



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

**ASHLEIGH PLACE
Parcel 10 on Timber Trail of Richmond Hill Plantation
Richmond Hill, Bryan County, Georgia**

Effective Date: June 12, 2012

Report Date: June 13, 2012

Prepared For

**Ms. Tracy Doran
Humanities Foundation, Inc.
474 Wando Park Boulevard, Suite 102
Mount Pleasant, South Carolina 29464**

Prepared By

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**NOVOGRADAC
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CERTIFIED PUBLIC ACCOUNTANTS

June 13, 2012

Ms. Tracy Doran
Humanities Foundation, Inc.
474 Wando Park Boulevard, Suite 102
Mount Pleasant, South Carolina 29464

Re: Market Study for Ashleigh Place in Richmond Hill, Georgia

Dear Ms. Doran:

At your request, Novogradac & Company LLP performed a market study of the senior rental market in the Richmond Hill, Bryan County, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project, the (Subject). The purpose of this market study is to assess the viability of the construction of Ashleigh Place, a proposed Housing for Older Persons (HFOP) development consisting of 80 units. Units will be restricted to senior households ages 55 and older earning 50 and 60 percent of the AMI, or less. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions. The scope of this report meets the requirements of the Georgia Department of Community Affairs (DCA), including the following:

- Inspecting the site of the proposed Subject and the general location.
- Analyzing appropriateness of the proposed unit mix, rent levels, available amenities and site.
- Estimating market rent, absorption and stabilized occupancy level for the market area.
- Investigating the health and conditions of the multifamily market.
- Calculating income bands, given the proposed Subject rents.
- Estimating the number of income eligible households.
- Reviewing relevant public records and contacting appropriate public agencies.
- Analyzing the economic and social conditions in the market area in relation to the proposed project.
- Establishing the Subject Primary and Secondary Market Area(s) if applicable.
- Surveying competing projects, Low-Income Housing Tax Credit (LIHTC) and market rate.

This report contains, to the fullest extent possible and practical, explanations of the data, reasoning, and analyses that were used to develop the opinions contained herein. The report also includes a thorough analysis of the scope of the study, regional and local demographic and economic studies, and market analyses including conclusions. The depth of discussion contained in the report is specific to the needs of the client. Information included in this report is accurate and the report can be relied upon by DCA as a true assessment of the low-income housing rental market. This report was completed in accordance with DCA market study guidelines. We inform the reader that other users of this document may underwrite the LIHTC rents to a different standard than contained in this report.

Please do not hesitate to contact us if there are any questions regarding the report or if Novogradac & Company, LLP can be of further assistance. It has been our pleasure to assist you with this project.

Respectfully submitted,



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

6-12-2012
Date



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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 CONCLUSION

EXECUTIVE SUMMARY AND CONCLUSIONS

1. Project Description:

Ashleigh Place is a proposed new construction senior development to be at Parcel 10 on Timber Trail of Richmond Hill Plantation in Richmond Hill, Georgia. The Subject will consist of one two-story elevator-serviced U shaped building. The following table illustrates the unit mix including bedrooms/bathrooms, square footage, income targeting, rents, and utility allowance.

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

PROPOSED RENTS

Unit Type	Number of Units	Square Footage	Asking Rent	Utility Allowance (1)	Gross Rent	2011 LIHTC Maximum Allowable Gross Rent	2011 HUD Fair Market Rents
<i>50% AMI</i>							
1BR	8	700	\$447	\$103	\$550	\$562	\$723
2BR	4	950	\$539	\$131	\$670	\$675	\$805
<i>60% AMI</i>							
1BR	16	700	\$517	\$103	\$620	\$675	\$723
2BR	52	950	\$649	\$131	\$780	\$810	\$805
Total	80						

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

The Subject will offer the following amenities: blinds, carpeting, central air conditioning, ovens/stoves, refrigerators, dishwashers, a community room, a central laundry facility, an arts and crafts center, a business center/computer lab, elevators, a gazebo, on-site management, and off-street parking. The Subject's proposed amenities package will be competitive with the comparable properties.

2. Overall Conclusion:

Based upon our market research, demand calculations and analysis, we believe there is adequate demand for a senior LIHTC property. Overall vacancy is low at approximately three percent among the stabilized LIHTC properties. Sustainable Fellwood III is a senior LIHTC property in Savannah that is undergoing stabilization. The property is currently 90 percent occupied and is absorbing at a rapid pace (45 units per month). Further, two of the senior

comparables are maintaining waiting lists and seven of the nine comparables reported vacancy rates of approximately five percent or less. The larger senior market is performing well and the Subject's proposed LIHTC rents are at or below the surveyed minimum unrestricted rents. Further, an estimated 24 percent of senior households in the PMA are renters in a market with very limited multifamily supply that is targeted towards these households. Overall, we believe that there is demand for the Subject as proposed in a market that lacks senior LIHTC housing. The Subject's strengths include its age, condition and its location within walking distance of commercial uses and the senior center.

3. Site Description/Evaluation:

The Subject site is vacant wooded land located along the south side of Timber Trail and the northwest side of Plantation Way. The northern side of the site is bordered by Timber Trail followed by the entrance into Richmond Hill Park and the Richmond Hill Community Center that includes a Senior Center. The southeast portion of the site is bordered by The Estates at Hickory Hill; a new single-family residential neighborhood in excellent condition. The Estates at Hickory Hill is part of Richmond Hill Plantation, a multi-phased neighborhood with homes starting at \$200,000. The Estates at Hickory Hill is approximately 45 percent built-out with one home under construction during the site visit. The western side of the site is bordered by Plantation Way, the entrance to Richmond Hill Plantation, followed by The Cottages of Cottonham, a single-family home development. The Cottages of Cottonham is phase I of Richmond Hill Plantation. Single-family homes in The Cottages of Cottonham are in good condition and well occupied. This section of Richmond Hill Plantation has only one vacant lot with a home under construction on the lot. The northwest edge of the Subject site is bordered by vacant land.

Commercial uses are located approximately one-half mile west of the Subject site at the intersection of Ford Avenue and Timber Trail and are fully occupied. Commercial uses at this intersection consist of a strip retail center with a consignment clothing store, a martial arts gym, a veterinarian, a dentist, and a chiropractor. Additionally, a gas station with a market is located adjacent to the strip center. Additional uses located within close proximity to the Ford Avenue and Timber Trail intersection include an assisted living facility and office condominiums for lease. Higher density commercial uses are concentrated along U.S. 17, located approximately two miles northwest of the

Subject site. Views are considered good and consist of vacant wooded land, single-family homes in excellent condition and the Richmond Hill Park and community center. Access and visibility are considered excellent from Timber Trail. Overall, the Subject will be a conforming use in the neighborhood and the site appears appropriate for a senior low-rise apartment building.

4. Market Area Definition:

The Primary Market Area (PMA) encompasses portions of Bryan and Chatham counties south of Interstate 16 and west of Highway 204/Veterans Parkway. The area is bound by Interstate 16 to the north, Interstate 95/Highway 17/Fort Stewart Military Reservation to the west, the Bryan-Liberty county line to the south; and Veterans Parkway to the east. The farthest boundary from the Subject site is located approximately 16.8 miles (driving distance) northwest of the Subject site. The Subject site is located within 2.6 miles east of Interstate 95, which provides excellent access north towards Pooler, Garden City, and Savannah as well as access south along the coast towards areas such as Brunswick. Overall, we anticipate that the Subject will experience an estimated 15 percent leakage from the PMA as it will target seniors.

5. Community Demographic Data:

The Subject is located in Richmond Hill, in Bryan County, Georgia. Overall demographics are strong for the Subject's age-restricted units as the PMA has been an area of growth. Senior population in 2010 was 9,695 and is projected to increase to 10,167 by 2015. There were 4,206 senior households in 2010, which is expected to increase to 5,686 by 2015. The senior population and household growth has been outpacing the growth rates of the MSA and the nation for over ten years. Both the senior population and the number of households with a senior householder above the age of 55 are projected to increase by 2015. Senior population in the PMA is projected to increase at a 6.0 percent annual rate over the next five years, a rate nearly twice as fast as the Savannah, Georgia MSA during the same period. The MSA also had notable growth as senior population growth in the MSA outpaced the overall population during this same time period. This is a strong growth rate that suggests there is sufficient demand for the Subject.

This steady seven percent annual growth rate of senior householders in the PMA in 2010 was more than twice the

rate of the Savannah MSA and much greater than the nation and also illustrates the demand for the Subject.

In addition to the positive growth trends, the strong tenure patterns also demonstrate strong demand for the Subject. In 2010, approximately 24 percent of seniors above the age of 55 in the PMA resided in renter-occupied housing units. This is significantly above the national average of 13 percent for seniors living in renter-occupied housing units. Among these renters, approximately 84 percent lived in one or two-person households. This trend supports the one-bedroom and two-bedroom unit mix at the Subject.

The Subject will target households with income between \$16,500 and \$28,800. Approximately 27 percent of seniors above the age of 55 earn incomes between \$10,000 and \$29,999. Households in these income cohorts are expected to create demand for the Subject.

The Subject is located in zip code 31324. According to RealtyTrac, this region experienced a high foreclosure rate in April 2012 with approximately one out of every 558 housing units filing for foreclosure in April 2012. Comparatively Bryan County had a foreclosure rate of one in every 536 housing units; Georgia had a foreclosure rate of one in every 398 housing units; and the nation experienced a foreclosure rate of one in every 698 housing units. We do not anticipate a large portion of tenants to sell homes in order to move to the Subject. Therefore, Richmond Hill had a lower foreclosure rate than all but the state of Georgia.

Per our site visit, we did not see many abandoned or vacant structures in the Subject's immediate neighborhood.

6. Economic Data:

Overall, it appears as if Richmond Hill and Bryan County were affected by the national economic recession. The County experienced significant increases in total jobs over the greater part of the decade. However 2009 had the highest loss of 7.2 percent in total jobs in Bryan County. The following year in 2010, they had another loss, this time nominal at 0.4 percent. The 2011 YTD average shows the first positive growth in total jobs in Bryan since 2007.

The Savannah, Georgia MSA experienced a higher growth rate in employment than the rest of the nation from 2001 to 2007. In 2008 the employment level began to decline, with a significant decrease in 2009, this trend is similar to that of

the nation over the same time period. In 2011 the employment level rose for the first time since 2007; this trend was seen nationally as well. From March 2011 to 2012 the MSA also showed positive growth as the year over year total employment increased 0.9 percent. The unemployment rate in the MSA remained below the national average from 2000 to 2010. 2009 saw a dramatic increase in the unemployment level, reaching 8.4 percent and increasing to 9.0 percent in 2010 and 2011. This increase was similar to the nation over the same period. In 2011 however, the MSA and the USA were essentially in line with one another again in regards to the unemployment rate. Year over year figures from March 2011 to March 2012 show a potentially recovering unemployment rate as it decreased 0.3 percentage points during this timeframe.

The largest sector in Bryan County, according to the Bureau of Labor Statistics, is the trade/transportation/utilities industry, followed by the Leisure and Hospitality and Education and Health Services. Education and Health Services are historically considered to be stable employers and could provide some additional stability to the local economy during a recession. This deviates slightly from the industry trends in the PMA. The largest industries in the PMA are healthcare/social assistance, retail trade, and educational services. Healthcare/Social Assistance and retail trade are overrepresented in the PMA when compared to the nation. Although the educational services industry is a large industry in the PMA, there are a slightly smaller percentage of workers employed in this industry than in the nation. The most overrepresented industries in the PMA are Accommodation Food Services and Transportation/Warehousing. The most underrepresented industries in the PMA when compared to the nation are Prof/Scientific/Tech Services and Finance/Insurance.

We spoke with Josh Fenn, the Executive Director of the Development Authority of Bryan County and he informed us there have been no closures in any industry from 2011 to date. This results in a net gain of approximately 40 new jobs to date from the 2011 addition of Matson Logistics.

Overall, the Subject will cater to senior households who are likely to be retired. The forecasted growth in the economy in total employment and the decrease in unemployment combined with the modest business expansion will bode well for additional housing in the PMA.

7. Project-Specific Affordability And Demand Analysis:

The following table illustrates the capture rates for the Subject.

CAPTURE RATE ANALYSIS CHART

Unit Size	Income limits	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate
1BR	50% AMI	8	75	0	75	10.6%
2BR	50% AMI	4	113	0	113	3.5%
1BR	60% AMI	16	105	0	105	15.3%
2BR	60% AMI	52	156	0	156	33.2%
Overall	50 & 60% AMI	80	328	0	328	24.4%

As the analysis illustrates, the Subject's capture rates at the 50 percent AMI level will range from 3.5 to 10.6 percent, with an overall capture rate of 6.4 percent. The Subject's 60 percent AMI capture rates range from 15.3 to 33.2 percent, with an overall capture rate of 26.0 percent. The overall capture rate for the project's 50 and 60 percent units is 24.4 percent. While the capture rates at 60 percent AMI are high, we believe there is demand for the Subject as proposed given low vacancy in the market and the lack of LIHTC, particularly senior LIHTC supply in Richmond Hill.

8. Competitive Rental Analysis:

The availability of both LIHTC and unrestricted data in Richmond Hill is limited. We have included one family LIHTC property, Ashton at Richmond Hill, in Richmond Hill and eight properties in Savannah and Pooler. We have not included two family LIHTC properties in the PMA (in Savannah) due to their family tenancy and limited number of senior tenants. We have therefore included several senior LIHTC properties located outside the PMA in Pooler and Savannah. Portions of suburban Savannah are in the PMA while Pooler is not in the PMA. Our competitive survey includes nine comparable properties containing 1,848 units. While the senior LIHTC properties are located in Savannah and Pooler, we believe they operate within the same larger market as the Subject and are therefore indicative of the performance of a LIHTC property. In terms of market rate data, we have included the closest and newest unrestricted properties, the majority of which target general households with the exception of Veranda at Midtown in Savannah. Overall, the Subject will face limited direct competition from properties in Richmond Hill. Further, as the demographic analysis will demonstrate, there is a large percentage of senior renters in the PMA, which is an area

that offers limited senior rental supply, indicating that there is latent demand in the market.

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

SUBJECT RENT COMPARISON TO MARKET RENTS

Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1 BR @ 50% AMI	\$447	\$405	\$1,005	\$681	34%
2 BR @ 50% AMI	\$539	\$415	\$1,135	\$813	34%
1 BR @ 60% AMI	\$517	\$447	\$1,005	\$711	27%
2 BR @ 60% AMI	\$649	\$415	\$1,135	\$825	21%

As the table above depicts, the Subject’s proposed rents are on the low end of the range of the rents surveyed in the market. Further, the Subject’s rents are at or below the unrestricted rents among the surveyed properties. Sheppard Station is achieving the lowest unrestricted rents. Sheppard Station is a senior LIHTC property in Pooler that offers unrestricted one- and two-bedroom units. The Subject will be similar to this property in age/condition as it was built in 2009. The property is currently 100 percent occupied with a waiting list and therefore does not appear to be testing the market. Sustainable Fellwood III and Veranda at Midtown are senior properties located in Savannah that are 90 and 98 percent occupied, respectively, as Sustainable Fellwood III is currently stabilizing. Both are achieving unrestricted rents that are higher than that of Sheppard Station. Assuming a competitive amenity package and location, we believe that the Subject should achieve rents in the range of Sheppard Station, Sustainable Fellwood III, and Veranda at Midtown. Overall, the Subject will offer a positive price-value relationship as it will offer new construction with rents that are lower than the surveyed average market rents.

9. Absorption/Stabilization Estimate:

The following table illustrates absorption rates at the newest senior LIHTC properties in the Savannah and Pooler areas.

Absorption

Property	Rent Structure	Tenancy	Year Built	# of Units	Units Absorbed
					Per Month
Sheppard Station	LIHTC/Market	Senior	2009	65	12
Sustainable Fellwood III	LIHTC/PBRA/Market	Senior	2012	100	45

Sheppard Station is located in Pooler (outside of the PMA), opened in 2009, and reported an absorption pace of approximately 12 units per month. Sustainable Fellwood III (in Savannah) opened in 2012 and is currently in lease up and 90 percent occupied. This property is reporting a much faster absorption pace of 45 units per month, which is likely due to the PBRA units at this property. The Subject will not offer project-based rental assistance. We have conservatively estimated that the Subject will lease approximately 10 units per month as the Subject will not have a waiting list at sister properties from which to draw tenants (as is the case with Sustainable Fellwood III). At this pace, the Subject will reach a stabilized occupancy of 93 percent within seven to eight months. We expect all bedroom types and AMI levels to absorb at a similar pace.

Summary Table:

Development Name:	Ashleigh Place	Total # Units: 80
Location:	Parcel 10 on Timber Trail of Richmond Hill Plantation, Richmond Hill, Georgia	80
PMA Boundary:	Interstate 16 to the north; Interstate 95/Highway 17/Fort Stewart Military Reservation to west;	# LIHTC Units: _____
	Bryan-Liberty county line to the south; Veterans Pky to east	Farthest Boundary Distance to Subject: 16.8 miles

RENTAL HOUSING STOCK (found on page 90) *ONLY INCLUDES COMPS IN PMA

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	4	1,299	50	96.15%
Market-Rate Housing	3	1,067	42	96.06%
Assisted/Subsidized Housing not to include LIHTC	N/A	N/A	N/A	N/A
LIHTC	1	232	8	96.6%
Stabilized Comps	4	1,299	50	96.15%
Properties in Construction & Lease Up	0	0	0	0

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
8	1	1	700	\$447	\$681	\$0.93	34%	\$1,005	\$1.52
4	2	2	950	\$539	\$813	\$0.78	34%	\$1,135	\$1.00
16	1	1	700	\$517	\$711	\$0.94	27%	\$1,005	\$1.52
52	2	2	950	\$649	\$825	\$0.82	21%	\$1,135	\$1.00

DEMOGRAPHIC DATA (found on page 25, 43-52_)

	2000		2010		2014	
Renter Households	529	22.2%	990	23.6%	1,346	24.4%
Income-Qualified Renter HHs (LIHTC)	117	22.2%	220	22.2%	299	22.2%
Income-Qualified Renter HHs (MR) (if applicable)	N/A	N/A	N/A	N/A	N/A	N/A

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 43-52)*

Type of Demand	30%	50%	60%	Market-rate	Other: __	Overall
Renter Household Growth	N/A	109	152	N/A	N/A	182
Existing Households (Overburdened + Substandard)	N/A	72	100	N/A	N/A	120
Homeowner conversion (Seniors)	N/A	23	32	N/A	N/A	54
Less Comparable/Competitive Supply	N/A	0	0	N/A	N/A	0
Net Income-qualified Renter HHs	N/A	204	285	N/A	N/A	356

CAPTURE RATES (found on page _43-54_)

Targeted Population	30%	50%	60%	Market-rate	Other: __	Overall
Capture Rate	N/A	6.4%	26.0%	N/A	N/A	24.4%

*Does not take into consideration leakage from the MSA

B. PROJECT DESCRIPTION

PROJECT DESCRIPTION

Project Address and Development Location:	The Subject site is located at Parcel 10 on Timber Trail of Richmond Hill Plantation in Richmond Hill, Bryan County, Georgia.
Construction Type:	The Subject will be a newly constructed senior development consisting of one, two-story elevator serviced U shaped building with brick and cement siding.
Occupancy Type:	Housing for Older Persons (55+).
Special Population Target:	None.
Number of Units by Bedroom Type and AMI Level:	See following property profile.
Unit Size:	See following property profile.
Structure Type:	See following property profile.
Rents and Utility Allowances:	See following property profile.
Existing or Proposed Project Based Rental Assistance:	None of the Subject's units will operate with Project-Based Rental Assistance.
Proposed Development Amenities:	See following property profile.

Property Profile Report

Ashleigh Place Senior												
Comp #	Subject											
Location	Hwy 144 Richmond Hill, GA 31324 Bryan County (verified)											
Distance	n/a											
Units	80											
Vacant Units	N/A											
Vacancy Rate	N/A											
Type	Lowrise (age-restricted)											
Year Built / Renovated	2014 / n/a											
Tenant Characteristics	HFOP											
Utilities												
A/C	not included -- central				Other Electric				not included			
Cooking	not included -- electric				Water				included			
Water Heat	not included -- electric				Sewer				included			
Heat	not included -- electric				Trash Collection				included			
Unit Mix (face rent)												
Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?	
1	1	Garden	8	700	\$447	\$0	@50%	n/a	N/A	N/A	no	
1	1	Garden	16	700	\$517	\$0	@60%	n/a	N/A	N/A	no	
2	2	Garden	4	950	\$539	\$0	@50%	n/a	N/A	N/A	no	
2	2	Garden	52	950	\$649	\$0	@60%	n/a	N/A	N/A	no	
Amenities												
In-Unit	Blinds Carpeting Central A/C Dishwasher Ceiling Fan Hand Rails Oven Pull Cords Refrigerator				Security				none			
Property	Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Elevators Central Laundry Off-Street Parking On-Site Management Recreation Areas				Premium				none			
Services	none				Other				Gazebo, covered porch, arts/craft room			
Comments												
Utility estimates for the development will be \$103 and \$131 for a one-, and two-bedroom unit, respectively. Gross rents will be \$550 and \$670 for a one-, and two-bedroom unit at 50 percent AMI and \$620 and \$780 for a one- and two-bedroom units at 60 percent AMI.												

Scope of Renovations:	The Subject will be new construction.
Current Rents:	The Subject will be new construction.
Current Occupancy:	The Subject will be new construction.
Current Tenant Income:	The Subject will be new construction.
Placed in Service Date:	The Subject is expected to be completed by December 2014.
Conclusion:	The Subject will be an excellent -quality brick and cement siding two-story elevator serviced, apartment complex, comparable to most of the inventory in the area. As new construction, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical obsolescence.

C. SITE EVALUATION

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

Jill Conable visited the site on June 12, 2012.

2. Physical Features of the Site:

The following illustrates the physical features of the site.

Frontage:

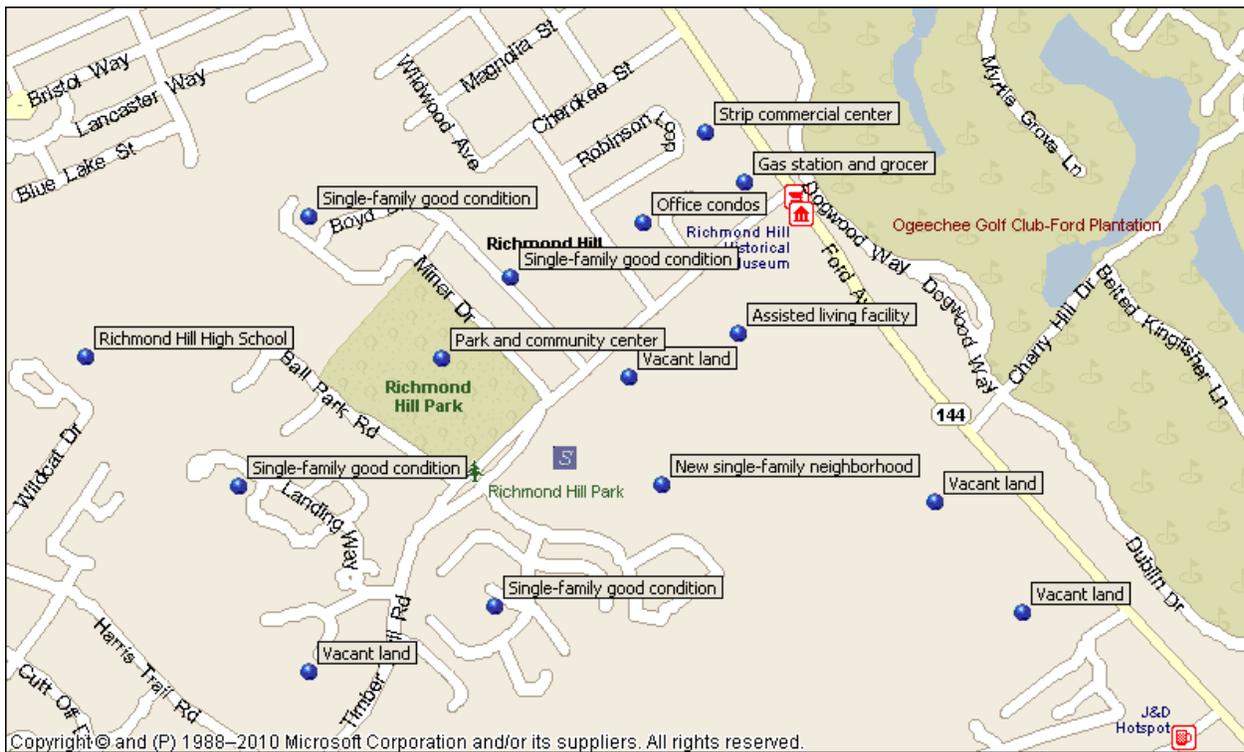
The Subject site has frontage along Timber Trail Road.

Frontage:

The Subject site has frontage along the south side of Timber Trail.

Visibility/Views:

Visibility is considered excellent from Timber Trail, a lightly trafficked roadway. Views are considered good and consist of single-family homes in excellent condition, the Richmond Hill Park and community center, and vacant wooded land.



The northern side of the site is bordered by Timber Trail followed by the entrance into Richmond Hill Park and the Richmond Hill Community Center that includes a Senior Center. The southeast portion of the site is bordered by The Estates at Hickory Hill; a new single-family residential neighborhood in excellent condition. The Estates at Hickory Hill is part of Richmond Hill Plantation, a multi-phased neighborhood with homes starting at \$200,000. The Estates at Hickory Hill is approximately 45 percent built-

out with one home under construction during the site visit. The western side of the site is bordered by Plantation Way, the entrance to Richmond Hill Plantation, followed by The Cottages of Cottonham. The Cottages of Cottonham is phase I of Richmond Hill Plantation. Single-family homes in The Cottages of Cottonham are in good condition and well occupied. This section of Richmond Hill Plantation has only one vacant lot with a home under construction on the lot. The northwest edge of the Subject site is bordered by vacant land. Commercial uses are located approximately one-half mile west of the Subject site at the intersection of Ford Avenue and Timber Trail. Commercial uses at this intersection consist of a strip retail center that is 100 percent occupied with a consignment clothing store, a martial arts gym, a veterinarian, a dentist, and a chiropractor. Additionally, a gas station with a market is located adjacent to the strip center. Additional uses located within close proximity to the Ford Avenue and Timber Trail intersection include an assisted living facility and office condominiums for lease. Higher density commercial uses are concentrated along U.S. 17, located approximately two miles northwest of the Subject site. Commercial uses as well as single-family uses in the Subject neighborhood are well occupied and in good to excellent condition.

Positive/Negative Attributes of Site: Positive attributes to the site is located across from Richmond Hill Park and Community Center that provides a senior center, baseball fields, basketball courts, tennis courts, and additional activities and recreational amenities. There do not appear to be any negative attributes of the site.

3. Physical Proximity to Locational Amenities:

The Subjects site is located just east of the intersection of Timber Trail Road and Plantation Way, just southeast and across the street from Richmond Hill Park.

The site is conveniently located within walking distance of Richmond Hill Park. The closest Richmond Hill elementary, middle and high schools are located within 2.1 miles of the Subject's site. There are multiple groceries and pharmacies located within 2.5 miles or less. The local Urgent Care Center is 3.3 miles from the Subject.

The Richmond Hill and Bryan County area do not have a fixed route transportation/bus system. They do however have demand response shuttle buses provided through Coastal Regional Coaches.

Residents must call 24 hours prior to request a transit trip and it will take them anywhere within the 10 participating counties (Bryan, Bulloch, Camden, Chatham, Effingham, Glynn, Liberty, Long, McIntosh, and Screven). Round trip ventures within the same county average around six dollars and round trip ventures between counties average around 12 dollars.

4. Pictures of Site and Adjacent Uses:



Subject site



View east on Timber Trail from Subject site (on right)



View west on Timber Trail from Subject site (on left)



View of Subject site from community center located across Timber Trail



View north from Subject site towards community center



Community center north of Subject site



View of southwest border of Subject site from Plantation Way



Park located across from Subject site



Fire station northwest of Subject site



Retail center in good condition at intersection of Timber Trail and Ford Ave



Office condominiums in good condition



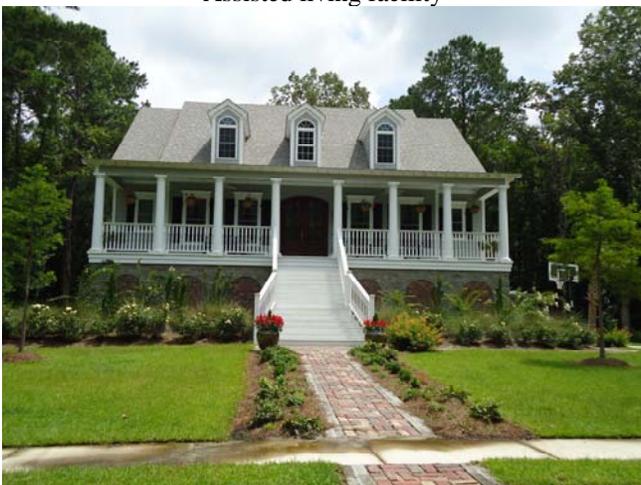
Gas station located at intersection of Timber Trail and Ford Ave



Assisted living facility



Publix grocery



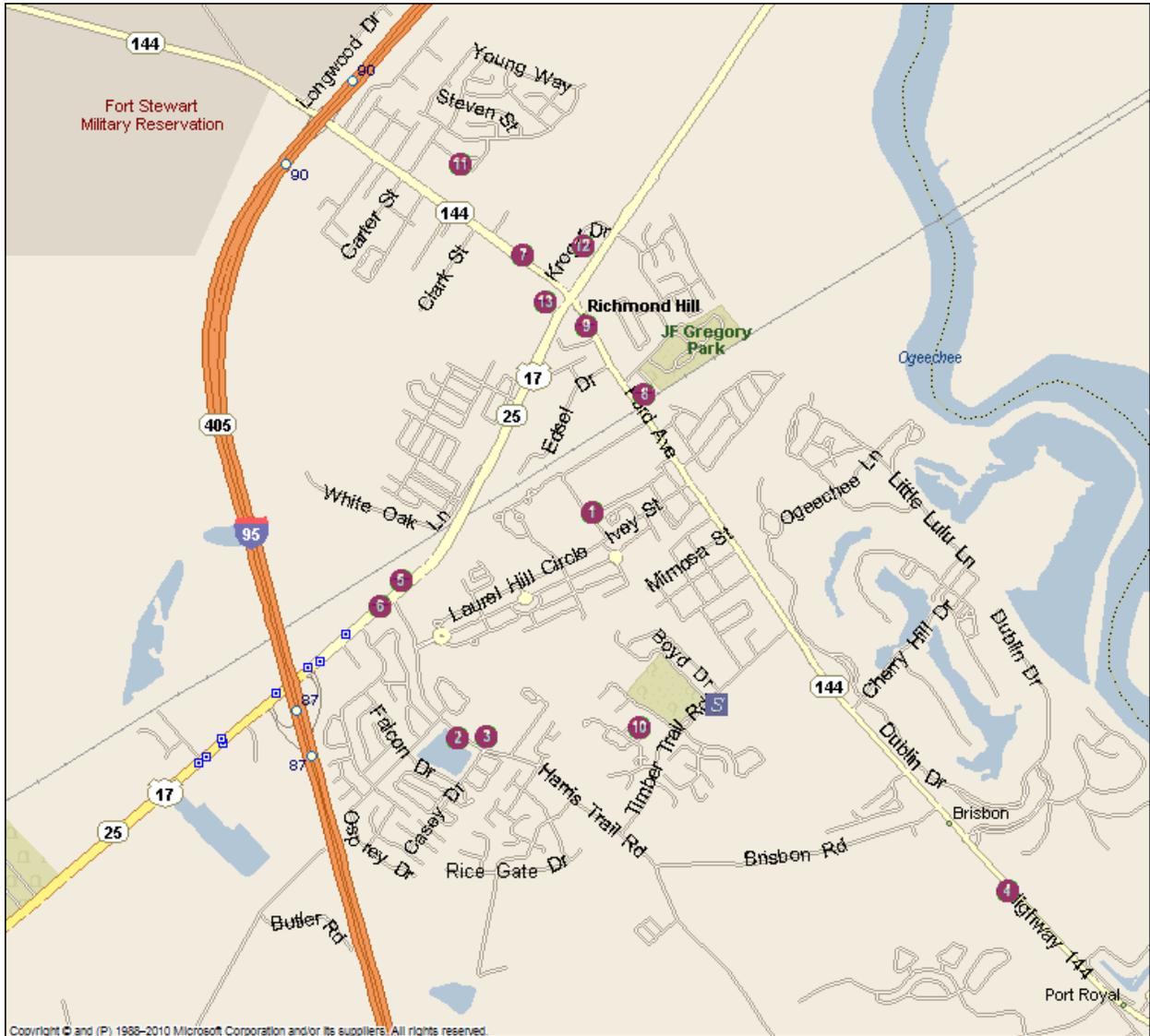
Typical single-family home – Excellent condition



Single-family home under construction

5. Proximity to Locational Amenities:

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



Locational Amenities

Map #	Amenity	Type of Service	Distance from Subject
1	Richmond Hill Elementary School	Elementary School	2.1 miles
2	Richmond Hill Middle School	Middle School	1.5 miles
3	Richmond Hill High School	High School	1.5 miles
4	Publix	Grocery	1.9 miles
5	Food Lion	Grocery	1.9 miles
6	Village Pharmacy	Pharmacy	2.2 miles
7	Bryan County Library	Library	2.0 miles
8	Richmond Hill City Hall	Government	1.7 miles
9	Richmond Hill Department of Police	Police	2.0 miles
10	South Bryan County Fire Dept	Fire	0.1 miles
11	Urgent Care Center	Medical Center	3.3 miles
12	Walgreens Pharmacy	Pharmacy	2.0 miles
13	CVS Pharmacy	Pharmacy	2.0 miles

6. Description of Land Uses:

The Subject site is located along the south side of Timber Trail and the northwest side of Plantation Way. Uses in the Subject’s neighborhood consist primarily of single-family residential, recreational uses, vacant land and small scale retailers. Single-family uses are in good to excellent condition, newly constructed within the past 15 years and well occupied. Commercial uses are in good condition and 100 percent occupied. The Subject will be a consistent use with the existing land uses and will be considered an improvement to the neighborhood.

7. Multifamily Residential within Two Miles:

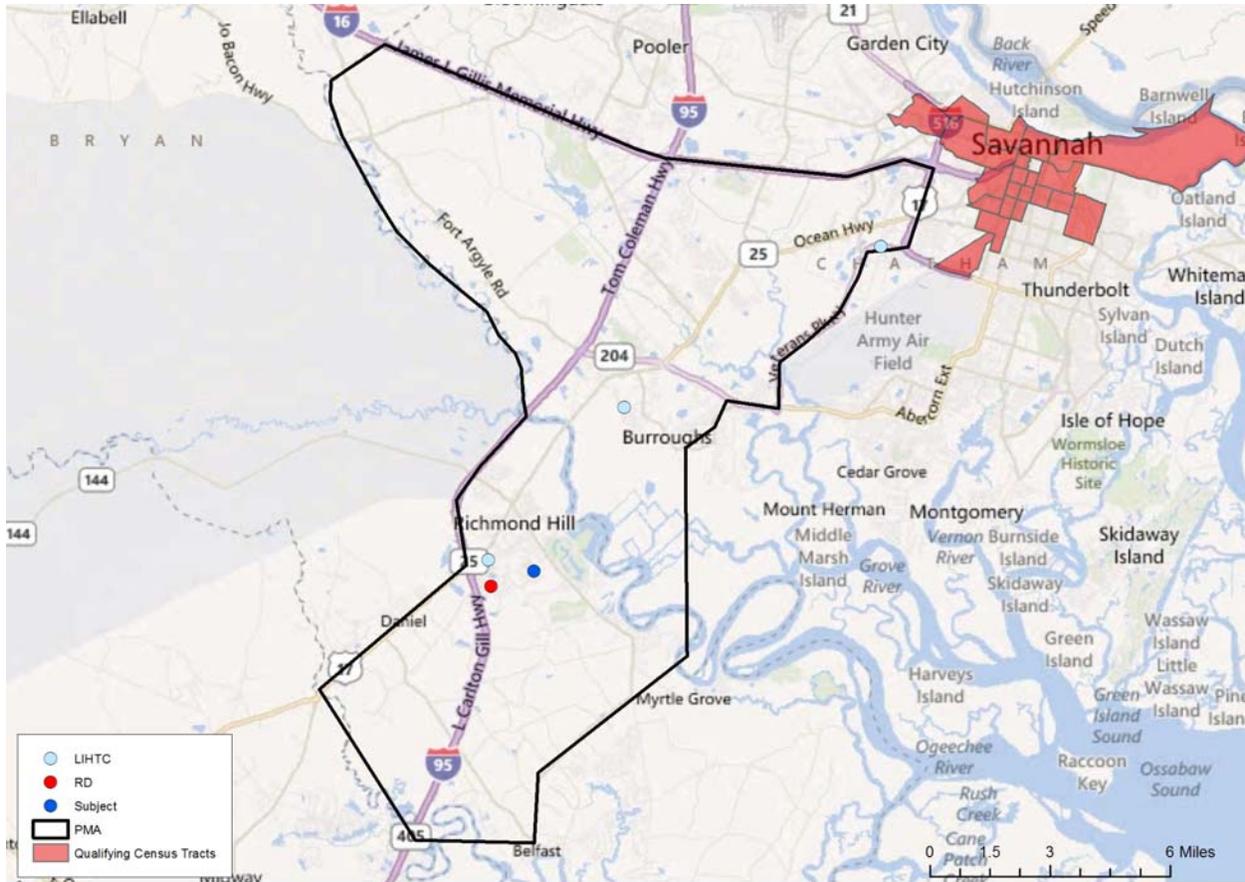
Ashton at Richmond Hill is a family LIHTC property that is located within 1.8 miles of the Subject site. We have included this property as a comparable. This property is in good condition and is discussed in greater detail in the supply analysis section of this report.

8. Existing Assisted Rental Housing Property Map:

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

GENERAL MARKET OVERVIEW

Name	City	Type	Tenancy	Map Color	Distance from Subject	Included/ Excluded	Reason for Exclusion
Plantation Apt (aka Plantation Ltd)	Richmond Hill	USDA RD	Family	Red	3.9 miles	Excluded	Not indicative of achievable rents
Plantation Apt III (Lakeview Ltd)	Richmond Hill	USDA RD	Family		3.9 miles	Excluded	Not indicative of achievable rents
The Plantation Apt (Richmond Hill Ltd)	Richmond Hill	USDA RD	Family		3.9 miles	Excluded	Not indicative of achievable rents
The Plantation IV	Richmond Hill	USDA RD/LIHTC	Family		3.9 miles	Excluded	Not indicative of achievable rents
Ashton At Richmond Hill	Richmond Hill	LIHTC	Family	Blue	4.1 miles	Included	N/Ap
Bradley Pointe	Savannah	LIHTC	Family		9.1 miles	Excluded	Senior LIHTC data available
Oaks At Brandlewood	Savannah	LIHTC, Market	Family		17.4 miles	Excluded	Senior LIHTC data available
Ashleigh Place Senior (Subject)	Richmond Hill	LIHTC	HFOP		N/Ap	SUBJECT	N/Ap



Affordable Properties and QCTs, Richmond Hill, GA



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

We witnessed no road/infrastructure improvements during our site inspection.

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

The Subject site is accessed via Timber Trail that provides access to the north to Ford Avenue. Timber Trail is a lightly trafficked roadway that is dominated primarily by single-family residential uses, recreational uses, and vacant land. Ford Avenue is a moderately to heavily trafficked roadway that consists of recreational uses and commercial uses. Visibility is considered excellent from Timber Trail. Overall, access and visibility are considered excellent.

11. Environmental Concerns:

None visible upon site inspection.

Detrimental Influences:

There are no significant detrimental influences.

12. Conclusion:

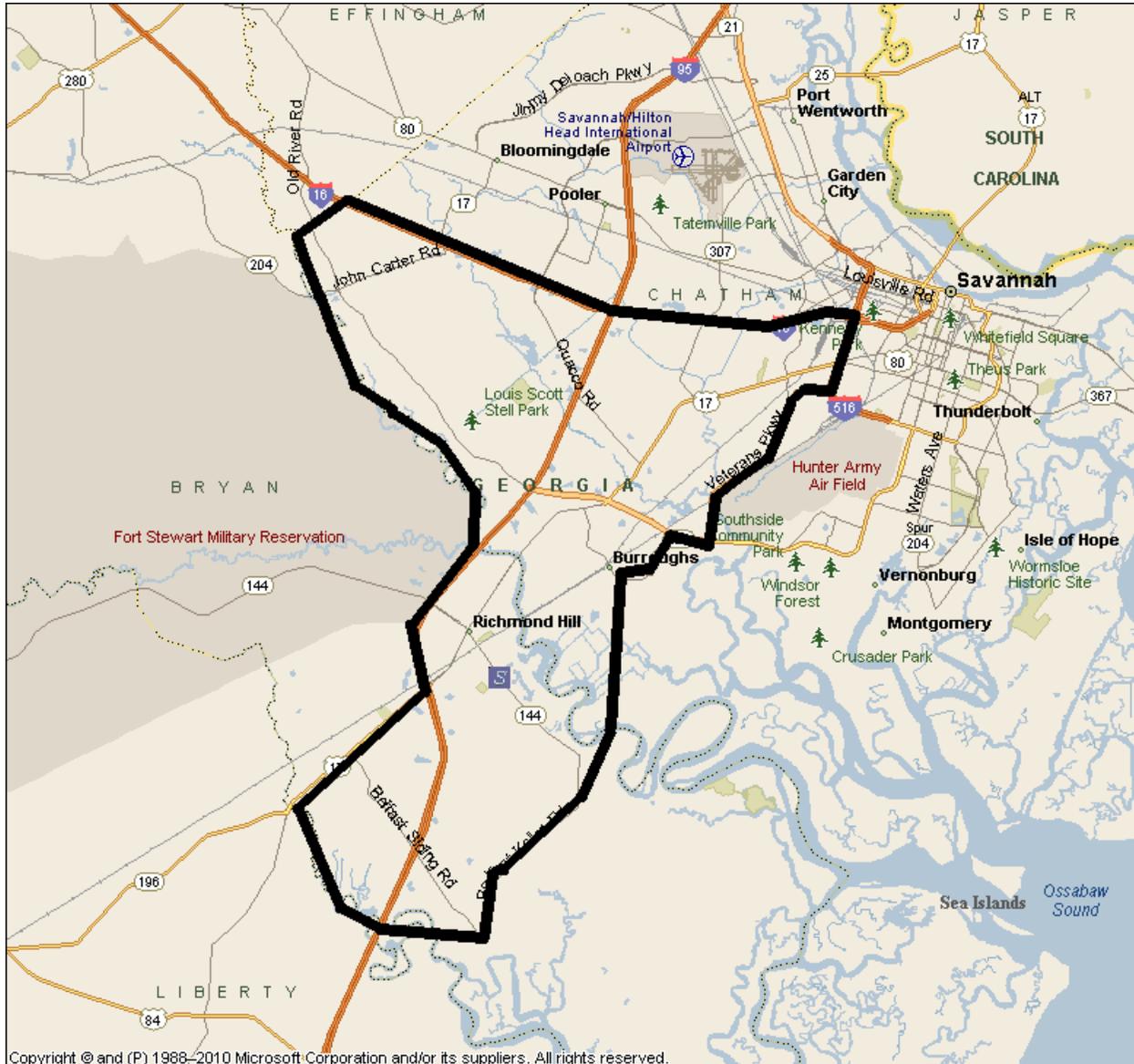
The Subject site is located south side of Timber Trail, a lightly trafficked roadway and the northwest side of Plantation Way, a residential street that provides entrance into a single-family residential neighborhood. The neighborhood composition includes a mix of vacant land, single-family residential, recreational, institutional and small-scale commercial uses. Single family homes vary from good to excellent condition and are well occupied. Commercial uses in the Subject's neighborhood are 100 percent occupied and in good condition. The Subject site has excellent access and exposure. The Subject will be a conforming use with in the neighborhood as the Subject will be in excellent condition.

D. MARKET AREA

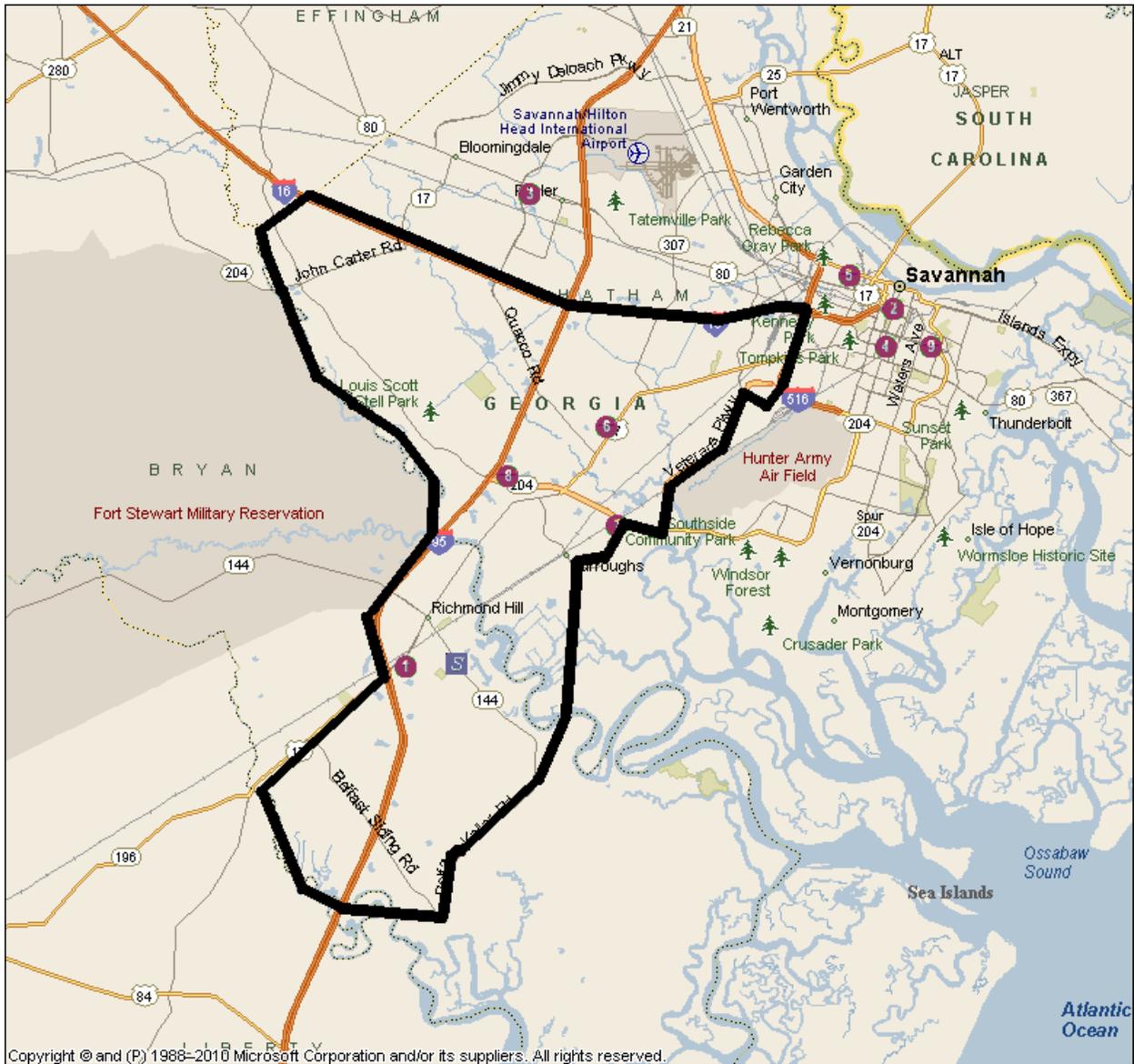
PRIMARY MARKET AREA

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

Primary Market Area Map



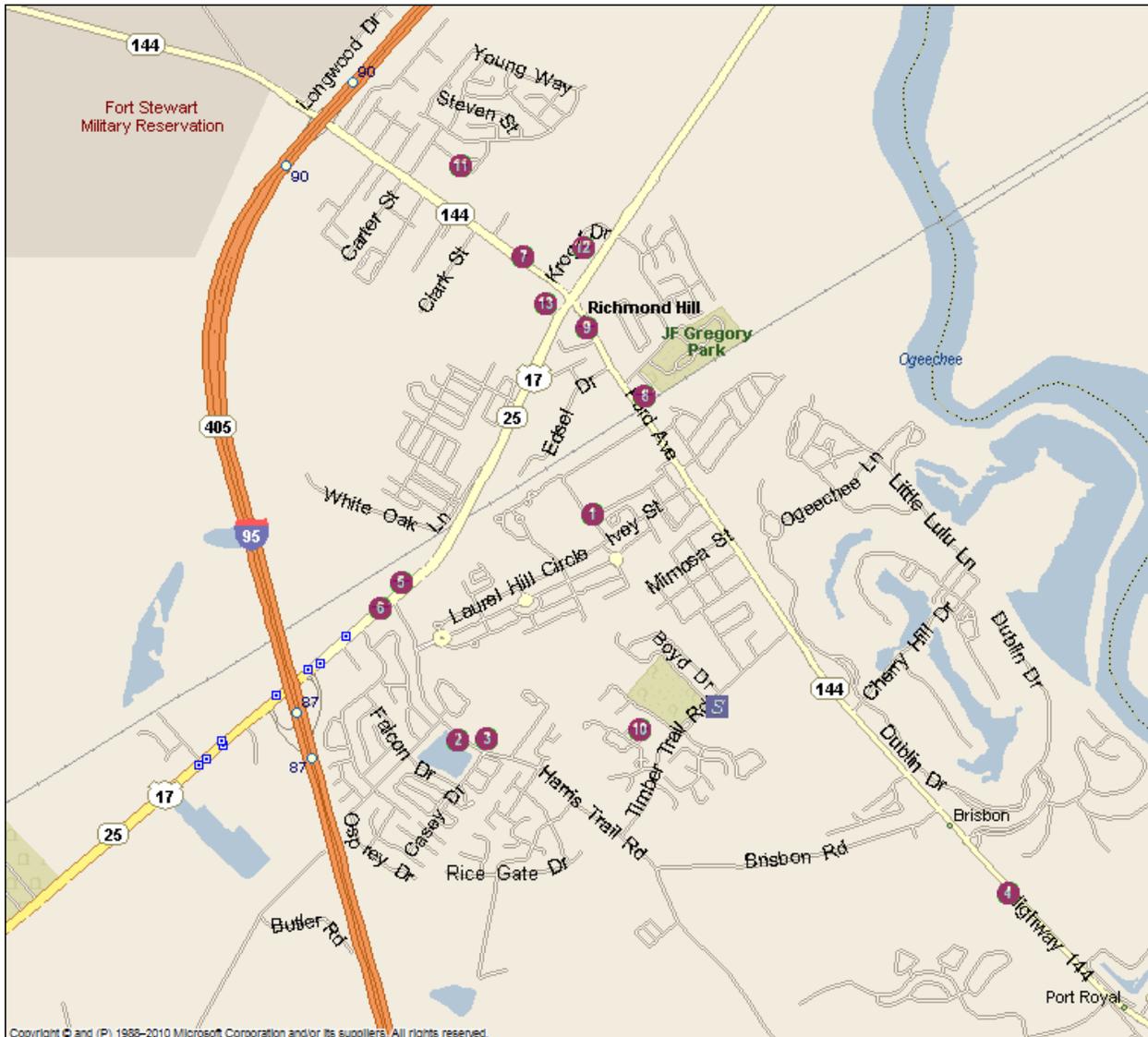
Primary Market Area Map - Comparable Properties



COMPARABLE PROPERTIES

#	Property Name	City	Tenancy	Type	Distance
1	Ashton At Richmond Hill	Richmond Hill	Family	@ 60%	1.8 miles
2	Rose Of Sharon	Savannah	Senior	@ 60%	21.6 miles
3	Sheppard Station	Pooler	Senior	@ 50%, @ 60%, Market	17.2 miles
4	Sister's Court	Savannah	Senior	@ 50%	21.6 miles
5	Sustainable Fellwood III	Savannah	Senior	@ 60%, PBRA, Market	21.8 miles
6	Century Fenwick Apartments	Savannah	Family	Market	9.8 miles
7	Preston Grove Apartments	Savannah	Family	Market	9.8 miles
8	The Links At Georgetown	Savannah	Family	Market	7.9 miles
9	Veranda At Midtown	Savannah	Senior	Market, PBRA	23.2 miles

Primary Market Area Map - Locational Amenities



Locational Amenities

Map #	Amenity	Type of Service	Distance from Subject
1	Richmond Hill Elementary School	Elementary School	2.1 miles
2	Richmond Hill Middle School	Middle School	1.5 miles
3	Richmond Hill High School	High School	1.5 miles
4	Publix	Grocery	1.9 miles
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11	Urgent Care Center	Medical Center	3.3 miles
12	Walgreens Pharmacy	Pharmacy	2.0 miles
13	CVS Pharmacy	Pharmacy	2.0 miles

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

The Primary Market Area (PMA) encompasses portions of Bryan and Chatham counties south of Interstate 16 and west of Highway 204/Veterans Parkway. The area is bound by Interstate 16 to the north, Interstate 95/Highway 17/Fort Stewart Military Reservation to the west, the Bryan-Liberty county line to the south; and Veterans Parkway to the east. The farthest boundary from the Subject site is located approximately 16.8 miles (driving distance) northwest of the Subject site. The Subject site is located within 2.6 miles east of Interstate 95, which provides excellent access north towards Pooler, Garden City, and Savannah as well as access south along the coast towards areas such as Brunswick. The PMA is an irregular shape. This is due to the natural/manmade boundaries that limit development. This includes Fort Stewart Military base to the west, coastal areas to the east and south, and Interstate 16 to the north. We have not included urban areas in Savannah or the suburban areas of Pooler as these areas do not directly compete with Richmond Hill. While some tenants may move to Richmond Hill for new senior housing, these are unique submarkets that have limited competition with each other. Overall, we anticipate that the Subject will experience an estimated 15 percent leakage from the PMA as it will target seniors.

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 Savannah, Georgia 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.) Senior Population 55+ (c) Population by Age Group, and (d) Number of Elderly and Non-Elderly within population in MSA, the PMA and nationally from 2000 through 2015.

POPULATION

Year	PMA		Savannah, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
1990	17,839	-	258,060	-	248,709,873	-
2000	30,328	7.0%	293,000	1.4%	281,421,906	1.3%
2010	45,203	4.8%	346,746	1.8%	311,212,863	1.0%
Projected Mkt Entry December 2014	50,894	2.9%	369,881	1.5%	321,809,796	0.8%
2015	51,646	2.9%	372,936	1.5%	323,209,391	0.8%

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

SENIOR POPULATION, 55+

Year	PMA		Savannah, GA MSA	
	Number	Annual Change	Number	Annual Change
2000	3,765	-	59,353	-
2010	7,822	10.5%	82,262	3.8%
Prj Mrkt Entry December 2014	9,893	6.0%	94,617	3.4%
2015	10,167	6.0%	96,249	3.4%

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

POPULATION BY AGE IN 2010

Age Cohort	PMA		Savannah, GA MSA		USA	
	Number	Percentage	Number	Percentage	Number	Percentage
0-4	3,490	7.7%	24,248	7.0%	21,296,740	6.8%
5-9	3,284	7.3%	23,597	6.8%	20,832,961	6.7%
10-14	3,171	7.0%	22,708	6.5%	20,369,284	6.5%
15-19	3,164	7.0%	24,376	7.0%	21,883,995	7.0%
20-24	3,484	7.7%	25,332	7.3%	21,459,235	6.9%
25-29	3,763	8.3%	25,595	7.4%	21,517,303	6.9%
30-34	3,647	8.1%	23,926	6.9%	19,852,007	6.4%
35-39	3,608	8.0%	23,421	6.8%	20,531,543	6.6%
40-44	3,386	7.5%	22,752	6.6%	21,232,056	6.8%
45-49	3,325	7.4%	24,543	7.1%	23,163,948	7.4%
50-54	3,058	6.8%	23,986	6.9%	22,315,436	7.2%
55-59	2,397	5.3%	21,124	6.1%	19,742,941	6.3%
60-64	1,928	4.3%	18,244	5.3%	16,544,050	5.3%
65-69	1,218	2.7%	13,351	3.9%	12,081,110	3.9%
70-74	846	1.9%	9,803	2.8%	9,033,665	2.9%
75-79	584	1.3%	7,622	2.2%	7,339,326	2.4%
80-84	444	1.0%	6,081	1.8%	5,947,153	1.9%
85+	405	0.9%	6,037	1.7%	6,070,110	2.0%
Total	45,203	100.0%	346,746	100.0%	311,212,863	100.0%

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

Number of Elderly and Non-Elderly - PMA

Year	PMA			Secondary Area (SMA, MSA, City, Village, etc)		
	Total Population	Non-Elderly	Elderly (65+)	Total Population	Non-Elderly	Elderly (65+)
1990	17,841	16,749	1,092	258,060	227,254	30,806
2000	30,326	28,498	1,828	293,000	258,511	34,489
2010	45,202	41,705	3,497	346,746	303,852	42,894
PjJ Mrkt Entry						
June 2014	50,249	45,734	4,515	367,262	317,684	49,577
2015	51,645	46,849	4,796	372,936	321,510	51,426

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

Senior population in the PMA is projected to increase at a 6.0 percent annual rate over the next five years, a rate nearly twice as fast as the Savannah, Georgia MSA during the same period. The MSA also had notable growth as senior population growth in the MSA outclassed the overall population during this same time period. The MSA senior population grew by 3.8 percent between 2000 and 2010, compared to just 1.8 percent in the overall population. For the foreseeable future, senior population growth in both the PMA and MSA are expected to grow by rates at least double that of the overall population. Annual population growth in the PMA and MSA is significant, with the PMA projected to have an annual growth rate of over three and a half times faster than the nation from 2010 to 2014. In 2010, approximately seven percent of the population in the PMA was elderly (above the age of 65 years), and is projected to increase to 9.2 percent in 2015.

2. Household Trends

2a. Total Number of Households, Average Household Size

HOUSEHOLDS

Year	PMA		Savannah, GA MSA		USA	
	Number	Change	Number	Change	Number	Change
1990	6,367	-	94,940	-	91,947,410	-
2000	10,943	7.2%	111,105	1.7%	105,480,101	1.5%
2010	16,476	4.9%	131,397	1.8%	116,761,140	1.0%
Projected Mkt Entry December 2014	18,663	3.0%	140,667	1.6%	120,823,117	0.8%
2015	18,952	3.0%	141,891	1.6%	121,359,604	0.8%

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

HOUSEHOLDS WITH SENIOR HOUSEHOLDER, 55+

Year	PMA		Savannah, GA MSA	
	Number	Annual Change	Number	Annual Change
2000	2,389	-	37,891	-
2010	4,206	7.4%	46,075	2.1%
Prj Mrkt Entry December 2014	5,513	7.0%	52,551	3.2%
2015	5,686	7.0%	53,406	3.2%

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

AVERAGE HOUSEHOLD SIZE

Year	PMA		Savannah, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
1990	2.76	-	2.64	-	2.63	-
2000	2.67	-0.3%	2.56	-0.3%	2.59	-0.1%
2010	2.64	-0.1%	2.55	-0.1%	2.59	0.0%
Projected Mkt Entry December 2014	2.64	0.0%	2.54	0.0%	2.60	0.0%
2015	2.64	0.0%	2.54	0.0%	2.60	0.0%

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

Similar to population trends, annual senior household growth is projected to increase between 2010 and 2014 at a seven percent annual rate, much faster than the nation and the Savannah, Georgia MSA. Due to the household growth, average household size is projected to stable in the PMA over the next five years with zero annual change.

2b. Senior Households by Tenure

The table below depicts household growth by tenure from 1990 through 2015.

TENURE PATTERNS PMA (AGES 55+)

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
1990	-	-	-	-
2000	1,853	77.79%	529	22.21%
2010	3,213	76.44%	990	23.56%
Prj Mrkt Entry December 2014	4,161	75.58%	1,346	24.42%
2015	4,287	75.47%	1,393	24.53%

As the table illustrates, owner-occupied housing units dominate the housing market in the PMA. Nationally, approximately 13 percent of senior households are renters. The PMA has a higher percentage of renter households than the nation as a whole. Even though the PMA has a higher portion of owner households than the national average, the owner-occupied market still does not promote affordable housing choices for low and moderate-income people. In 2010, approximately 24 percent of seniors above the age of 55 in the PMA resided in renter-occupied housing units. This is significantly above the national average of 13 percent for seniors living in renter-occupied housing units.

2c. Households by Income

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

HOUSEHOLD INCOME OF SENIORS 55+ IN 2010

Income Cohort	PMA		Savannah, GA MSA		USA
	Number	Percentage	Number	Percentage	Percentage
\$0-9,999	440	10.5%	5,706	12.4%	24.0%
\$10,000-19,999	572	13.6%	6,819	14.8%	23.3%
\$20,000-29,999	541	12.9%	6,265	13.6%	15.0%
\$30,000-39,999	392	9.3%	4,830	10.5%	10.3%
\$40,000-49,999	364	8.7%	3,916	8.5%	7.2%
\$50,000-59,999	309	7.4%	3,466	7.5%	5.2%
\$60,000-74,999	453	10.8%	4,348	9.4%	4.1%
\$75,000-99,999	571	13.6%	5,856	12.7%	4.7%
\$100,000+	562	13.4%	4,869	10.6%	6.3%
Total	4,203	100.0%	46,075	100.0%	100.0%

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

The Subject will target households with income between \$16,500 and \$28,800. Approximately 26.5 percent of seniors above the age of 55 earn incomes between \$10,000 and \$29,999. Households in these income cohorts are expected to create demand for the Subject.

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

The following table illustrates the number of persons per household among renter households ages 55+.

Renter Households by Number of Persons - PMA (Ages 55+)

	2000		2010		Prj Mrkt Entry December		2015	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
With 1 Person	250	47.2%	468	47.3%	640	47.5%	662	47.5%
With 2 Persons	202	38.2%	359	36.3%	473	35.2%	488	35.1%
With 3 Persons	34	6.5%	58	5.8%	71	5.3%	73	5.3%
With 4 Persons	28	5.2%	66	6.7%	110	8.2%	116	8.3%
With 5+ Persons	15	2.9%	39	3.9%	52	3.8%	53	3.8%
Total Renter Households	529	100.0%	990	100.0%	1,346	100.0%	1,393	100.0%

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

In 2010, approximately 84 percent of people over the age of 55 were living in one and two-person households in the PMA. This trend is projected to remain relatively stable over the next five years. This bodes well for the Subject's one- and two-bedroom units.

2e and f. Elderly and HFOP

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

CONCLUSION

The Subject is located in Richmond Hill, in Bryan County, Georgia. Overall demographics are strong for the Subject's age-restricted units as the PMA has been an area of growth. The senior population and household growth has been outpacing the growth rates of the MSA and the nation for over ten years. In 2010, the senior population above the age of 55 was approximately 7,822 in the PMA. Both the senior population and the number of households with a senior householder above the age of 55 are projected to increase by 2015. Senior population in the PMA is projected to increase at a 6.0 percent annual rate over the next five years, a rate nearly twice as fast as the Savannah, Georgia MSA during the same period. The MSA also had notable growth as senior population growth in the MSA outclassed the overall population during this same time period. The MSA senior population grew by 3.8 percent between 2000 and 2010, compared to just 1.8 percent in the overall population. This is a strong growth rate that suggests there is sufficient demand for the Subject.

This steady seven percent annual growth rate of senior householders in the PMA is more than twice the rate of the Savannah MSA and much greater than the nation and also illustrates the demand for the Subject.

In addition to the positive growth trends, the strong tenure patterns also demonstrate strong demand for the Subject. In 2010, approximately 24 percent of seniors above the age of 55 in the PMA resided in renter-occupied housing units. This is significantly above the national average of 13 percent for seniors living in renter-occupied housing units.

The Subject will target households with income between \$16,500 and \$28,800. Approximately 26.5 percent of seniors above the age of 55 earn incomes between \$10,000 and \$29,999. Households in these income cohorts are expected to create demand for the Subject.

F. EMPLOYMENT TRENDS

Employment Trends

In this section of the report we will provide an assessment of current and forecasted economic conditions and employment characteristics, including an analysis of recent trends and how they relate to demand for additional new rental housing. Economic data will focus on the Savannah, Georgia Metropolitan Statistical Area and Bryan County, Georgia. Examining economic data will provide a picture of the general health of the community and its ability to support new multifamily construction.

Consistent with national trends, the greater MSA and PMA areas have undergone economic contractions over 2009 that continued into 2011 and are just starting to turn around and show positive growth in 2012. We spoke with Josh Fenn, the Executive Director of the Development Authority of Bryan County and he informed us there have been no major closures in any industry from 2011 to date. This results in a net gain of approximately 40 new jobs to date from the 2011 addition of Matson Logistics.

1. Total Jobs

The following table illustrates the total jobs (also known as “covered employment”) in Bryan County. The most recent data available is from September 2011.

Total Jobs in Bryan County		
Year	Total Employment	% Change
2001	4,343	
2002	4,360	0.39%
2003	4,539	3.94%
2004	4,633	2.03%
2005	5,207	11.02%
2006	5,828	10.66%
2007	6,355	8.29%
2008	6,241	-1.83%
2009	5,821	-7.22%
2010	5,800	-0.36%
2011 YTD Average*	5,813	0.23%
Sep-10	5,761	-
Sep-11	5,842	1.39%

Source: U.S. Bureau of Labor Statistics

*YTD as of Sept 11

Bryan County posted strong employment growth in 2005 to 2007 but total employment decreased significantly in 2009 due to the impact of the nation-wide recession and continuing economic downturn. Average annual employment estimates roughly reflect the year-over-year change in total employment, which increased by 1.39 percent from September 2010 to September 2011. 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 the County as of third quarter of 2011.

SEPT 2011 EMPLOYMENT JOBS BY INDUSTRY

Bryan County

Industry	Number Employed	Percent Employed
Trade,Transportation, and Utilities	1,189	28.28%
Leisure and Hospitality	892	21.21%
Education and Health Services	570	13.56%
Professional and Business Services	375	8.92%
Construction	357	8.49%
Manufacturing	313	7.44%
Other Services	220	5.23%
Financial Activities	192	4.57%
Unclassified	44	1.05%
Natural Resources and Mining	30	0.71%
Information	23	0.55%
Public Administration*	-	0.00%
Total Employment	4,205	71.08%

*Monthly data is not available

Source: U.S. Bureau of Labor Statistics 2011. Covered Employment

The largest sector in Bryan County, according to the Bureau of Labor Statistics, is the trade/transportation/utilities industry, followed by the Leisure and Hospitality and Education and Health Services. Education and Health Services are historically considered to be stable employers and could provide some additional stability to the local economy during a recession. The Leisure/Hospitality and trade-transportation/utilities industry are historically unstable sectors and have suffered several layoffs and closures from the nation-wide recession as illustrated in the expansions/contractions section. However, due to the close proximity to Savannah, a major tourism spot in southern Georgia and the fourth largest port in the United States, these industries like Trade/Transportation and Leisure/Hospitality continue to prosper. It should be noted that differences in the total jobs and total jobs by industry are due to rounding

The following table illustrates employment by industry in the PMA.

2010 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Health Care/Social Assistance	2,892	14.3%	18,891,157	13.9%
Retail Trade	2,497	12.4%	15,464,986	11.4%
Educational Services	2,066	10.2%	14,168,096	10.4%
Accommodation/Food Services	1,892	9.4%	9,114,767	6.7%
Manufacturing	1,590	7.9%	13,047,475	9.6%
Construction	1,519	7.5%	8,872,843	6.5%
Transportation/Warehousing	1,325	6.6%	5,487,029	4.0%
Public Administration	1,122	5.6%	6,916,821	5.1%
Other Services (excl Publ Adm)	1,014	5.0%	6,679,783	4.9%
Prof/Scientific/Tech Services	761	3.8%	8,520,310	6.3%
Finance/Insurance	729	3.6%	6,883,526	5.1%
Wholesale Trade	681	3.4%	4,407,788	3.2%
Admin/Support/Waste Mgmt Srvc	646	3.2%	5,114,479	3.8%
Arts/Entertainment/Recreation	451	2.2%	2,628,374	1.9%
Real Estate/Rental/Leasing	413	2.0%	2,825,263	2.1%
Information	306	1.5%	3,158,778	2.3%
Utilities	187	0.9%	1,115,793	0.8%
Agric/Forestry/Fishing/Hunting	97	0.5%	1,790,318	1.3%
Mgmt of Companies/Enterprises	3	0.0%	202,384	0.1%
Mining	0	0.0%	723,991	0.5%
Total Employment	20,191	100.0%	136,013,961	100.0%

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

The largest industries in the PMA are healthcare/social assistance, retail trade, and educational services. Together, these three industries comprise 36.9 percent of employment in the PMA. Healthcare/Social Assistance and retail trade are overrepresented in the PMA when compared to the nation. Although the educational services industry is a large industry in the PMA, there are a slightly smaller percentage of workers employed in this industry than in the nation. The most overrepresented industries in the PMA are Accommodation Food Services and Transportation/Warehousing. The most underrepresented industries in the PMA when compared to the nation are Prof/Scientific/Tech Services and Finance/Insurance.

3. Major Employers

The diversification of the Bryan County economic base is indicated by the following list of the area's ten largest employers.

MAJOR EMPLOYERS

Bryan County, GA			
Map #	Employer	Industry	Number Employed
1	Bryan County Board of Education	Education	800
2	Bryan County	Government	372
3	Oracal USA	Manufacturing	165
4	Oneida	Distribution	150
5	Ford Plantation	Residential Development	125
6	Atlantic Underground Utilities	Service	115
7	Daniel Defense	Manufacturing	120
8	Hobart	Manufacturing	75
9	Pembroke Telephone	Service	58
10	Dillion Transport	Trucking	55
11	Harveys	Retail	52
12	First Baptist Church of Richmond Hill	Church/Education	50

Source: Development Authority of Bryan County, 6/2012

As illustrated, the major employers in the Bryan County economy are in relatively stable industries: education, government and manufacturing. While the economy does not appear to be very diverse, the major employers are primarily contained in stable industries such as education services. Manufacturing can be deemed a somewhat unstable industry in times of recession. However we spoke with Josh Fenn, the Executive Director of the Development Authority of Bryan County and he informed us there have been no notable closures in manufacturing, or any other industry from 2011 to date.

Expansions/Contractions

Despite the recession recovery, the Development Authority of Bryan County has reported one new business in recent months. Mr. Josh Fenn stated there have not been any major business expansions besides the addition of this new company, Matson Logistics. Matson Logistics, which provides warehousing and distribution services in Savannah, initiated its presence in the region with a new 605,000-square-foot facility at the Interstate Centre in Bryan County in October of last year. This addition is expected to create more than 40 new jobs and with the new facility, Matson Logistics' full-time staff in the Savannah area is expected to exceed 100.

Mr. Fenn informed us there have been no major closures in any industry from 2011 to date. This results in a net gain of approximately 40 new jobs to date from the beginning of 2011, attributed to the addition of Matson Logistics.

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for the Savannah, Georgia MSA from 2001 to 2012 (through March).

EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

Year	Savannah, GA MSA				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2001	139,002	-	3.4%	-	136,933,000	-	4.7%	-
2002	143,053	2.9%	4.0%	0.6%	136,485,000	-0.3%	5.8%	1.1%
2003	144,751	1.2%	4.1%	0.1%	137,736,000	0.9%	6.0%	0.2%
2004	153,284	5.9%	4.1%	0.0%	139,252,000	1.1%	5.5%	-0.5%
2005	159,349	4.0%	4.3%	0.2%	141,730,000	1.8%	5.1%	-0.4%
2006	164,833	3.4%	3.9%	-0.4%	144,427,000	1.9%	4.6%	-0.5%
2007	171,639	4.1%	3.9%	0.0%	146,047,000	1.1%	4.6%	0.0%
2008	169,948	-1.0%	5.5%	1.6%	145,362,000	-0.5%	5.8%	1.2%
2009	160,475	-5.6%	8.4%	2.9%	139,877,000	-3.8%	9.3%	3.5%
2010	158,933	-1.0%	9.1%	0.7%	139,064,000	-0.6%	9.6%	0.3%
2011	159,790	0.5%	9.0%	-0.1%	139,869,000	0.6%	8.9%	-0.7%
2012 YTD Average*	160,405	0.4%	9.1%	0.1%	140,680,000	0.6%	8.6%	-0.3%
Mar-2011	160,362	-	8.6%	-	138,962,000	-	9.2%	-
Mar-2012	161,831	0.9%	8.3%	-0.3%	141,412,000	1.8%	8.4%	-0.8%

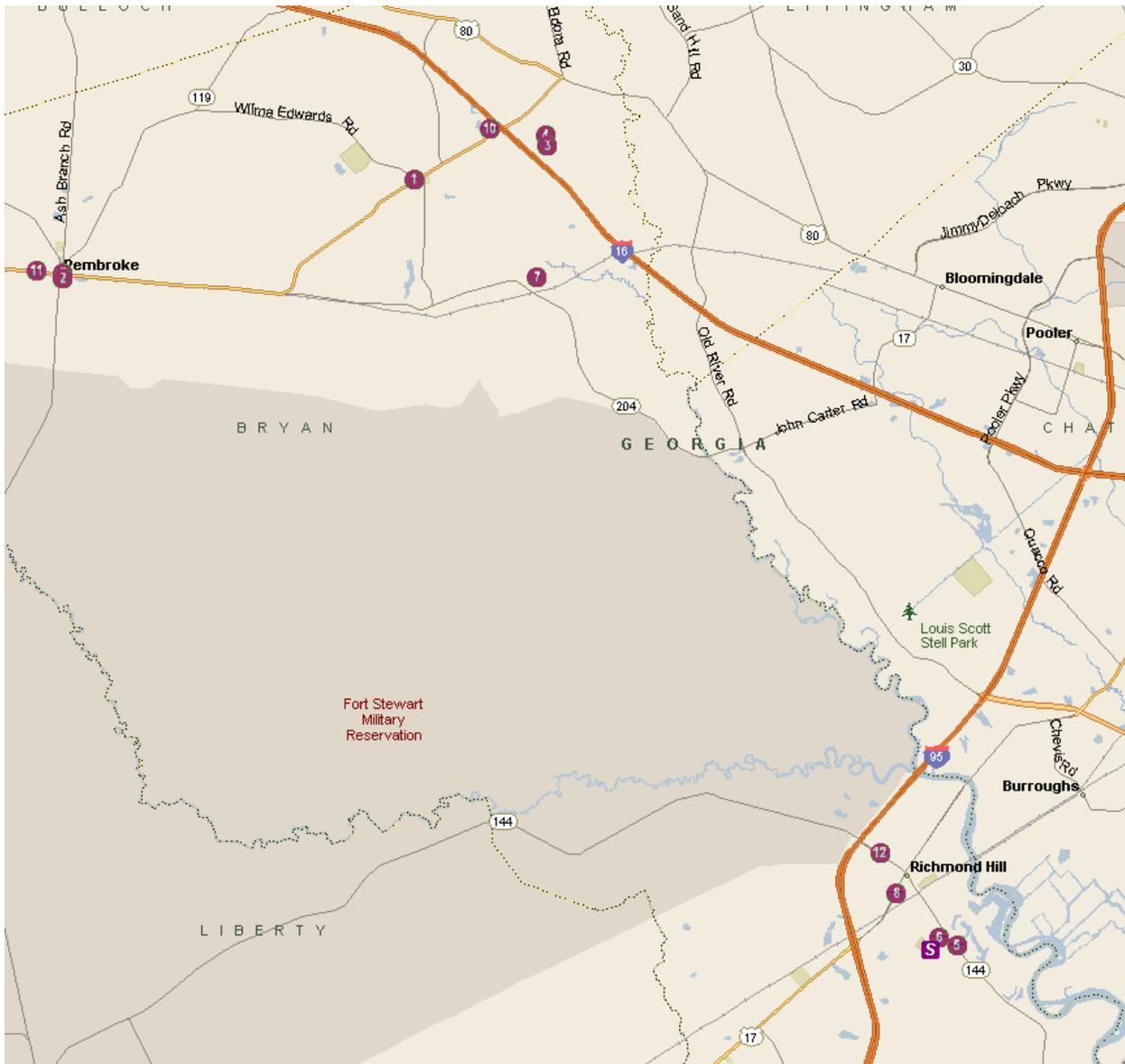
Source: U.S. Bureau of Labor Statistics April 2012

*2012 data is through Mar

The Savannah, Georgia MSA experienced a higher growth rate in employment than the rest of the nation from 2001 to 2007. In 2008 the employment level began to decline, with a significant decrease in 2009, this trend is similar to that of the nation over the same time period. In 2011 the employment level rose for the first time since 2007; this trend was seen nationally as well. From March 2011 to 2012 the MSA also showed positive growth as the year over year total employment increased 0.9 percent. The unemployment rate in the MSA remained below the national average from 2000 to 2010. 2009 saw a dramatic increase in the unemployment level, reaching 8.4 percent and increasing to 9.0 percent in 2010 and 2011. This increase was similar to the nation over the same period. In 2011 however, the MSA and the USA were essentially in line with one another again in regards to the unemployment rate. Year over year figures from March 2011 to March 2012 show a potentially recovering unemployment rate as it decreased 0.3 percentage points during this timeframe.

5. Map of Site and Major Employment Concentrations

The following map and table details the largest employers in Bryan County, Georgia.



MAJOR EMPLOYERS

Bryan County, GA			
Map #	Employer	Industry	Number Employed
1	Bryan County Board of Education	Education	800
2	Bryan County	Government	372
3	Oracal USA	Manufacturing	165
4	Oneida	Distribution	150
5	Ford Plantation	Residential Development	125
6	Atlantic Underground Utilities	Service	115
7	Daniel Defense	Manufacturing	120
8	Hobart	Manufacturing	75
9	Pembroke Telephone	Service	58
10	Dillion Transport	Trucking	55
11	Harveys	Retail	52
12	First Baptist Church of Richmond Hill	Church/Education	50

Source: Development Authority of Bryan County, 6/2012

Conclusion

Bryan County posted strong employment growth from 2005 to 2007 but total employment decreased significantly in 2009 due to the impact of the nation-wide recession and economic downturn. However, average annual employment estimates in the county roughly reflect the year-over-year change in total employment, which increased by 1.39 percent from September 2010 to September 2011. This is the first sign of positive growth since 2007.

The Savannah, Georgia MSA experienced a higher growth rate in employment than the rest of the nation from 2001 to 2007. In 2008 the employment level began to decline, with a significant decrease in 2009, this trend is similar to that of the nation over the same time period. In 2011 the employment level rose for the first time since 2007; this trend was seen nationally as well. From March 2011 to 2012 the MSA also showed positive growth as the year over year total employment increased 0.9 percent. The unemployment rate in the MSA remained below the national average from 2000 to 2010. 2009 saw a dramatic increase in the unemployment level, reaching 8.4 percent and increasing to 9.0 percent in 2010 and 2011. This increase was similar to the nation over the same period. In 2011 however, the MSA and the USA were essentially in line with one another again in regards to the unemployment rate. Year over year figures from March 2011 to March 2012 show a potentially recovering unemployment rate as it decreased 0.3 percentage points during this timeframe.

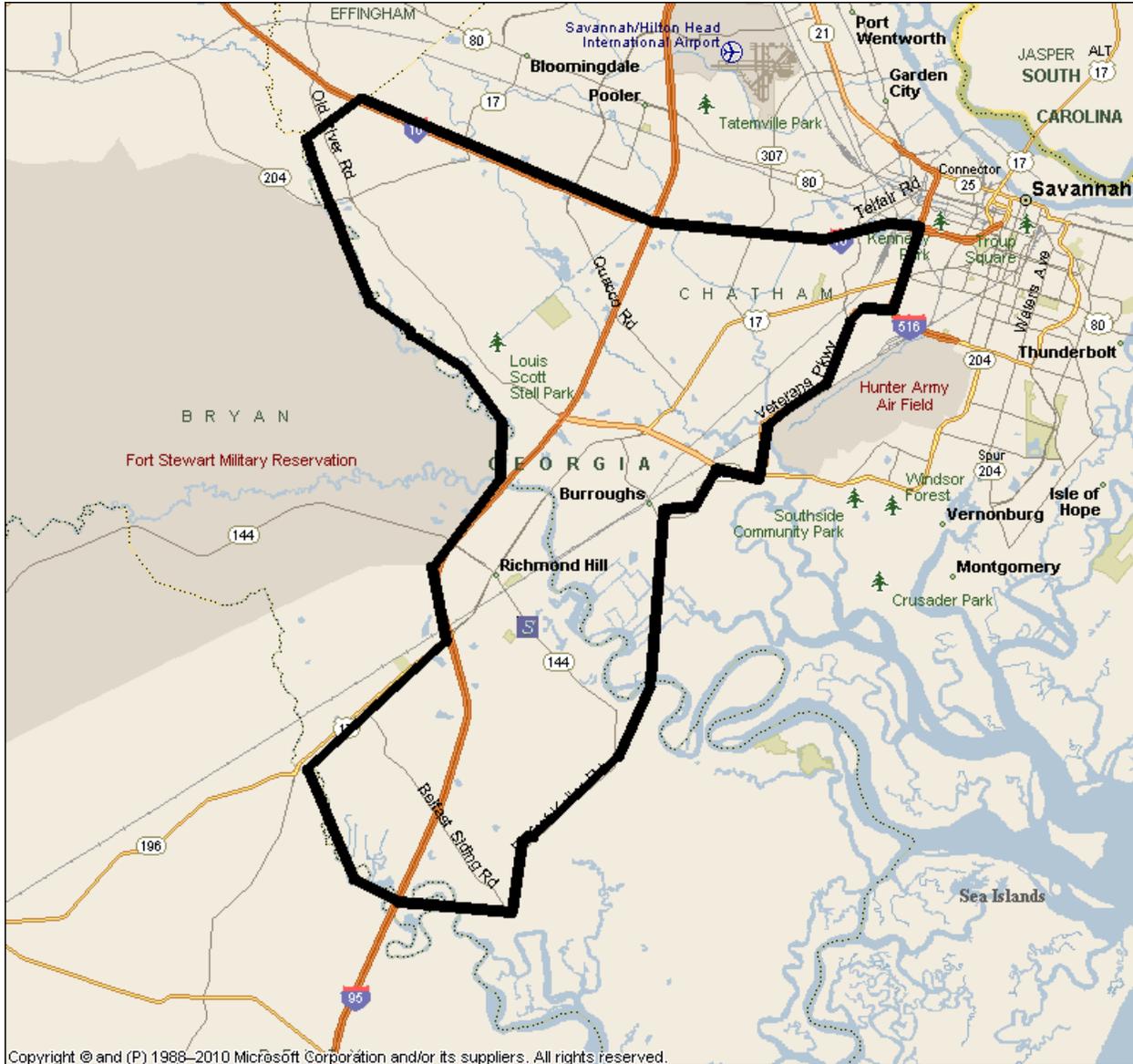
The major employers in the Bryan County economy are in relatively stable industries such as education, government and manufacturing. While the economy does not appear to be very diverse, the major employers are primarily contained in stable industries such as education services. Manufacturing can be deemed a somewhat unstable industry in times of recession. However we spoke with Josh Fenn, the Executive Director of the Development Authority of Bryan County and he informed us there have been no notable closures in manufacturing, or any other industry from 2011 to date. As a senior property, we expect that the Subject will be less affected by the local economic recession given that most senior tenants targeted for the Subject are retired.

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 the Georgia Department of Community Affairs.

PRIMARY MARKET AREA (PMA)

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



1. INCOME RESTRICTIONS

LIHTC rents are based upon a percentage of the Area Median Gross Income (“AMI”), adjusted for household size and utilities. The Georgia Department of Community Affairs (“DCA”) will estimate the relevant income levels, with annual updates. The rents are calculated assuming that

the maximum net rent a senior household will pay is 40 percent of its household income at the appropriate AMI level.

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

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

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

2. AFFORDABILITY

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

3. DEMAND

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

3A. DEMAND FROM NEW HOUSEHOLDS

The number of new households entering the market is the first level of demand calculated. We have utilized 2014, the anticipated date of market entry, as the base year for the analysis. Therefore, 2010 household population estimates are inflated to 2014 by interpolation of the difference between 2014 estimates and 2015 projections. This change in households is considered the gross potential demand for the Subject property. This number is adjusted for income eligibility and renter tenure. In the following tables this calculation is identified as Step 1. This is calculated as an annual demand number. In other words, this calculates the anticipated new households in 2014. This number takes the overall growth from 2000 to 2014 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. We have used an estimate of 40 percent rent-overburdened households based on CHAS data for the county.

The second source (2b.) is households living in substandard housing. We will utilize this data to determine the number of current residents that are income eligible, renter tenure, overburdened and/or living in substandard housing and likely to consider the Subject. The third source (2c.) is those seniors likely to move from their own homes into rental housing. This source is only appropriate when evaluating senior properties and is determined by interviews with property managers in the PMA. It should be noted that we have lowered the demand from seniors who convert to homeownership to be at or below 20 percent.

Management at Sister's Court estimated that 10 percent of tenants are previous homeowners. Sister's Court only offers units restricted at 50 percent of AMI; therefore, we believe that the percent of previous homeowners is somewhat understated. Given that the Subject will offer 60 percent AMI units and will be located in an affluent submarket such as Richmond Hill, we anticipate that the Subject's tenancy will include a higher former homeowner population. We have concluded to a homeownership conversion rate of 10 to 15 percent.

In general, we will utilize this data to determine the number of current residents that are income eligible, renter tenure, overburdened and/or living in substandard housing and likely to consider the Subject.

3C. SECONDARY MARKET AREA

To accommodate for the secondary market area, the Demand from Existing Qualified Households within the primary market area will be multiplied by 115 percent to account for demand from the secondary market area.

The Subject will target seniors and is located in Richmond Hill, which is well connected to Savannah and Pooler in the north by Interstate 95. Given the Subject's tenancy and the area's linkages to the Savannah area, we have used a leakage estimate of 15 percent from the PMA.

3D. OTHER

DCA does not consider household turnover to be a source of market demand.

4. NET DEMAND, CAPTURE RATES AND STABILIZATION CALCULATIONS

The following pages will outline the overall demand components added together (3(a), 3(b) and 3(c)) less the supply of competitive developments awarded and/or constructed from 2010 to the present.

ADDITIONS TO SUPPLY

Additions to supply will lower the number of potential qualified households. Pursuant to our understanding of DCA guidelines, we deduct additions to supply allocated since 2010 to present and those that will be constructed through 2012 that are considered directly competitive.

According to information on Georgia Department of Community Affairs LIHTC allocation lists, one property has received allocation in the PMA since 2009: Plantation IV. Plantation IV is an existing family Rural Development property in Richmond Hill that was allocated tax credits in 2011. Post-renovations, the property will offer 48 one- and two-bedroom units restricted at 50 and 60 percent of AMI. None of the units will operate with project-based subsidy. Per the

LIHTC application, 29 of the units will need to be leased post-renovations as these units are either vacant or have over-income qualified households. Because the property targets families and is a USDA Rural Development property, we do not believe that it will be directly competitive with the Subject. Therefore, we have not deducted these units from the Demand Analysis.

PMA OCCUPANCY

Per DCA’s guidelines, we have determined the average occupancy rate based on all available competitive conventional and LIHTC properties in the PMA. We have provided a combined average occupancy level for the PMA based on the total competitive units in the PMA.

GENERAL MARKET OVERVIEW

Name	City	Type	Tenancy	Total # of Units	Occupied Units	Occupancy Rate	Distance		Reason for Exclusion
							from Subject	Included/ Excluded	
Plantation Apt (aka Plantation Ltd)	Richmond Hill	USDA RD	Family	58	56	97%	3.9 miles	Excluded	Not indicative of achievable rents
Plantation Apt III (Lakeview Ltd)	Richmond Hill	USDA RD	Family	54	54	100%	3.9 miles	Excluded	Not indicative of achievable rents
The Plantation Apt (Richmond Hill Ltd)	Richmond Hill	USDA RD	Family	53	51	96%	3.9 miles	Excluded	Not indicative of achievable rents
The Plantation IV	Richmond Hill	USDA RD/LIHTC	Family	49	47	96%	3.9 miles	Excluded	Not indicative of achievable rents
Ashton At Richmond Hill	Richmond Hill	LIHTC	Family	232	224	97%	4.1 miles	Included	N/Ap
Bradley Pointe	Savannah	LIHTC	Family	144	141	98%	9.1 miles	Included	N/Ap
Oaks At Brandlewood	Savannah	LIHTC, Market	Family	300	296	99%	17.4 miles	Included	N/Ap
Overall				890	869	98%			

NET SUPPLY

The following Competitive Analysis chart may be used to determine the Net Supply number of each bedroom and income category when considering the deduction of properties in the net supply in cases where, for instance, the property is on the edge of the PMA, is a market rate property, or otherwise only partially fulfills the need for units that will be filled by the proposed subject. All properties determined to be competitive with the proposed development will be included in the Competitive Analysis and assigned a Comparability Factor to be used in determining Net Supply in the PMA.

The total Comparability Factor will be applied to each bedroom type for all income segments to determine the number of units to be allocated to the existing property. Total market supply will be comprised of the weighted units supply from the comparable existing properties and all units new to the market area since 2010.

With regards to affordability, we believe the following percent differentials are warranted.

Rent Differential	Adjustment Applied
0-5%	1.00
6-10%	0.75
11-15%	0.50
16-20%	0.25
20%+	0.00

Only two of the LIHTC properties are located in the PMA—Ashton at Richmond Hill and Oaks at Brandlewood—and both target general households. Therefore, we have not deducted any of these units from the Demand Analysis. There is one recent LIHTC allocation in the PMA (Plantation IV); however, this property is an existing Rural Development property that targets families. Therefore, we have not deducted these units from the Demand Analysis.

Rehab Developments and PBRA

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

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

Capture Rates

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

Ashleigh Place, Richmond Hill, GA; Market Study

Renter Household Income Distribution 2000 to Projected Market Entry December 2014							
Ashleigh Place Senior							
PMA							
	2000		2010		Prj Mrkt Entry December 2014		Percent Growth
	#	%	#	%	#	%	
\$0-9,999	107	20.3%	188	19.0%	248	18.4%	24.3%
\$10,000-19,999	112	21.1%	185	18.7%	230	17.1%	19.5%
\$20,000-29,999	109	20.7%	172	17.3%	248	18.4%	30.9%
\$30,000-39,999	36	6.9%	59	5.9%	64	4.8%	8.0%
\$40,000-49,999	56	10.6%	144	14.5%	200	14.9%	28.0%
\$50,000-59,999	24	4.6%	70	7.1%	83	6.2%	15.3%
\$60,000-74,999	31	5.9%	49	5.0%	65	4.8%	24.1%
\$75,000-99,999	28	5.2%	62	6.3%	91	6.8%	31.6%
\$100,000+	25	4.8%	61	6.2%	117	8.7%	47.5%
Total	529	100.0%	990	100.0%	1,346	100.0%	26.4%

Renter Household Income Distribution Projected Market Entry December 2014				
Ashleigh Place Senior				
PMA				
	Prj Mrkt Entry December 2014		Change 2000 to Prj Mrkt Entry December 2014	
	#	%	#	
\$0-9,999	248	18.4%	151	
\$10,000-19,999	230	17.1%	140	
\$20,000-29,999	248	18.4%	151	
\$30,000-39,999	64	4.8%	39	
\$40,000-49,999	200	14.9%	121	
\$50,000-59,999	83	6.2%	50	
\$60,000-74,999	65	4.8%	39	
\$75,000-99,999	91	6.8%	55	
\$100,000+	117	8.7%	71	
Total	1,346	100.0%	817	

Tenure Prj Mrkt Entry December 2014	
Renter	24.4%
Owner	75.6%
Total	100.0%

Renter Household Size for Prj Mrkt Entry December 2014		
Size	Number	Percentage
1	640	47.5%
2	473	35.2%
3	71	5.3%
4	110	8.2%
5+	52	3.8%
Total	1,346	100.0%

Renter Household Size for 2000 55+		
Size	Number	Percentage
1	250	47.2%
2	202	38.2%
3	34	6.5%
4	28	5.2%
5+	15	2.9%
Total	529	100.0%

50% AMI

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

Percent of AMI Level			50%		
Minimum Income Limit			\$16,500		
Maximum Income Limit			\$24,000		
Income Category	New Renter Households - Total Change in Households PMA 2000 to Prj Mrkt Entry December 2014		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	151			
\$10,000-19,999	140	17.1%	3,499	35.0%	49
\$20,000-29,999	151	18.4%	4,000	40.0%	60
\$30,000-39,999	39	4.8%		0.0%	0
\$40,000-49,999	121	14.9%		0.0%	0
\$50,000-59,999	50	6.2%		0.0%	0
\$60,000-74,999	39	4.8%		0.0%	0
\$75,000-99,999	55	6.8%		0.0%	0
\$100,000+	71	8.7%		0.0%	0
	817	100.0%			109
Percent of renter households within limits versus total number of renter households					13.36%

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

Percent of AMI Level			50%		
Minimum Income Limit			\$16,500		
Maximum Income Limit			\$24,000		
Income Category	Total Renter Households PMA Prj Mrkt Entry December		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	248			
\$10,000-19,999	230	17.1%	3,499	35.0%	81
\$20,000-29,999	248	18.4%	4,000	40.0%	99
\$30,000-39,999	64	4.8%	0	0.0%	0
\$40,000-49,999	200	14.9%	0	0.0%	0
\$50,000-59,999	83	6.2%	0	0.0%	0
\$60,000-74,999	65	4.8%	0	0.0%	0
\$75,000-99,999	91	6.8%	0	0.0%	0
\$100,000+	117	8.7%	0	0.0%	0
	1,346	100.0%			180
Percent of renter households within limits versus total number of renter households					13.36%

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

Prj Mrkt Entry December 2014 Median Income

Change from 2000 to Prj Mrkt Entry December 2014

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

No
Senior
Urban
40%
\$45,942
\$62,109
\$16,167
35.2%
5.9%
5.9%
Two year adjustment
1.0000
\$24,000
\$24,000
\$2
50%
\$550
\$550.00

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	65%	35%	0%	0%	0%	100%
2	0%	10%	90%	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 2000 to Prj Mrkt Entry December 2014

Income Target Population		50%
New Renter Households PMA		817
Percent Income Qualified		13.4%
New Renter Income Qualified Households		109

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

Demand from Existing Households 2000

Demand from Rent Overburdened Households

Income Target Population		50%
Total Existing Demand		1,346
Income Qualified		13.4%
Income Qualified Renter Households		180
Percent Rent Overburdened Prj Mrkt Entry December 2014		40.0%
Rent Overburdened Households		72

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		180
Percent Living in Substandard Housing		0.2%
Households Living in Substandard Housing		0

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

Senior Households Converting from Homeownership

Income Target Population		50%
Total Senior Homeowners		4161
Rural Versus Urban	0.6%	
Senior Demand Converting from Homeownership		23

Total Demand

Total Demand from Existing Households		95
Adjustment Factor - Leakage from SMA (use 115% for DCA)	115%	14
Adjusted Demand from Existing Households		109
Total New Demand		109
Total Demand (New Plus Existing Households)		219

Demand from Seniors Who Convert from Homeownership		23
Percent of Total Demand From Homeownership Conversion		10.5%
Is this Demand Over 20 percent of Total Demand?		No

By Bedroom Demand

One Person	47.5%	104
Two Persons	35.2%	77
Three Persons	5.3%	12
Four Persons	8.2%	18
Five Persons	3.8%	8
Total	100.0%	219

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	65%	68
Of two-person households in 1BR units	10%	8
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	35%	36
Of two-person households in 2BR units	90%	69
Of three-person households in 2BR units	60%	7
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	5
Of four-person households in 3BR units	80%	14
Of five-person households in 3BR units	70%	6
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	20%	4
Of five-person households in 4BR units	30%	3

Total Demand 219

Check OK

Total Demand by Bedroom 50%

1 BR 75

2 BR 113

Total Demand 188

Additions To Supply 2000 to Prj Mrkt Entry December 2014 50%

1 BR 0

2 BR 0

Total 0

Net Demand 50%

1 BR 75

2 BR 113

Total 188

Developer's Unit Mix 50%

1 BR 8

2 BR 4

Total 12

Capture Rate Analysis 50%

1 BR 10.6%

2 BR 3.5%

Total 6.4%

60%AMI

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

Percent of AMI Level			60%		
Minimum Income Limit			\$18,600		
Maximum Income Limit			\$28,800		
Income Category	New Renter Households - Total Change in Households PMA 2000 to Prj Mrkt Entry December 2014		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	151			
\$10,000-19,999	140	17.1%	1,399	14.0%	20
\$20,000-29,999	151	18.4%	8,800	88.0%	133
\$30,000-39,999	39	4.8%		0.0%	0
\$40,000-49,999	121	14.9%		0.0%	0
\$50,000-59,999	50	6.2%		0.0%	0
\$60,000-74,999	39	4.8%		0.0%	0
\$75,000-99,999	55	6.8%		0.0%	0
\$100,000+	71	8.7%		0.0%	0
	817	100.0%			152
Percent of renter households within limits versus total number of renter households					18.63%

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

Percent of AMI Level			60%		
Minimum Income Limit			\$18,600		
Maximum Income Limit			\$28,800		
Income Category	Total Renter Households PMA Prj Mrkt Entry December		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	248			
\$10,000-19,999	230	17.1%	1,399	14.0%	32
\$20,000-29,999	248	18.4%	8,800	88.0%	219
\$30,000-39,999	64	4.8%	0	0.0%	0
\$40,000-49,999	200	14.9%	0	0.0%	0
\$50,000-59,999	83	6.2%	0	0.0%	0
\$60,000-74,999	65	4.8%	0	0.0%	0
\$75,000-99,999	91	6.8%	0	0.0%	0
\$100,000+	117	8.7%	0	0.0%	0
	1,346	100.0%			251
Percent of renter households within limits versus total number of renter households					18.63%

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

Prj Mrkt Entry December 2014 Median Income

Change from 2000 to Prj Mrkt Entry December 2014

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

No		
Senior		
Urban		
40%		
\$45,942		
\$62,109		
\$16,167		
35.2%		
5.9%		
5.9%	Two year adjustment	1,0000
\$28,800		
\$28,800		
\$2		
60%		
\$620		
\$620.00		

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	65%	35%	0%	0%	0%	100%
2	0%	10%	90%	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 2000 to Prj Mrkt Entry December 2014

Income Target Population		60%
New Renter Households PMA		817
Percent Income Qualified		18.6%
New Renter Income Qualified Households		152

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

Demand from Existing Households 2000

Demand from Rent Overburdened Households

Income Target Population		60%
Total Existing Demand		1,346
Income Qualified		18.6%
Income Qualified Renter Households		251
Percent Rent Overburdened Prj Mrkt Entry December 2014		40.0%
Rent Overburdened Households		100

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		251
Percent Living in Substandard Housing		0.2%
Households Living in Substandard Housing		0

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

Senior Households Converting from Homeownership

Income Target Population		60%
Total Senior Homeowners		4161
Rural Versus Urban	0.8%	
Senior Demand Converting from Homeownership		32

Total Demand

Total Demand from Existing Households		132
Adjustment Factor - Leakage from SMA (use 115% for DCA)	115%	20
Adjusted Demand from Existing Households		152
Total New Demand		152
Total Demand (New Plus Existing Households)		304

Demand from Seniors Who Convert from Homeownership		32
Percent of Total Demand From Homeownership Conversion		10.4%
Is this Demand Over 20 percent of Total Demand?		No

By Bedroom Demand

One Person	47.5%	144
Two Persons	35.2%	107
Three Persons	5.3%	16
Four Persons	8.2%	25
Five Persons	3.8%	12
Total	100.0%	304

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	65%	94
Of two-person households in 1BR units	10%	11
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	35%	51
Of two-person households in 2BR units	90%	96
Of three-person households in 2BR units	60%	10
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	6
Of four-person households in 3BR units	80%	20
Of five-person households in 3BR units	70%	8
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	20%	5
Of five-person households in 4BR units	30%	4
Total Demand		304
Check		OK

Total Demand by Bedroom	60%
1 BR	105
2 BR	156
Total Demand	261

Additions To Supply 2000 to Prj Mrkt Entry December 2014	60%
1 BR	0
2 BR	0
Total	0

Net Demand	60%
1 BR	105
2 BR	156
Total	261

Developer's Unit Mix	60%
1 BR	16
2 BR	52
Total	68

Capture Rate Analysis	60%
1 BR	15.3%
2 BR	33.2%
Total	26.0%

Overall

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

Percent of AMI Level			Overall		
Minimum Income Limit			\$16,500		
Maximum Income Limit			\$28,800		
Income Category	New Renter Households - Total Change in Households PMA 2000 to Prj Mrkt Entry December 2014		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	151			
\$10,000-19,999	140	17.1%	3,499	35.0%	49
\$20,000-29,999	151	18.4%	8,800	88.0%	133
\$30,000-39,999	39	4.8%		0.0%	0
\$40,000-49,999	121	14.9%		0.0%	0
\$50,000-59,999	50	6.2%		0.0%	0
\$60,000-74,999	39	4.8%		0.0%	0
\$75,000-99,999	55	6.8%		0.0%	0
\$100,000+	71	8.7%		0.0%	0
	817	100.0%			182
Percent of renter households within limits versus total number of renter households					22.22%

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

Percent of AMI Level			Overall		
Minimum Income Limit			\$16,500		
Maximum Income Limit			\$28,800		
Income Category	Total Renter Households PMA Prj Mrkt Entry December		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	248			
\$10,000-19,999	230	17.1%	3,499	35.0%	81
\$20,000-29,999	248	18.4%	8,800	88.0%	219
\$30,000-39,999	64	4.8%	0	0.0%	0
\$40,000-49,999	200	14.9%	0	0.0%	0
\$50,000-59,999	83	6.2%	0	0.0%	0
\$60,000-74,999	65	4.8%	0	0.0%	0
\$75,000-99,999	91	6.8%	0	0.0%	0
\$100,000+	117	8.7%	0	0.0%	0
	1,346	100.0%			299
Percent of renter households within limits versus total number of renter households					22.22%

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

Prj Mrkt Entry December 2014 Median Income

Change from 2000 to Prj Mrkt Entry December 2014

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

No		
Senior		
Urban		
40%		
\$45,942		
\$62,109		
\$16,167		
35.2%		
5.9%		
5.9%	Two year adjustment	1.0000
\$28,800		
\$28,800		
\$2		
Overall		
\$550		
\$550.00		

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	65%	35%	0%	0%	0%	100%
2	0%	10%	90%	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 2000 to Prj Mrkt Entry December 2014

Income Target Population		Overall
New Renter Households PMA		817
Percent Income Qualified		22.2%
New Renter Income Qualified Households		182

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

Demand from Existing Households 2000

Demand from Rent Overburdened Households

Income Target Population		Overall
Total Existing Demand		1,346
Income Qualified		22.2%
Income Qualified Renter Households		299
Percent Rent Overburdened Prj Mrkt Entry December 2014		40.0%
Rent Overburdened Households		120

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		299
Percent Living in Substandard Housing		0.2%
Households Living in Substandard Housing		0

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

Senior Households Converting from Homeownership

Income Target Population		Overall
Total Senior Homeowners		4161
Rural Versus Urban	1.3%	
Senior Demand Converting from Homeownership		54

Total Demand

Total Demand from Existing Households		174
Adjustment Factor - Leakage from SMA (use 115% for DCA)	115%	26
Adjusted Demand from Existing Households		200
Total New Demand		182
Total Demand (New Plus Existing Households)		382

Demand from Seniors Who Convert from Homeownership		54
Percent of Total Demand From Homeownership Conversion		14.2%
Is this Demand Over 20 percent of Total Demand?		No

By Bedroom Demand

One Person	47.5%	182
Two Persons	35.2%	134
Three Persons	5.3%	20
Four Persons	8.2%	31
Five Persons	3.8%	15
Total	100.0%	382

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	65%	118
Of two-person households in 1BR units	10%	13
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	35%	64
Of two-person households in 2BR units	90%	121
Of three-person households in 2BR units	60%	12
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	8
Of four-person households in 3BR units	80%	25
Of five-person households in 3BR units	70%	10
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	20%	6
Of five-person households in 4BR units	30%	4
Total Demand		382
Check		OK

Total Demand by Bedroom	Overall
1 BR	131
2 BR	197
Total Demand	328

Additions To Supply 2000 to Prj Mrkt Entry December 2014	Overall
1 BR	0
2 BR	0
Total	0

Net Demand	Overall
1 BR	131
2 BR	197
Total	328

Developer's Unit Mix	Overall
1 BR	24
2 BR	56
Total	80

Capture Rate Analysis	Overall
1 BR	18.3%
2 BR	28.5%
Total	24.4%

Conclusions

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

- The number of senior households in the PMA is expected to increase 7.0 percent between 2010 and 2014.
- 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.

While the capture rate for the two-bedroom units is high, the lack of senior LIHTC housing in the PMA in conjunction with a high two-person senior renter population (38 percent) indicates that there is demand for two-bedroom senior-oriented units in the market.

CAPTURE RATE ANALYSIS CHART

Unit Size	Income limits	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band Min-Max	Proposed Rents
1BR	50% AMI	8	75	0	75	10.6%	7-8 months	\$681	\$405-\$1,005	\$447
2BR	50% AMI	4	113	0	113	3.5%	7-8 months	\$813	\$415-\$1,135	\$539
1BR	60% AMI	16	105	0	105	15.3%	7-8 months	\$711	\$447-\$1,005	\$517
2BR	60% AMI	52	156	0	156	33.2%	7-8 months	\$825	\$415-\$1,135	\$649
Overall	0 & 60% AM	80	328	0	328	24.4%	7-8 months	-	-	-

Demand and Net Demand

	HH at 50% AMI (\$16,500-\$24,000)	HH at 60% AMI (\$18,600-\$28,800)	All Tax Credit Households
Demand from New Households (age and income appropriate)	109	152	182
PLUS	+	+	+
Demand from Existing Renter Households - Substandard	0	0	0
PLUS	+	+	+
Demand from Existing Renter Households - Rent Overburdened	72	100	120
PLUS	+	+	+
Secondary Market Demand adjustment IF ANY Subject to	14	20	26
Sub Total	196	273	328
Demand from Existing Households - Elderly Homeowner	23	32	54
Equals Total Demand	219	304	382
Less	-	-	-
Supply of comparable LIHTC or Market Rate housing units built and/or planned in the projected	0	0	0
Equals Net Demand	219	304	382

As the analysis illustrates, the Subject's capture rates at the 50 percent AMI level will range from 3.5 to 10.6 percent, with an overall capture rate of 6.4 percent. The Subject's 60 percent AMI capture rates range from 15.3 to 33.2 percent, with an overall capture rate of 26.0 percent. The overall capture rate for the project's 50 and 60 percent units is 24.4 percent. While the capture rates at 60 percent AMI are high, we believe there is demand for the Subject as proposed given low vacancy in the market and the lack of LIHTC, particularly senior LIHTC supply in Richmond Hill.

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 1,848 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 both LIHTC and unrestricted data in Richmond Hill is limited. We have included one family LIHTC property, Ashton at Richmond Hill, in Richmond Hill and eight properties in Savannah and Pooler. We have not included two family LIHTC properties in the PMA (in Savannah) due to their family tenancy and limited number of senior tenants. We have therefore included several senior LIHTC properties located outside the PMA in Pooler and Savannah. Portions of suburban Savannah are in the PMA while Pooler is not in the PMA. Our competitive survey includes nine comparable properties containing 1,848 units. While the senior LIHTC properties are located in Savannah and Pooler, we believe they operate within the same larger market as the Subject and are therefore indicative of the performance of a LIHTC property. In terms of market rate data, we have included the closest and newest unrestricted properties, the majority of which target general households with the exception of Veranda at Midtown in Savannah. Overall, the Subject will face limited direct competition from properties in Richmond Hill. Further, as the demographic analysis will demonstrate, there is a large percentage of senior renters in the PMA, which is an area that offers limited senior rental supply, indicating that there is latent demand in the market. As managers at properties like Ashton at Richmond Hill have reported, there are senior households living at family-oriented properties due to the lack of senior multifamily rental units in the market. The property manager at Ashton at Richmond Hill estimated that 20 percent of the property’s households are seniors. Other senior renter households are accounted for at independent and assisted living facilities.

General Market Overview/Included/Excluded Properties

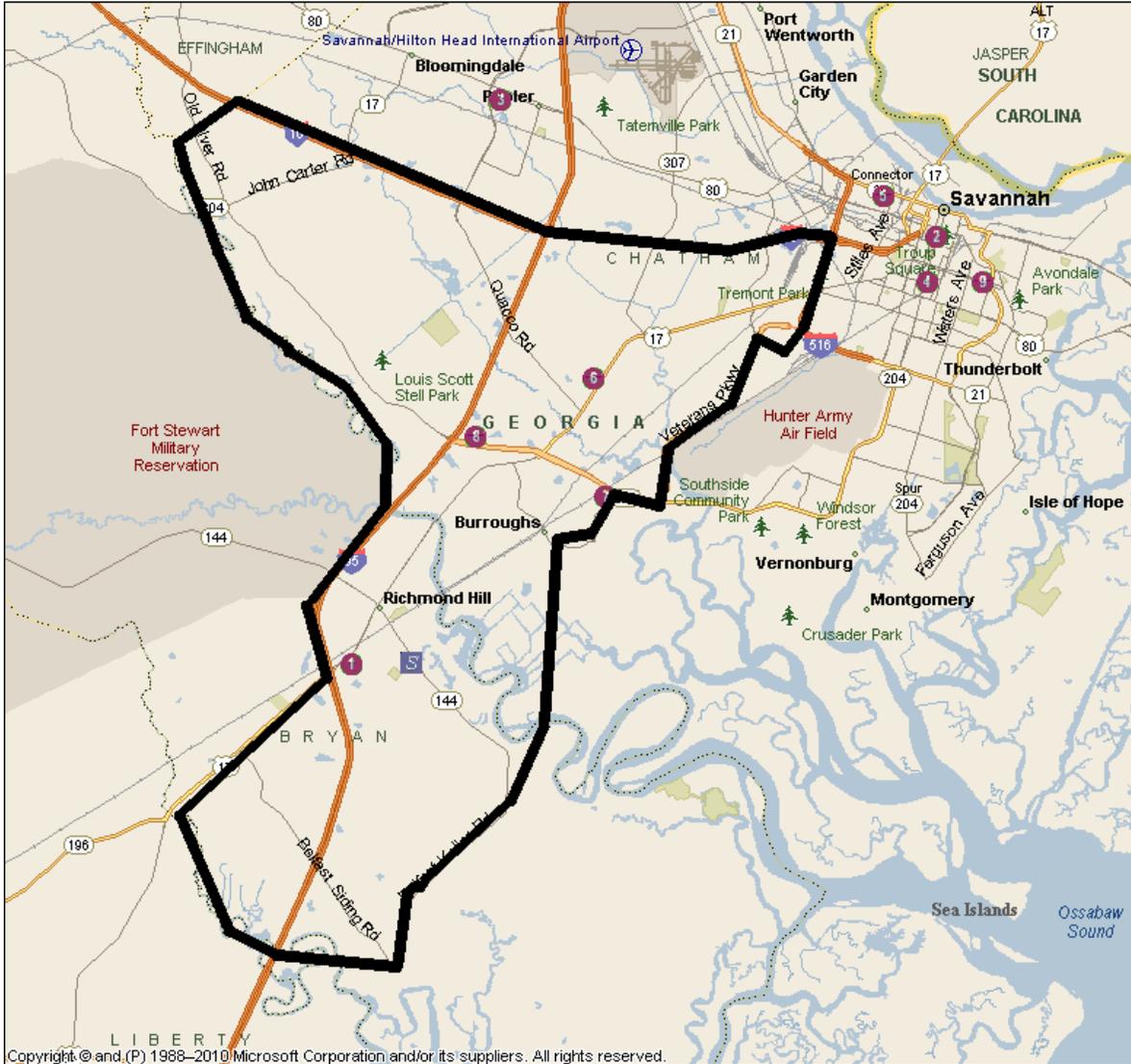
The following table illustrates properties that are within the PMA or a similar market areas. The table highlights vacancy. Some of these properties have been included as “true comparables.”

GENERAL MARKET OVERVIEW

Name	City	Type	Tenancy	Total # of Units	Occupied Units	Occupancy Rate	Distance from Subject	Included/ Excluded	Reason for Exclusion
Plantation Apt (aka Plantation Ltd)	Richmond Hill	USDA RD	Family	58	56	97%	3.9 miles	Excluded	Not indicative of achievable rents
Plantation Apt III (Lakeview Ltd)	Richmond Hill	USDA RD	Family	54	54	100%	3.9 miles	Excluded	Not indicative of achievable rents
The Plantation Apt (Richmond Hill Ltd)	Richmond Hill	USDA RD	Family	53	51	96%	3.9 miles	Excluded	Not indicative of achievable rents
The Plantation IV	Richmond Hill	USDA RD/LIHTC	Family	49	47	96%	3.9 miles	Excluded	Not indicative of achievable rents
Ashton At Richmond Hill	Richmond Hill	LIHTC	Family	232	224	97%	4.1 miles	Included	N/Ap
Bradley Pointe	Savannah	LIHTC	Family	144	141	98%	9.1 miles	Excluded	Senior LIHTC data available
Oaks At Brandlewood	Savannah	LIHTC, Market	Family	300	296	99%	17.4 miles	Excluded	Senior LIHTC data available
Overall				890	869	98%			

As the previous table demonstrates, there is limited multifamily rental housing in the PMA. Overall occupancy at these properties is 98 percent, which indicates a healthy rental market.

Comparable Rental Property Map



COMPARABLE PROPERTIES

#	Property Name	City	Tenancy	Type	Distance
1	Ashton At Richmond Hill	Richmond Hill	Family	@ 60%	4.1 miles
2	Rose Of Sharon	Savannah	Senior	@ 60%	24.2 miles
3	Sheppard Station	Pooler	Senior	@ 50%, @ 60%, Market	19.8 miles
4	Sister's Court	Savannah	Senior	@ 50%	24.2 miles
5	Sustainable Fellwood III	Savannah	Senior	@ 60%, PBRA, Market	24.4 miles
6	Century Fenwick Apartments	Savannah	Family	Market	12.4 miles
7	Preston Grove Apartments	Savannah	Family	Market	12.4 miles
8	The Links At Georgetown	Savannah	Family	Market	10.5 miles
9	Veranda At Midtown	Savannah	Senior	Market, PBRA	25.8 miles

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

SUMMARY MATRIX

Comp #	Project	Distance	Type / Built / Renovated	Market / Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Max Rent?	Wait List?	Units Vacant	Vacancy Rate
Subject	Ashleigh Place Senior Hwy 144 Richmond Hill, GA 31324 Bryan County	n/a	Lowrise (age-restricted) 2014 / n/a	@50%, @60%	1BR / 1BA	8	10.00%	@50%	\$447	700	no		N/A	N/A
					1BR / 1BA	16	20.00%	@60%	\$517	700	no	N/A	N/A	
					2BR / 2BA	4	5.00%	@50%	\$539	950	no	N/A	N/A	
					2BR / 2BA	52	65.00%	@60%	\$649	950	no	N/A	N/A	
					80	100%						N/A	N/A	
1	Ashton At Richmond Hill 505 Harris Trail Richmond Hill, GA 31324 Bryan County	1.8 miles	Garden (2 stories) 1995 / n/a	@60%	1BR / 1BA	N/A	N/A	@60%	\$584	770	no	No	0	N/A
					2BR / 1BA	N/A	N/A	@60%	\$684	920	no	No	6	N/A
					2BR / 2BA	N/A	N/A	@60%	\$709	980	no	No	0	N/A
					3BR / 2BA	N/A	N/A	@60%	\$808	1,150	no	No	2	N/A
					232	100%						8	3.40%	
2	Rose Of Sharon 322 East Taylor Street Savannah, GA 31401 Chatham County	21.6 miles	Highrise (age-restricted) (12 stories) 1972 / 2007	@60%	Studio / 1BA	44	21.40%	@60%	\$404	418	n/a	No	0	0.00%
					1BR / 1BA	140	68.00%	@60%	\$447	602	n/a	No	3	2.10%
					1BR / 1BA	22	10.70%	@60%	\$447	627	n/a	No	2	9.10%
						206	100%						5	2.40%
3	Sheppard Station 215 Brighton Woods Dr Pooler, GA 31322 Chatham County	17.2 miles	Lowrise (age-restricted) 2009 / n/a	@50%, @60%, Market	1BR / 1BA	25	38.50%	@50%	\$482	815	n/a	Yes	0	0.00%
					1BR / 1BA	1	1.50%	@60%	\$482	815	no	Yes	0	0.00%
					1BR / 1BA	7	10.80%	Market	\$544	815	n/a	Yes	0	0.00%
					2BR / 1BA	24	36.90%	@50%	\$527	1,000	n/a	Yes	0	0.00%
					2BR / 1BA	2	3.10%	@60%	\$527	1,000	no	Yes	0	0.00%
					2BR / 1BA	6	9.20%	Market	\$604	1,000	n/a	Yes	0	0.00%
						65	100%						0	0.00%
4	Sister's Court 222 E 37th St Savannah, GA 31401 Chatham County	21.6 miles	Conversion (age-restricted) 1900s / 1999	@50%	1BR / 1BA	73	93.60%	@50%	\$405	500	no	No	4	5.50%
					2BR / 1BA	5	6.40%	@50%	\$415	750	no	No	1	20.00%
						78	100%						5	6.40%
5	Sustainable Fellwood III Exley Street Savannah, GA 31415 Chatham County	21.8 miles	Lowrise (age-restricted) 2012 / n/a	@60%, @60% (Project Based Rental Assistance - PBRA), Market	1BR / 1BA	41	41.00%	@60%	\$583	732	no		N/A	N/A
					1BR / 1BA	37	37.00%	@60%	N/A	732	n/a		N/A	N/A
					1BR / 1BA	7	7.00%	Market	\$639	732	n/a		N/A	N/A
					2BR / 2BA	5	5.00%	@60%	\$702	951	no		N/A	N/A
					2BR / 2BA	7	7.00%	@60%	N/A	951	n/a		N/A	N/A
					2BR / 2BA	3	3.00%	Market	\$739	951	n/a		N/A	N/A
						100	100%						10	10.00%
6	Century Fenwick Apartments 101 Fenwick Village Savannah, GA 31419 Bryan County	9.8 miles	Garden (3 stories) 2007/2008 / n/a	Market	1BR / 1BA	N/A	N/A	Market	\$910	696	n/a	No	N/A	N/A
					1BR / 1BA	N/A	N/A	Market	\$1,005	866	n/a	No	N/A	N/A
					2BR / 2BA	N/A	N/A	Market	\$1,055	1,084	n/a	No	N/A	N/A
					2BR / 2BA	N/A	N/A	Market	\$1,135	1,133	n/a	No	N/A	N/A
					2BR / 2BA	N/A	N/A	Market	\$1,120	1,227	n/a	No	N/A	N/A
					3BR / 2BA	N/A	N/A	Market	\$1,239	1,305	n/a	No	N/A	N/A
	452	100%						24	5.30%					

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	Ashleigh Place Senior Hwy 144 Richmond Hill, GA 31324 Bryan County	n/a	Lowrise (age-restricted) 2014 / n/a	@50%, @60%	1BR / 1BA	8	10.00%	@50%	\$447	700	no		N/A	N/A
					1BR / 1BA	16	20.00%	@60%	\$517	700	no	N/A	N/A	
					2BR / 2BA	4	5.00%	@50%	\$539	950	no	N/A	N/A	
					2BR / 2BA	52	65.00%	@60%	\$649	950	no	N/A	N/A	
					80	100%						N/A	N/A	
7	Preston Grove Apartments 1825 Grove Point Road Savannah, GA 31419 Bryan County	9.8 miles	Garden (3 stories) 1999 / n/a	Market, Non-Rental	1BR / 1BA	57	22.40%	Market	\$935	817	n/a	No	N/A	N/A
					1BR / 1BA	1	0.40%	Non-Rental	N/A	N/A	n/a	N/A	N/A	
					2BR / 2BA	113	44.30%	Market	\$1,080	1,138	n/a	No	N/A	N/A
					2BR / 2BA	1	0.40%	Non-Rental	N/A	N/A	n/a	N/A	N/A	
					3BR / 2BA	25	9.80%	Market	\$1,309	1,362	n/a	No	N/A	N/A
					3BR / 2BA	1	0.40%	Non-Rental	N/A	N/A	n/a	N/A	N/A	
					255	100%						11	4.30%	
8	The Links At Georgetown 450 Henderson Blvd Savannah, GA 31419 Bryan County	7.9 miles	Garden 1998/2000 / n/a	Market	1BR / 1BA	48	13.30%	Market	\$839	552	n/a	No	0	0.00%
					1BR / 1BA	56	15.60%	Market	\$929	871	n/a	No	0	0.00%
					1BR / 1BA	30	8.30%	Market	\$999	982	n/a	No	2	6.70%
					2BR / 2BA	88	24.40%	Market	\$1,064	1,132	n/a	No	3	3.40%
					2BR / 2BA	102	28.30%	Market	\$1,124	1,242	n/a	No	2	2.00%
					3BR / 2BA	36	10.00%	Market	\$1,193	1,282	n/a	No	0	0.00%
					360	100%						7	1.90%	
9	Veranda At Midtown 1414 East Anderson Street Savannah, GA 31404 Chatham County	23.2 miles	Midrise (age-restricted) (4 stories) 2005 / n/a	Market, PBRA	1BR / 1BA	2	2.00%	Market	\$675	659	n/a	No	0	0.00%
					1BR / 1BA	6	6.00%	Market	\$675	664	n/a	No	1	16.70%
					1BR / 1BA	3	3.00%	Market	\$675	736	n/a	No	0	0.00%
					1BR / 1BA	2	2.00%	PBRA	\$637	654	n/a	Yes	0	0.00%
					1BR / 1BA	7	7.00%	PBRA	\$637	659	n/a	Yes	0	0.00%
					1BR / 1BA	27	27.00%	PBRA	\$637	664	n/a	Yes	0	0.00%
					1BR / 1BA	12	12.00%	PBRA	\$637	673	n/a	Yes	0	0.00%
					1BR / 1BA	5	5.00%	PBRA	\$637	696	n/a	Yes	0	0.00%
					1BR / 1BA	20	20.00%	PBRA	\$637	736	n/a	Yes	0	0.00%
					2BR / 1BA	16	16.00%	PBRA	\$710	918	n/a	Yes	1	6.20%
					100	100%						2	2.00%	

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

Effective Rent Date:	Jun-12	Units Surveyed:	1848	Weighted Occupancy:	96.10%
		Market Rate	1167	Market Rate	96.20%
		Tax Credit	681	Tax Credit	95.90%

One Bedroom One Bath

Two Bedrooms Two Bath

	Property	Average	Property	Average	Property	Average
RENT	Century Fenwick Apartments	\$1,005	Century Fenwick Apartments	\$1,135		
	The Links At Georgetown	\$999	The Links At Georgetown	\$1,124		
	Preston Grove Apartments	\$935	Century Fenwick Apartments	\$1,120		
	The Links At Georgetown	\$929	Preston Grove Apartments	\$1,080		
	Century Fenwick Apartments	\$910	The Links At Georgetown	\$1,064		
	The Links At Georgetown	\$839	Century Fenwick Apartments	\$1,055		
	Veranda At Midtown	\$675	Sustainable Fellwood III * (M)	\$739		
	Veranda At Midtown	\$675	Veranda At Midtown (1BA)	\$710		
	Veranda At Midtown	\$675	Ashton At Richmond Hill * (60%)	\$709		
	Sustainable Fellwood III * (M)	\$639	Sustainable Fellwood III * (60%)	\$702		
	Veranda At Midtown	\$637	Ashleigh Place Senior * (60%)	\$649		
	Veranda At Midtown	\$637	Sheppard Station * (1BA M)	\$604		
	Veranda At Midtown	\$637	Ashleigh Place Senior * (50%)	\$539		
	Veranda At Midtown	\$637	Sheppard Station * (1BA 50%)	\$527		
	Veranda At Midtown	\$637	Sheppard Station * (1BA 60%)	\$527		
	Veranda At Midtown	\$637	Sister's Court * (1BA 50%)	\$415		
	Ashton At Richmond Hill * (60%)	\$584				
	Sustainable Fellwood III * (60%)	\$583				
	Sheppard Station * (M)	\$544				
	Ashleigh Place Senior * (60%)	\$517				
	Sheppard Station * (50%)	\$482				
	Sheppard Station * (60%)	\$482				
	Ashleigh Place Senior * (50%)	\$447				
	Rose Of Sharon * (60%)	\$447				
	Rose Of Sharon * (60%)	\$447				
Sister's Court * (50%)	\$405					
SQUARE FOOTAGE	The Links At Georgetown	982	The Links At Georgetown	1,242		
	The Links At Georgetown	871	Century Fenwick Apartments	1,227		
	Century Fenwick Apartments	866	Preston Grove Apartments	1,138		
	Preston Grove Apartments	817	Century Fenwick Apartments	1,133		
	Sheppard Station * (50%)	815	The Links At Georgetown	1,132		
	Sheppard Station * (60%)	815	Century Fenwick Apartments	1,084		
	Sheppard Station * (M)	815	Sheppard Station * (1BA 50%)	1,000		
	Ashton At Richmond Hill * (60%)	770	Sheppard Station * (1BA 60%)	1,000		
	Veranda At Midtown	736	Sheppard Station * (1BA M)	1,000		
	Veranda At Midtown	736	Ashton At Richmond Hill * (60%)	980		
	Sustainable Fellwood III * (60%)	732	Sustainable Fellwood III * (60%)	951		
	Sustainable Fellwood III * (M)	732	Sustainable Fellwood III * (M)	951		
	Ashleigh Place Senior * (50%)	700	Ashleigh Place Senior * (50%)	950		
	Ashleigh Place Senior * (60%)	700	Ashleigh Place Senior * (60%)	950		
	Century Fenwick Apartments	696	Veranda At Midtown (1BA)	918		
	Veranda At Midtown	696	Sister's Court * (1BA 50%)	750		
	Veranda At Midtown	673				
	Veranda At Midtown	664				
	Veranda At Midtown	664				
	Veranda At Midtown	659				
	Veranda At Midtown	659				
	Veranda At Midtown	654				
	Rose Of Sharon * (60%)	627				
	Rose Of Sharon * (60%)	602				
	The Links At Georgetown	552				
Sister's Court * (50%)	500					

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

Effective Rent Date:	Jun-12	Units Surveyed:	1848	Weighted Occupancy:	96.10%
		Market Rate	1167	Market Rate	96.20%
		Tax Credit	681	Tax Credit	95.90%

One Bedroom One Bath

Two Bedrooms Two Bath

RENT PER SQUARE FOOT	One Bedroom One Bath		Two Bedrooms Two Bath	
	Property	Average	Property	Average
	The Links At Georgetown	\$1.52	Century Fenwick Apartments	\$1.00
	Century Fenwick Apartments	\$1.31	Century Fenwick Apartments	\$0.97
	Century Fenwick Apartments	\$1.16	Preston Grove Apartments	\$0.95
	Preston Grove Apartments	\$1.14	The Links At Georgetown	\$0.94
	The Links At Georgetown	\$1.07	Century Fenwick Apartments	\$0.91
	Veranda At Midtown	\$1.02	The Links At Georgetown	\$0.90
	The Links At Georgetown	\$1.02	Sustainable Fellwood III * (M)	\$0.78
	Veranda At Midtown	\$1.02	Veranda At Midtown (1BA)	\$0.77
	Veranda At Midtown	\$0.97	Sustainable Fellwood III * (60%)	\$0.74
	Veranda At Midtown	\$0.97	Ashton At Richmond Hill * (60%)	\$0.72
	Veranda At Midtown	\$0.96	Ashleigh Place Senior * (60%)	\$0.68
	Veranda At Midtown	\$0.95	Sheppard Station * (1BA M)	\$0.60
	Veranda At Midtown	\$0.92	Ashleigh Place Senior * (50%)	\$0.57
	Veranda At Midtown	\$0.92	Sister's Court * (1BA 50%)	\$0.55
	Sustainable Fellwood III * (M)	\$0.87	Sheppard Station * (1BA 50%)	\$0.53
	Veranda At Midtown	\$0.87	Sheppard Station * (1BA 60%)	\$0.53
	Sister's Court * (50%)	\$0.81		
	Sustainable Fellwood III * (60%)	\$0.80		
	Ashleigh Place Senior * (60%)	\$0.74		
	Ashton At Richmond Hill * (60%)	\$0.76		
	Rose Of Sharon * (60%)	\$0.74		
	Rose Of Sharon * (60%)	\$0.71		
	Sheppard Station * (M)	\$0.67		
	Ashleigh Place Senior * (50%)	\$0.64		
	Sheppard Station * (50%)	\$0.59		
	Sheppard Station * (60%)	\$0.59		

PROPERTY PROFILE REPORT

Ashton At Richmond Hill

Effective Rent Date 5/16/2012
Location 505 Harris Trail
 Richmond Hill, GA 31324
 Bryan County
Distance 1.8 miles
Units 232
Vacant Units 8
Vacancy Rate 3.4%
Type Garden (2 stories)
Year Built/Renovated 1995 / N/A
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors Plantation Apartments
Tenant Characteristics some military, 20% seniors, rest families
Contact Name Michelle
Phone 912-756-4870



Market Information

Program @60%
Annual Turnover Rate N/A
Units/Month Absorbed 19
HCV Tenants 3%
Leasing Pace Less than 2 weeks
Annual Chg. in Rent increased
Concession None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	N/A	770	\$545	\$0	@60%	No	0	N/A	no	None
2	1	Garden (2 stories)	N/A	920	\$635	\$0	@60%	No	6	N/A	no	None
2	2	Garden (2 stories)	N/A	980	\$660	\$0	@60%	No	0	N/A	no	None
3	2	Garden (2 stories)	N/A	1,150	\$750	\$0	@60%	No	2	N/A	no	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$545	\$0	\$545	\$39	\$584
2BR / 1BA	\$635	\$0	\$635	\$49	\$684
2BR / 2BA	\$660	\$0	\$660	\$49	\$709
3BR / 2BA	\$750	\$0	\$750	\$58	\$808

Ashton At Richmond Hill, continued

Amenities

In-Unit

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

Blinds
Carpeting
Coat Closet
Microwave
Refrigerator
Washer/Dryer hookup

Security

None

Services

None

Property

Central Laundry
On-Site Management
Playground
Tennis Court

Off-Street Parking
Picnic Area
Swimming Pool
Volleyball Court

Premium

None

Other

None

Comments

Property Manager indicated that they recently increased the rents once they obtained approval to do so. She states the property is 20 percent seniors currently, and that the majority of seniors live in "Magnolia Manor" an age-restricted community that is very expensive. She also mentioned that there are no market properties in the Richmond Hills area, that all of the properties are LIHTC or subsidized.

Ashton At Richmond Hill, continued

Trend Report

Vacancy Rates

2Q10	1Q11	2Q12
5.2%	11.2%	3.4%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$517	\$0	\$517	\$556
2011	1	N/A	\$517	\$0	\$517	\$556
2012	2	N/A	\$545	\$0	\$545	\$584

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$605	\$0	\$605	\$654
2011	1	N/A	\$605	\$0	\$605	\$654
2012	2	N/A	\$635	\$0	\$635	\$684

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$613	\$0	\$613	\$662
2011	1	N/A	\$613	\$0	\$613	\$662
2012	2	N/A	\$660	\$0	\$660	\$709

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$698	\$0	\$698	\$756
2011	1	N/A	\$698	\$0	\$698	\$756
2012	2	N/A	\$750	\$0	\$750	\$808

Trend: Comments

- 2Q10** The contact reported that there has been a lot of traffic, but many prospective tenants are over-qualified due to the income restrictions. The contact reported that rents are not at the maximum allowable level and that tenants cannot afford the maximum. Management could not report unit mix.
- 1Q11** The property manager could only provide updated rents and occupancy. All other information is current as of June 2010. The property manager reported that this is due to poor economic conditions and applicants have poor credit making them ineligible.
- 2Q12** Property Manager indicated that they recently increased the rents once they obtained approval to do so. She states the property is 20 percent seniors currently, and that the majority of seniors live in "Magnolia Manor" an age-restricted community that is very expensive. She also mentioned that there are no market properties in the Richmond Hills area, that all of the properties are LIHTC or subsidized.

PROPERTY PROFILE REPORT

Rose Of Sharon

Effective Rent Date	4/16/2012
Location	322 East Taylor Street Savannah, GA 31401 Chatham County
Distance	21.6 miles
Units	206
Vacant Units	5
Vacancy Rate	2.4%
Type	Highrise (age-restricted) (12 stories)
Year Built/Renovated	1972 / 2007
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Sister's Court, Williams Court, Sheppard Station
Tenant Characteristics	N/A
Contact Name	Tanya
Phone	912-234-5417



Market Information

Program	@60%
Annual Turnover Rate	N/A
Units/Month Absorbed	N/A
HCV Tenants	50%
Leasing Pace	N/A
Annual Chg. in Rent	None
Concession	\$200 off the first months rent

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Highrise (12 stories)	44	418	\$495	\$17	@60%	No	0	0.0%	N/A	None
1	1	Highrise (12 stories)	140	602	\$567	\$17	@60%	No	3	2.1%	N/A	None
1	1	Highrise (12 stories)	22	627	\$567	\$17	@60%	No	2	9.1%	N/A	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$495	\$17	\$478	-\$74	\$404
1BR / 1BA	\$567	\$17	\$550	-\$103	\$447

Rose Of Sharon, continued

Amenities

In-Unit

Cable/Satellite/Internet
Central A/C
Oven
Refrigerator

Carpeting
Hand Rails
Pull Cords

Security

Intercom (Buzzer)
Limited Access
Video Surveillance

Services

None

Property

Clubhouse/Meeting
Central Laundry
Off-Street Parking
Service Coordination

Elevators
Non-shelter Services
On-Site Management

Premium

Hairdresser / Barber

Other

None

Comments

The contact was new and was unsure of annual turnover rate and leasing pace. The contact indicated that the property offers 43 project based Section 8 units and that these units have a lengthy waiting list. In addition to this project-based subsidy, an estimated half of the remaining tenants are using portable Housing Choice Vouchers.

Rose Of Sharon, continued

Trend Report

Vacancy Rates

3Q05	2Q06	3Q10	2Q12
0.0%	0.0%	5.3%	2.4%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2005	3	N/A	\$525	\$0	\$525	\$422
2006	2	N/A	\$567	\$0	\$567	\$464
2010	3	6.2%	\$567	\$0	\$567	\$464
2012	2	3.1%	\$567	\$17	\$550	\$447

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2005	3	N/A	\$470	\$0	\$470	\$396
2006	2	N/A	\$495	\$0	\$495	\$421
2010	3	2.3%	\$495	\$0	\$495	\$421
2012	2	0.0%	\$495	\$17	\$478	\$404

Trend: Comments

3Q05 N/A

2Q06 N/A

3Q10 The property manager indicated that the property offers 43 project based Section 8 units and that these units have a lengthy waiting list. The contact reported that tenants cannot afford a higher rent and that seniors are not attracted to the highrise structure of the property. The majority of the current vacancies are due to turnover as a result of death.

2Q12 The contact was new and was unsure of annual turnover rate and leasing pace. The contact indicated that the property offers 43 project based Section 8 units and that these units have a lengthy waiting list. In addition to this project-based subsidy, an estimated half of the remaining tenants are using portable Housing Choice Vouchers.

PROPERTY PROFILE REPORT

Sheppard Station

Effective Rent Date 4/16/2012
Location 215 Brighton Woods Dr
 Pooler, GA 31322
 Chatham County
Distance 17.2 miles
Units 65
Vacant Units 0
Vacancy Rate 0.0%
Type Lowrise (age-restricted)
Year Built/Renovated 2009 / N/A
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors None
Tenant Characteristics N/A
Contact Name Gina
Phone (912) 748-0495



Market Information

Program @50%, @60%, Market
Annual Turnover Rate 15%
Units/Month Absorbed 12
HCV Tenants N/A
Leasing Pace Immediately
Annual Chg. in Rent N/A
Concession None

Utilities

A/C not included -- central
Cooking not included -- electric
Water Heat not included -- electric
Heat not included -- electric
Other Electric not included
Water 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	Lowrise	25	815	\$427	\$0	@50%	Yes	0	0.0%	N/A	None
1	1	Lowrise	1	815	\$427	\$0	@60%	Yes	0	0.0%	no	None
1	1	Lowrise	7	815	\$489	\$0	Market	Yes	0	0.0%	N/A	None
2	1	Lowrise	24	1,000	\$462	\$0	@50%	Yes	0	0.0%	N/A	None
2	1	Lowrise	2	1,000	\$462	\$0	@60%	Yes	0	0.0%	no	None
2	1	Lowrise	6	1,000	\$539	\$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	\$427	\$0	\$427	\$55	\$482	1BR / 1BA	\$427	\$0	\$427	\$55	\$482
2BR / 1BA	\$462	\$0	\$462	\$65	\$527	2BR / 1BA	\$462	\$0	\$462	\$65	\$527
Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent						
1BR / 1BA	\$489	\$0	\$489	\$55	\$544						
2BR / 1BA	\$539	\$0	\$539	\$65	\$604						

Sheppard Station, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Hand Rails
Pull Cords
Washer/Dryer

Blinds
Central A/C
Exterior Storage
Oven
Refrigerator
Washer/Dryer hookup

Security

In-Unit Alarm

Services

None

Property

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

Clubhouse/Meeting
Exercise Facility
On-Site Management
Recreation Areas

Premium

None

Other

Horseshoe pit, shuffleboard,

Comments

The contact stated that they have no vacancies and the waiting list is two years long.

Sheppard Station, continued

Trend Report

Vacancy Rates

2Q10	2Q12
0.0%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	0.0%	\$400	\$0	\$400	\$455
2012	2	0.0%	\$427	\$0	\$427	\$482

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	0.0%	\$435	\$0	\$435	\$500
2012	2	0.0%	\$462	\$0	\$462	\$527

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	0.0%	\$400	\$0	\$400	\$455
2012	2	0.0%	\$427	\$0	\$427	\$482

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	0.0%	\$435	\$0	\$435	\$500
2012	2	0.0%	\$462	\$0	\$462	\$527

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	0.0%	\$460	\$0	\$460	\$515
2012	2	0.0%	\$489	\$0	\$489	\$544

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	0.0%	\$510	\$0	\$510	\$575
2012	2	0.0%	\$539	\$0	\$539	\$604

Trend: Comments

2Q10 Management reported that there is demand for additional senior housing in the area, particularly outside of Savannah. The property manager indicated that there is a trend for seniors to move outside the city in order to find more quiet areas. Management could not report whether tenants can afford higher rents. The property is owned by the Gateway Companies and managed by Ambling Management.

2Q12 The contact stated that they have no vacancies and the waiting list is two years long.

PROPERTY PROFILE REPORT

Sister's Court

Effective Rent Date 4/16/2012

Location 222 E 37th St
Savannah, GA 31401
Chatham County

Distance 21.6 miles

Units 78

Vacant Units 5

Vacancy Rate 6.4%

Type Conversion (age-restricted)

Year Built/Renovated 1900s / 1999

Marketing Began N/A

Leasing Began N/A

Last Unit Leased N/A

Major Competitors Veranda at Midtown, Rose of Sharon, William Court

Tenant Characteristics 62+; Majority rely on SSI; 10% previous homeowners; 50% from Savannah; Several out of state (IN)

Contact Name Sheila

Phone (912) 447-4714



Market Information

Program @50%

Annual Turnover Rate 12%

Units/Month Absorbed N/A

HCV Tenants 9%

Leasing Pace N/A

Annual Chg. in Rent An increase of 2-3%

Concession None

Utilities

A/C not included -- central

Cooking not included -- electric

Water Heat not included -- electric

Heat not included -- electric

Other Electric not included

Water included

Sewer included

Trash Collection included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Conversion	73	500	\$405	\$0	@50%	No	4	5.5%	no	None
2	1	Conversion	5	750	\$415	\$0	@50%	No	1	20.0%	no	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$405	\$0	\$405	\$0	\$405
2BR / 1BA	\$415	\$0	\$415	\$0	\$415

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Hand Rails
Pull Cords

Blinds
Central A/C
Garbage Disposal
Oven
Refrigerator

Security

None

Services

None

Property

Clubhouse/Meeting
Central Laundry
On-Site Management

Elevators
Off-Street Parking

Premium

None

Other

None

Sister's Court, continued

Comments

Management reported that the current vacancy rate is higher than normal and that several tenants have recently moved to Section 8 properties. The contact was unsure of the leasing pace, as recently it has become longer.

Sister's Court, continued

Trend Report

Vacancy Rates

4Q08	3Q10	2Q12
6.4%	3.8%	6.4%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	4	6.8%	\$380	\$0	\$380	\$380
2010	3	4.1%	\$380	\$0	\$380	\$380
2012	2	5.5%	\$405	\$0	\$405	\$405

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	4	0.0%	\$390	\$0	\$390	\$390
2010	3	0.0%	\$390	\$0	\$390	\$390
2012	2	20.0%	\$415	\$0	\$415	\$415

Trend: Comments

- 4Q08** The contact stated that there is no additional demand for senior housing as Sister's Court typically maintains a higher occupancy rate; but, vacancy has increased due to the opening or renovation of other senior properties such as Veranda at Midtown.
- 3Q10** The contact reported that the current vacancies are due to regular turnover and that rents are not projected to increase at the property. Rents have not increased at the property in several years.
- 2Q12** Management reported that the current vacancy rate is higher than normal and that several tenants have recently moved to Section 8 properties. The contact was unsure of the leasing pace, as recently it has become longer.

PROPERTY PROFILE REPORT

Sustainable Fellwood III

Effective Rent Date 5/17/2012
Location Exley Street
 Savannah, GA 31415
 Chatham County
Distance 21.8 miles
Units 100
Vacant Units 10
Vacancy Rate 10.0%
Type Lowrise (age-restricted)
Year Built/Renovated 2012 / N/A
Marketing Began N/A
Leasing Began 3/15/2012
Last Unit Leased N/A
Major Competitors N/A
Tenant Characteristics seniors 62+
Contact Name Leasing Agent
Phone 912.544.0190



Market Information

Program @60%, @60% (Project Based Rental)
Annual Turnover Rate N/A
Units/Month Absorbed 45
HCV Tenants 21%
Leasing Pace N/A
Annual Chg. in Rent N/A
Concession None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Lowrise	41	732	\$583	\$0	@60%	N/A	N/A	N/A	no	None
1	1	Lowrise	37	732	N/A	\$0	@60% (Project Based Rental Assistance - PBRA)	N/A	N/A	N/A	N/A	None
1	1	Lowrise	7	732	\$639	\$0	Market	N/A	N/A	N/A	N/A	None
2	2	Lowrise	5	951	\$702	\$0	@60%	N/A	N/A	N/A	no	None
2	2	Lowrise	7	951	N/A	\$0	@60% (Project Based Rental Assistance - PBRA)	N/A	N/A	N/A	N/A	None
2	2	Lowrise	3	951	\$739	\$0	Market	N/A	N/A	N/A	N/A	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$583	\$0	\$583	\$0	\$583	1BR / 1BA	\$639	\$0	\$639	\$0	\$639
2BR / 2BA	\$702	\$0	\$702	\$0	\$702	2BR / 2BA	\$739	\$0	\$739	\$0	\$739

Sustainable Fellwood III, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Hand Rails
Pull Cords
Washer/Dryer

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

Security

None

Services

None

Property

Business Center/Computer Lab
Exercise Facility
On-Site Management

Clubhouse/Meeting
Off-Street Parking
Recreation Areas

Premium

None

Other

None

Comments

Management indicated that the property began accepting applications on March 15 and is currently 90 percent occupied. Management reported that there is a strong need for LIHTC units targeting senior residents.

PROPERTY PROFILE REPORT

Century Fenwick Apartments

Effective Rent Date	5/23/2012
Location	101 Fenwick Village Savannah, GA 31419 Bryan County
Distance	9.8 miles
Units	452
Vacant Units	24
Vacancy Rate	5.3%
Type	Garden (3 stories)
Year Built/Renovated	2007/2008 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Springs at Chatham; new properties in Pooler
Tenant Characteristics	25% military; Remaining hh's are primarily from Savannah. Many work civilian jobs at Ft. Stewart
Contact Name	Sally
Phone	912-495-9392



Market Information

Program	Market
Annual Turnover Rate	30%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	1-2 weeks
Annual Chg. in Rent	Vary
Concession	N/A

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	N/A	696	\$855	\$0	Market	No	N/A	N/A	N/A	AVG*
1	1	Garden (3 stories)	N/A	866	\$950	\$0	Market	No	N/A	N/A	N/A	AVG*
2	2	Garden (3 stories)	N/A	1,084	\$990	\$0	Market	No	N/A	N/A	N/A	AVG*
2	2	Garden (3 stories)	N/A	1,133	\$1,070	\$0	Market	No	N/A	N/A	N/A	AVG*
2	2	Garden (3 stories)	N/A	1,227	\$1,055	\$0	Market	No	N/A	N/A	N/A	AVG*
3	2	Garden (3 stories)	N/A	1,305	\$1,165	\$0	Market	No	N/A	N/A	N/A	AVG*

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$855 - \$950	\$0	\$855 - \$950	\$55	\$910 - \$1,005
2BR / 2BA	\$990 - \$1,070	\$0	\$990 - \$1,070	\$65	\$1,055 - \$1,135
3BR / 2BA	\$1,165	\$0	\$1,165	\$74	\$1,239

Century Fenwick Apartments, continued

Amenities

In-Unit

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

Blinds
Central A/C
Exterior Storage
Garbage Disposal
Refrigerator

Security

None

Services

None

Property

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

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

Premium

None

Other

None

Comments

Associate at the property stated they have recently switched over to LRO Pricing Software, a pricing software that changes daily based upon a multitude of factors (vacancies, units available per floor plan, etc). She said this pricing software makes it almost impossible to identify any trends in pricing increasing or decreasing as some units go up, and some down varying on multiple deciding factors in the software.

They are no longer offering concessions, and are 94-95 percent occupied. She said their average leasing pace is 1-2 weeks.

Century Fenwick Apartments, continued

Trend Report

Vacancy Rates

2Q09	3Q10	1Q11	2Q12
7.1%	9.1%	6.4%	5.3%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$780 - \$840	\$0	\$780 - \$840	\$835 - \$895
2010	3	N/A	\$820 - \$895	\$137 - \$140	\$683 - \$755	\$738 - \$810
2011	1	N/A	\$810 - \$845	\$68 - \$70	\$742 - \$775	\$797 - \$830
2012	2	N/A	\$855 - \$950	\$0	\$855 - \$950	\$910 - \$1,005

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$905 - \$975	\$75 - \$81	\$830 - \$894	\$895 - \$959
2010	3	N/A	\$950 - \$1,030	\$158 - \$172	\$792 - \$858	\$857 - \$923
2011	1	N/A	\$920 - \$1,060	\$77 - \$88	\$843 - \$972	\$908 - \$1,037
2012	2	N/A	\$990 - \$1,070	\$0	\$990 - \$1,070	\$1,055 - \$1,135

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$1,115	\$0	\$1,115	\$1,189
2010	3	N/A	\$1,180	\$197	\$983	\$1,057
2011	1	N/A	\$1,280	\$107	\$1,173	\$1,247
2012	2	N/A	\$1,165	\$0	\$1,165	\$1,239

Trend: Comments

- 2Q09** The manager reported overall occupancy at 93 percent with 20 of the 32 vacancies in the second phase of the property. The 176 units in phase 2 were completed in November of 2008 with preleasing beginning in August of 2008. At this time, the manager reported 156 of those units leased for an absorption rate of 19.5 units per month. Heavy concessions were offered during lease up which helped fill the units at a steady rate.
- 3Q10** The manager reported that the property is typically 94 percent occupied. However, due to the economy and the opening of new market rate properties in Pooler, occupancy at the property has decreased. As of the last interview in April 2009, the property maintained a 93 percent occupancy rate. The concession has been offered for one month. Rents range based upon various factors including location of the unit and floor level, which garners a \$20 premium per floor.
- 1Q11** The property manager indicated that there is a one month free concession on the 29 vacant units. There are several units on notice, and the concession on those units is one half off the first month's rent. As the majority of available units are vacant, we have applied the one month free concession to all units.
- 2Q12** Associate at the property stated they have recently switched over to LRO Pricing Software, a pricing software that changes daily based upon a multitude of factors (vacancies, units available per floor plan, etc). She said this pricing software makes it almost impossible to identify any trends in pricing increasing or decreasing as some units go up, and some down varying on multiple deciding factors in the software.
- They are no longer offering concessions, and are 94-95 percent occupied. She said their average leasing pace is 1-2 weeks.

PROPERTY PROFILE REPORT

Preston Grove Apartments

Effective Rent Date	5/23/2012
Location	1825 Grove Point Road Savannah, GA 31419 Bryan County
Distance	9.8 miles
Units	255
Vacant Units	11
Vacancy Rate	4.3%
Type	Garden (3 stories)
Year Built/Renovated	1999 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Georgetown Woods
Tenant Characteristics	20-30% military. Many households work at Ft. Stewart in civilian jobs, families, seniors, students
Contact Name	Jenny, Lacy
Phone	912-920-1520



Market Information

Program	Market, Non-Rental
Annual Turnover Rate	65%
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	1 week
Annual Chg. in Rent	Rents increased
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)	57	817	\$880	\$0	Market	No	N/A	N/A	N/A	AVG*
1	1	Garden (3 stories)	0	817	\$920	\$0	Market	No	N/A	N/A	N/A	HIGH
1	1	Garden (3 stories)	57	817	\$840	\$0	Market	No	N/A	N/A	N/A	LOW
1	1	Garden (3 stories)	1	N/A	N/A	\$0	Non-Rental	N/A	N/A	N/A	N/A	None
2	2	Garden (3 stories)	113	1,138	\$1,015	\$0	Market	No	N/A	N/A	N/A	AVG*
2	2	Garden (3 stories)	0	1,138	\$1,055	\$0	Market	No	N/A	N/A	N/A	HIGH
2	2	Garden (3 stories)	0	1,138	\$975	\$0	Market	No	N/A	N/A	N/A	LOW
2	2	Garden (3 stories)	1	N/A	N/A	\$0	Non-Rental	N/A	N/A	N/A	N/A	None
3	2	Garden (3 stories)	25	1,362	\$1,235	\$0	Market	No	N/A	N/A	N/A	AVG*
3	2	Garden (3 stories)	0	1,362	\$1,275	\$0	Market	No	N/A	N/A	N/A	HIGH
3	2	Garden (3 stories)	0	1,362	\$1,195	\$0	Market	No	N/A	N/A	N/A	LOW
3	2	Garden (3 stories)	1	N/A	N/A	\$0	Non-Rental	N/A	N/A	N/A	N/A	None

Preston Grove Apartments, continued

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Non-Rental	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$840 - \$920	\$0	\$840 - \$920	\$55	\$895 - \$975	1BR / 1BA	N/A	\$0	N/A	\$55	N/A
2BR / 2BA	\$975 - \$1,055	\$0	\$975 - \$1,055	\$65	\$1,040 - \$1,120	2BR / 2BA	N/A	\$0	N/A	\$65	N/A
3BR / 2BA	\$1,195 - \$1,275	\$0	\$1,195 - \$1,275	\$74	\$1,269 - \$1,349	3BR / 2BA	N/A	\$0	N/A	\$74	N/A

Amenities

In-Unit

Balcony/Patio
Cable/Satellite/Internet
Central A/C
Exterior Storage
Garbage Disposal
Oven
Washer/Dryer hookup

Blinds
Carpeting
Dishwasher
Ceiling Fan
Microwave
Refrigerator

Security

In-Unit Alarm
Limited Access
Perimeter Fencing

Services

None

Property

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

Clubhouse/Meeting
Garage
Central Laundry
On-Site Management
Playground
Tennis Court

Premium

None

Other

Lake views, coffee bar

Comments

The rents have increased slightly at the property and the contact indicated that this is due to their occupancy remaining high. The contact noted that prices vary based on location, view, and proximity to amenities.

The property has been affected by military deployment and student turnover. The remaining tenants are comprised of families. The contact noted that the property has received more traffic from elderly families. The associate reported that the property typically stays around 95 percent leased.

The high turnover is due to military tenants but states they have no problem filling them with a 65% annual turnover rate.

Preston Grove Apartments, continued

Trend Report

Vacancy Rates

2Q09	3Q10	1Q11	2Q12
4.7%	7.1%	3.1%	4.3%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	1.8%	\$740 - \$880	\$62 - \$73	\$678 - \$807	\$733 - \$862
2010	3	N/A	\$745 - \$880	\$93 - \$110	\$652 - \$770	\$707 - \$825
2011	1	N/A	\$800 - \$900	\$0	\$800 - \$900	\$855 - \$955
2012	2	N/A	\$840 - \$920	\$0	\$840 - \$920	\$895 - \$975

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	5.4%	\$920 - \$1,025	\$77 - \$85	\$843 - \$940	\$908 - \$1,005
2010	3	N/A	\$890 - \$970	\$111 - \$121	\$779 - \$849	\$844 - \$914
2011	1	N/A	\$920 - \$1,055	\$0	\$920 - \$1,055	\$985 - \$1,120
2012	2	N/A	\$975 - \$1,055	\$0	\$975 - \$1,055	\$1,040 - \$1,120

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	8.3%	\$1,080 - \$1,175	\$90 - \$98	\$990 - \$1,077	\$1,064 - \$1,151
2010	3	N/A	\$1,150 - \$1,230	\$144 - \$154	\$1,006 - \$1,076	\$1,080 - \$1,150
2011	1	N/A	\$1,175 - \$1,245	\$0	\$1,175 - \$1,245	\$1,249 - \$1,319
2012	2	N/A	\$1,195 - \$1,275	\$0	\$1,195 - \$1,275	\$1,269 - \$1,349

Trend: Non-Rental

1BR / 1BA

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

2BR / 2BA

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

3BR / 2BA

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

Trend: Comments

- 2Q09** The manager noted occupancy has fluctuated between 90 and 96 percent during the past year. The local economy is feeling the effects of the national recession, but many households at the property have not been affected by lay offs.
- 3Q10** The contact reported that prices vary based on location, view, and proximity to amenities. The property has been influenced by military deportation and students. The contact reported that the property typically fluctuates between 93 and 95 percent occupancy. There is currently a concession of one and a half to two months rent free; the contact reported that the one and a half months rent concession is more typical. The two month concession is only offered on the three bedroom units. The contact reported that there are between four and five moveouts at the property each month; we used five per month to conservatively estimate turnover.
- 1Q11** The contact reported that prices vary based on location, view, and proximity to amenities. The property has been influenced by military deportation and students. The contact reported that the property typically fluctuates between 93 and 95 percent occupancy. Richmond Hill has better schools, less crime, less traffic, and is more residential, according the property manager. The property is 98 percent leased. The high turnover is due to military tenants.
- 2Q12** The rents have increased slightly at the property and the contact indicated that this is due to their occupancy remaining high. The contact noted that prices vary based on location, view, and proximity to amenities.
- The property has been affected by military deployment and student turnover. The remaining tenants are comprised of families. The contact noted that the property has received more traffic from elderly families. The associate reported that the property typically stays around 95 percent leased.
- The high turnover is due to military tenants but states they have no problem filling them with a 65% annual turnover rate.

PROPERTY PROFILE REPORT

The Links At Georgetown

Effective Rent Date 5/23/2012
Location 450 Henderson Blvd
 Savannah, GA 31419
 Bryan County
Distance 7.9 miles
Units 360
Vacant Units 7
Vacancy Rate 1.9%
Type Garden (2 stories)
Year Built/Renovated 1998/2000 / N/A
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors Preston Grove
Tenant Characteristics Mixed tenancy; 30% military hh's
Contact Name Sherry; Jessica
Phone 912-927-1995



Market Information

Program Market
Annual Turnover Rate 30%
Units/Month Absorbed N/A
HCV Tenants 0%
Leasing Pace 15-30 days
Annual Chg. in Rent Rents increased
Concession Look and Lease - Waive Appl Fees

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)	48	552	\$800	\$0	Market	No	0	0.0%	N/A	None
1	1	Garden (2 stories)	56	871	\$890	\$0	Market	No	0	0.0%	N/A	None
1	1	Garden (2 stories)	30	982	\$960	\$0	Market	No	2	6.7%	N/A	None
2	2	Garden (2 stories)	88	1,132	\$1,015	\$0	Market	No	3	3.4%	N/A	None
2	2	Garden (2 stories)	102	1,242	\$1,075	\$0	Market	No	2	2.0%	N/A	None
3	2	Garden (2 stories)	36	1,282	\$1,135	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$800 - \$960	\$0	\$800 - \$960	\$39	\$839 - \$999
2BR / 2BA	\$1,015 - \$1,075	\$0	\$1,015 - \$1,075	\$49	\$1,064 - \$1,124
3BR / 2BA	\$1,135	\$0	\$1,135	\$58	\$1,193

The Links At Georgetown, continued

Amenities

In-Unit

Blinds
Carpeting
Coat Closet
Ceiling Fan
Microwave
Refrigerator
Washer/Dryer

Cable/Satellite/Internet
Central A/C
Dishwasher
Garbage Disposal
Oven
Walk-In Closet

Security

Limited Access
Perimeter Fencing

Services

None

Property

Business Center/Computer Lab
Exercise Facility
Central Laundry
On-Site Management
Playground
Tennis Court

Clubhouse/Meeting
Garage
Off-Street Parking
Picnic Area
Swimming Pool

Premium

View

Other

2 Hot Tubs

Comments

Property manager stated that they have a large presence of military families. Their pricing has increased slightly since we last spoke, and they are no longer offering the \$500 off concession. Their only incentive is a look and lease special, where if you lease same day, they will waive application fees. She estimated the annual turnover to be about 30 percent, which is consistent with prior interviews.

The Links At Georgetown, continued

Trend Report

Vacancy Rates

2Q09	2Q10	1Q11	2Q12
8.6%	10.0%	2.5%	1.9%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	8.2%	\$780 - \$960	\$130 - \$160	\$650 - \$800	\$689 - \$839
2010	2	N/A	\$780 - \$960	\$65 - \$80	\$715 - \$880	\$754 - \$919
2011	1	3.0%	\$785 - \$985	\$42	\$743 - \$943	\$782 - \$982
2012	2	1.5%	\$800 - \$960	\$0	\$800 - \$960	\$839 - \$999

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	8.4%	\$1,005 - \$1,042	\$168 - \$174	\$837 - \$868	\$886 - \$917
2010	2	N/A	\$1,005 - \$1,042	\$84 - \$87	\$921 - \$955	\$970 - \$1,004
2011	1	2.6%	\$1,005 - \$1,052	\$42	\$963 - \$1,010	\$1,012 - \$1,059
2012	2	2.6%	\$1,015 - \$1,075	\$0	\$1,015 - \$1,075	\$1,064 - \$1,124

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	11.1%	\$1,105	\$184	\$921	\$979
2010	2	22.2%	\$1,105	\$92	\$1,013	\$1,071
2011	1	0.0%	\$1,125	\$42	\$1,083	\$1,141
2012	2	0.0%	\$1,135	\$0	\$1,135	\$1,193

Trend: Comments

- 2Q09** The manager reported a steady decline in occupancy over last year when occupancy was typically at 98 percent during the first part of 2008. The occupancy rate has declined below 90 percent in the past three months but recent concessions have helped increase the occupancy rate. Several households at the property have been affected by the slowing economic conditions in the area.
- 2Q10** The contact reported that the property suffered from a military deployment in October 2009. At that time, the property went to an occupancy rate of 72 percent, and it was very hard to find new tenants. The property has gradually gone back up, and is currently 90 percent occupied. The contact reported that the small one-bedroom unit is the most popular, and that they are having a hard time renting the three bedroom units.
- 1Q11** The property manager indicated that the property does not compete with properties in Richmond Hill.
- 2Q12** Property manager stated that they have a large presence of military families. Their pricing has increased slightly since we last spoke, and they are no longer offering the \$500 off concession. Their only incentive is a look and lease special, where if you lease same day, they will waive application fees. She estimated the annual turnover to be about 30 percent, which is consistent with prior interviews.

PROPERTY PROFILE REPORT

Veranda At Midtown

Effective Rent Date	4/13/2012
Location	1414 East Anderson Street Savannah, GA 31404 Chatham County
Distance	23.2 miles
Units	100
Vacant Units	2
Vacancy Rate	2.0%
Type	Midrise (age-restricted) (4 stories)
Year Built/Renovated	2005 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Rose of Sharon
Tenant Characteristics	Seniors ages 62+; Average age is 65
Contact Name	Andre
Phone	(912) 236-0683



Market Information

Program	Market, PBRA
Annual Turnover Rate	12%
Units/Month Absorbed	Could not report
HCV Tenants	0%
Leasing Pace	Within 30 days
Annual Chg. in Rent	None
Concession	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	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)	2	659	\$675	\$0	Market	No	0	0.0%	N/A	None
1	1	Midrise (4 stories)	6	664	\$675	\$0	Market	No	1	16.7%	N/A	None
1	1	Midrise (4 stories)	3	736	\$675	\$0	Market	No	0	0.0%	N/A	None
1	1	Midrise (4 stories)	2	654	\$637	\$0	PBRA	Yes	0	0.0%	N/A	None
1	1	Midrise (4 stories)	7	659	\$637	\$0	PBRA	Yes	0	0.0%	N/A	None
1	1	Midrise (4 stories)	27	664	\$637	\$0	PBRA	Yes	0	0.0%	N/A	None
1	1	Midrise (4 stories)	12	673	\$637	\$0	PBRA	Yes	0	0.0%	N/A	None
1	1	Midrise (4 stories)	5	696	\$637	\$0	PBRA	Yes	0	0.0%	N/A	None
1	1	Midrise (4 stories)	20	736	\$637	\$0	PBRA	Yes	0	0.0%	N/A	None
2	1	Midrise (4 stories)	16	918	\$710	\$0	PBRA	Yes	1	6.2%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	PBRA	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$675	\$0	\$675	\$0	\$675	1BR / 1BA	\$637	\$0	\$637	\$0	\$637
						2BR / 1BA	\$710	\$0	\$710	\$0	\$710

Veranda At Midtown, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Ceiling Fan
Hand Rails
Pull Cords
Washer/Dryer hookup

Blinds
Central A/C
Exterior Storage
Garbage Disposal
Oven
Refrigerator

Security

Limited Access

Services

None

Property

Clubhouse/Meeting
Exercise Facility
Off-Street Parking
Picnic Area

Elevators
Central Laundry
On-Site Management
Theatre

Premium

None

Other

Library

Comments

The contact indicated that there is a waiting list for the PBRA units that is maintained by the local housing authority.

Veranda At Midtown, continued

Trend Report

Vacancy Rates

4Q08	3Q10	2Q12
0.0%	2.0%	2.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	4	0.0%	\$650	\$0	\$650	\$650
2010	3	18.2%	\$675	\$0	\$675	\$675
2012	2	9.1%	\$675	\$0	\$675	\$675

Trend: PBRA

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	4	0.0%	\$637	\$0	\$637	\$637
2010	3	0.0%	\$637	\$0	\$637	\$637
2012	2	0.0%	\$637	\$0	\$637	\$637

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	4	0.0%	\$710	\$0	\$710	\$710
2010	3	0.0%	\$710	\$0	\$710	\$710
2012	2	6.2%	\$710	\$0	\$710	\$710

Trend: Comments

4Q08 N/A

3Q10 Management reported that the unrestricted units are not difficult to lease; the current vacancies are due to regular turnover. The contact indicated that there is demand for additional senior affordable units in the market. The waiting list for the PBRA units is managed by the housing authority and is estimated to be a two to three year wait. Management does accept Housing Choice Vouchers for the 11 units that do not operate with subsidy; however, currently none of the current tenants in those units are using vouchers.

2Q12 The contact indicated that there is a waiting list for the PBRA units that is maintained by the local housing authority.

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

Housing Choice Vouchers

TENANTS WITH VOUCHERS

Comparable Property	Rent Structure	Location	Tenancy	Housing Choice Voucher Tenants
Ashton At Richmond Hill	@ 60%	Richmond Hill	Family	3%
Rose Of Sharon	@ 60%	Savannah	Senior	50%
Sheppard Station	@ 50%, @ 60%, Market	Pooler	Senior	N/A
Sister's Court	@ 50%	Savannah	Senior	9%
Sustainable Fellwood III	@ 60%, @ 60% (PBRA), Market	Savannah	Senior	21%
Century Fenwick Apartments	Market	Savannah	Family	0%
Preston Grove Apartments	Market	Savannah	Family	0%
The Links At Georgetown	Market	Savannah	Family	0%
Veranda At Midtown	Market, PBRA	Savannah	Senior	0%

As illustrated in the table, HCV rates among the LIHTC properties vary from three to 50 percent with the majority maintaining HCV rates of 21 percent or less. We do not believe that the Subject will rely on HCV tenants in order to maintain a healthy occupancy rate.

Lease Up History

The following table illustrates absorption rates at the newest senior LIHTC properties in the Savannah and Pooler areas.

Absorption

Property	Rent Structure	Tenancy	Year Built	# of Units	Units Absorbed Per Month
Sheppard Station	LIHTC/Market	Senior	2009	65	12
Sustainable Fellwood III	LIHTC/PBRA/Market	Senior	2012	100	45

Sheppard Station is located in Pooler (outside of the PMA), opened in 2009, and reported an absorption pace of approximately 12 units per month. Sustainable Fellwood III (in Savannah) opened in 2012 and is currently in lease up and 90 percent occupied. This property is reporting a much faster absorption pace of 45 units per month, which is likely due to the PBRA units at this property. The Subject will not offer project-based rental assistance. We have conservatively estimated that the Subject will lease approximately 10 units per month as the Subject will not have a waiting list at sister properties from which to draw tenants (as is the case with Sustainable Fellwood III). At this pace, the Subject will reach a stabilized occupancy of 93 percent within seven to eight months.

Phased Developments

The Subject is not part of a phased development.

Rural Areas

The Subject is located in Richmond Hill, which is considered a rural area. There is adequate unrestricted and LIHTC data in the market.

3. COMPETITIVE PROJECT MAP



There is only one non-subsidized LIHTC property in Richmond Hill: Ashton at Richmond Hill. We have included this property, although it targets families, because it is located in Richmond Hill. The remaining comparables are located in Pooler and Savannah outside of the PMA.

Ashleigh Place, Richmond Hill, GA; Market Study

There are two family LIHTC properties—Bradley Pointe and Oaks at Brandlewood—that are located in the PMA or just on the border. However, we do not believe these will be directly competitive with the Subject as they target families and are located in Savannah, not Richmond Hill.

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 pink, 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 pink.

Comp #	Ashleigh Place Senior Subject	Ashton At Richmond Hill 1	Rose Of Sharon 2	Sheppard Station 3	Sister's Court 4	Sustainable Fellwood III 5	Century Fenwick Apartments 6	Preston Grove Apartments 7	The Links At Georgetown 8	Veranda At Midtown 9
Property Information										
Property Type	Lowrise (age-restricted)	Garden (2 stories)	Highrise (age-restricted) (12 stories)	Lowrise (age-restricted)	Conversion (age-restricted)	Lowrise (age-restricted)	Garden (3 stories)	Garden (3 stories)	Garden	Midrise (age-restricted) (4 stories)
Year Built / Renovated	2014 / n/a	1995 / n/a	1972 / 2007	2009 / n/a	1900s / 1999	2012 / n/a	2007/2008 / n/a	1999 / n/a	1998/2000 / n/a	2005 / n/a
Market (Conv./Subsidy Type)	LIHTC	LIHTC	LIHTC	LIHTC, Market	LIHTC	LIHTC, PBRA	Market	Market	Market	Market, PBRA
Utility Adjustments										
Cooking	no	no	yes	no	no	no	no	no	no	no
Water Heat	no	no	yes	no	no	no	no	no	no	no
Heat	no	no	yes	no	no	no	no	no	no	no
Other Electric	no	no	yes	no	no	no	no	no	no	no
Water	yes	no	yes	no	yes	yes	no	no	no	yes
Sewer	yes	no	yes	no	yes	yes	no	no	no	yes
Trash Collection	yes	yes	yes	no	yes	yes	no	no	yes	yes
In-Unit Amenities										
Balcony/Patio	no	yes	no	yes	yes	yes	yes	yes	no	yes
Blinds	yes	yes	no	yes	yes	yes	yes	yes	yes	yes
Cable/Satellite/Internet	no	yes	yes	no	no	no	no	yes	yes	no
Carpeting	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Coat Closet	no	yes	no	no	no	no	no	no	yes	no
Dishwasher	yes	yes	no	yes	yes	yes	yes	yes	yes	yes
Exterior Storage	no	no	no	yes	no	no	yes	yes	no	yes
Ceiling Fan	yes	no	no	no	no	no	yes	yes	yes	yes
Garbage Disposal	no	no	no	no	yes	yes	yes	yes	yes	yes
Hand Rails	yes	no	yes	yes	yes	yes	no	no	no	yes
Microwave	no	yes	no	no	no	no	no	yes	yes	no
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Pull Cords	yes	no	yes	yes	yes	yes	no	no	no	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Walk-In Closet	no	yes	no	no	no	no	no	no	yes	no
Washer/Dryer	no	no	no	yes	no	yes	no	no	yes	no
Washer/Dryer hookup	no	yes	no	yes	no	yes	yes	yes	no	yes

Ashleigh Place, Richmond Hill, GA; Market Study

	Ashleigh Place Senior Subject	Ashton At Richmond Hill	Rose Of Sharon	Sheppard Station	Sister's Court	Sustainable Fellwood III	Century Fenwick Apartments	Preston Grove Apartments	The Links At Georgetown	Veranda At Midtown
Comp #	1	2	3	4	5	6	7	8	9	
Property Information										
Property Type	Lowrise (age-restricted)	Garden (2 stories)	Highrise (age-restricted) (12 stories)	Lowrise (age-restricted)	Conversion (age-restricted)	Lowrise (age-restricted)	Garden (3 stories)	Garden (3 stories)	Garden	Midrise (age-restricted) (4 stories)
Year Built / Renovated	2014 / n/a	1995 / n/a	1972 / 2007	2009 / n/a	1900s / 1999	2012 / n/a	2007/2008 / n/a	1999 / n/a	1998/2000 / n/a	2005 / n/a
Market (Conv./Subsidy Type)	LIHTC	LIHTC	LIHTC	LIHTC, Market	LIHTC	LIHTC, PBRA	Market	Market	Market	Market, PBRA
Property Amenities										
Business Center/Computer										
Lab	yes	no	no	yes	no	yes	yes	yes	yes	no
Car Wash	no	no	no	no	no	no	yes	no	no	no
Clubhouse/Meeting										
Room/Community Room	yes	no	yes	yes	yes	yes	yes	yes	yes	yes
Elevators	yes	no	yes	yes	yes	no	no	no	no	yes
Exercise Facility	no	no	no	yes	no	yes	yes	yes	yes	yes
Garage	no	no	no	no	no	no	yes	yes	yes	no
Jacuzzi	no	no	no	no	no	no	yes	yes	no	no
Central Laundry	yes	yes	yes	no	yes	no	yes	yes	yes	yes
Non-shelter Services	no	no	yes	no	no	no	no	no	no	no
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	no	yes	no	no	yes	yes	yes	yes
Playground	no	yes	no	no	no	no	yes	yes	yes	no
Recreation Areas	yes	no	no	yes	no	yes	no	no	no	no
Service Coordination	no	no	yes	yes	no	no	no	no	no	no
Swimming Pool	no	yes	no	no	no	no	yes	yes	yes	no
Tennis Court	no	yes	no	no	no	no	no	yes	yes	no
Theatre	no	no	no	no	no	no	no	no	no	yes
Volleyball Court	no	yes	no	no	no	no	no	yes	no	no
Garage Fee	N/A	N/A	N/A	N/A	N/A	N/A	\$110.00	\$75.00	\$75.00	N/A
Services										
Security										
In-Unit Alarm	no	no	no	yes	no	no	no	yes	no	no
Intercom (Buzzer)	no	no	yes	no	no	no	no	no	no	no
Limited Access	yes	no	yes	no	no	no	no	yes	yes	yes
Perimeter Fencing	no	no	no	no	no	no	no	yes	yes	no
Video Surveillance	no	no	yes	no	no	no	no	no	no	no
Premium Amenities										
Hairdresser / Barber	no	no	yes	no	no	no	no	no	no	no
View	no	no	no	no	no	no	no	no	yes	no
Other Amenities										
Other	Gazebo, covered porch, arts/craft room	n/a	n/a	Horseshoe pit, shuffleboard, library, garden	n/a	n/a	n/a	Lake views, coffee bar	2 Hot Tubs	Library

The Subject will offer a variety of amenities including a business center/computer lab, central laundry, a gazebo, covered porch, and arts and crafts room. However, the Subject will be at a disadvantage in terms of in-unit amenities as it will lack amenities such as washer/dryer connections.

5. The Subject will target senior households. We have included the one family LIHTC property in Richmond Hill and the closest senior LIHTC properties in neighboring Savannah and Pooler.

6. Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY

Comparable Property	Rent Structure	Location	Tenancy	Total Units	Vacant Units	Vacancy Rate
Ashton At Richmond Hill	@60%	Richmond Hill	Family	232	8	3.40%
Rose Of Sharon	@60%	Savannah	Senior	206	5	2.40%
Sheppard Station	@50%, @60%, Market	Pooler	Senior	65	0	0.00%
Sister's Court	@50%	Savannah	Senior	78	5	6.40%
Sustainable Fellwood III*	@60%, @60% (PBRA), Market	Savannah	Senior	100	10	10.00%
Century Fenwick Apartments	Market	Savannah	Family	452	24	5.30%
Preston Grove Apartments	Market	Savannah	Family	255	11	4.30%
The Links At Georgetown	Market	Savannah	Family	360	7	1.90%
Veranda At Midtown	Market, PBRA	Savannah	Senior	100	2	2.00%
Overall				1,848	72	3.90%
Overall (Stabilized)				1,748	62	3.55%
Overall (Unrestricted)				1,167	44	3.77%
Overall (Stabilized LIHTC)				581	18	3.10%

*Currently stabilizing

Overall vacancy is low at approximately four percent with LIHTC vacancy at 3.1 percent among the stabilized LIHTC properties. Sustainable Fellwood III is currently undergoing absorption and is 90 percent occupied. Vacancy among the market rate properties is slightly higher than overall LIHTC vacancy at 3.8 percent. We have included senior LIHTC properties in Savannah and Pooler in order to supplement the supply analysis as there is a general lack of both senior and family LIHTC properties in Richmond Hill. The one unsubsidized LIHTC property in Richmond Hill is Ashton at Richmond Hill. The property manager at Ashton at Richmond Hill estimated that 20 percent of the property consists of senior households. The property is currently 97 percent occupied without a waiting list. Management indicated that the property typically remains fully occupied; however, it can be difficult to find tenants in Richmond Hill as many are over income qualified. The Subject will target seniors and will be the only senior LIHTC property in Richmond Hill, a desirable area. The stabilized senior LIHTC comparables are maintaining a vacancy rate of 2.9 percent and two—Sheppard Station and Veranda at Midtown—are maintaining waiting lists. Given the low vacancy in the market and the lack of senior LIHTC competition in Richmond Hill, we believe that the Subject will maintain a vacancy rate of five percent, or less, once stabilized.

7. Properties Under Construction and Proposed

According to information on Georgia Department of Community Affairs LIHTC allocation lists, one property has received allocation in the PMA since 2009: Plantation IV.

Plantation IV is an existing family Rural Development property in Richmond Hill that was allocated tax credits in 2011. Post-renovations, the property will offer 48 one- and two-bedroom units restricted at 50 and 60 percent of AMI. None of the units will operate with project-based subsidy. Per the LIHTC application, 29 of the units will need to be leased post-renovations as these units are either vacant or have over-income qualified households. Because the property targets families and is a USDA Rural Development property, we do not believe that it will be directly competitive with the Subject. Therefore, we have not deducted these units from the Demand Analysis.

Sustainable Fellwood III is currently stabilizing and is 90 percent occupied. We have not deducted these units from demand as this property is located outside of the PMA.

8. Rental Advantage

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

Similarity Matrix								
#	Property Name	Type	Property		Location	Age /		Overall
			Amenities	Unit Features		Condition	Unit Size	
1	Ashton At Richmond Hill	@60%	Similar	Slightly superior	Similar	Inferior	Slightly Superior	0
2	Rose Of Sharon	@60%	Similar	Slightly Inferior	Slightly Inferior	Inferior	Inferior	-30
3	Sheppard Station	@50%, @60%, Market	Similar	Superior	Slightly Inferior	Similar	Superior	15
4	Sister's Court	@50%	Inferior	Similar	Slightly Inferior	Inferior	Inferior	-35
5	Sustainable Fellwood III	@60%, @60% (PBRA), Market	Similar	Superior	Slightly Inferior	Similar	Similar	5
6	Century Fenwick Apartments	Market	Superior	Slightly superior	Similar	Similar	Superior	25
7	Preston Grove Apartments	Market	Superior	Slightly superior	Similar	Inferior	Superior	15
8	The Links At Georgetown	Market	Superior	Superior	Similar	Inferior	Superior	20
9	Veranda At Midtown	Market, PBRA	Similar	Slightly superior	Slightly Inferior	Similar	Inferior	-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 50 and 60 percent AMI rents in the following table. The 2011 maximum rents were used in the following tables as the developer is using the 2011 GA DCA utility allowance.

LIHTC Rent Comparison - @50%				
Property Name	Location	Tenancy	1BR	2BR
Ashleigh Place Senior (Subject)	Richmond Hill	Senior	\$447	\$539
LIHTC Maximum (Net)	-	-	\$459	\$544
Sister's Court	Savannah	Senior	\$405	\$415
Average (excluding Subject)	-	-	\$405	\$415

LIHTC Rent Comparison - @60%				
Property Name	Location	Tenancy	1BR	2BR
Ashleigh Place Senior (Subject)	Richmond Hill	Senior	\$517	\$649
LIHTC Maximum (Net)	-	-	\$572	\$679
Bradley Pointe	Savannah	Family	\$623	\$751
Oaks At Brandlewood	Savannah	Family	\$606	\$731
Ashton At Richmond Hill	Richmond Hill	Senior	\$584	\$684 - \$709
Rose Of Sharon	Savannah	Senior	\$447	-
Average (excluding Subject)	-	-	\$565	\$719

The Subject's proposed rents are set below the maximum allowable levels. Sister's Court is the only comparable that offers units restricted at 50 percent AMI. It is located in Savannah within walking distance of amenities and it offers a conversion design. The property is currently 94 percent occupied without a waiting list but it experienced a rent increase over the past year and maintains an HCV rate of less than 10 percent. The majority of the vacant units at the property are the one-bedroom units at 50 percent AMI. Management reported that the current vacancy rate is higher than usual and it is primarily due to turnover among tenants who moved to Section 8 properties. The property has historically maintained a vacancy rate of four to six percent, which is considered healthy. The Subject will offer new construction and will be superior to Sister's Court in terms of age/condition as Sister's Court was converted in 1999. Overall, we believe that the Subject's rents are feasible as proposed (assuming a competitive amenity package and location) given the lack of senior LIHTC competition in Richmond Hill in conjunction with the Subject's new construction.

The Subject's proposed rents at 60 percent AMI will be lower than all of the comparable properties with the exception of Rose of Sharon, which is located in Savannah.

Analysis of "Market Rents"

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

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

It should be noted that we did not include the 60 percent rents at the two senior properties in the table below as they are set at the 50 percent AMI level and are not comparable to the 60 percent AMI rent levels or the unrestricted rents.

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 RENT COMPARISON TO MARKET RENTS

Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1 BR @ 50% AMI	\$447	\$405	\$1,005	\$681	34%
2 BR @ 50% AMI	\$539	\$415	\$1,135	\$813	34%
1 BR @ 60% AMI	\$517	\$447	\$1,005	\$711	27%
2 BR @ 60% AMI	\$649	\$415	\$1,135	\$825	21%

*Per GA DCA guidelines, the previous table includes surveyed LIHTC rents among the comparables.

As the tables above depict, the Subject’s proposed rents are on the low end of the range of the rents surveyed in the market. Further, the Subject’s rents are at or below the unrestricted rents among the surveyed properties. Sheppard Station is achieving the lowest unrestricted rents. Sheppard Station is a senior LIHTC property in Pooler that offers unrestricted one- and two-bedroom units. The Subject will be similar to this property in age/condition as it was built in 2009. The property is currently 100 percent occupied with a waiting list and therefore does not appear to be testing the market. Sustainable Fellwood III and Veranda at Midtown are senior properties located in Savannah that are 90 and 98 percent occupied, respectively, as Sustainable Fellwood III is currently stabilizing. Both are achieving unrestricted rents that are higher than that of Sheppard Station. Assuming a competitive amenity package and location, we believe that the Subject should achieve rents in the range of Sheppard Station, Sustainable Fellwood III, and Veranda at Midtown. Overall, the Subject will offer a positive price-value relationship as the it will offer new construction with rents that are lower than the surveyed average market rents.

9. LIHTC Competition – Recent Allocations within Two Miles

According to information on Georgia Department of Community Affairs LIHTC allocation lists, there have been no senior or HFOP properties allocated in the PMA in the past two years. Ashton at Richmond Hill is a family LIHTC property that is located within 1.8 miles of the Subject site. We have included this property as a comparable.

10. Rental Trends in the PMA

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

TENURE PATTERNS PMA (AGES 55+)

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
1990	-	-	-	-
2000	1,853	77.79%	529	22.21%
2010	3,213	76.44%	990	23.56%
Prj Mrkt Entry				
June 2014	4,054	75.68%	1,306	24.32%
2015	4,287	75.47%	1,393	24.53%

As the table illustrates, owner-occupied housing units dominate the housing market in the PMA. Nationally, approximately 13 percent of senior households are renters. The PMA has a higher percentage of renter households than the nation as a whole. Even though the PMA has a higher portion of owner households than the national average, the owner-occupied market still does not promote affordable housing choices for low and moderate-income people. In 2010, approximately 24 percent of seniors above the age of 55 in the PMA resided in renter-occupied housing units. This is significantly above the national average of 13 percent for seniors living in

renter-occupied housing units. Among these renters, approximately 83 percent lived in one or two person households. This trend supports the one-bedroom and two-bedroom unit mix at the Subject. Given the lack of senior-oriented multifamily rental units in the market, managers at properties like Ashton at Richmond Hill have reported that as much as 20 percent of units at the property are comprised of senior households.

Change in Rental Rates

The following table illustrates any change in rents at the comparables over the past year.

RENT GROWTH

Comparable Property	Rent Structure	Location	Tenancy	Rent Growth
Ashton At Richmond Hill	@60%	Richmond Hill	Family	Rents increased
Rose Of Sharon	@60%	Savannah	Senior	None
Sheppard Station	@50%, @60%, Market	Pooler	Senior	N/Av
Sister's Court	@50%	Savannah	Senior	Increased 2-3%
Sustainable Fellwood III	@60%, @60% (PBRA), Market	Savannah	Senior	N/Av
Century Fenwick Apartments	Market	Savannah	Family	Various changes in rent
Preston Grove Apartments	Market	Savannah	Family	Rents increased
The Links At Georgetown	Market	Savannah	Family	Rents increased
Veranda At Midtown	Market, PBRA	Savannah	Senior	None

Several comparables experienced rent increases over the past year but given the inconsistent trend among the comparables, we do not anticipate that the Subject will experience rent growth in the near term.

11. Impact of Foreclosed, Abandoned and Vacant Structures

The Subject is located in zip code 31324. According to RealtyTrac, this region experienced a high foreclosure rate in April 2012 with approximately one out of every 558 housing units filing for foreclosure in April 2012. Comparatively Bryan County had a foreclosure rate of one in every 536 housing units; Georgia had a foreclosure rate of one in every 398 housing units; and the nation experienced a foreclosure rate of one in every 698 housing units. We do not anticipate any tenants to sell homes in order to move to the Subject. Therefore, Richmond Hill had a lower foreclosure rate than all but the state of Georgia. Based upon site inspection, the Subject's immediate neighborhood did not include any abandoned or vacant structures.

12. Primary Housing Void

There is a general lack of LIHTC housing in Richmond Hill and there are no senior LIHTC properties in the PMA. The senior LIHTC properties in neighboring submarkets (Pooler and Savannah).

13. Effect of Subject on Other Affordable Units in Market

There is only one family LIHTC property in Richmond Hill, Ashton at Richmond Hill, and it is currently 97 percent occupied. Further, the LIHTC comparables are maintaining an overall vacancy rate of 97 percent, indicating that there is demand for senior LIHTC housing in the larger market. Because there are no senior LIHTC properties in Richmond Hill, we do not believe that the Subject will have a long-term impact on other affordable units in the market.

Conclusions

Based upon our market research, demand calculations and analysis, we believe there is adequate demand for a senior LIHTC property. Overall vacancy is low at approximately three percent

among the stabilized LIHTC properties. Sustainable Fellwood III is a senior LIHTC property in Savannah that is undergoing stabilization. The property is currently 90 percent occupied and is absorbing at a rapid pace. Further, two of the senior comparables are maintaining waiting lists and seven of the nine comparables reported vacancy rates of approximately five percent or less. The larger senior market is performing well and the Subject's proposed LIHTC rents are at or below the surveyed minimum unrestricted rents. Overall, we believe that there is demand for the Subject as proposed in a market that lacks senior LIHTC housing. The Subject's strengths include its age condition and its location within walking distance of commercial uses and the senior center.

I. ABSORPTION & STABILIZATION RATES

Stabilization/Absorption Rate

The following table illustrates absorption rates at the newest senior LIHTC properties in the Savannah and Pooler areas.

Absorption					
Property	Rent Structure	Tenancy	Year Built	# of Units	Units Absorbed
					Per Month
Sheppard Station	LIHTC/Market	Senior	2009	65	12
Sustainable Fellwood III	LIHTC/PBRA/Market	Senior	2012	100	45

Sheppard Station is located in Pooler (outside of the PMA), opened in 2009, and reported an absorption pace of approximately 12 units per month. Sustainable Fellwood III (in Savannah) opened in 2012 and is currently in lease up and 90 percent occupied. This property is reporting a much faster absorption pace of 45 units per month, which is likely due to the PBRA units at this property. The Subject will not offer project-based rental assistance. We have conservatively estimated that the Subject will lease approximately 10 units per month as the Subject will not have a waiting list at sister properties from which to draw tenants (as is the case with Sustainable Fellwood III). At this pace, the Subject will reach a stabilized occupancy of 93 percent within seven to eight months.

J. INTERVIEWS

Rental Assistance Program, Waycross Southeast Regional Office

We attempted to contact this regional branch as they are the ones that issue the housing choice vouchers for the Bryan County Area. To date we have not been able to reach anyone at this office to speak about the voucher system and those issued

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

Payment Standards	
0BR	\$677
1BR	\$733
2BR	\$816
3BR	\$1,083
4BR	\$1,118
5BR	\$1,285
6BR	\$1,453
7BR	\$1,621

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

Planning – City of Richmond Hill Planning and Zoning

We interviewed Steve Scholar, Director of Planning and Zoning for the city of Richmond Hill. He stated the only multi-family housing developments being discussed besides the Subject would be a development by Steve Croy. He stated this development would also be located within the Richmond Hill Plantation just in a different section than our proposed subject. He stated it would be located across from the entrance of the Ford Plantation. Mr. Scholar comments that it would be comprised of single-family, multi-family and some commercial aspect, but that was the extent of his knowledge

In regards to construction that could bring jobs to the area, Mr. Scholar stated the largest would be a new Montessori School that is being constructed that will certainly create additional jobs in the area. Other than this educational expansion, there have just been retail additions such as a Zaxbys and a Verizon store. Mr. Scholar was not able to estimate how many new jobs these developments would create.

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

K. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

- The Subject is located in Richmond Hill, in Bryan County, Georgia. Overall demographics are strong for the Subject's age-restricted units as the PMA has been an area of growth. The senior population and household growth has been outpacing the growth rates of the MSA and the nation for over ten years. In 2010, the senior population above the age of 55 was approximately 7,822 in the PMA. Both the senior population and the number of households with a senior householder above the age of 55 are projected to increase by 2015. Senior population in the PMA is projected to increase at a 6.0 percent annual rate over the next five years, a rate nearly twice as fast as the Savannah, Georgia MSA during the same period. The MSA also had notable growth as senior population growth in the MSA outclassed the overall population during this same time period. The MSA senior population grew by 3.8 percent between 2000 and 2010, compared to just 1.8 percent in the overall population. This is a strong growth rate that suggests there is sufficient demand for the Subject.

This steady seven percent annual growth rate of senior householders in the PMA is more than twice the rate of the Savannah MSA and much greater than the nation and also illustrates the demand for the Subject.

In addition to the positive growth trends, the strong tenure patterns also demonstrate strong demand for the Subject. In 2010, approximately 24 percent of seniors above the age of 55 in the PMA resided in renter-occupied housing units. This is significantly above the national average of 13 percent for seniors living in renter-occupied housing units.

The Subject will target households with income between \$16,500 and \$28,800. Approximately 26.5 percent of seniors above the age of 55 earn incomes between \$10,000 and \$29,999. Households in these income cohorts are expected to create demand for the Subject.

- Bryan County posted strong employment growth from 2005 to 2007 but total employment decreased significantly in 2009 due to the impact of the nation-wide recession and economic downturn. However, average annual employment estimates in the county roughly reflect the year-over-year change in total employment, which increased by 1.39 percent from September 2010 to September 2011. This is the first sign of positive growth since 2007.

The Savannah, Georgia MSA experienced a higher growth rate in employment than the rest of the nation from 2001 to 2007. In 2008 the employment level began to decline, with a significant decrease in 2009, this trend is similar to that of the nation over the same time period. In 2011 the employment level rose for the first time since 2007; this trend was seen nationally as well.

From March 2011 to 2012 the MSA also showed positive growth as the year over year total employment increased 0.9 percent. The unemployment rate in the MSA remained

below the national average from 2000 to 2010. 2009 saw a dramatic increase in the unemployment level, reaching 8.4 percent and increasing to 9.0 percent in 2010 and 2011. This increase was similar to the nation over the same period. In 2011 however, the MSA and the USA were essentially in line with one another again in regards to the unemployment rate. Year over year figures from March 2011 to March 2012 show a potentially recovering unemployment rate as it decreased 0.3 percentage points during this timeframe.

The major employers in the Bryan County economy are in relatively stable industries such as education, government and manufacturing. While the economy does not appear to be very diverse, the major employers are primarily contained in stable industries such as education services. Manufacturing can be deemed a somewhat unstable industry in times of recession. However we spoke with Josh Fenn, the Executive Director of the Development Authority of Bryan County and he informed us there have been no notable closures in Manufacturing, or any other industry from 2011 to date. As a senior property, we expect that the Subject will be less affected by the local economic recession given that most senior tenants targeted for the Subject are retired.

- The Subject’s capture rates at the 50 percent AMI level will range from 3.5 to 10.6 percent, with an overall capture rate of 6.4 percent. The Subject’s 60 percent AMI capture rates range from 15.3 to 33.2 percent, with an overall capture rate of 26.0 percent. The overall capture rate for the project’s 50 and 60 percent units is 24.4 percent. While the capture rates at 60 percent AMI are high, we believe there is demand for the Subject as proposed given low vacancy in the market and the lack of LIHTC, particularly senior LIHTC supply in Richmond Hill.
- The following table illustrates absorption rates at the newest senior LIHTC properties in the Savannah and Pooler areas.

Absorption

Property	Rent Structure	Tenancy	Year Built	# of Units	Units Absorbed	
					Per Month	
Sheppard Station	LIHTC/Market	Senior	2009	65	12	
Sustainable Fellwood III	LIHTC/PBRA/Market	Senior	2012	100	45	

Sheppard Station is located in Pooler (outside of the PMA), opened in 2009, and reported an absorption pace of approximately 12 units per month. Sustainable Fellwood III (in Savannah) opened in 2012 and is currently in lease up and 90 percent occupied. This property is reporting a much faster absorption pace of 45 units per month, which is likely due to the PBRA units at this property. The Subject will not offer project-based rental assistance. We have conservatively estimated that the Subject will lease approximately 10 units per month as the Subject will not have a waiting list at sister properties from which to draw tenants (as is the case with Sustainable Fellwood III). At this pace, the Subject will reach a stabilized occupancy of 93 percent within seven to eight months.

- Overall vacancy is low at approximately four percent with LIHTC vacancy at 3.1 percent among the stabilized LIHTC properties. Sustainable Fellwood III is currently undergoing absorption and is 90 percent occupied. Vacancy among the market rate properties is

slightly higher than overall LIHTC vacancy at 3.8 percent. We have included senior LIHTC properties in Savannah and Pooler in order to supplement the supply analysis as there is a general lack of both senior and family LIHTC properties in Richmond Hill. The one unsubsidized LIHTC property in Richmond Hill is Ashton at Richmond Hill. The property manager at Ashton at Richmond Hill estimated that 20 percent of the property consists of senior households. The property is currently 97 percent occupied without a waiting list. Management indicated that the property typically remains fully occupied; however, it can be difficult to find tenants in Richmond Hill as many are over income qualified. The Subject will target seniors and will be the only senior LIHTC property in Richmond Hill, a desirable area. The stabilized senior LIHTC comparables are maintaining a vacancy rate of 2.9 percent and two—Sheppard Station and Veranda at Midtown—are maintaining waiting lists. Given the low vacancy in the market and the lack of senior LIHTC competition in Richmond Hill, we believe that the Subject will maintain a vacancy rate of five percent, or less, once stabilized.

- Based upon our market research, demand calculations and analysis, we believe there is adequate demand for a senior LIHTC property. Overall vacancy is low at approximately three percent among the stabilized LIHTC properties. Sustainable Fellwood III is a senior LIHTC property in Savannah that is undergoing stabilization. The property is currently 90 percent occupied and is absorbing at a rapid pace. Further, two of the senior comparables are maintaining waiting lists and seven of the nine comparables reported vacancy rates of approximately five percent or less. The larger senior market is performing well and the Subject's proposed LIHTC rents are at or below the surveyed minimum unrestricted rents. Overall, we believe that there is demand for the Subject as proposed in a market that lacks senior LIHTC housing. The Subject's strengths include its age condition and its location within walking distance of commercial uses and the senior center.

Recommendations

- We believe that the Subject is feasible as proposed.

L. SIGNED STATEMENT REQUIREMENTS

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



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

6-12-2012
Date



Michalena M. Sukenik
Principal
Novogradac & Company LLP

6-12-2012
Date



Kristina V. Garcia
Real Estate Analyst
Novogradac & Company LLP

6-12-2012
Date



Jill K. Conable
Real Estate Analyst
Novogradac & Company LLP

6-12-2012
Date

M. MARKET STUDY REPRESENTATION

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



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

6-12-2012
Date



Michalena M. Sukenik
Principal
Novogradac & Company LLP

6-12-2012
Date



Kristina V. Garcia
Real Estate Analyst
Novogradac & Company LLP

6-12-2012
Date



Jill K. Conable
Real Estate Analyst
Novogradac & Company LLP

6-12-2012
Date

N. QUALIFICATIONS

STATEMENT OF PROFESSIONAL QUALIFICATIONS

H. BLAIR KINCER, MAI, CRE

I. Education

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

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

II. Licensing and Professional Affiliation

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

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

III. Professional Experience

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

IV. Professional Training

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

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

V. Real Estate Assignments – Examples

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

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

H. Blair Kincer

Qualifications

Page 3

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

STATEMENT OF PROFESSIONAL QUALIFICATIONS

MICHALENA M. SUKENIK

I. Education

Union College, Schenectady, New York
Bachelor of Arts in Cultural Anthropology
Union College Study Abroad, St. Lucy, Barbados

II. Professional Experience

Principal, Novogradac & Company LLP (Start date: September 2002 - present)
Dallas / Fort Worth and Atlanta Research Manager, CoStar Group, Inc.
Senior Research Analyst / Newswire Editor, CoStar Group, Inc.

III. Professional Training and Continuing Education

Member, National Council of Affordable Housing Market Analysts (NCAHMA)
Attended HUD Community Development Block Grant (CDBG) 30th Anniversary Conference, September 13-14, 2004, Washington, DC
Successfully completed "Introduction to Commercial Real Estate Analysis" and "Financial Analysis for Commercial Real Estate Investment"

IV. Real Estate Assignments

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

- Conducted numerous market and feasibility studies for affordable housing. Properties are generally Section 42 Low Income Housing Tax Credit Properties. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of LIHTC properties. Analysis typically includes; unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis.
- Prepared a comprehensive city wide housing market analysis for the City of Biloxi, MS which included a housing needs assessment.
- Prepared a comprehensive neighborhood housing market analysis for the New Orleans East neighborhood in New Orleans, LA for the Louisiana Housing and Finance Agency. The study focused on the housing and economic trends Pre- and Post- Hurricane Katrina and overall housing needs in that neighborhood.
- Assisted in preparing an approved HUD Consolidated Plan for the City of Gainesville, GA; which included a housing and homeless needs assessment, market analysis, non-housing needs analysis, and a strategic plan, which conformed to 24CFR Part 91, Consolidated Plan Regulations for the ensuing five-year period (2004-2009).
- Assisted in preparing a comprehensive senior housing study in Seattle, Washington for the Seattle Housing Authority. This study evaluated the Seattle Housing Authority's affordable senior housing project for their position within the entire city's senior housing market. The research involved analysis of the senior population by neighborhood, income, household size, racial composition, and tenure.
- Conducted market studies for senior projects in Alabama, Alaska, Arizona, California, Colorado, Florida, Georgia, Idaho, Illinois, Indiana, Iowa, Kentucky, Louisiana, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Montana, Nevada, New Jersey, New York, North Carolina, Oregon, Pennsylvania, South Carolina, Tennessee, Texas, Utah, Virginia, West Virginia, Washington, and Wisconsin.
- Assisted in appraisals of proposed new construction and existing Low-Income Housing Tax Credit properties.
- Assisted in the preparation of Rent Comparability Studies and HUD MAP Market Studies according to HUD guidelines.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

KRISTINA V. GARCIA

I. Education

Emory University, Atlanta, Georgia
Bachelor of Arts

II. Professional Experience

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

III. Assignments

- Conducts and assists with market feasibility studies of proposed new construction and existing Low-Income Housing Tax Credit (LIHTC) properties. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of LIHTC properties. Market analysis typically includes: physical inspection of site and market, demand projections, rental rate analysis, competitive property surveying and overall market analysis.
- Assists with appraisals of existing and proposed Low-Income Housing Tax Credit properties, Rural Development properties, and Section 8 properties.
- Conducts and assists with the preparation of Rent Comparability Studies according to HUD guidelines.

REPRESENTATIVE SAMPLE OF ENGAGEMENTS

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

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

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

HUD Rent Comparability Study Experience:

Analyst has conducted research for rent comparability studies within the following states:

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

Appraisal Research Experience:

Analyst has conducted research for appraisals within the following states:

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

Miscellaneous Housing Studies:

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

STATEMENT OF PROFESSIONAL QUALIFICATIONS

JILL A. CONABLE

I. Education

Kennesaw State University, Kennesaw, Georgia
Bachelor of Sciences

II. Professional Experience

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

III. Professional Affiliations and Continuing Education

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

Successful completion of Appraisal Institute courses as follows:

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

III. Assignments

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

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

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