractions

The following table illustrates closures and layoffs in DeKalb County since 2013 (actual and announced).

WARN NOTICES

Effective Date	Company	City	Employees	
			Affected	Closing/Layoff
2/1/2015	Quad Graphics	Atlanta	110	Closing
4/30/2015	GA Student Finance Commission	Tucker	N/Av	Layoff
1/7/2013	Bway Corporation	Lithonia	65	N/Av
2/21/2013	The Atlanta Journal-Constitution	Clarkston	85	N/Av
2/28/2013	YP Southeast Advertising	Tucker	32	N/Av
3/21/2013	CENVEO	Chamblee	44	N/Av
11/15/2013	Emory Healthcare	Atlanta	101	Closing
12/12/2013	Department of Physical Health	Atlanta	75	Layoff
12/15/2013	Allied Systems Holdings	Atlanta	90	Closing

Source: Georgia Department of Economic Development, Workforce Division, March 2015

As illustrated in the above table, DeKalb County has lost 602 jobs since 2013.

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for the MSA and nation from 2001 to February 2015.

EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

Year	Atlanta-Sandy Springs-Roswell, GA MSA				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2001	2,329,891	-	3.7%	-	136,933,000	-	4.7%	-
2002	2,324,880	-0.2%	5.0%	1.3%	136,485,000	-0.3%	5.8%	1.1%
2003	2,347,173	1.0%	4.9%	-0.2%	137,736,000	0.9%	6.0%	0.2%
2004	2,382,163	1.5%	4.8%	-0.1%	139,252,000	1.1%	5.5%	-0.5%
2005	2,445,674	2.7%	5.4%	0.6%	141,730,000	1.8%	5.1%	-0.4%
2006	2,538,141	3.8%	4.7%	-0.7%	144,427,000	1.9%	4.6%	-0.5%
2007	2,618,825	3.2%	4.4%	-0.2%	146,047,000	1.1%	4.6%	0.0%
2008	2,606,822	-0.5%	6.2%	1.7%	145,362,000	-0.5%	5.8%	1.2%
2009	2,452,057	-5.9%	9.9%	3.8%	139,877,000	-3.8%	9.3%	3.5%
2010	2,440,037	-0.5%	10.3%	0.4%	139,064,000	-0.6%	9.6%	0.3%
2011	2,486,369	1.9%	9.9%	-0.4%	139,869,000	0.6%	8.9%	-0.7%
2012	2,543,486	2.3%	8.8%	-1.1%	142,469,000	1.9%	8.1%	-0.8%
2013	2,573,517	1.2%	7.8%	-1.0%	143,929,000	1.0%	7.4%	-0.7%
2014	2,615,644	1.6%	6.8%	-1.0%	146,305,000	1.7%	6.2%	-1.2%
2015 YTD Average*	2,636,456	0.8%	6.2%	-0.7%	146,835,000	0.4%	6.0%	-0.3%
Feb-2014	2,588,992	-	7.1%	-	144,134,000	-	7.0%	-
Feb-2015	2,641,634	2.0%	6.1%	-1.0%	147,118,000	2.1%	5.8%	-1.2%

Source: U.S. Bureau of Labor Statistics April 2015

*2015 data is through Dec

Total employment increased each year from 2003 to 2007. These increases were significant but were followed by employment decreases from 2008 to 2010 as a result of the economic recession. The MSA appears to be recovering well as total employment increased each year from 2011 through February 2015. As of February 2015, total employment in the MSA

exceeded pre-recessionary levels. Total employment in the nation exceeded pre-recessionary levels in 2014. From February 2014 to February 2015, total employment has increased by 2.0 percent in the MSA compared to an increase of 2.1 percent nationally.

Prior to the economic recession, the unemployment rate in the MSA was generally in line with or below that of the nation. However, the unemployment rate in the MSA experienced a slightly more significant increase during the national recession and has remained above the nation since 2008. From February 2014 to February 2015, the unemployment rate in the MSA decreased 1.0 percentage point, compared to a decrease of 1.2 percentage points nationally. The unemployment rate in the MSA as of February 2015 was 6.1 percent, which was 0.3 percentage points above the national rate of 5.8 percent. The current unemployment rate in the MSA represents a significant decrease from recessionary levels but has yet to reach pre-recessionary levels, indicating that the local economy is still in a state of recovery.

5. Map of Site and Major Employment Concentrations

The following map and table details the largest employers in the Atlanta Metropolitan Area.



MAJOR EMPLOYERS				
Atlanta Metropolitan Area				
#	Employer	Industry	Number Employed	Distance from Subject
1	Delta Airlines Inc.	Transportation	31,237	17.4 miles
2	Emory University	Educational Services	29,937	10.3 miles
3	Wal-Mart Stores, Inc.	Retail Trade	20,532	16.4 miles
4	The Home Depot, Inc.	Retail Trade	20,000	22.4 miles
5	AT&T Inc.	Telecommunications	17,882	13.2 miles
6	The Kroger Co.	Retail Trade	14,753	10.3 miles
7	WellStar Health System	Healthcare	13,500	31.6 miles
8	Publix Super Markets Inc.	Retail Trade	9,494	25.2 miles
9	United States Postal Service - Atl District	Postal Services	9,385	19.4 miles
10	Northside Hospital	Healthcare	9,016	18.9 miles

Source: Metro Atlanta Chamber, December 2014, Novogradac & Company LLP, 4/2015

Conclusion

The largest industries in the PMA are health care/social assistance, educational services, retail trade, and public administration. Together, these four industries comprise almost 43 percent of total employment in the PMA. The top employers within the Atlanta metropolitan area are concentrated in the transportation, educational services, retail trade, telecommunications and health care industries. The MSA appears to be recovering well as total employment increased each year from 2011 through February 2015. As of February 2015, total employment in the MSA exceeded pre-recessionary levels. Total employment in the nation exceeded pre-recessionary levels in 2014. From February 2014 to February 2015, total employment increased by 2.0 percent in the MSA compared to an increase of 2.1 percent nationally. From February 2014 to February 2015, the unemployment rate in the MSA decreased 1.0 percentage point, compared to a decrease of 1.2 percentage points nationally. The unemployment rate in the MSA as of February 2015 was 6.1 percent, which was 0.3 percentage points above the national rate of 5.8 percent. The current unemployment rate in the MSA represents a significant decrease from recessionary levels but has yet to reach pre-recessionary levels, indicating that the local economy is still in a state of recovery.

G. PROJECT-SPECIFIC DEMAND ANALYSIS

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

1. Income Restrictions

LIHTC rents are based upon a percentage of the Area Median Gross Income (“AMI”), adjusted for household size and utilities. The Georgia Department of Community Affairs (“DCA”) will estimate the relevant income levels, with annual updates. The rents are calculated assuming that the maximum net rent a 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 senior households. 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 December 2017, the anticipated date of market entry, as the base year for the analysis. Therefore, 2015 household population estimates are inflated to December 2017 by interpolation of the difference between 2015 estimates and 2019 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 December 2017. This number takes the overall growth from 2015 to December 2017 and applies it to its respective income cohorts by

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

3B. Demand from Existing Households

Demand for existing households is estimated by summing three sources of potential tenants. The first source **(2a.)** is tenants who are rent overburdened. These are households who are paying over 35 percent for family households and 40 percent for senior households of their income in housing costs. This data is interpolated using CHAS data based on appropriate income levels.

The second source **(2b.)** is households living in substandard housing. We will utilize this data to determine the number of current residents that are income eligible, renter tenure, overburdened and/or living in substandard housing and likely to consider the Subject.

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. Elderly Homeowners Likely to Convert to Rentership

The third source 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.

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 2013 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 2013, 2014, and 2015.
- Vacancies in projects placed in service prior to 2015 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 2013 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 has been one senior LIHTC property funded, placed in service, or under construction within the PMA since 2013. Panola Gardens was allocated tax credits in 2012 for the construction of an 84-unit senior LIHTC development located at 5710 Snapfinger Woods Drive in Lithonia, approximately 4.4 miles southeast of the Subject site and within the PMA. The property consists of 84 one-bedroom units restricted at 50 and 60 percent of the AMI. It opened in February 2015 and is currently 88.1 percent occupied. All 84 of the units at this development will directly compete with the Subject.

Competitive Supply 2013 - Present

Property Name	Year Built/Proposed	Number of Competitive Units	Comments
Panola Gardens	2015	84	51 @ 50%, 33 @ 60%

The following table illustrates the total number of units removed based on existing properties as well as new properties to the market area that have been allocated, placed in service, or stabilizing between 2013 and present. We are not aware of any new senior market rate properties under construction, planned, or recently completed in the PMA.

Additions To Supply (Cumulative)/Existing Units	50%	60%	Overall
One Bedroom	51	33	84
Two Bedroom	0	0	0
Total	51	33	84

PMA Occupancy

Per DCA’s guidelines, we have determined the average occupancy rate based on all available competitive conventional, LIHTC, and subsidized properties in the PMA. We have provided a combined average occupancy level for the PMA based on the total competitive units in the PMA. Only projects that target seniors within the PMA have been considered.

PMA OCCUPANCY

#	Property Name	Occupancy Rate	Type	Tenancy	Included/ Excluded	Reason for Exclusion	Distance from Subject
1	Retreat at Madison	99.4%	LIHTC	Senior	Included	-	3.3 miles
2	Panola Gardens*	88.1%	LIHTC	Senior	Included	-	4.4 miles
3	Antioch Manor Estates	100.0%	LIHTC/Mkt	Senior	Included	-	0.1 miles
4	Antioch Villas and Gardens	100.0%	LIHTC/Mkt/PBRA	Senior	Included	-	0.1 miles
5	Alice Williams Towers	98.0%	Section 8	Senior	Excluded	Subsidized	3.6 miles
6	Alice Williams Towers II	100.0%	Section 8	Senior	Excluded	Subsidized	3.6 miles
	Average	97.6%					

*Placed in service February 2015, currently in absorption

The previous table illustrates senior occupancy in the PMA. Overall, occupancy is considered high. Therefore, we believe a PMA occupancy rate of 95 percent or higher is reasonable.

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.

Of the Subject's 124 units, 25 will benefit from project-based rental assistance and tenants will pay 30 percent of their income in rent. We have conducted the Demand Analysis based upon the 124 units proposed at the Subject.

Capture Rates

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

Renter Household Income Distribution 2015 to Projected Market Entry December 2017						
Antioch Summit						
PMA						
	2015		Projected Mkt Entry December 2017		Percent Growth	
	#	%	#	%		
\$0-9,999	896	17.6%	1,039	18.2%	13.8%	
\$10,000-19,999	1,047	20.6%	1,242	21.7%	15.7%	
\$20,000-29,999	964	18.9%	1,091	19.1%	11.7%	
\$30,000-39,999	606	11.9%	699	12.2%	13.3%	
\$40,000-49,999	476	9.4%	526	9.2%	9.5%	
\$50,000-59,999	292	5.7%	307	5.4%	4.8%	
\$60,000-74,999	303	6.0%	297	5.2%	-1.9%	
\$75,000-99,999	248	4.9%	256	4.5%	2.9%	
\$100,000-124,999	119	2.3%	116	2.0%	-2.4%	
\$125,000-149,999	51	1.0%	55	1.0%	7.0%	
\$150,000-199,999	63	1.2%	60	1.1%	-5.7%	
\$200,000+	22	0.4%	24	0.4%	8.2%	
Total	5,087	100.0%	5,712	100.0%	10.9%	

Renter Household Income Distribution Projected Market Entry December 2017			
Antioch Summit			
	PMA		
	Projected Mkt Entry December 2017		Change 2015 to Prj Mrkt Entry December 2017
	#	%	#
\$0-9,999	1,039	18.2%	114
\$10,000-19,999	1,242	21.7%	136
\$20,000-29,999	1,091	19.1%	119
\$30,000-39,999	699	12.2%	76
\$40,000-49,999	526	9.2%	58
\$50,000-59,999	307	5.4%	34
\$60,000-74,999	297	5.2%	33
\$75,000-99,999	256	4.5%	28
\$100,000-124,999	116	2.0%	13
\$125,000-149,999	55	1.0%	6
\$150,000-199,999	60	1.1%	7
\$200,000+	24	0.4%	3
Total	5,712	100.0%	625

Tenure Prj Mrkt Entry December 2017	
Renter	25.9%
Owner	74.1%
Total	100.0%

Renter Household Size for Prj Mrkt Entry December 2017		
Size	Number	Percentage
1 Person	2,588	45.3%
2 Person	1,602	28.0%
3 Person	657	11.5%
4 Person	404	7.1%
5+ Person	462	8.1%
Total	5,712	100.0%

Renter Household Size for 2000		
Size	Number	Percentage
1 Person	3,942	24.5%
2 Person	4,382	27.2%
3 Person	2,997	18.6%
4 Person	2,391	14.9%
5+ Person	2,375	14.8%
Total	16,088	100.0%

50% AMI/PBRA

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

Percent of AMI Level		50% PBRA				
Minimum Income Limit		\$0				
Maximum Income Limit		\$27,300		2		
Income Category	New Renter Households - Total Change in Households PMA 2015 to Prj Mrkt Entry December 2017		Income Brackets		Renter Households within Bracket	
				Percent within Cohort		
\$0-9,999	113.77	18.2%	9,999	100.0%	114	
\$10,000-19,999	135.96	21.7%	9,999	100.0%	136	
\$20,000-29,999	119.45	19.1%	7,300	73.0%	87	
\$30,000-39,999	76.46	12.2%		0.0%	0	
\$40,000-49,999	57.55	9.2%		0.0%	0	
\$50,000-59,999	33.57	5.4%		0.0%	0	
\$60,000-74,999	32.53	5.2%		0.0%	0	
\$75,000-99,999	28.00	4.5%		0.0%	0	
\$100,000-124,999	12.74	2.0%		0.0%	0	
\$125,000-149,999	6.05	1.0%		0.0%	0	
\$150,000-199,999	6.57	1.1%		0.0%	0	
\$200,000+	2.61	0.4%		0.0%	0	
	625	100.0%			337	
Percent of renter households within limits versus total number of renter households						53.89%

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

Percent of AMI Level		50% PBRA				
Minimum Income Limit		\$0				
Maximum Income Limit		\$27,300		2		
Income Category	Total Renter Households PMA Prj Mrkt Entry December 2017		Income Brackets		Households within Bracket	
				Percent within Cohort		
\$0-9,999	1,039	18.2%	\$9,999	100.0%	1,039	
\$10,000-19,999	1,242	21.7%	\$9,999	100.0%	1,242	
\$20,000-29,999	1,091	19.1%	\$7,300	73.0%	797	
\$30,000-39,999	699	12.2%		0.0%	0	
\$40,000-49,999	526	9.2%		0.0%	0	
\$50,000-59,999	307	5.4%		0.0%	0	
\$60,000-74,999	297	5.2%		0.0%	0	
\$75,000-99,999	256	4.5%		0.0%	0	
\$100,000-124,999	116	2.0%		0.0%	0	
\$125,000-149,999	55	1.0%		0.0%	0	
\$150,000-199,999	60	1.1%		0.0%	0	
\$200,000+	24	0.4%		0.0%	0	
	5,712	100.0%			3,078	
Percent of renter households within limits versus total number of renter households						53.89%

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

2015 Median Income

Change from 2015 to Prj Mrkt Entry December 2017

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

Yes		
Senior		
Urban		
40%		
\$47,491		
\$44,670		
(\$2,821)		
-5.9%		
-1.0%		
-1.0%	Two year adjustment	1.0000
\$27,300		
\$27,300		
2		
50% PBRA		
\$0		
\$0.00		

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	5%	85%	10%	0%	0%	0%	100%
2	0%	40%	60%	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 2015 to Prj Mrkt Entry December 2017

Income Target Population		50% PBRA
New Renter Households PMA		625
Percent Income Qualified		53.9%
New Renter Income Qualified Households		337

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

Demand from Existing Households 2015

Demand from Rent Overburdened Households

Income Target Population		50% PBRA
Total Existing Demand		5,712
Income Qualified		53.9%
Income Qualified Renter Households		3,078
Percent Rent Overburdened Prj Mrkt Entry December 2017		32.1%
Rent Overburdened Households		987

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		3,078
Percent Living in Substandard Housing		0.6%
Households Living in Substandard Housing		19

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

Senior Households Converting from Homeownership

Income Target Population		50% PBRA
Total Senior Homeowners		16,314
Rural Versus Urban	0.000%	
Senior Demand Converting from Homeownership		0

Total Demand

Total Demand from Existing Households		1,006
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		1,006
Total New Demand		337
Total Demand (New Plus Existing Households)		1,343

Demand from Seniors Who Convert from Homeownership		0
Percent of Total Demand From Homeownership Conversion		0.0%
Is this Demand Over 2 percent of Total Demand?		No

By Bedroom Demand

One Person	45.3%	608
Two Persons	28.0%	377
Three Persons	11.5%	154
Four Persons	7.1%	95
Five Persons	8.1%	109
Total	100.0%	1,343

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	5%	30
Of one-person households in 1BR units	85%	517
Of two-person households in 1BR units	40%	151
Of one-person households in 2BR units	10%	61
Of two-person households in 2BR units	60%	226
Of three-person households in 2BR units	60%	93
Of three-person households in 3BR units	40%	62
Of four-person households in 3BR units	80%	76
Of five-person households in 3BR units	70%	76
Of four-person households in 4BR units	20%	19
Of five-person households in 4BR units	30%	33

Total Demand 1,343

Check OK

Total Demand by Bedroom 50% PBRA

1 BR 668

2 BR 287

Total Demand 955

Additions To Supply 2015 to Prj Mrkt Entry December 2017 50% PBRA

1 BR 51

2 BR 0

Total 51

Net Demand 50% PBRA

1 BR 617

2 BR 287

Total 904

Developer's Unit Mix 50% PBRA

1 BR 17

2 BR 8

Total 25

Capture Rate Analysis 50% PBRA

1 BR 2.8%

2 BR 2.8%

Total 2.8%

60% AMI

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

Percent of AMI Level			60%		
Minimum Income Limit			\$21,750		
Maximum Income Limit			\$32,760 2		
Income Category	New Renter Households - Total Change in Households PMA 2015 to Prj Mrkt Entry December 2017		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	113.77			
\$10,000-19,999	135.96	21.7%		0.0%	0
\$20,000-29,999	119.45	19.1%	8,249	82.5%	99
\$30,000-39,999	76.46	12.2%	2,760	27.6%	21
\$40,000-49,999	57.55	9.2%		0.0%	0
\$50,000-59,999	33.57	5.4%		0.0%	0
\$60,000-74,999	32.53	5.2%		0.0%	0
\$75,000-99,999	28.00	4.5%		0.0%	0
\$100,000-124,999	12.74	2.0%		0.0%	0
\$125,000-149,999	6.05	1.0%		0.0%	0
\$150,000-199,999	6.57	1.1%		0.0%	0
\$200,000+	2.61	0.4%		0.0%	0
	625	100.0%			120
Percent of renter households within limits versus total number of renter households					19.14%

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

Percent of AMI Level			60%		
Minimum Income Limit			\$21,750		
Maximum Income Limit			\$32,760 2		
Income Category	Total Renter Households PMA Prj Mrkt Entry December 2017		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	1,039			
\$10,000-19,999	1,242	21.7%		0.0%	0
\$20,000-29,999	1,091	19.1%	\$8,249	82.5%	900
\$30,000-39,999	699	12.2%	\$2,760	27.6%	193
\$40,000-49,999	526	9.2%		0.0%	0
\$50,000-59,999	307	5.4%		0.0%	0
\$60,000-74,999	297	5.2%		0.0%	0
\$75,000-99,999	256	4.5%		0.0%	0
\$100,000-124,999	116	2.0%		0.0%	0
\$125,000-149,999	55	1.0%		0.0%	0
\$150,000-199,999	60	1.1%		0.0%	0
\$200,000+	24	0.4%		0.0%	0
	5,712	100.0%			1,093
Percent of renter households within limits versus total number of renter households					19.14%

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

2015 Median Income

Change from 2015 to Prj Mrkt Entry December 2017

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

Yes	
Senior	
Urban	
40%	
\$47,491	
\$44,670	
(\$2,821)	
-5.9%	
-1.0%	
-1.0%	Two year adjustment 1.0000
\$32,760	
\$32,760	
2	
60%	
\$725	
\$725.00	

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	5%	85%	10%	0%	0%	0%	100%
2	0%	40%	60%	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 2015 to Prj Mrkt Entry December 2017

Income Target Population		60%
New Renter Households PMA		625
Percent Income Qualified		19.1%
New Renter Income Qualified Households		120

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

Demand from Existing Households 2015

Demand from Rent Overburdened Households

Income Target Population		60%
Total Existing Demand		5,712
Income Qualified		19.1%
Income Qualified Renter Households		1,093
Percent Rent Overburdened Prj Mrkt Entry December 2017		32.1%
Rent Overburdened Households		350

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		1,093
Percent Living in Substandard Housing		0.6%
Households Living in Substandard Housing		7

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

Senior Households Converting from Homeownership

Income Target Population		60%
Total Senior Homeowners		16,314
Rural Versus Urban	0.054%	
Senior Demand Converting from Homeownership		9

Total Demand

Total Demand from Existing Households		366
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		366
Total New Demand		120
Total Demand (New Plus Existing Households)		486

Demand from Seniors Who Convert from Homeownership		9
Percent of Total Demand From Homeownership Conversion		1.8%
Is this Demand Over 2 percent of Total Demand?		No

By Bedroom Demand

One Person	45.3%	220
Two Persons	28.0%	136
Three Persons	11.5%	56
Four Persons	7.1%	34
Five Persons	8.1%	39
Total	100.0%	486

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	5%	11
Of one-person households in 1BR units	85%	187
Of two-person households in 1BR units	40%	55
Of one-person households in 2BR units	10%	22
Of two-person households in 2BR units	60%	82
Of three-person households in 2BR units	60%	34
Of three-person households in 3BR units	40%	22
Of four-person households in 3BR units	80%	27
Of five-person households in 3BR units	70%	28
Of four-person households in 4BR units	20%	7
Of five-person households in 4BR units	30%	12

Total Demand		486
Check		OK

Total Demand by Bedroom		60%
1 BR		242
2 BR		104
Total Demand		345

Additions To Supply 2015 to Prj Mrkt Entry December 2017		60%
1 BR		33
2 BR		0
Total		33

Net Demand		60%
1 BR		209
2 BR		104
Total		312

Developer's Unit Mix		60%
1 BR		64
2 BR		23
Total		87

Capture Rate Analysis		60%
1 BR		30.7%
2 BR		22.2%
Total		27.8%

Market Rate

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

Percent of AMI Level			Market		
Minimum Income Limit			\$24,000		
Maximum Income Limit			\$150,000 2		
Income Category	New Renter Households - Total Change in Households PMA 2015 to Prj Mkt Entry December 2017		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	113,777			
\$10,000-19,999	135,966	21.7%		0	
\$20,000-29,999	119,455	19.1%	\$9,999	100.0%	119
\$30,000-39,999	76,466	12.2%	\$9,999	100.0%	76
\$40,000-49,999	57,555	9.2%	\$9,999	100.0%	58
\$50,000-59,999	33,577	5.4%	\$9,999	100.0%	34
\$60,000-74,999	32,533	5.2%	\$14,999	100.0%	33
\$75,000-99,999	28,000	4.5%	\$24,999	100.0%	28
\$100,000-124,999	12,744	2.0%	\$24,999	100.0%	13
\$125,000-149,999	6,055	1.0%	\$24,999	100.0%	6
\$150,000-199,999	6,577	1.1%		0.0%	0
\$200,000+	2,611	0.4%		0.0%	0
	625	100.0%			366
Percent of renter households within limits versus total number of renter households					58.59%

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

Percent of AMI Level			Market		
Minimum Income Limit			\$24,000		
Maximum Income Limit			\$150,000 2		
Income Category	Total Renter Households PMA Prj Mkt Entry December 2017		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	1,039			
\$10,000-19,999	1,242	21.7%		0	
\$20,000-29,999	1,091	19.1%	\$9,999	100.0%	1,091
\$30,000-39,999	699	12.2%	\$9,999	100.0%	699
\$40,000-49,999	526	9.2%	\$9,999	100.0%	526
\$50,000-59,999	307	5.4%	\$9,999	100.0%	307
\$60,000-74,999	297	5.2%	\$14,999	100.0%	297
\$75,000-99,999	256	4.5%	\$24,999	100.0%	256
\$100,000-124,999	116	2.0%	\$24,999	100.0%	116
\$125,000-149,999	55	1.0%	\$24,999	100.0%	55
\$150,000-199,999	60	1.1%		0.0%	0
\$200,000+	24	0.4%		0.0%	0
	5,712	100.0%			3,347
Percent of renter households within limits versus total number of renter households					58.59%

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

2015 Median Income

Change from 2015 to Prj Mkt Entry December 2017

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

Yes
Senior
Urban
40%
\$47,491
\$44,670
(\$2,821)
-5.9%
-1.0%
-1.0%
Two year adjustment
1.0000
\$150,000
\$150,000
\$2
Market
\$800
\$800.00

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	5%	85%	10%	0%	0%	0%	100%
2	0%	40%	60%	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 2015 to Prj Mrkt Entry December 2017

Income Target Population		Market
New Renter Households PMA		625
Percent Income Qualified		58.6%
New Renter Income Qualified Households		366

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

Demand from Existing Households 2015

Demand from Rent Overburdened Households

Income Target Population		Market
Total Existing Demand		5,712
Income Qualified		58.6%
Income Qualified Renter Households		3,347
Percent Rent Overburdened Prj Mrkt Entry December 2017		32.1%
Rent Overburdened Households		1073

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		3,347
Percent Living in Substandard Housing		0.6%
Households Living in Substandard Housing		21

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

Senior Households Converting from Homeownership

Income Target Population		Market
Total Senior Homeowners		16,314
Rural Versus Urban	0.160%	
Senior Demand Converting from Homeownership		26

Total Demand

Total Demand from Existing Households		1,120
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		1,120
Total New Demand		366
Total Demand (New Plus Existing Households)		1,486

Demand from Seniors Who Convert from Homeownership		26
Percent of Total Demand From Homeownership Conversion		1.8%
Is this Demand Over 2 percent of Total Demand?		No

By Bedroom Demand

One Person	45.3%	673
Two Persons	28.0%	417
Three Persons	11.5%	171
Four Persons	7.1%	105
Five Persons	8.1%	120
Total	100.0%	1,486

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	5%	34
Of one-person households in 1BR units	85%	572
Of two-person households in 1BR units	40%	167
Of one-person households in 2BR units	10%	67
Of two-person households in 2BR units	60%	250
Of three-person households in 2BR units	60%	103
Of three-person households in 3BR units	40%	68
Of four-person households in 3BR units	80%	84
Of five-person households in 3BR units	70%	84
Of four-person households in 4BR units	20%	21
Of five-person households in 4BR units	30%	36

Total Demand		1,486
Check		OK

Total Demand by Bedroom Market

1 BR	739
2 BR	317
Total Demand	1,056

Additions To Supply 2015 to Prj Mrkt Entry December 2017 Market

1 BR	0
2 BR	0
Total	0

Net Demand Market

1 BR	739
2 BR	317
Total	1,056

Developer's Unit Mix Market

1 BR	6
2 BR	6
Total	12

Capture Rate Analysis Market

1 BR	0.8%
2 BR	1.9%
Total	1.1%

All Affordable

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

Percent of AMI Level		Overall				
Minimum Income Limit		\$0		2		
Maximum Income Limit		\$32,760		2		
Income Category	New Renter Households - Total Change in Households PMA 2015 to Pj Mrkt Entry December 2017		Renter Households within Bracket			
	Income Brackets	Percent within Cohort				
\$0-9,999	113.77	18.2%	9,999	100.0%	114	
\$10,000-19,999	135.96	21.7%	9,999	100.0%	136	
\$20,000-29,999	119.45	19.1%	9,999	100.0%	119	
\$30,000-39,999	76.46	12.2%	2,760	27.6%	21	
\$40,000-49,999	57.55	9.2%		0.0%	0	
\$50,000-59,999	33.57	5.4%		0.0%	0	
\$60,000-74,999	32.53	5.2%		0.0%	0	
\$75,000-99,999	28.00	4.5%		0.0%	0	
\$100,000-124,999	12.74	2.0%		0.0%	0	
\$125,000-149,999	6.05	1.0%		0.0%	0	
\$150,000-199,999	6.57	1.1%		0.0%	0	
\$200,000+	2.61	0.4%		0.0%	0	
	625	100.0%			390	
Percent of renter households within limits versus total number of renter households					62.42%	

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

Percent of AMI Level		Overall				
Minimum Income Limit		\$0		2		
Maximum Income Limit		\$32,760		2		
Income Category	Total Renter Households PMA Pj Mrkt Entry December 2017		Households within Bracket			
	Income Brackets	Percent within Cohort				
\$0-9,999	1,039	18.2%	\$9,999	100.0%	1,039	
\$10,000-19,999	1,242	21.7%	\$9,999	100.0%	1,242	
\$20,000-29,999	1,091	19.1%	\$9,999	100.0%	1,091	
\$30,000-39,999	699	12.2%	\$2,760	27.6%	193	
\$40,000-49,999	526	9.2%		0.0%	0	
\$50,000-59,999	307	5.4%		0.0%	0	
\$60,000-74,999	297	5.2%		0.0%	0	
\$75,000-99,999	256	4.5%		0.0%	0	
\$100,000-124,999	116	2.0%		0.0%	0	
\$125,000-149,999	55	1.0%		0.0%	0	
\$150,000-199,999	60	1.1%		0.0%	0	
\$200,000+	24	0.4%		0.0%	0	
	5,712	100.0%			3,565	
Percent of renter households within limits versus total number of renter households					62.42%	

Does the Project Benefit from Rent Subsidy? (Y/N)	Yes
Type of Housing (Family vs Senior)	Senior
Location of Subject (Rural versus Urban)	Urban
Percent of Income for Housing	40%
2000 Median Income	\$47,491
2015 Median Income	\$44,670
Change from 2015 to Pj Mrkt Entry December 2017	(\$2,821)
Total Percent Change	-5.9%
Average Annual Change	-1.0%
Inflation Rate	-1.0%
Maximum Allowable Income	\$32,760
Maximum Allowable Income Inflation Adjusted	\$32,760
Maximum Number of Occupants	2
Rent Income Categories	Overall
Initial Gross Rent for Smallest Unit	\$0
Initial Gross Rent for Smallest Unit Inflation Adjusted	\$0.00

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	5%	85%	10%	0%	0%	0%	100%
2	0%	40%	60%	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 2015 to Prj Mrkt Entry December 2017

	Overall
Income Target Population	
New Renter Households PMA	625
Percent Income Qualified	62.4%
New Renter Income Qualified Households	390

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

Demand from Existing Households 2015

Demand from Rent Overburdened Households

	Overall
Income Target Population	
Total Existing Demand	5,712
Income Qualified	62.4%
Income Qualified Renter Households	3,565
Percent Rent Overburdened Prj Mrkt Entry December 2017	32.1%
Rent Overburdened Households	1143

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

Demand from Living in Substandard Housing

Income Qualified Renter Households	3,565
Percent Living in Substandard Housing	0.6%
Households Living in Substandard Housing	22

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

Senior Households Converting from Homeownership

	Overall
Income Target Population	
Total Senior Homeowners	16,314
Rural Versus Urban	0.160%
Senior Demand Converting from Homeownership	26

Total Demand

Total Demand from Existing Households		1,191
Adjustment Factor - Leakage from SMA (use 115% for DCA)	100%	0
Adjusted Demand from Existing Households		1,191
Total New Demand		390
Total Demand (New Plus Existing Households)		1,582

Demand from Seniors Who Convert from Homeownership	26
Percent of Total Demand From Homeownership Conversion	1.6%
Is this Demand Over 20 percent of Total Demand?	No

By Bedroom Demand

One Person	45.3%	717
Two Persons	28.0%	444
Three Persons	11.5%	182
Four Persons	7.1%	112
Five Persons	8.1%	128
Total	100.0%	1,582

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	5%	36
Of one-person households in 1BR units	85%	609
Of two-person households in 1BR units	40%	177
Of one-person households in 2BR units	10%	72
Of two-person households in 2BR units	60%	266
Of three-person households in 2BR units	60%	109
Of three-person households in 3BR units	40%	73
Of four-person households in 3BR units	80%	89
Of five-person households in 3BR units	70%	90
Of four-person households in 4BR units	20%	22
Of five-person households in 4BR units	30%	38

Total Demand		1,582
Check		OK

Total Demand by Bedroom Overall

1 BR	787
2 BR	338
Total Demand	1,124

Additions To Supply 2015 to Prj Mrkt Entry December 2017 Overall

1 BR	84
2 BR	0
Total	84

Net Demand Overall

1 BR	703
2 BR	338
Total	1,040

Developer's Unit Mix Overall

1 BR	81
2 BR	31
Total	112

Capture Rate Analysis Overall

1 BR	11.5%
2 BR	9.2%
Total	10.8%

Conclusions

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

- The number of senior households in the PMA is expected to increase 18.5 percent between 2015 and 2019.
- Phases I and II of the Subject development are fully occupied with a lengthy waiting list.
- We removed Panola Gardens 84 units restricted at 50 and 60 percent AMI from the demand analysis. This property is 88.1 percent occupied and has experienced an absorption pace of 25 units per month since opening in February 2015. We expect this property to be stabilized before the Subject breaks ground. Therefore, we believe the capture rates are conservative.
- This demand analysis does not measure the PMA's or Subject's ability to attract additional or latent demand into the market from elsewhere by offering an affordable option. We believe this to be moderate and therefore the demand analysis is somewhat conservative in its conclusions because this demand is not included.

CAPTURE RATE ANALYSIS CHART

Unit Size	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band Min-Max	Proposed Rents
1 BR @ 50% AMI (PBRA)	17	668	51	617	2.8%	4 months	N/A	N/A	30% of Income
2 BR @ 50% AMI (PBRA)	8	287	0	287	2.8%	4 months	N/A	N/A	30% of Income
50% AMI (PBRA) Overall	25	955	51	904	2.8%	4 months	N/A	N/A	30% of Income
1 BR @ 60% AMI	64	242	33	209	30.7%	4 months	\$852	\$649-\$1,025	\$725
2 BR @ 60% AMI	23	104	0	104	22.2%	4 months	\$1,040	\$785-\$1,395	\$850
60% AMI Overall	87	345	33	312	27.8%	4 months	\$852-\$1,040	\$649-\$1,395	\$725-\$850
1 BR @ Market	6	739	0	739	0.8%	4 months	\$924	\$784-\$1,025	\$800-\$825
2 BR @ Market	6	317	0	317	1.9%	4 months	\$1,102	\$900-\$1,395	\$900-\$925
Market Overall	12	1,056	0	1,056	1.1%	4 months	\$924-\$1,102	\$784-\$1,395	\$800-\$925
Affordable Overall	112	1,124	84	1,040	10.8%	4 months	\$852-\$1,040	\$649-\$1,395	\$725-\$850

DEMAND AND NET DEMAND

	HH at 50% AMI/PBRA	HH at 60% AMI	HH at Market Rate	All Affordable Households
Demand from New Households (age and income appropriate)	337	120	366	390
PLUS	+	+	+	+
Demand from Existing Renter Households - Substandard Housing	19	7	21	22
PLUS	+	+	+	+
Demand from Existing Renter Households - Rent Overburdened Households	987	350	1,073	1,143
PLUS	+	+	+	+
Sub Total	1,343	477	1,460	1,556
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 20% where applicable)	0	9	26	26
Equals Total Demand	1,343	486	1,486	1,582
Less	-	-	-	-
New Supply	51	33	0	84
Equals Net Demand	1,292	453	1,486	1,498

As the analysis illustrates, the Subject’s capture rates range from 0.8 to 30.7 percent, with an overall capture rate of 10.8 percent for the affordable units. 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 nine “true” comparable properties containing 1,527 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.

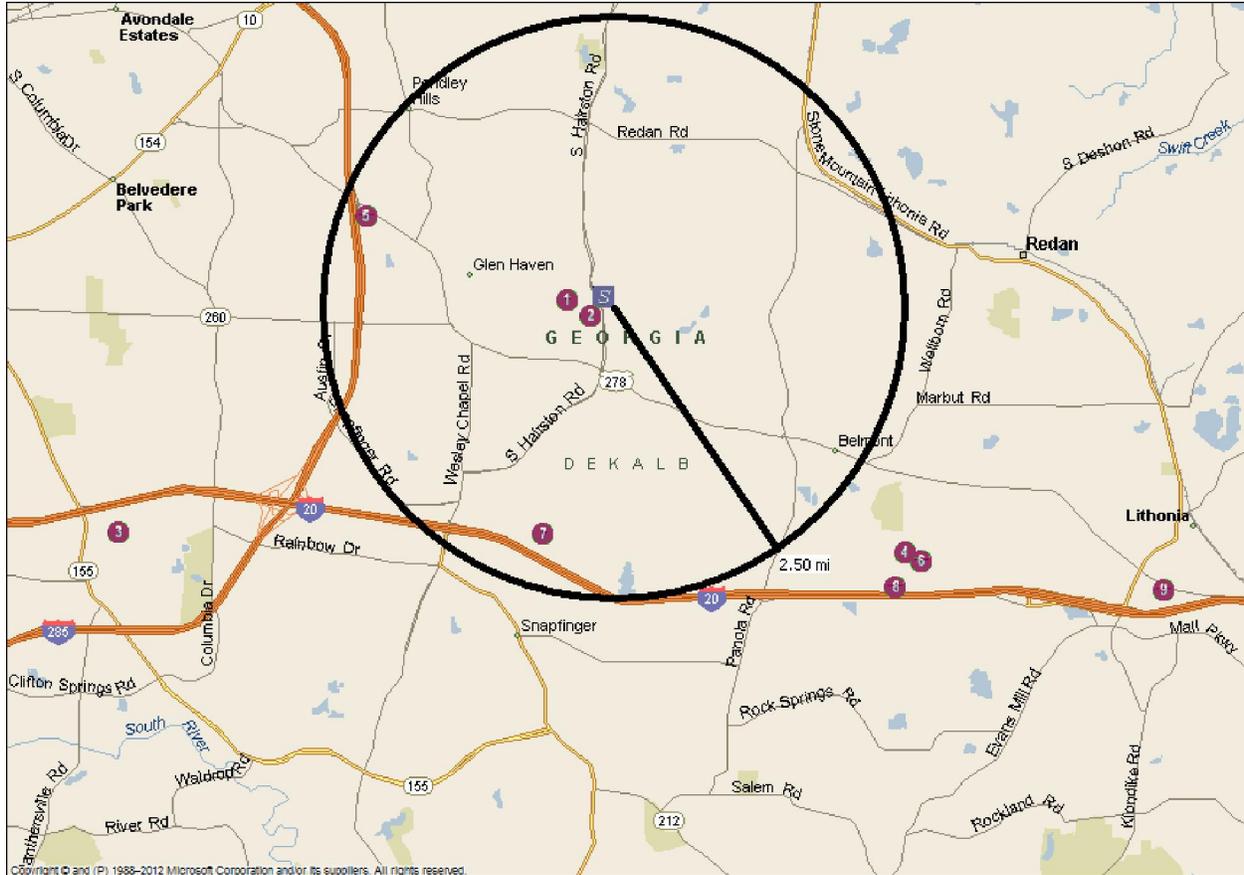
The availability of senior LIHTC data is considered good. We have included five senior LIHTC properties, four of which are located in the PMA. Magnolia Circle is located just outside of the PMA. It was built in 2003 and offers LIHTC and market rate units, similar to the Subject. Therefore, we believe this property is a good indicator of achievable senior LIHTC and unrestricted rents in the market. Antioch Manor Estates and Antioch Villas and Gardens are phases I and II of the Subject development and have been included as comparables. Due to the availability of senior LIHTC data, we have excluded family LIHTC properties in the PMA. Three of the comparable senior properties offer unrestricted units in addition to LIHTC units. We have supplemented the senior market rate data with four conventional family properties located in the PMA. The market rate comparables were constructed between 1999 and 2003. Overall, the availability of LIHTC and market rate data is considered 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 IN PMA				
Name	City	Type	Tenancy	Reason for Exclusion
Prince Avondale Apartments	Avondale Estates	HOME	Family	Tenancy, inferior condition
Hidden Pointe Apartments	Stone Mountain	LIHTC	Family	Tenancy
Groveswood Park	Lithonia	LIHTC	Family	Tenancy
The Hills at Fairington	Lithonia	LIHTC	Family	Tenancy
Crestview Apartments	Decatur	LIHTC	Family	Tenancy
Chapel Run Apartments	Decatur	LIHTC	Family	Tenancy
Glenwood Park Apartments	Decatur	LIHTC	Family	Tenancy
Robins Landing	Decatur	LIHTC	Family	Tenancy, inferior condition
Delano Place Cooperative	Decatur	LIHTC	Family	Tenancy, inferior condition
Park at Hairston	Stone Mountain	LIHTC	Family	Tenancy, inferior condition
Alexander at Stonecrest	Lithonia	LIHTC/Market	Family	Tenancy
The Villas of Friendly Heights	Decatur	LIHTC/Market	Family	Tenancy
Brittany Place Apartments	Decatur	LIHTC/Market	Family	Tenancy, inferior condition
The Terraces at Parkview	Lithonia	LIHTC/Section 8	Family	Tenancy, subsidized
Candler Forest Apartments	Decatur	LIHTC/Section 8	Family	Tenancy, subsidized
Hillandale Park	Lithonia	Market	Family	Tenancy, inferior condition
Valleyfield Apartments	Decatur	Market	Family	Tenancy, inferior condition
Stoneridge at Hidden Hills	Stone Mountain	Market	Family	Tenancy, inferior condition
Reserve at Stone Creek	Stone Mountain	Market	Family	Tenancy, inferior condition
Ashland Pines	Stone Mountain	Market	Family	Tenancy, inferior condition

Comparable Rental Property Map



COMPARABLE PROPERTIES

#	Property Name	City	Tenancy	Type	Distance
1	Antioch Manor Estates	Stone Mountain	Senior	LIHTC/Mkt	0.1 miles
2	Antioch Villas And Gardens	Stone Mountain	Senior	LIHTC/Mkt/PBRA	0.1 miles
3	Magnolia Circle*	Decatur	Senior	LIHTC/Mkt	5.9 miles
4	Panola Gardens	Lithonia	Senior	LIHTC	4.4 miles
5	Retreat At Madison Place	Decatur	Senior	LIHTC	3.3 miles
6	Ashley Vista	Lithonia	Family	Market	4.2 miles
7	Friendly Hills Apartments	Decatur	Family	Market	3.4 miles
8	Lexington On The Green	Lithonia	Family	Market	4.6 miles
9	The Retreat At Stonecrest	Lithonia	Family	Market	5.9 miles

*Located outside PMA

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

SUMMARY MATRIX

Comp #	Project	Distance	Type / Built / Renovated	Market / Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Max Rent?	Wait List?	Units Vacant	Vacancy Rate				
Subject	Antioch Summit 4710 Mandy Wicker Lane Stone Mountain, GA 30088 DeKalb County	n/a	Various (age-restricted) Proposed	LIHTC/Mkt/PBRA	1BR / 1BA (Midrise)	13	10.50%	@50% PBRA	\$737	760	n/a		N/A	N/A				
					1BR / 1BA (Midrise)	60	48.40%	@60%	\$725	760	no		N/A	N/A				
					1BR / 1BA (Midrise)	2	1.60%	Market	\$800	760	n/a		N/A	N/A				
					1BR / 1BA (Villa)	4	3.20%	@50% PBRA	\$737	756	n/a		N/A	N/A				
					1BR / 1BA (Villa)	4	3.20%	@60%	\$725	756	no		N/A	N/A				
					1BR / 1BA (Villa)	4	3.20%	Market	\$825	756	n/a		N/A	N/A				
					2BR / 2BA (Midrise)	6	3.20%	@50% PBRA	\$874	1,025	n/a		N/A	N/A				
					2BR / 2BA (Midrise)	19	15.30%	@60%	\$850	1,025	no		N/A	N/A				
					2BR / 2BA (Midrise)	2	1.60%	Market	\$900	1,025	n/a		N/A	N/A				
					2BR / 2BA (Villa)	2	1.60%	@50% PBRA	\$874	1,050	n/a		N/A	N/A				
					2BR / 2BA (Villa)	4	3.20%	@60%	\$850	1,050	no		N/A	N/A				
					2BR / 2BA (Villa)	4	3.20%	Market	\$925	1,050	n/a		N/A	N/A				
										124	100%						N/A	N/A
					1	Antioch Manor Estates 4711 Bishop Ming Boulevard Stone Mountain, GA 30088 DeKalb County	0.1 mile	Lowrise (age-restricted) (3 stories) 2005	LIHTC/Mkt	Studio / 1BA	2	1.70%	@30%	\$387	450	yes	Yes	0
Studio / 1BA	2	1.70%	@50%	\$646						450	yes	Yes	0	0.00%				
Studio / 1BA	2	1.70%	Market	\$775						450	n/a	Yes	0	0.00%				
1BR / 1BA	5	4.20%	@30%	\$415						600	yes	Yes	0	0.00%				
1BR / 1BA	20	16.70%	@50%	\$691						600	yes	Yes	0	0.00%				
1BR / 1BA	15	12.50%	@60%	\$765						600	yes	Yes	0	0.00%				
1BR / 1BA	8	6.70%	Market	\$975						600	n/a	Yes	0	0.00%				
2BR / 1BA	6	5.00%	@30%	\$498						800	yes	Yes	0	0.00%				
2BR / 1BA	26	21.70%	@50%	\$830						800	yes	Yes	0	0.00%				
2BR / 1BA	13	10.80%	@60%	\$905						800	yes	Yes	0	0.00%				
2BR / 1BA	3	2.50%	Market	\$1,345						800	n/a	Yes	0	0.00%				
2BR / 2BA	1	0.80%	@30%	\$498						850	yes	Yes	0	0.00%				
2BR / 2BA	3	2.50%	@50%	\$830						850	yes	Yes	0	0.00%				
2BR / 2BA	3	2.50%	@60%	\$915						850	yes	Yes	0	0.00%				
2BR / 2BA	11	9.20%	Market	\$1,395	850	n/a	Yes	0	0.00%									
					120	100%						0	0.00%					
2	Antioch Villas And Gardens 4711 Bishop Ming Boulevard Stone Mountain, GA 30088 DeKalb County	0.1 mile	Various (age-restricted) (3 stories) 2012	LIHTC/Mkt/PBRA	Studio / 1BA (Midrise)	N/A	N/A	@50%	\$646	482	yes	Yes	0	N/A				
					Studio / 1BA (One-story)	N/A	N/A	@60%	\$753	524	yes	Yes	0	N/A				
					Studio / 1BA (One-story)	1	0.90%	Market	\$753	524	n/a	Yes	0	0.00%				
					1BR / 1BA (Midrise)	N/A	N/A	@60%	\$807	626	yes	Yes	0	N/A				
					1BR / 1BA (Midrise)	11	10.40%	PBRA	N/A	626	n/a	Yes	0	0.00%				
					1BR / 1BA (One-story)	N/A	N/A	@50%	\$691	690	yes	Yes	0	N/A				
					1BR / 1BA (One-story)	N/A	N/A	Market	\$1,025	690	n/a	Yes	0	N/A				
					2BR / 1BA (Midrise)	N/A	N/A	@50%	\$806	831	yes	Yes	0	N/A				
					2BR / 1BA (Midrise)	11	10.40%	PBRA	N/A	831	n/a	Yes	0	0.00%				
					2BR / 1BA (One-story)	N/A	N/A	@60%	\$967	908	yes	Yes	0	N/A				
					2BR / 1BA (One-story)	N/A	N/A	Market	\$1,250	908	n/a	Yes	0	N/A				
					2BR / 1BA (One-story)	N/A	N/A	Market	\$1,095	908	n/a	Yes	0	N/A				
										106	100%					0	0.00%	
					3	Magnolia Circle 100 Dash Lewis Dr Decatur, GA 30034 DeKalb County	5.9 miles	Garden (age-restricted) (2 stories) 2003	LIHTC/Mkt	1BR / 1BA	14	16.70%	@50%	\$629	690	no	Yes	0
1BR / 1BA	12	14.30%	@60%	\$649						760	no	Yes	0	0.00%				
1BR / 1BA	6	7.10%	Market	\$784						690	n/a	Yes	0	0.00%				
2BR / 2BA	21	25.00%	@50%	\$765						1,000	no	Yes	0	0.00%				
2BR / 2BA	20	23.80%	@60%	\$785						1,030	no	Yes	0	0.00%				
2BR / 2BA	11	13.10%	Market	\$900						1,000	n/a	Yes	0	0.00%				
										84	100%					0	0.00%	
										N/A	N/A	@50%	\$604	698	no	Yes	0	N/A
4	Panola Gardens 5710 Snapfinger Woods Drive Lithonia, GA 30058 DeKalb County	4.4 miles	Midrise (age-restricted) (4 stories) 2015	LIHTC	1BR / 1BA	N/A	N/A	@60%	\$665	698	no	No	10	N/A				
															10	11.90%		
5	Retreat At Madison Place 3907 Redwing Circle Decatur, GA 30032 DeKalb County	3.3 miles	Midrise (age-restricted) (4 stories) 2007	LIHTC	1BR / 1BA	40	25.00%	@60%	\$803	697	yes	No	0	0.00%				
					2BR / 2BA	120	75.00%	@60%	\$884	987	yes	No	1	0.80%				
												1	0.60%					
6	Ashley Vista 100 Camellia Lane Lithonia, GA 30058 DeKalb County	4.2 miles	Garden (3 stories) 2001	Market	1BR / 1BA	60	19.20%	Market	\$905	657	n/a	No	N/A	N/A				
					1BR / 1BA	48	15.40%	Market	\$977	750	n/a	No	N/A	N/A				
					2BR / 2BA	60	19.20%	Market	\$1,119	1,031	n/a	No	N/A	N/A				
					2BR / 2BA	84	26.90%	Market	\$1,208	1,113	n/a	No	N/A	N/A				
					3BR / 2BA	60	19.20%	Market	\$1,377	1,247	n/a	No	N/A	N/A				
										312	100%					19	6.10%	
7	Friendly Hills Apartments 10 Friendly Hills Drive Decatur, GA 30035 DeKalb County	3.4 miles	Garden (2 stories) 1999	Market	1BR / 1BA	22	13.00%	Market	\$825	702	n/a	No	0	0.00%				
					2BR / 2BA	37	21.90%	Market	\$907	994	n/a	No	1	2.70%				
					2BR / 2BA	37	21.90%	Market	\$989	1,071	n/a	No	0	0.00%				
					3BR / 2BA	37	21.90%	Market	\$1,050	1,248	n/a	No	0	0.00%				
					3BR / 2BA	36	21.30%	Market	\$1,105	1,312	n/a	No	3	8.30%				
										169	100%					4	2.40%	
8	Lexington On The Green 5850 Hillandale Drive Lithonia, GA 30058 DeKalb County	4.6 miles	Garden (3 stories) 2001	Market	1BR / 1BA	72	33.30%	Market	\$1,006	884	n/a	No	1	1.40%				
					2BR / 2BA	114	52.80%	Market	\$1,114	1,161	n/a	No	2	1.80%				
					3BR / 2BA	30	13.90%	Market	\$1,212	1,354	n/a	No	0	0.00%				
										216	100%					3	1.40%	
9	The Retreat At Stonecrest 40 Amanda Drive Lithonia, GA 30058 DeKalb County	5.9 miles	Garden (3 stories) 2003	Market	1BR / 1BA	114	41.30%	Market	\$891	890	n/a	No	N/A	N/A				
					2BR / 2BA	120	43.50%	Market	\$1,038	1,120	n/a	No	N/A	N/A				
					2.5BR / 2BA	24	8.70%	Market	\$1,078	1,170	n/a	No	N/A	N/A				
					3BR / 2BA	18	6.50%	Market	\$1,263	1,350	n/a	No	N/A	N/A				
										276	100%					12	4.30%	

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

Effective Rent Date:	Apr-15	Units Surveyed:	1527	Weighted Occupancy:	96.80%
		Market Rate	973	Market Rate	96.10%
		Tax Credit	554	Tax Credit	98.00%

One Bedroom One Bath

Two Bedrooms Two Bath

	Property	Average	Property	Average	Property	Average	
RENT	Antioch Villas And Gardens * (M)	\$1,025	Antioch Manor Estates * (M)	\$1,395			
	Lexington On The Green	\$1,006	Antioch Villas And Gardens * (1BA M)	\$1,250			
	Ashley Vista	\$977	Ashley Vista	\$1,208			
	Antioch Manor Estates * (M)	\$975	Ashley Vista	\$1,119			
	Ashley Vista	\$905	Lexington On The Green	\$1,114			
	The Retreat At Stonecrest	\$891	Antioch Villas And Gardens * (1BA M)	\$1,095			
	Antioch Summit * (M)	\$825	The Retreat At Stonecrest	\$1,038			
	Friendly Hills Apartments	\$825	Friendly Hills Apartments	\$989			
	Antioch Villas And Gardens * (60%)	\$807	Antioch Villas And Gardens * (1BA 60%)	\$967			
	Retreat At Madison Place * (60%)	\$803	Antioch Summit * (M)	\$925			
	Antioch Summit * (M)	\$800	Antioch Manor Estates * (60%)	\$915			
	Magnolia Circle * (M)	\$784	Friendly Hills Apartments	\$907			
	Antioch Manor Estates * (60%)	\$765	Antioch Villas And Gardens * (1BA PBRA)	\$906			
	Antioch Summit* (50% PBRA)	\$737	Antioch Summit * (M)	\$900			
	Antioch Summit* (50% PBRA)	\$737	Magnolia Circle * (M)	\$900			
	Antioch Summit * (60%)	\$725	Retreat At Madison Place * (60%)	\$884			
	Antioch Summit * (60%)	\$725	Antioch Summit* (50% PBRA)	\$874			
	Antioch Manor Estates * (50%)	\$691	Antioch Summit* (50% PBRA)	\$874			
	Antioch Villas And Gardens * (50%)	\$691	Antioch Summit * (60%)	\$850			
	Panola Gardens * (60%)	\$665	Antioch Summit * (60%)	\$850			
	Magnolia Circle * (60%)	\$649	Antioch Manor Estates * (50%)	\$830			
	Magnolia Circle * (50%)	\$629	Antioch Villas And Gardens * (1BA 50%)	\$806			
	Panola Gardens * (50%)	\$604	Magnolia Circle * (60%)	\$785			
	Antioch Manor Estates * (30%)	\$415	Magnolia Circle * (50%)	\$765			
			Antioch Manor Estates * (30%)	\$498			
	SQUARE FOOTAGE	The Retreat At Stonecrest	890	Lexington On The Green	1,161		
		Lexington On The Green	884	The Retreat At Stonecrest	1,120		
		Antioch Summit* (50% PBRA)	760	Ashley Vista	1,113		
		Antioch Summit * (60%)	760	Friendly Hills Apartments	1,071		
		Antioch Summit * (M)	760	Antioch Summit* (50% PBRA)	1,050		
		Magnolia Circle * (60%)	760	Antioch Summit * (60%)	1,050		
		Antioch Summit* (50% PBRA)	756	Antioch Summit * (M)	1,050		
		Antioch Summit * (60%)	756	Ashley Vista	1,031		
		Antioch Summit * (M)	756	Magnolia Circle * (60%)	1,030		
		Ashley Vista	750	Antioch Summit* (50% PBRA)	1,025		
		Friendly Hills Apartments	702	Antioch Summit * (60%)	1,025		
Panola Gardens * (50%)		698	Antioch Summit * (M)	1,025			
Panola Gardens * (60%)		698	Magnolia Circle * (50%)	1,000			
Retreat At Madison Place * (60%)		697	Magnolia Circle * (M)	1,000			
Antioch Villas And Gardens * (50%)		690	Friendly Hills Apartments	994			
Antioch Villas And Gardens * (M)		690	Retreat At Madison Place * (60%)	987			
Magnolia Circle * (50%)		690	Antioch Villas And Gardens * (1BA 60%)	908			
Magnolia Circle * (M)		690	Antioch Villas And Gardens * (1BA M)	908			
Ashley Vista		657	Antioch Villas And Gardens * (1BA M)	908			
Antioch Villas And Gardens * (60%)		626	Antioch Manor Estates * (30%)	850			
Antioch Manor Estates * (30%)		600	Antioch Manor Estates * (50%)	850			
Antioch Manor Estates * (50%)		600	Antioch Manor Estates * (60%)	850			
Antioch Manor Estates * (60%)		600	Antioch Manor Estates * (M)	850			
Antioch Manor Estates * (M)		600	Antioch Villas And Gardens * (1BA 50%)	831			
			Antioch Villas And Gardens * (1BA PBRA)	831			
RENT PER SQUARE FOOT		Antioch Manor Estates * (M)	\$1.62	Antioch Manor Estates * (M)	\$1.64		
		Antioch Villas And Gardens * (M)	\$1.49	Antioch Villas And Gardens * (1BA M)	\$1.38		
		Ashley Vista	\$1.38	Antioch Villas And Gardens * (1BA M)	\$1.21		
		Ashley Vista	\$1.30	Antioch Villas And Gardens * (1BA PBRA)	\$1.09		
		Antioch Villas And Gardens * (60%)	\$1.29	Ashley Vista	\$1.09		
		Antioch Manor Estates * (60%)	\$1.28	Ashley Vista	\$1.09		
		Friendly Hills Apartments	\$1.18	Antioch Manor Estates * (60%)	\$1.08		
		Retreat At Madison Place * (60%)	\$1.15	Antioch Villas And Gardens * (1BA 60%)	\$1.06		
		Antioch Manor Estates * (50%)	\$1.15	Antioch Manor Estates * (50%)	\$0.98		
		Lexington On The Green	\$1.14	Antioch Villas And Gardens * (1BA 50%)	\$0.97		
		Magnolia Circle * (M)	\$1.14	Lexington On The Green	\$0.96		
	Antioch Summit * (M)	\$1.09	The Retreat At Stonecrest	\$0.93			
	Antioch Summit * (M)	\$1.05	Friendly Hills Apartments	\$0.92			
	Antioch Villas And Gardens * (50%)	\$1.00	Friendly Hills Apartments	\$0.91			
	The Retreat At Stonecrest	\$1.00	Magnolia Circle * (M)	\$0.90			
	Antioch Summit* (50% PBRA)	\$0.97	Retreat At Madison Place * (60%)	\$0.90			
	Antioch Summit* (50% PBRA)	\$0.97	Antioch Summit * (M)	\$0.88			
	Antioch Summit * (60%)	\$0.96	Antioch Summit * (M)	\$0.88			
	Antioch Summit * (60%)	\$0.95	Antioch Summit* (50% PBRA)	\$0.85			
	Panola Gardens * (60%)	\$0.95	Antioch Summit* (50% PBRA)	\$0.83			
	Magnolia Circle * (50%)	\$0.91	Antioch Summit * (60%)	\$0.83			
	Panola Gardens * (50%)	\$0.87	Antioch Summit * (60%)	\$0.81			
	Magnolia Circle * (60%)	\$0.85	Magnolia Circle * (50%)	\$0.76			
	Antioch Manor Estates * (30%)	\$0.69	Magnolia Circle * (60%)	\$0.76			
			Antioch Manor Estates * (30%)	\$0.59			

PROPERTY PROFILE REPORT

Antioch Manor Estates

Effective Rent Date 3/19/2015

Location 4711 Bishop Ming Boulevard
Stone Mountain, GA 30088
DeKalb County

Distance 0.1 miles

Units 120

Vacant Units 0

Vacancy Rate 0.0%

Type Lowrise (age-restricted) (3 stories)

Year Built/Renovated 2005 / N/A

Marketing Began 10/01/2004

Leasing Began 8/01/2005

Last Unit Leased 1/01/2006

Major Competitors Retreat at Madison, Spring Chase II

Tenant Characteristics Dekalb County residents 55 and older, average age is 70

Contact Name Venus

Phone 770-322-8839



Market Information

Program @30%, @50%, @60%, Market

Annual Turnover Rate 10%

Units/Month Absorbed 24

HCV Tenants 8%

Leasing Pace Within one week

Annual Chg. in Rent None

Concession None

Utilities

A/C included -- central

Cooking included -- electric

Water Heat included -- gas

Heat included -- electric

Other Electric included

Water included

Sewer included

Trash Collection included

Antioch Manor Estates, continued

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Lowrise (3 stories)	2	450	\$387	\$0	@30%	Yes	0	0.0%	yes	None
0	1	Lowrise (3 stories)	2	450	\$646	\$0	@50%	Yes	0	0.0%	yes	None
0	1	Lowrise (3 stories)	2	450	\$775	\$0	Market	Yes	0	0.0%	N/A	None
1	1	Lowrise (3 stories)	5	600	\$415	\$0	@30%	Yes	0	0.0%	yes	None
1	1	Lowrise (3 stories)	20	600	\$691	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Lowrise (3 stories)	15	600	\$765	\$0	@60%	Yes	0	0.0%	yes	None
1	1	Lowrise (3 stories)	8	600	\$975	\$0	Market	Yes	0	0.0%	N/A	None
2	1	Lowrise (3 stories)	6	800	\$498	\$0	@30%	Yes	0	0.0%	yes	None
2	1	Lowrise (3 stories)	26	800	\$830	\$0	@50%	Yes	0	0.0%	yes	None
2	1	Lowrise (3 stories)	13	800	\$905	\$0	@60%	Yes	0	0.0%	yes	None
2	1	Lowrise (3 stories)	3	800	\$1,345	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Lowrise (3 stories)	1	850	\$498	\$0	@30%	Yes	0	0.0%	yes	None
2	2	Lowrise (3 stories)	3	850	\$830	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Lowrise (3 stories)	3	850	\$915	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Lowrise (3 stories)	11	850	\$1,395	\$0	Market	Yes	0	0.0%	N/A	None

Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$387	\$0	\$387	\$0	\$387	Studio / 1BA	\$646	\$0	\$646	\$0	\$646
1BR / 1BA	\$415	\$0	\$415	\$0	\$415	1BR / 1BA	\$691	\$0	\$691	\$0	\$691
2BR / 1BA	\$498	\$0	\$498	\$0	\$498	2BR / 1BA	\$830	\$0	\$830	\$0	\$830
2BR / 2BA	\$498	\$0	\$498	\$0	\$498	2BR / 2BA	\$830	\$0	\$830	\$0	\$830
@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$765	\$0	\$765	\$0	\$765	Studio / 1BA	\$775	\$0	\$775	\$0	\$775
2BR / 1BA	\$905	\$0	\$905	\$0	\$905	1BR / 1BA	\$975	\$0	\$975	\$0	\$975
2BR / 2BA	\$915	\$0	\$915	\$0	\$915	2BR / 1BA	\$1,345	\$0	\$1,345	\$0	\$1,345
						2BR / 2BA	\$1,395	\$0	\$1,395	\$0	\$1,395

Antioch Manor Estates, continued

Amenities

In-Unit

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

Blinds
Central A/C
Dishwasher
Garbage Disposal
Microwave
Pull Cords
Walk-In Closet

Security

In-Unit Alarm
Limited Access
Perimeter Fencing
Video Surveillance

Services

Computer Tutoring
Shuttle Service

Property

Business Center/Computer Lab
Courtyard
Exercise Facility
Non-shelter Services
On-Site Management
Service Coordination

Clubhouse/Meeting
Elevators
Central Laundry
Off-Street Parking
Picnic Area

Premium

Hairdresser / Barber
Medical Professional

Other

None

Comments

The property maintains a waiting list of 111 households. According to management, there is significant demand for additional senior housing in the area. The property typically remains fully occupied year round. Management was unable to provide the number of parking spaces the property offers or comment on the parking utilization rate at the property.

Antioch Manor Estates, continued

Trend Report

Vacancy Rates

2Q12	1Q14	2Q14	1Q15
0.0%	0.0%	0.0%	0.0%

Trend: @30%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$415	\$0	\$415	\$415
2014	1	0.0%	\$415	\$0	\$415	\$415
2014	2	0.0%	\$415	\$0	\$415	\$415
2015	1	0.0%	\$415	\$0	\$415	\$415

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$498	\$0	\$498	\$498
2014	1	0.0%	\$498	\$0	\$498	\$498
2014	2	0.0%	\$498	\$0	\$498	\$498
2015	1	0.0%	\$498	\$0	\$498	\$498

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$498	\$0	\$498	\$498
2014	1	0.0%	\$498	\$0	\$498	\$498
2014	2	0.0%	\$498	\$0	\$498	\$498
2015	1	0.0%	\$498	\$0	\$498	\$498

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$387	\$0	\$387	\$387
2014	1	0.0%	\$387	\$0	\$387	\$387
2014	2	0.0%	\$387	\$0	\$387	\$387
2015	1	0.0%	\$387	\$0	\$387	\$387

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$691	\$0	\$691	\$691
2014	1	0.0%	\$691	\$0	\$691	\$691
2014	2	0.0%	\$691	\$0	\$691	\$691
2015	1	0.0%	\$691	\$0	\$691	\$691

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$830	\$0	\$830	\$830
2014	1	0.0%	\$830	\$0	\$830	\$830
2014	2	0.0%	\$830	\$0	\$830	\$830
2015	1	0.0%	\$830	\$0	\$830	\$830

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$830	\$0	\$830	\$830
2014	1	0.0%	\$830	\$0	\$830	\$830
2014	2	0.0%	\$830	\$0	\$830	\$830
2015	1	0.0%	\$830	\$0	\$830	\$830

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	0.0%	\$646	\$0	\$646	\$646

Antioch Manor Estates, continued

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$765	\$0	\$765	\$765
2014	1	0.0%	\$765	\$0	\$765	\$765
2014	2	0.0%	\$765	\$0	\$765	\$765
2015	1	0.0%	\$765	\$0	\$765	\$765

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$905	\$0	\$905	\$905
2014	1	0.0%	\$905	\$0	\$905	\$905
2014	2	0.0%	\$905	\$0	\$905	\$905
2015	1	0.0%	\$905	\$0	\$905	\$905

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$915	\$0	\$915	\$915
2014	1	0.0%	\$915	\$0	\$915	\$915
2014	2	0.0%	\$915	\$0	\$915	\$915
2015	1	0.0%	\$915	\$0	\$915	\$915

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$715	\$0	\$715	\$715
2014	1	0.0%	\$715	\$0	\$715	\$715
2014	2	0.0%	\$715	\$0	\$715	\$715

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$975	\$0	\$975	\$975
2014	1	0.0%	\$975	\$0	\$975	\$975
2014	2	0.0%	\$975	\$0	\$975	\$975
2015	1	0.0%	\$975	\$0	\$975	\$975

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$1,345	\$0	\$1,345	\$1,345
2014	1	0.0%	\$1,345	\$0	\$1,345	\$1,345
2014	2	0.0%	\$1,345	\$0	\$1,345	\$1,345
2015	1	0.0%	\$1,345	\$0	\$1,345	\$1,345

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$1,395	\$0	\$1,395	\$1,395
2014	1	0.0%	\$1,395	\$0	\$1,395	\$1,395
2014	2	0.0%	\$1,395	\$0	\$1,395	\$1,395
2015	1	0.0%	\$1,395	\$0	\$1,395	\$1,395

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$775	\$0	\$775	\$775
2014	1	0.0%	\$775	\$0	\$775	\$775
2014	2	0.0%	\$775	\$0	\$775	\$775
2015	1	0.0%	\$775	\$0	\$775	\$775

Trend: Comments

- 2Q12** The contact estimated that the waiting list currently has 1,000 households combined for all units. According to management, there is significant demand for additional senior housing in the area. There are two additional phases to this property which consist of two types of senior housing -- Antioch Gardens and Villas as well as Antioch Summit. The Gardens and the Summit East and West are three-story elevator serviced structures that were completed in 2012 and 2006 respectively. The Villas feature clusters of four to five one-story town homes and this phase was completed in 2012. The Gardens and Villas are operated as a single 106-unit property. The rents for the first phase of Antioch Manor Estates have not changed since mid-2012.
- 1Q14** The contact estimated that the waiting list currently has 1,000 households combined for all units. According to management, there is significant demand for additional senior housing in the area. The rents for the first phase of Antioch Manor Estates have not changed since mid-2012.
- 2Q14** The contact estimated that the waiting list currently has 1,000 households combined for all unit types. According to management, there is significant demand for additional senior housing in the area. The rents for the first phase of Antioch Manor Estates have not changed since mid-2012. The property consists of a total of two phases.
- 1Q15** The property maintains a waiting list of 111 households. According to management, there is significant demand for additional senior housing in the area. The property typically remains fully occupied year round. Management was unable to provide the number of parking spaces the property offers or comment on the parking utilization rate at the property.

Antioch Manor Estates, continued

Photos



PROPERTY PROFILE REPORT

Antioch Villas And Gardens

Effective Rent Date	3/19/2015
Location	4711 Bishop Ming Boulevard Stone Mountain, GA 30088 DeKalb County
Distance	0.1 miles
Units	106
Vacant Units	0
Vacancy Rate	0.0%
Type	Various (age-restricted) (3 stories)
Year Built/Renovated	2012 / N/A
Marketing Began	N/A
Leasing Began	4/03/2012
Last Unit Leased	N/A
Major Competitors	Retreat at Madison, Spring Chase II
Tenant Characteristics	DeKalb County residents aged 55 and older
Contact Name	Christie
Phone	678-367-2918



Market Information

Program	@50%, @60%, Market, PBRA
Annual Turnover Rate	10%
Units/Month Absorbed	35
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	None
Concession	None

Utilities

A/C	included -- central
Cooking	included -- electric
Water Heat	included -- gas
Heat	included -- electric
Other Electric	included
Water	included
Sewer	included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Midrise (3 stories)	N/A	482	\$646	\$0	@50%	Yes	0	N/A	yes	None
0	1	One-story	N/A	524	\$753	\$0	@60%	Yes	0	N/A	yes	None
0	1	One-story	1	524	\$753	\$0	Market	Yes	0	0.0%	N/A	None
1	1	Midrise (3 stories)	N/A	626	\$807	\$0	@60%	Yes	0	N/A	yes	None
1	1	Midrise (3 stories)	11	626	N/A	\$0	PBRA	Yes	0	0.0%	N/A	None
1	1	One-story	N/A	690	\$691	\$0	@50%	Yes	0	N/A	yes	None
1	1	One-story	N/A	690	\$1,025	\$0	Market	Yes	0	N/A	N/A	None
2	1	Midrise (3 stories)	N/A	831	\$806	\$0	@50%	Yes	0	N/A	yes	None
2	1	Midrise (3 stories)	11	831	\$906	\$0	PBRA	Yes	0	0.0%	N/A	None
2	1	One-story	N/A	908	\$967	\$0	@60%	Yes	0	N/A	yes	None
2	1	One-story	N/A	908	\$1,250	\$0	Market	Yes	0	N/A	N/A	None
2	1	One-story	N/A	908	\$1,095	\$0	Market	Yes	0	N/A	N/A	None

Antioch Villas And Gardens, continued

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$646	\$0	\$646	\$0	\$646	Studio / 1BA	\$753	\$0	\$753	\$0	\$753
1BR / 1BA	\$691	\$0	\$691	\$0	\$691	1BR / 1BA	\$807	\$0	\$807	\$0	\$807
2BR / 1BA	\$806	\$0	\$806	\$0	\$806	2BR / 1BA	\$967	\$0	\$967	\$0	\$967
Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	PBRA	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$753	\$0	\$753	\$0	\$753	1BR / 1BA	N/A	\$0	N/A	\$0	N/A
1BR / 1BA	\$1,025	\$0	\$1,025	\$0	\$1,025	2BR / 1BA	\$906	\$0	\$906	\$0	\$906
2BR / 1BA	\$1,095 - \$1,250	\$0	\$1,095 - \$1,250	\$0	\$1,095 - \$1,250						

Amenities

In-Unit

Balcony/Patio
 Carpet/Hardwood
 Central A/C
 Dishwasher
 Ceiling Fan
 Hand Rails
 Oven
 Refrigerator
 Walk-In Closet

Blinds
 Carpeting
 Coat Closet
 Exterior Storage
 Garbage Disposal
 Microwave
 Pull Cords
 Vaulted Ceilings
 Washer/Dryer hookup

Security

Limited Access
 Perimeter Fencing
 Video Surveillance

Services

Shuttle Service

Property

Business Center/Computer Lab
 Courtyard
 Exercise Facility
 Neighborhood Network
 On-Site Management
 Recreation Areas
 Theatre

Clubhouse/Meeting
 Elevators
 Central Laundry
 Off-Street Parking
 Picnic Area
 Service Coordination

Premium

None

Other

Library, offices for home

Comments

The property maintains a waiting list of 309 households. The property is currently fully occupied, which is reportedly typical for the property. Management was unable to comment on the parking utilization rate at the property. The contact reported that the demand for affordable senior housing in the local area is strong.

Antioch Villas And Gardens, continued

Trend Report

Vacancy Rates

2Q12	1Q14	3Q14	1Q15
0.0%	0.0%	0.0%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$672	\$0	\$672	\$672
2014	1	N/A	\$693	\$0	\$693	\$693
2014	3	N/A	\$691	\$0	\$691	\$691
2015	1	N/A	\$691	\$0	\$691	\$691

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$806	\$0	\$806	\$806
2014	1	N/A	\$832	\$0	\$832	\$832
2014	3	N/A	\$806	\$0	\$806	\$806
2015	1	N/A	\$806	\$0	\$806	\$806

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$627	\$0	\$627	\$627
2014	1	N/A	\$647	\$0	\$647	\$647
2014	3	N/A	\$646	\$0	\$646	\$646
2015	1	N/A	\$646	\$0	\$646	\$646

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$1,025	\$0	\$1,025	\$1,025
2014	1	N/A	\$1,025	\$0	\$1,025	\$1,025
2014	3	N/A	\$1,025	\$0	\$1,025	\$1,025
2015	1	N/A	\$1,025	\$0	\$1,025	\$1,025

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$1,250	\$0	\$1,250	\$1,250
2014	1	N/A	\$1,395	\$0	\$1,395	\$1,395
2014	3	N/A	\$1,095 - \$1,250	\$0	\$1,095 - \$1,250	\$1,095 - \$1,250
2015	1	N/A	\$1,095 - \$1,250	\$0	\$1,095 - \$1,250	\$1,095 - \$1,250

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$795	\$0	\$795	\$795
2014	1	0.0%	\$776	\$0	\$776	\$776
2014	3	0.0%	\$753	\$0	\$753	\$753
2015	1	0.0%	\$753	\$0	\$753	\$753

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$807	\$0	\$807	\$807
2014	1	N/A	\$832	\$0	\$832	\$832
2014	3	N/A	\$807	\$0	\$807	\$807
2015	1	N/A	\$807	\$0	\$807	\$807

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$967	\$0	\$967	\$967
2014	1	N/A	\$999	\$0	\$999	\$999
2014	3	N/A	\$967	\$0	\$967	\$967
2015	1	N/A	\$967	\$0	\$967	\$967

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$753	\$0	\$753	\$753
2014	1	0.0%	\$777	\$0	\$777	\$777
2014	3	N/A	\$753	\$0	\$753	\$753
2015	1	N/A	\$753	\$0	\$753	\$753

Trend: PBRA

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	0.0%	N/A	\$0	N/A	N/A

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	0.0%	\$906	\$0	\$906	\$906

Antioch Villas And Gardens, continued

Trend: Comments

- 2Q12** The property consists of two types of senior housing: Antioch Villas and Antioch Gardens. The Gardens are three-story elevator serviced structures. The Villas feature clusters of four to five one-story town homes. While the Gardens includes all utilities in the rental rates, only water, sewer, and trash are included in the rental rates for the one-story townhomes at the Villas. We have added the utility allowance estimate provided by the developer of \$98 and \$120 for the one- and two-bedroom units, respectively, to the net rents for the purposes of this study and reflected that all utilities are included at all portions of the property to ensure that utility adjustments are accurate. The newly completed Antioch Gardens and Villas operates as a single property. The first units were completed in April 2012 and fully leased in December 2012, representing an absorption rate of approximately 15 units per month. No concessions were offered during lease-up. A detailed unit mix was not available for this 106-unit property. It is known that 90 units are income restricted and eight units have project-based subsidy where tenants pay 30 percent of their income as rent.
- The property will also has a full time activities director and the option to partake in the Gracious Living Package. For a fee, residents can benefit from services including housekeeping, laundry and hot-meal delivery.
- There are approximately 150 households on the waiting list solely for the LIHTC units. Management reported that there is demand for additional senior LIHTC housing in the market. There are plans for another phase to be built.
- 1Q14** The property consists of two types of senior housing: Antioch Villas and Antioch Gardens. The Gardens are three-story elevator serviced structures. The Villas feature clusters of four to five one-story town homes. While the Gardens includes all utilities in the rental rates, only water, sewer, and trash are included in the rental rates for the one-story townhomes at the Villas. The newly completed Antioch Gardens and Villas operates as a single property. The first units were completed in April 2012 and fully leased in December 2012, representing an absorption rate of approximately 15 units per month. No concessions were offered during lease-up. A detailed unit mix was not available for this 106-unit property. It is known that 90 units are income restricted and eight units have project-based subsidy where tenants pay 30 percent of their income as rent.
- The property will also has a full time activities director and the option to partake in the Gracious Living Package. For a fee, residents can benefit from services including housekeeping, laundry and hot-meal delivery.
- There are approximately 150 households on the waiting list solely for the LIHTC units. Management reported that there is demand for additional senior LIHTC housing in the market. There are plans for another phase to be built.
- 3Q14** A third-party catering company comes to the property every Friday to offer half price hot lunches to the residents.
- 1Q15** The property maintains a waiting list of 309 households. The property is currently fully occupied, which is reportedly typical for the property. Management was unable to comment on the parking utilization rate at the property. The contact reported that the demand for affordable senior housing in the local area is strong.

Antioch Villas And Gardens, continued

Photos



PROPERTY PROFILE REPORT

Magnolia Circle

Effective Rent Date 4/09/2015
Location 100 Dash Lewis Dr
 Decatur, GA 30034
 Dekalb County
Distance 5.9 miles
Units 84
Vacant Units 0
Vacancy Rate 0.0%
Type Garden (age-restricted) (2 stories)
Year Built/Renovated 2003 / N/A
Marketing Began N/A
Leasing Began 7/01/2003
Last Unit Leased N/A
Major Competitors None identified
Tenant Characteristics 62+; 25% out of state; 25% prev. homeowners;
 Many from Panola Rd (Decatur) and Evans Mill Rd (Lithonia) area
Contact Name Tiffany
Phone 404-243-1553



Market Information

Program 50%, 60%, Market
Annual Turnover Rate 3%
Units/Month Absorbed 14
HCV Tenants 20%
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 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)	14	690	\$565	\$0	@50%	Yes	0	0.0%	no	None
1	1	Garden (2 stories)	12	760	\$585	\$0	@60%	Yes	0	0.0%	no	None
1	1	Garden (2 stories)	6	690	\$720	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (2 stories)	21	1,000	\$680	\$0	@50%	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	20	1,030	\$700	\$0	@60%	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	11	1,000	\$815	\$0	Market	Yes	0	0.0%	N/A	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$565	\$0	\$565	\$64	\$629	1BR / 1BA	\$585	\$0	\$585	\$64	\$649
2BR / 2BA	\$680	\$0	\$680	\$85	\$765	2BR / 2BA	\$700	\$0	\$700	\$85	\$785
Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent						
1BR / 1BA	\$720	\$0	\$720	\$64	\$784						
2BR / 2BA	\$815	\$0	\$815	\$85	\$900						

Magnolia Circle, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Garbage Disposal
Oven
Refrigerator

Blinds
Central A/C
Dishwasher
Hand Rails
Pull Cords
Washer/Dryer hookup

Security

Patrol
Perimeter Fencing

Services

None

Property

Business Center/Computer Lab
Central Laundry
On-Site Management

Clubhouse/Meeting
Off-Street Parking

Premium

None

Other

Social Director, Arts & Crafts

Comments

Management reported that the property maintains a waiting list that is approximately 100 households long. The property is currently fully occupied, which is reportedly typical. Management reported that the demand for affordable senior housing in Decatur is strong. The property offers two parking spaces per unit. The contact was unable to comment on the parking utilization rate at the property.

Magnolia Circle, continued

Trend Report

Vacancy Rates

3Q10	2Q12	2Q14	1Q15
0.0%	0.0%	0.0%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$565	\$0	\$565	\$629
2012	2	0.0%	\$565	\$0	\$565	\$629
2014	2	0.0%	\$565	\$0	\$565	\$629
2015	1	0.0%	\$565	\$0	\$565	\$629

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$680	\$0	\$680	\$765
2012	2	0.0%	\$680	\$0	\$680	\$765
2014	2	0.0%	\$680	\$0	\$680	\$765
2015	1	0.0%	\$680	\$0	\$680	\$765

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$585	\$0	\$585	\$649
2012	2	0.0%	\$585	\$0	\$585	\$649
2014	2	0.0%	\$585	\$0	\$585	\$649
2015	1	0.0%	\$585	\$0	\$585	\$649

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$700	\$0	\$700	\$785
2012	2	0.0%	\$700	\$0	\$700	\$785
2014	2	0.0%	\$700	\$0	\$700	\$785
2015	1	0.0%	\$700	\$0	\$700	\$785

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$720	\$0	\$720	\$784
2012	2	0.0%	\$720	\$0	\$720	\$784
2014	2	0.0%	\$720	\$0	\$720	\$784
2015	1	0.0%	\$720	\$0	\$720	\$784

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$815	\$0	\$815	\$900
2012	2	0.0%	\$815	\$0	\$815	\$900
2014	2	0.0%	\$815	\$0	\$815	\$900
2015	1	0.0%	\$815	\$0	\$815	\$900

Trend: Comments

3Q10 N/A

2Q12 Magnolia Circle is a mixed income senior property located in Decatur. Units are set-aside at 50 and 60 percent of AMI and there are market rate units as well. The restricted rents are below the maximum allowable and are priced to what the market can bear according to the manager. The property is fully leased; there is one vacant unit but it is released. The property has a long waiting list of 150 households for the income restricted units and 20 households for the market rate units. Rents have not changed in over two years. Judging from the long waiting list at this property, it is probable that rents could be increased slightly without adversely affecting occupancy. About 25 percent of tenants owned a home before moving here. A majority of tenants rely on Social Security as their only source of income.

2Q14 This property was interviewed as a potential tenant, so only vacancy and rental rate information has been updated.

1Q15 Management reported that the property maintains a waiting list that is approximately 100 households long. The property is currently fully occupied, which is reportedly typical. Management reported that the demand for affordable senior housing in Decatur is strong. The property offers two parking spaces per unit. The contact was unable to comment on the parking utilization rate at the property.

Magnolia Circle, continued

Photos



PROPERTY PROFILE REPORT

Panola Gardens

Effective Rent Date	4/24/2015
Location	5710 Snapfinger Woods Drive Lithonia, GA 30058 DeKalb County
Distance	4.4 miles
Units	84
Vacant Units	10
Vacancy Rate	11.9%
Type	Midrise (age-restricted) (4 stories)
Year Built/Renovated	2015 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	N/A
Tenant Characteristics	Seniors 55+, many from Atlanta metro area and moving from homes, most are between the age of 55 and 60
Contact Name	Tracy
Phone	470-223-3319



Market Information

Program	@50%, @60%
Annual Turnover Rate	N/A
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	N/A
Annual Chg. in Rent	N/A
Concession	One month free

Utilities

A/C	included -- central
Cooking	included -- electric
Water Heat	included -- electric
Heat	included -- electric
Other Electric	included
Water	included
Sewer	included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (4 stories)	N/A	698	\$604	\$0	@50%	Yes	0	N/A	no	None
1	1	Midrise (4 stories)	N/A	698	\$725	\$60	@60%	No	10	N/A	no	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
IBR / IBA	\$604	\$0	\$604	\$0	\$604	IBR / IBA	\$725	\$60	\$665	\$0	\$665

Panola Gardens, continued

Amenities

In-Unit

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

Carpeting
Coat Closet
Ceiling Fan
Grab Bars
Oven
Walk-In Closet

Security

Intercom (Phone)
Limited Access
Perimeter Fencing
Video Surveillance

Services

None

Property

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

Clubhouse/Meeting
Exercise Facility
Off-Street Parking
Service Coordination

Premium

None

Other

Library

Comments

The property opened in February 2015 and has experienced an absorption rate of approximately 25 units per month. The waiting list for the 50 percent units consists of 30 households. Management reported strong demand for additional senior housing in the area. Most of the tenants are age 65 or younger.

Photos



PROPERTY PROFILE REPORT

Retreat At Madison Place

Effective Rent Date 4/07/2015
Location 3907 Redwing Circle
 Decatur, GA 30032
 Dekalb County
Distance 3.3 miles
Units 160
Vacant Units 1
Vacancy Rate 0.6%
Type Midrise (age-restricted) (4 stories)
Year Built/Renovated 2007 / N/A
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors Could not identify
Tenant Characteristics Most tenants 55-62; 60%+ previous homeowners; tenants from downtown ATL, Decatur, Stn Mtn, Lithonia; 10% out of state (AL, NY, CA), 5% employed
Contact Name Robin
Phone (404) 289-8393



Market Information

Program @60%
Annual Turnover Rate 15%
Units/Month Absorbed 14.4
HCV Tenants 30%
Leasing Pace Within one month
Annual Chg. in Rent Increased to maximum
Concession None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (4 stories)	40	697	\$739	\$0	@60%	No	0	0.0%	yes	None
2	2	Midrise (4 stories)	120	987	\$799	\$0	@60%	No	1	0.8%	yes	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$739	\$0	\$739	\$64	\$803
2BR / 2BA	\$799	\$0	\$799	\$85	\$884

Retreat At Madison Place, continued

Amenities

In-Unit

Blinds
Central A/C
Dishwasher
Garbage Disposal
Oven
Refrigerator

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

Security

Limited Access
Perimeter Fencing

Services

Adult Education
Shuttle Service

Property

Business Center/Computer Lab
Elevators
Central Laundry
On-Site Management
Theatre

Clubhouse/Meeting
Exercise Facility
Off-Street Parking
Picnic Area

Premium

None

Other

Walking trails, game room,

Comments

The contact had no additional comments.

Retreat At Madison Place, continued

Trend Report

Vacancy Rates

2Q12	1Q14	1Q15	2Q15
2.5%	2.5%	0.0%	0.6%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$699	\$0	\$699	\$763
2014	1	0.0%	\$699	\$0	\$699	\$763
2015	1	0.0%	\$739	\$0	\$739	\$803
2015	2	0.0%	\$739	\$0	\$739	\$803

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	3.3%	\$789	\$0	\$789	\$874
2014	1	3.3%	\$789	\$0	\$789	\$874
2015	1	0.0%	\$799	\$0	\$799	\$884
2015	2	0.8%	\$799	\$0	\$799	\$884

Trend: Comments

2Q12	Management estimated five move-outs each month. Of these five, an estimated three each month are due to financial reasons; mainly that the supporting family/family member can no longer support the senior's rent. Therefore, several seniors have moved out to live with family members. The manager states that one-bedroom units are more in demand with tenants mostly because of their lower rent. Furthermore, many seniors are one person households who have little need for additional space. About half of the tenants at this property own a car. All units are set-aside at 60 percent of AMI and rents are at the maximum allowable.
1Q14	Contact stated that the rents are the same since January 2013 and it is 100 percent occupied. Contact stated that the demand is very high for affordable senior properties in the area and that there needs to be more. Contact did not know annual turnover or percentage of Section 8 tenants. Manager started working this year.
1Q15	Management reported that the property is fully occupied and currently maintains a waiting list that is approximately three months long. Management was unable to provide the number of Housing Choice Vouchers that are currently in use at the property.
2Q15	The contact had no additional comments.

Photos



PROPERTY PROFILE REPORT

Ashley Vista

Effective Rent Date	4/27/2015
Location	100 Camellia Lane Lithonia, GA 30058 DeKalb County
Distance	4.2 miles
Units	312
Vacant Units	19
Vacancy Rate	6.1%
Type	Garden (3 stories)
Year Built/Renovated	2001 / N/A
Marketing Began	8/01/2001
Leasing Began	N/A
Last Unit Leased	2/01/2004
Major Competitors	Creekside Corners and The Retreat at Stonecrest
Tenant Characteristics	Varied tenancy from all over
Contact Name	Jessica
Phone	770-482-5840



Market Information

Program	Market
Annual Turnover Rate	40%
Units/Month Absorbed	10
HCV Tenants	0%
Leasing Pace	varies
Annual Chg. in Rent	2-5% increase
Concession	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	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)	60	657	\$759	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (3 stories)	48	750	\$831	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	60	1,031	\$931	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	84	1,113	\$1,020	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	60	1,247	\$1,151	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$759 - \$831	\$0	\$759 - \$831	\$146	\$905 - \$977
2BR / 2BA	\$931 - \$1,020	\$0	\$931 - \$1,020	\$188	\$1,119 - \$1,208
3BR / 2BA	\$1,151	\$0	\$1,151	\$226	\$1,377

Ashley Vista, continued

Amenities

In-Unit

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

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

Security

In-Unit Alarm
Limited Access
Perimeter Fencing

Services

None

Property

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

Clubhouse/Meeting
Garage
On-Site Management
Swimming Pool

Premium

None

Other

None

Comments

The contact stated that rents have increased 2-5 percent over the past year, and current vacancy is typical for the property. The property uses a leasing system called MaxRent that changes rents daily. There are 10 pending applications.

Ashley Vista, continued

Trend Report

Vacancy Rates

2Q13	3Q13	1Q15	2Q15
7.7%	7.7%	9.6%	6.1%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	2	N/A	\$640 - \$665	\$118 - \$168	\$497 - \$522	\$643 - \$668
2013	3	N/A	\$640 - \$665	\$0	\$640 - \$665	\$786 - \$811
2015	1	N/A	\$746 - \$782	\$0	\$746 - \$782	\$892 - \$928
2015	2	N/A	\$759 - \$831	\$0	\$759 - \$831	\$905 - \$977

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	2	N/A	\$809 - \$860	\$70 - \$88	\$739 - \$772	\$927 - \$960
2013	3	N/A	\$809 - \$860	\$0	\$809 - \$860	\$997 - \$1,048
2015	1	N/A	\$829 - \$876	\$0	\$829 - \$876	\$1,017 - \$1,064
2015	2	N/A	\$931 - \$1,020	\$0	\$931 - \$1,020	\$1,119 - \$1,208

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	2	N/A	\$960	\$38	\$922	\$1,148
2013	3	N/A	\$960	\$0	\$960	\$1,186
2015	1	N/A	\$979	\$0	\$979	\$1,205
2015	2	N/A	\$1,151	\$0	\$1,151	\$1,377

Trend: Comments

2Q13	The property manager stated that the rental market has slowed down somewhat as the economy has been stagnant.
3Q13	N/A
1Q15	The contact stated that rents have increased 2-5 percent over the past year, and current vacancy is typical for the property. The property uses a leasing system called MaxRent that changes rents daily.
2Q15	The contact stated that rents have increased 2-5 percent over the past year, and current vacancy is typical for the property. The property uses a leasing system called MaxRent that changes rents daily. There are 10 pending applications.

Photos



PROPERTY PROFILE REPORT

Friendly Hills Apartments

Effective Rent Date 4/27/2015
Location 10 Friendly Hills Drive
 Decatur, GA 30035
 Dekalb County
Distance 3.4 miles
Units 169
Vacant Units 4
Vacancy Rate 2.4%
Type Garden (2 stories)
Year Built/Renovated 1999 / N/A
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors The Villas at Friendly Heights
Tenant Characteristics Varied tenancy from local area
Contact Name Terrell
Phone 770-981-9880



Market Information

Program Market
Annual Turnover Rate 25%
Units/Month Absorbed N/A
HCV Tenants 30%
Leasing Pace Within two weeks
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 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)	22	702	\$700	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (2 stories)	37	994	\$740	\$0	Market	No	1	2.7%	N/A	None
2	2	Garden (2 stories)	37	1,071	\$822	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden (2 stories)	37	1,248	\$845	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden (2 stories)	36	1,312	\$900	\$0	Market	No	3	8.3%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$700	\$0	\$700	\$125	\$825
2BR / 2BA	\$740 - \$822	\$0	\$740 - \$822	\$167	\$907 - \$989
3BR / 2BA	\$845 - \$900	\$0	\$845 - \$900	\$205	\$1,050 - \$1,105

Friendly Hills Apartments, 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
Intercom (Buzzer)
Limited Access
Patrol
Perimeter Fencing
Video Surveillance

Services

None

Property

Basketball Court
Central Laundry
On-Site Management
Tennis Court

Garage
Off-Street Parking
Swimming Pool

Premium

None

Other

None

Comments

Management could not provide an estimate of the number of senior tenants living onsite.

Friendly Hills Apartments, continued

Trend Report

Vacancy Rates

2Q10	4Q10	3Q14	2Q15
16.7%	11.1%	4.1%	2.4%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	0.0%	\$585	\$0	\$585	\$710
2010	4	0.0%	\$585	\$41	\$544	\$669
2014	3	0.0%	\$700	\$0	\$700	\$825
2015	2	0.0%	\$700	\$0	\$700	\$825

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	9.5%	\$635 - \$735	\$0 - \$100	\$635	\$802
2010	4	N/A	\$635 - \$735	\$45 - \$53	\$590 - \$682	\$757 - \$849
2014	3	6.8%	\$725 - \$822	\$0	\$725 - \$822	\$892 - \$989
2015	2	1.4%	\$740 - \$822	\$0	\$740 - \$822	\$907 - \$989

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	30.6%	\$765 - \$880	\$0 - \$50	\$715 - \$880	\$920 - \$1,085
2010	4	N/A	\$765 - \$880	\$56 - \$65	\$709 - \$815	\$914 - \$1,020
2014	3	2.7%	\$845 - \$895	\$0	\$845 - \$895	\$1,050 - \$1,100
2015	2	4.1%	\$845 - \$900	\$0	\$845 - \$900	\$1,050 - \$1,105

Trend: Comments

2Q10	This property was previously an LIHTC property, but as of 2009, only operates at market rate. The rent has been decreased by six percent for two-bedroom units and by 0.5 percent for three bed-room units. Occupancy is currently lower than normal due to spring turnover.
4Q10	This property was previously an LIHTC property, but as of 2009, only operates at market rate. Garage rentals are available for \$50 per month. This property does not rent washer/dryer units.
3Q14	This property was previously an LIHTC property, but as of 2009, only operates at market rate. Some units have fireplaces and/or microwaves.
2Q15	Management could not provide an estimate of the number of senior tenants living onsite.

Friendly Hills Apartments, continued

Photos



PROPERTY PROFILE REPORT

Lexington On The Green

Effective Rent Date	4/27/2015
Location	5850 Hillandale Drive Lithonia, GA 30058 DeKalb County
Distance	4.6 miles
Units	216
Vacant Units	3
Vacancy Rate	1.4%
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	Ashley Vista
Tenant Characteristics	Varied tenancy from Atlanta metro area
Contact Name	Kenya
Phone	770-808-1181



Market Information

Program	Market
Annual Turnover Rate	15%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	1-2 weeks
Annual Chg. in Rent	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	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)	72	884	\$881	\$0	Market	No	1	1.4%	N/A	None
2	2	Garden (3 stories)	114	1,161	\$947	\$0	Market	No	2	1.8%	N/A	None
3	2	Garden (3 stories)	30	1,354	\$1,007	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$881	\$0	\$881	\$125	\$1,006
2BR / 2BA	\$947	\$0	\$947	\$167	\$1,114
3BR / 2BA	\$1,007	\$0	\$1,007	\$205	\$1,212

Lexington On The Green, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Exterior Storage
Fireplace
Oven
Vaulted Ceilings

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

Security

In-Unit Alarm
Limited Access

Services

None

Property

Car Wash
Exercise Facility
Off-Street Parking
Playground
Tennis Court

Clubhouse/Meeting
Garage
On-Site Management
Swimming Pool

Premium

None

Other

None

Comments

The percentage of seniors living on the property was not available.

Lexington On The Green, continued

Trend Report

Vacancy Rates

2Q13	3Q13	1Q15	2Q15
5.6%	5.6%	4.6%	1.4%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	2	2.8%	\$741	\$0	\$741	\$866
2013	3	2.8%	\$741	\$0	\$741	\$866
2015	1	0.0%	\$775	\$0	\$775	\$900
2015	2	1.4%	\$881	\$0	\$881	\$1,006

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	2	4.4%	\$856	\$100	\$756	\$923
2013	3	4.4%	\$856	\$0	\$856	\$1,023
2015	1	5.3%	\$867	\$0	\$867	\$1,034
2015	2	1.8%	\$947	\$0	\$947	\$1,114

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	2	16.7%	\$977	\$100	\$877	\$1,082
2013	3	16.7%	\$977	\$0	\$977	\$1,182
2015	1	13.3%	\$978	\$0	\$978	\$1,183
2015	2	0.0%	\$1,007	\$0	\$1,007	\$1,212

Trend: Comments

- 2Q13** The property manager reported that rents have changed since last update and will continue. They utilize Yield Star, a program that adjusts asking rents according to market demand/occupancy. Reported rents are from time of call.
- 3Q13** The property manager reported that they utilize Yield Star, a program that adjusts asking rents according to market demand/occupancy. As such, rents fluctuate daily.
- 1Q15** The property manager reported that they utilize Yield Star, a program that adjusts asking rents according to market demand/occupancy. As such, rents fluctuate daily.
- 2Q15** The percentage of seniors living on the property was not available.

Lexington On The Green, continued

Photos



PROPERTY PROFILE REPORT

The Retreat At Stonecrest

Effective Rent Date	4/27/2015
Location	40 Amanda Drive Lithonia, GA 30058 DeKalb County Intersection: US 278
Distance	5.9 miles
Units	276
Vacant Units	12
Vacancy Rate	4.3%
Type	Garden (3 stories)
Year Built/Renovated	2003 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Wesley Providence, Wesley Kensington
Tenant Characteristics	Mixed ages, families from Lithonia, Decatur, Covington and Atlanta
Contact Name	Tahliah
Phone	770-482-3887



Market Information

Program	Market
Annual Turnover Rate	20%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	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 (3 stories)	114	890	\$745	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	120	1,120	\$850	\$0	Market	No	N/A	N/A	N/A	None
2.5	2	Garden (3 stories)	24	1,170	\$890	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	18	1,350	\$1,037	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$745	\$0	\$745	\$146	\$891
2BR / 2BA	\$850	\$0	\$850	\$188	\$1,038
2.5BR / 2BA	\$890	\$0	\$890	\$188	\$1,078
3BR / 2BA	\$1,037	\$0	\$1,037	\$226	\$1,263

The Retreat At Stonecrest, continued

Amenities

In-Unit

Balcony/Patio
Central A/C
Garbage Disposal
Oven
Walk-In Closet

Blinds
Dishwasher
Microwave
Refrigerator
Washer/Dryer hookup

Security

Patrol
Perimeter Fencing
Video Surveillance

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 base rents are illustrated in the rent grid. Management charges a premium (up to \$20) for view and floor level. Second and third floor units rent for a premium. There is a short waiting list for the three-bedroom units. Management reported that a portion of the tenants are seniors; however, an estimate was not available.

The Retreat At Stonecrest, continued

Trend Report

Vacancy Rates

3Q13	2Q15
4.7%	4.3%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$649 - \$669	\$0	\$649 - \$669	\$795 - \$815
2015	2	N/A	\$745	\$0	\$745	\$891

2.5BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$789 - \$799	\$0	\$789 - \$799	\$977 - \$987
2015	2	N/A	\$890	\$0	\$890	\$1,078

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$759 - \$779	\$0	\$759 - \$779	\$947 - \$967
2015	2	N/A	\$850	\$0	\$850	\$1,038

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$946	\$0	\$946	\$1,172
2015	2	N/A	\$1,037	\$0	\$1,037	\$1,263

Trend: Comments

- 3Q13** The property manager reported stable market conditions and an increase in occupancy rates at the property. The manager further stated that some residents have moved out to purchase homes. Rents at the property range with ground floor units achieving the lowest rents. Second floor and third floor units rent for a premium.
- 2Q15** The base rents are illustrated in the rent grid. Management charges a premium (up to \$20) for view and floor level. Second and third floor units rent for a premium. There is a short waiting list for the three-bedroom units. Management reported that a portion of the tenants are seniors; however, an estimate was not available.

Photos



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

Housing Choice Vouchers

The following table illustrates the percentage of Housing Choice Voucher tenants at the comparable properties.

TENANTS WITH VOUCHERS			
Comparable Property	Rent Structure	Tenancy	Housing Choice Voucher Tenants
Antioch Manor Estates	LIHTC/Mkt	Senior	8%
Antioch Villas And Gardens	LIHTC/Mkt/PBRA	Senior	0%
Magnolia Circle	LIHTC/Mkt	Senior	20%
Panola Gardens	LIHTC	Senior	0%
Retreat At Madison Place	LIHTC	Senior	30%
Ashley Vista	Market	Family	0%
Friendly Hills Apartments	Market	Family	30%
Lexington On The Green	Market	Family	0%
The Retreat At Stonecrest	Market	Family	0%

Voucher usage at the comparable properties ranges from zero to 30 percent. Five of the nine comparables reported no voucher usage. The senior LIHTC properties reported voucher usage ranging from zero to 30 percent. Of the Subject’s 124 units, 25 will benefit from subsidy and vouchers will not be necessary among these units. We believe the Subject will have a relatively low voucher usage of 10 to 15 percent.

Lease Up History

We were able to obtain absorption information from the five comparable senior properties, four of which are located in the PMA. All of these properties have been used as comparables in our report.

ABSORPTION					
Comparable Property	Rent Structure	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Panola Gardens*	LIHTC	Senior	2015	84	25
Antioch Villas And Gardens	LIHTC/Mkt/PBRA	Senior	2012	106	35
Retreat At Madison Place	LIHTC	Senior	2007	160	14
Antioch Manor Estates	LIHTC/Mkt	Senior	2005	120	24
Magnolia Circle	LIHTC/Mkt	Senior	2003	84	14
Average				111	22

*Absorption rate YTD

As illustrated in the previous table, the comparable properties reported absorption rates of 12 to 35 units per month, with an average of 22 units per month. The Subject will be the third phase of the Antioch Manor Estates master-planned affordable senior housing community. Antioch Manor Estates and Antioch Villas and Gardens are the first two phases of the development. Antioch Manor Estates and Antioch Villas and Gardens are fully occupied with waiting lists of 111 and 309 households, respectively. The Subject units are expected to be filled by households

from the waiting list at these properties. Therefore, we would expect a rapid absorption pace. Antioch Villas and Gardens experienced the fastest absorption pace of any property. Based upon the surveyed properties, we expect the Subject to experience an absorption pace of 30 units per month, which equates to an absorption period of approximately four months for the Subject to reach the Georgia DCA-defined 93 percent occupancy.

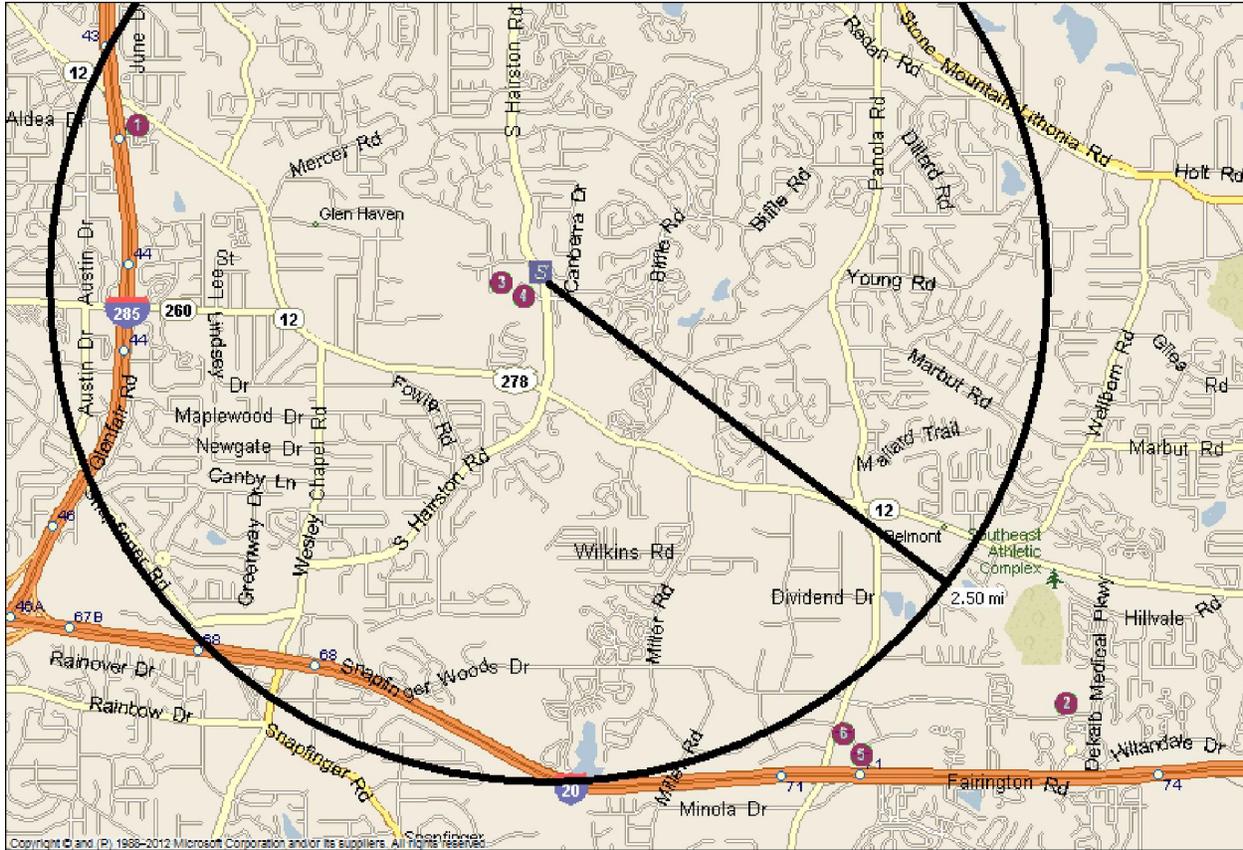
Phased Developments

The Subject will be the third phase of the Antioch Manor Estates master-planned affordable senior housing community. Antioch Manor Estates and Antioch Villas and Gardens are the first two phases of the development and have been used as comparables in this report. These properties are fully occupied with a lengthy waiting list.

Rural Areas

The Subject is not located in a rural area. There is adequate LIHTC and market rate multifamily data.

3. Competitive Project Map



PMA OCCUPANCY

#	Property Name	Occupancy Rate	Type	Tenancy	Included/ Excluded	Reason for Exclusion	Distance from Subject
1	Retreat at Madison	99.4%	LIHTC	Senior	Included	-	3.3 miles
2	Panola Gardens*	88.1%	LIHTC	Senior	Included	-	4.4 miles
3	Antioch Manor Estates	100.0%	LIHTC/Mkt	Senior	Included	-	0.1 miles
4	Antioch Villas and Gardens	100.0%	LIHTC/Mkt/PBRA	Senior	Included	-	0.1 miles
5	Alice Williams Towers	98.0%	Section 8	Senior	Excluded	Subsidized	3.6 miles
6	Alice Williams Towers II	100.0%	Section 8	Senior	Excluded	Subsidized	3.6 miles
	Average	97.6%					

*Placed in service February 2015, currently in absorption

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.

UNIT MATRIX REPORT

	Antioch Summit	Antioch Manor	Antioch Villas	Magnolia	Panola Gardens	Retreat At	Ashley Vista	Friendly Hills	Lexington On	The Retreat At
Comp #	Subject	1	2	3	4	5	6	7	8	9
Property Information										
Property Type	Various (age-restricted)	Lowrise (age-restricted) (3 stories)	Various (age-restricted) (3 stories)	Garden (age-restricted) (2 stories)	Midrise (age-restricted) (4 stories)	Midrise (age-restricted) (4 stories)	Garden (3 stories)	Garden (2 stories)	Garden (3 stories)	Garden (3 stories)
Year Built / Renovated	Proposed	2005	2012	2003	2015	2007	2001	1999	2001	2003
Market (Conv.)/Subsidy Type	LIHTC/Mkt/PBRA	LIHTC/Mkt	LIHTC/Mkt/PBRA	LIHTC/Mkt	LIHTC	LIHTC	Market	Market	Market	Market
Utility Adjustments										
Cooking	yes	yes	yes	no	yes	no	no	no	no	no
Water Heat	yes	yes	yes	no	yes	no	no	no	no	no
Heat	yes	yes	yes	no	yes	no	no	no	no	no
Other Electric	yes	yes	yes	no	yes	no	no	no	no	no
Water	yes	yes	yes	yes	yes	yes	no	no	no	no
Sewer	yes	yes	yes	yes	yes	yes	no	no	no	no
Trash Collection	yes	yes	yes	yes	yes	yes	no	yes	yes	no
In-Unit Amenities										
Balcony/Patio	yes	yes	yes	yes	no	no	yes	yes	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Carpet/Hardwood	no	no	yes	no	no	no	no	no	no	no
Carpeting	yes	yes	yes	yes	yes	yes	yes	yes	yes	no
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Coat Closet	yes	yes	yes	yes	yes	yes	yes	yes	yes	no
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Exterior Storage	no	no	yes	no	no	no	yes	yes	yes	no
Ceiling Fan	yes	yes	yes	no	yes	yes	yes	no	yes	no
Fireplace	no	no	no	no	no	no	no	no	yes	no
Garbage Disposal	no	yes	yes	yes	yes	yes	yes	yes	yes	yes
Hand Rails	yes	yes	yes	yes	yes	yes	no	no	no	no
Microwave	yes	yes	yes	no	yes	no	no	no	no	yes
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Pull Cords	yes	yes	yes	yes	no	yes	no	no	no	no
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Vaulted Ceilings	no	no	yes	no	no	no	no	no	no	no
Walk-In Closet	yes	yes	yes	no	yes	no	yes	yes	no	yes
Washer/Dryer hookup	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Property Amenities										
Basketball Court	no	no	no	no	no	no	no	yes	no	no
Business Center/Computer Lab	yes	yes	yes	yes	yes	yes	yes	no	no	yes
Car Wash	no	no	no	no	no	no	no	no	yes	no
Clubhouse/Community Room	yes	yes	yes	yes	yes	yes	yes	no	yes	yes
Courtyard	no	yes	yes	no	no	no	no	no	no	no
Elevators	yes	yes	yes	no	yes	yes	no	no	no	no
Exercise Facility	yes	yes	yes	no	yes	yes	yes	no	yes	yes
Garage	no	no	no	no	no	no	yes	yes	yes	no
Central Laundry	yes	yes	yes	yes	yes	yes	no	yes	no	yes
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
On-Site Management	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Picnic Area	no	yes	yes	no	no	yes	no	no	no	yes
Playground	no	no	no	no	no	no	yes	no	yes	yes
Recreation Areas	no	no	yes	no	no	no	no	no	no	no
Service Coordination	yes	yes	yes	no	yes	no	no	no	no	no
Swimming Pool	no	no	no	no	no	no	yes	yes	yes	yes
Tennis Court	no	no	no	no	no	no	yes	yes	yes	no
Theatre	yes	yes	yes	no	no	yes	no	no	no	no
Garage Fee	N/A	N/A	N/A	N/A	N/A	N/A	\$75.00	\$50.00	\$75.00	N/A
Services										
Adult Education	no	no	no	no	no	yes	no	no	no	no
Computer Tutoring	no	yes	no	no	no	no	no	no	no	no
Shuttle Service	no	yes	yes	no	no	yes	no	no	no	no
Security										
In-Unit Alarm	no	yes	no	no	no	no	yes	yes	yes	no
Intercom (Buzzer)	no	no	no	no	no	no	no	yes	no	no
Intercom (Phone)	yes	no	no	no	yes	no	no	no	no	no
Limited Access	yes	yes	yes	no	yes	yes	yes	yes	yes	no
Patrol	no	no	no	yes	no	no	no	yes	no	yes
Perimeter Fencing	yes	yes	yes	yes	yes	yes	yes	yes	no	yes
Video Surveillance	yes	yes	yes	no	yes	no	no	yes	no	yes
Premium Amenities										
Hairdresser / Barber	no	yes	no	no	no	no	no	no	no	no
Medical Professional	no	yes	no	no	no	no	no	no	no	no
Other Amenities										
Other	Gazebo, walking path, media room	-	Library, offices for home health agencies	Social Director, Arts & Crafts Room	Library	Walking trails, game room, health seminars	-	-	-	-

The Subject will offer similar to inferior in-unit amenities in comparison to the senior comparables. Panola Gardens and Retreat at Madison Place do not offer a balcony/patio, an amenity that will be offered by the Subject. All of the comparables offer a garbage disposal, which will not be offered by the Subject. The Subject’s common area amenity package will be competitive with the surveyed senior properties. Most of the family market rate properties offer swimming pools and tennis courts, amenities not offered by the proposed Subject. These amenities are not typical for senior LIHTC properties in the market. Overall, we believe that the proposed amenity package will allow the Subject to effectively compete in the senior rental market.

5. The Subject will target senior households age 55 and older. We have included all senior unsubsidized properties in the PMA. In order to supplement the market rate data, we have also included unrestricted family properties.

6. Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY

Comparable Property	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Antioch Manor Estates	LIHTC/Mkt	Senior	120	0	0.00%
Antioch Villas And Gardens	LIHTC/Mkt/PBRA	Senior	106	0	0.00%
Magnolia Circle	LIHTC/Mkt	Senior	84	0	0.00%
Panola Gardens*	LIHTC	Senior	84	10	11.90%
Retreat At Madison Place	LIHTC	Senior	160	1	0.60%
Ashley Vista	Market	Family	312	19	6.10%
Friendly Hills Apartments	Market	Family	169	4	2.40%
Lexington On The Green	Market	Family	216	3	1.40%
The Retreat At Stonecrest	Market	Family	276	12	4.30%
Total			1,527	49	3.20%

*In absorption

The comparable properties reported vacancy rates of zero to 11.9 percent, with an average of 3.2 percent. It should be noted that Panola Gardens was completed in 2015 and is currently in lease-up. The property has experienced an absorption rate of 25 units per month since opening in February 2015. Therefore, the vacancy rate of 11.9 percent at Panola Gardens is not cause for concern. Excluding Panola Gardens, the comparables are experiencing an overall vacancy rate of 2.7 percent. The stabilized comparable senior properties reported vacancy rates of zero to 0.6 percent. Overall, the market is performing well. Based on the strong performance of the comparables, we expect the Subject to maintain a vacancy rate of five percent or less following stabilization.

If allocated, we do not believe that the Subject will impact the performance of the existing senior LIHTC properties, as they reported significant demand for affordable senior housing in the local market. Additionally, 25 of the Subject’s units will operate with project-based rental assistance and tenants will pay 30 percent of their income towards rent for these units.

7. Properties Under Construction and Proposed

There has been one senior LIHTC property funded, placed in service, or under construction within the PMA since 2013. Panola Gardens was allocated tax credits in 2012 for the construction of an 84-unit senior LIHTC development located at 5710 Snapfinger Woods Drive in Lithonia, approximately 4.4 miles southeast of the Subject site and within the PMA. It was developed by National Church Residences. The property consists of 84 one-bedroom units restricted at 50 and 60 percent of the AMI. It opened in February 2015 and is currently 88.1 percent occupied. This property was used as a comparable in this report. This property will directly compete with the Subject.

8. Rental Advantage

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

Similarity Matrix									
#	Property Name	Type	Tenancy	Property Amenities	Unit Features	Location	Age / Condition	Unit Size	Overall Comparison
1	Antioch Manor Estates	LIHTC/Mkt	Senior	Similar	Slightly Superior	Similar	Slightly Inferior	Inferior	-10
2	Antioch Villas And Gardens	LIHTC/Mkt/PBRA	Senior	Similar	Superior	Similar	Similar	Inferior	0
3	Magnolia Circle	LIHTC/Mkt	Senior	Inferior	Similar	Inferior	Inferior	Similar	-30
4	Panola Gardens	LIHTC	Senior	Similar	Slightly Superior	Superior	Similar	Slightly Inferior	10
5	Retreat At Madison Place	LIHTC	Senior	Similar	Similar	Inferior	Slightly Inferior	Slightly Inferior	-20
6	Ashley Vista	Market	Family	Similar	Similar	Inferior	Inferior	Slightly Inferior	-25
7	Friendly Hills Apartments	Market	Family	Slightly Inferior	Similar	Inferior	Inferior	Slightly Inferior	-30
8	Lexington On The Green	Market	Family	Similar	Slightly Superior	Inferior	Inferior	Superior	-5
9	The Retreat At Stonecrest	Market	Family	Slightly Superior	Slightly Inferior	Inferior	Inferior	Superior	-10

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

The rental rates at the LIHTC properties are compared to the Subject’s proposed 60 percent AMI rents in the following table. It should be noted that all of the Subject’s 50 percent AMI units will also benefit from project-based rental assistance and an analysis of achievable rents for these units is moot and has not been presented.

LIHTC Rent Comparison - @60%

Property Name	1BR	2BR
Antioch Summit (Subject)	\$725	\$850
2015 LIHTC Maximum (Net)	\$768	\$921
Hold Harmless LIHTC Maximum (Net)	\$808	\$970
Antioch Manor Estates	\$765	\$905-\$915
Antioch Villas And Gardens	\$807	\$967
Magnolia Circle	\$649	\$785
Panola Gardens	\$665	-
Retreat At Madison Place	\$803	\$884
Average (excluding Subject)	\$738	\$891

The Subject’s proposed 60 percent AMI rents are set below the maximum allowable levels. Since some of the comparable properties were built prior to 2010, they have been “held harmless” to the recent decrease in AMI and have a higher maximum allowable gross rent level than the Subject, which will be completed in 2017. When rents are “held harmless” a property owner is not required to decrease rents in light of a decrease in the AMI. Instead, the property may continue operating with rent restrictions based upon the higher AMI level prior to the decrease. Note that the 2015 AMI in DeKalb County increased 6.1 percent, but remains below the 2010 AMI level. Per the Georgia DCA 2015 guidelines, the market study analyst must use the maximum rent and income limits from the same year as the utility allowance. The Housing Authority of DeKalb County utility allowance is effective as of 2015; therefore, we have utilized the 2015 maximum income and rent limits. It should be noted that the Subject’s rents include all utilities. Therefore, the utility allowance is \$0.

With the exception of Magnolia Circle and Panola Gardens, all of the comparable properties reported achieving maximum allowable rents. The property manager at Magnolia Circle reported that the LIHTC rents have not increased since 2010 to provide an additional level of affordability to the tenants. Panola Gardens is operated by a non-profit entity and indicated that rents are kept affordable. Antioch Manor Estates and Antioch Villas and Gardens are considered the most comparable affordable properties. These properties are located adjacent to the Subject and have the same developer/manager. The Subject will offer similar property amenities and locations when compared to both Antioch Manor Estates and Antioch Villas and Gardens. Antioch Villas and Gardens was built in 2012 and is similar to the proposed Subject in terms of age and condition. Antioch Manor Estates was built in 2005 and is slightly inferior to the proposed Subject in terms of age and condition. These properties offer slightly superior to superior in-unit amenities when compared to the proposed Subject. The Subject will offer larger one and two-bedroom unit sizes than both Antioch Manor Estates and Antioch Villas and Gardens. Overall, the Subject will be similar in comparison to both comparables.

The comparable senior affordable properties that are stabilized are exhibiting a weighted average vacancy rate of 0.2 percent with only one vacant unit, which is considered excellent. Further, the majority of the affordable senior comparables maintain waiting lists. We believe the low

vacancy rate and existence of waiting lists at the comparable properties demonstrates demand for affordable senior housing in the market. We believe 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

Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
<i>60% AMI</i>					
1 BR	\$725	\$649	\$1,025	\$852	15%
2 BR	\$850	\$785	\$1,395	\$1,040	18%
<i>Market Rate</i>					
1 BR	\$800	\$784	\$1,025	\$924	13%
1 BR	\$825	\$784	\$1,025	\$924	11%
2 BR	\$900	\$900	\$1,395	\$1,102	18%
2 BR	\$925	\$900	\$1,395	\$1,102	16%

The Subject’s proposed one and two-bedroom LIHTC rents will offer a 15 to 18 percent advantage over the average market rents. The Subject’s proposed one and two-bedroom market rate rents will offer an 11 to 18 percent advantage over the average market rents. The Subject’s remaining units will operate with subsidy and therefore will have a rental advantage over the comparables that do not offer a subsidy.

9. LIHTC Competition – DCA Funded Properties within the PMA

There has been one senior LIHTC property funded, placed in service, or under construction within the PMA since 2013. Panola Gardens was allocated tax credits in 2012 for the construction of an 84-unit senior LIHTC development located at 5710 Snapfinger Woods Drive in Lithonia, approximately 4.4 miles southeast of the Subject site and within the PMA. It was developed by National Church Residences. The property consists of 84 one-bedroom units

restricted at 50 and 60 percent of the AMI. It opened in February 2015 and is currently 88.1 percent occupied. This property was used as a comparable in this report. This property will directly compete with the Subject.

If allocated, we do not believe that the Subject will impact the performance of the existing senior LIHTC properties, as they reported low vacancy rates. Based upon the strong performance of the senior LIHTC comparables in the PMA, we believe there is adequate demand for 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 Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	8,471	84.3%	1,575	15.7%
2010	13,156	75.8%	4,198	24.2%
2015	14,721	74.3%	5,087	25.7%
Projected Mkt Entry				
December 2017	16,314	74.1%	5,712	25.9%
2019	17,358	73.9%	6,122	26.1%

Source: ESRI Demographics 2015, Novogradac & Company LLP, April 2015

Owner-occupied housing units dominate the housing market in the PMA. However, the 25.7 percent renter-occupied number is significantly higher than the national average of 13.0 percent for senior households.

Historical Vacancy

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

CHANGE IN VACANCY RATES

Comparable Property	Rent Structure	Tenancy	Total Units	2QTR 2012	2QTR 2013	2QTR 2014	2QTR 2015
Antioch Manor Estates	LIHTC/Mkt	Senior	120	0.00%	N/A	0.00%	0.00%
Antioch Villas And Gardens	LIHTC/Mkt/PBRA	Senior	106	0.00%	N/A	N/A	0.00%
Magnolia Circle	LIHTC/Mkt	Senior	84	0.00%	N/A	0.00%	0.00%
Panola Gardens*	LIHTC	Senior	84	N/A	N/A	N/A	11.90%
Retreat At Madison Place	LIHTC	Senior	160	2.50%	N/A	N/A	0.60%
Ashley Vista	Market	Family	312	N/A	7.70%	N/A	6.10%
Friendly Hills Apartments	Market	Family	169	N/A	N/A	N/A	2.40%
Lexington On The Green	Market	Family	216	N/A	5.60%	N/A	1.40%
The Retreat At Stonecrest	Market	Family	276	N/A	N/A	N/A	4.30%

*In absorption

As illustrated in the table, we were able to obtain the historical vacancy rates at several of the comparable properties over the last four years. However, we were not able to obtain all the historical vacancy rates for each individual year. In general, the comparable properties have

maintained low vacancy rates. The comparable properties are generally similar to previous years of analysis.

Change in Rental Rates

The following table illustrates rental rate increases as reported by the comparable properties.

RENT GROWTH

Comparable Property	Rent Structure	Tenancy	Rent Growth
Antioch Manor Estates	LIHTC/Mkt	Senior	None
Antioch Villas And Gardens	LIHTC/Mkt/PBRA	Senior	None
Magnolia Circle	LIHTC/Mkt	Senior	None
Panola Gardens	LIHTC	Senior	N/Ap, recently opened
Retreat At Madison Place	LIHTC	Senior	Increased to maximum allowable
Ashley Vista	Market	Family	Increased 2-5%
Friendly Hills Apartments	Market	Family	Rents change daily
Lexington On The Green	Market	Family	Rents change daily
The Retreat At Stonecrest	Market	Family	Rents change weekly

Two of the nine comparables reported rent growth over the past year. The rents at Friendly Hills, Lexington on the Green, and The Retreat at Stonecrest change on a daily/weekly basis depending on occupancy. We anticipate that the Subject will be able to achieve moderate rent growth in the short term.

11. Impact of Foreclosed, Abandoned and Vacant Structures

According to www.RealtyTrac.com, one in every 449 homes in the Subject’s zip code (30088) was in foreclosure, as of March 2015. Nationally, one in every 1,082 homes was in foreclosure and one in every 1,085 homes in Georgia was in foreclosure. As indicated, the Subject’s local market has a higher foreclosure rate than Georgia and the nation, as a whole. The median list price for a home in the Subject’s market was \$77,500 compared to \$172,900 in Georgia and \$199,000 in the nation. Overall, it appears that the local market is faring slightly worse than the nation as a whole in terms of foreclosure rates. We witnessed few abandoned homes in the Subject’s immediate neighborhood.

12. Primary Housing Void

According to Natasha. Brown with the Housing Authority of DeKalb County, the authority currently maintains an extensive waiting list for Section 8 applicants, and the waiting list is currently closed. Further, the property manager at the senior comparables both within and just outside the PMA reported strong demand for affordable senior housing in this area.

13. Effect of Subject on Other Affordable Units in Market

The stabilized comparable senior properties are 0.6 percent vacant or less and most maintain waiting lists. We do not believe that the Subject will negatively impact the performance of the comparable senior properties.

Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The surveyed comparables are

performing well, with a weighted vacancy rate of 2.7 percent when excluding the property in lease-up. The affordable senior comparables reported vacancy rates ranging from zero to 0.6 percent with only one vacant unit among them and an overall vacancy rate of 0.2 percent, when excluding the comparable in lease-up. These rates indicate strong demand for affordable senior housing. Additionally, several of the senior affordable properties and some of the market rate properties maintain waiting lists and all of the senior affordable comparables' property managers indicated strong demand for affordable senior housing in the market. The Subject will be similar to superior to most of the comparable senior properties in terms of age/condition, location, unit sizes, and amenities. Of the Subject's 124 units, 25 will benefit from rental assistance, where tenants pay 30 percent of their income in rent. 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 the five comparable senior properties, four of which are located in the PMA. All of these properties have been used as comparables in our report.

ABSORPTION

Comparable Property	Rent Structure	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Panola Gardens*	LIHTC	Senior	2015	84	25
Antioch Villas And Gardens	LIHTC/Mkt/PBRA	Senior	2012	106	35
Retreat At Madison Place	LIHTC	Senior	2007	160	14
Antioch Manor Estates	LIHTC/Mkt	Senior	2005	120	24
Magnolia Circle	LIHTC/Mkt	Senior	2003	<u>84</u>	<u>14</u>
Average				111	22

*Absorption rate YTD

As illustrated in the previous table, the comparable properties reported absorption rates of 12 to 35 units per month, with an average of 22 units per month. The Subject will be the third phase of the Antioch Manor Estates master-planned affordable senior housing community. Antioch Manor Estates and Antioch Villas and Gardens are the first two phases of the development. Antioch Manor Estates and Antioch Villas and Gardens are fully occupied with waiting lists of 111 and 309 households, respectively. The Subject units are expected to be filled by households from the waiting list at these properties. Therefore, we would expect a rapid absorption pace. Antioch Villas and Gardens experienced the fastest absorption pace of any property. Based upon the surveyed properties, we expect the Subject to experience an absorption pace of 30 units per month, which equates to an absorption period of approximately four months for the Subject to reach the Georgia DCA-defined 93 percent occupancy.

J. INTERVIEWS

Housing Authority of DeKalb County

We spoke to Natasha Brown, Housing Choice Voucher Call Center Representative for the DeKalb County Housing Authority, to get details on the county’s Section 8 program. Ms. Brown was unable to provide information about the number of housing choice vouchers issued in the area, or the number of vouchers that were currently in use. According to Ms. Brown, the housing authority currently maintains an extensive waiting list for Section 8 applicants, and the waiting list is currently closed. There are no preferences for applicants on the waiting list. The current payment standard for DeKalb County can be found in the following table.

Gross Payment Standards	
1BR	\$757
2BR	\$874

Source: Housing Authority of DeKalb County, 4/2015

The Subject’s rents for the non-subsidy 60 percent of AMI units are below the current payment standards, indicating that voucher tenants will be eligible to reside at the Subject.

Planning

We contacted the City of Stone Mountain on several occasions for information regarding new multifamily development. However, our phone calls were not returned. During our site inspection, we did not observe any new multifamily development in the Subject’s immediate neighborhood. According to the 1st Quarter 2015 REIS Observer report for Metro Atlanta, there are no under construction, proposed, or recently completed market rate multifamily developments in the PMA. The recently completed and proposed affordable housing developments in the PMA were detailed earlier in the report.

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

K. CONCLUSIONS AND RECOMMENDATIONS

Conclusions

- The PMA is expected to experience strong senior population and household growth from 2015 through 2019. Senior population growth in the PMA is expected to increase at an annual rate of 3.5 percent from 2015 through 2019. Senior population growth in the PMA will outpace senior population growth of the MSA and nation through 2019. Owner-occupied housing units dominate the PMA and MSA. However, the percentages of senior renter-occupied housing in the both the PMA and MSA are significantly higher than the national average of approximately 13 percent. The percentage of renter-occupied units in the PMA is expected to increase through 2019, which is a positive indication of future demand for affordable senior housing. Approximately 57 percent of senior renter households in the PMA earn less than \$30,000. Since the Subject's 50 percent AMI units will operate with subsidy, income limits for these units will range from \$0 to \$27,300. The income limits for the non-subsidized LIHTC units will range from \$21,750 to \$32,760. The minimum income limits for the market rate units will be \$24,000 and there will not be a maximum income limit for these units. As such, all renter households will income qualify to reside at one of the Subject's unit types, and the Subject should be well-positioned to service this market.
- The largest industries in the PMA are health care/social assistance, educational services, retail trade, and public administration. Together, these four industries comprise almost 43 percent of total employment in the PMA. The top employers within the Atlanta metropolitan area are concentrated in the transportation, educational services, retail trade, telecommunications and health care industries. The MSA appears to be recovering well as total employment increased each year from 2011 through February 2015. As of February 2015, total employment in the MSA exceeded pre-recessionary levels. Total employment in the nation exceeded pre-recessionary levels in 2014. From February 2014 to February 2015, total employment increased by 2.0 percent in the MSA compared to an increase of 2.1 percent nationally. From February 2014 to February 2015, the unemployment rate in the MSA decreased 1.0 percentage point, compared to a decrease of 1.2 percentage points nationally. The unemployment rate in the MSA as of February 2015 was 6.1 percent, which was 0.3 percentage points above the national rate of 5.8 percent. The current unemployment rate in the MSA represents a significant decrease from recessionary levels but has yet to reach pre-recessionary levels, indicating that the local economy is still in a state of recovery.
- The Subject's capture rates range from 0.8 to 30.7 percent, with an overall capture rate of 10.8 percent for the affordable units. Therefore, we believe there is adequate demand for the Subject.
- We were able to obtain absorption information from the five comparable senior properties, four of which are located in the PMA. All of these properties have been used as comparables in our report.

ABSORPTION

Comparable Property	Rent Structure	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Panola Gardens*	LIHTC	Senior	2015	84	25
Antioch Villas And Gardens	LIHTC/Mkt/PBRA	Senior	2012	106	35
Retreat At Madison Place	LIHTC	Senior	2007	160	14
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Magnolia Circle	LIHTC/Mkt	Senior	2003	84	14
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*Absorption rate YTD

As illustrated in the previous table, the comparable properties reported absorption rates of 12 to 35 units per month, with an average of 22 units per month. The Subject will be the third phase of the Antioch Manor Estates master-planned affordable senior housing community. Antioch Manor Estates and Antioch Villas and Gardens are the first two phases of the development. Antioch Manor Estates and Antioch Villas and Gardens are fully occupied with waiting lists of 111 and 309 households, respectively. The Subject units are expected to be filled by households from the waiting list at these properties. Therefore, we would expect a rapid absorption pace. Antioch Villas and Gardens experienced the fastest absorption pace of any property. Based upon the surveyed properties, we expect the Subject to experience an absorption pace of 30 units per month, which equates to an absorption period of approximately four months for the Subject to reach the Georgia DCA-defined 93 percent occupancy.

- The comparable properties reported vacancy rates of zero to 11.9 percent, with an average of 3.2 percent. It should be noted that Panola Gardens was completed in 2015 and is currently in lease-up. The property has experienced an absorption rate of 25 units per month since opening in February 2015. Therefore, the vacancy rate of 11.9 percent at Panola Gardens is not cause for concern. Excluding Panola Gardens, the comparables are experiencing an overall vacancy rate of 2.7 percent. The stabilized comparable senior properties reported vacancy rates of zero to 0.6 percent. Overall, the market is performing well. Based on the strong performance of the comparables, we expect the Subject to maintain a vacancy rate of five percent or less following stabilization.

If allocated, we do not believe that the Subject will impact the performance of the existing senior LIHTC properties, as they reported significant demand for affordable senior housing in the local market. Additionally, 25 of the Subject’s units will operate with project-based rental assistance and tenants will pay 30 percent of their income towards rent for these units.

- Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The surveyed comparables are performing well, with a weighted vacancy rate of 2.7 percent when excluding the property in lease-up. The affordable senior comparables reported vacancy rates ranging from zero to 0.6 percent with only one vacant unit among them and an overall vacancy rate of 0.2 percent, when excluding the comparable in lease-up. These rates indicate strong demand for affordable senior housing. Additionally, several of the senior affordable properties and some of the market rate properties maintain waiting lists and all

of the senior affordable comparables' property managers indicated strong demand for affordable senior housing in the market. The Subject will be similar to superior to most of the comparable senior properties in terms of age/condition, location, unit sizes, and amenities. Of the Subject's 124 units, 25 will benefit from rental assistance, where tenants pay 30 percent of their income in rent. 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.

Recommendations

- We recommend the Subject as proposed.

L. SIGNED STATEMENT REQUIREMENTS

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



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

May 7, 2015
Date



Ed Mitchell
Manager

May 7, 2015
Date



Brendan Kelly
Real Estate Analyst

May 7, 2015
Date



Sterling Battle
Real Estate Researcher

May 7, 2015
Date

M. MARKET STUDY REPRESENTATION

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



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

May 7, 2015
Date



Ed Mitchell
Manager

May 7, 2015
Date



Brendan Kelly
Real Estate Analyst

May 7, 2015
Date



Sterling Battle
Real Estate Researcher

May 7, 2015
Date

N. QUALIFICATIONS

STATEMENT OF PROFESSIONAL QUALIFICATIONS

H. BLAIR KINCER, MAI

I. Education

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

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

II. Licensing and Professional Affiliation

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

III. Professional Experience

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

IV. Professional Training

Have presented at and attended various IPED and Novogradac conferences regarding the affordable housing industry. Have done presentations on the appraisal and market

H. Blair Kincer

Qualifications

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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

EDWARD R. MITCHELL

I. Education

Master of Science – Financial Planning
University of Alabama, Tuscaloosa, Alabama

Graduate Certificate (Half Master's) Conflict Management, Negotiation, and Mediation
University of Alabama, Tuscaloosa, Alabama

Bachelor of Science – Human Environmental Science
University of Alabama, Tuscaloosa, Alabama

Associate of Arts – Real Estate Management
San Antonio College, San Antonio, Texas

II. Work History

Manager - Valuation; Novogradac & Company LLP; Atlanta, Georgia
Senior Real Estate Analyst; Novogradac & Company LLP; Atlanta, Georgia
Senior Appraiser; Valbridge Property Advisors; Atlanta, Georgia
Managing Partner; Consolidated Equity, Inc.; Atlanta, Georgia and Jacksonville, Florida
Senior Appraiser; Schultz, Carr, Bissette & Associates; Atlanta, Georgia
Disposition Manager; Resolution Trust Corporation (RTC); San Antonio & Dallas, Texas

III. Relevant Experience

- Managed and prepared market studies and appraisals throughout the U.S. for family and senior Low-Income Housing Tax Credit (LIHTC), market rate, HOME financed, USDA Rural Development, and HUD subsidized properties.
- Managed and prepared HUD rent comparability studies (RCS).
- Performed HUD MAP Quality Control market study and appraisal reviews.
- Over 20 years' experience in real estate appraisal, investment, development, and construction. Past appraisal assignments include all types of vacant and improved commercial property and special use properties such as rail corridors, Right-of-Way projects, and recycling plants.

IV. Licensure

- Georgia State Certified General Real Property Appraiser #4649
- Alabama State Certified General Real Property Appraiser #G01192
- Licensed Real Estate Salesperson (Georgia)
- Appraisal Institute – Candidate for Designation

STATEMENT OF PROFESSIONAL QUALIFICATIONS

BRENDAN KELLY

I. Education

Pennsylvania State University, University Park, PA
Bachelor of Science in Finance

Education requirements successfully completed for the Appraisal Institute and CCIM Institute:

Appraisal Principals, June 2008
Appraisal Procedures, August 2008
15-Hour National USPAP Course, November 2008
General Appraiser Income Approach I, November 2008
Real Estate Finance Statistics and Valuation Modeling, January 2009
CI101: Financial Analysis for Commercial Investment Real Estate, March 2010
CI104: Investment Analysis for Commercial Investment Real Estate, November 2011

II. Professional Experience

Independent Real Estate Analyst, May 2010 - Present
Real Estate Analyst, Novogradac & Company LLP, November 2007 – April 2010
Research Assistant, Novogradac & Company LLP, April 2006 – November 2007

III. Real Estate Assignments

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

- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low-Income Housing Tax Credit properties, USDA Rural Development, and market rate multifamily developments. Analysis includes property screenings, valuation analysis, rent comparability studies, expense comparability analysis, determination of market rents, and general market analysis.
- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties, on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, large family, and acquisition with rehabilitation.
- Assisted in the preparation of Rent Comparability Studies according to HUD guidelines.
- Performed all aspects of data collection and data mining for web-based rent reasonableness systems for use by local housing authorities.
- Work assignments completed in various states include: Alaska, Arizona, Arkansas, California, Colorado, Delaware, District of Columbia, Florida, Georgia, Hawaii, Illinois, Iowa, Kansas, Kentucky, Louisiana, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Montana, Nevada, New Jersey, New York, North Dakota, Ohio, Oklahoma, Pennsylvania, South Carolina, Texas, Utah, Washington, West Virginia, Wisconsin, Wyoming, and Virginia.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

Sterling Battle

I. Education

The University of South Florida, Tampa, FL
Bachelor of Science degree in Finance

II. Professional Experience

Real Estate Researcher, Novogradac & Company LLP, September 2014 – Present
Real Estate Research Intern, Framework Group Development LLC, September 2013- September 2014

III. Research Assignments

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

- Assisted numerous market and feasibility studies for family and senior affordable housing. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of market-rate and Low-Income Housing Tax Credit (LIHTC) properties. Analysis typically includes; unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis.
- Assisted with numerous appraisals of new construction and existing LIHTC and market-rate properties.