



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

**ANTIOCH MANOR ESTATES II  
4711 Bishop Ming Boulevard  
Stone Mountain, Dekalb, Georgia**

**DCA Project Number- 2007-0**

**Effective Date: December 12, 2007  
Report Date: December 28, 2007**

*Prepared For*

**Ms. Christie Cade  
Georgia Department of Community Affairs  
60 Executive Park South, NE  
Atlanta, Georgia 30329**

*Prepared By*

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**NOVOGRADAC  
& COMPANY** LLP  
CERTIFIED PUBLIC ACCOUNTANTS

December 28, 2007

Ms. Christie Cade  
Georgia Department of Community Affairs  
60 Executive Park South, NE  
Atlanta, Georgia 30329

**Re: Market Study for Antioch Manor Estates II in Decatur, Georgia**

Dear Ms. Cade:

At your request, Novogradac & Company, LLP performed a study of Housing for Older Persons (HFOP) multifamily rental market in the Stone Mountain, Dekalb, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) and market rate project, the (Subject).

The purpose of this market study is to assess the viability of the Antioch Manor Estates II, a proposed Housing for Older Persons (HFOP) aged 55 and older development consisting of 233 units. Sixty-six of the Subject's units will be restricted to senior households earning 60 percent of the Area Median Income (AMI), or less, and 23 units will be unrestricted market rate units. The remaining 144 units will have Project Based Rental Assistance. 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.

The National Council of Affordable Housing Market Analysts (NCAHMA) is a professional organization chartered to promote the development of high quality market analysis for the affordable housing industry. Novogradac is a charter member of this organization. NCAHMA has compiled model content standards for market studies. This report generally conforms to those standards. Any slight modifications or departures from those standards are considered incidental and result from client specific needs.

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  
Partner  
Novogradac & Company LLP



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## **ASSUMPTIONS AND LIMITING CONDITIONS**

1. In the event that the client provided a legal description, building plans, title policy and/or survey, etc., the consultant has relied extensively upon such data in the formulation of all analyses.
2. The legal description as supplied by the client is assumed to be correct and the consultant assumes no responsibility for legal matters, and renders no opinion of property title, which is assumed to be good and merchantable.
3. All information contained in the report, which others furnished, was assumed to be true, correct, and reliable. A reasonable effort was made to verify such information, but the author assumes no responsibility for its accuracy.
4. The report was made assuming responsible ownership and capable management of the property. The analyses and projections are based on the basic assumption that the apartment complex will be managed and staffed by competent personnel and that the property will be professionally advertised and aggressively promoted
5. The sketches, photographs, and other exhibits in this report are solely for the purpose of assisting the reader in visualizing the property. The author made no property survey, and assumes no liability in connection with such matters. It was also assumed there is no property encroachment or trespass unless noted in the report.
6. The author of this report assumes no responsibility for hidden or unapparent conditions of the property, subsoil or structures, or the correction of any defects now existing or that may develop in the future. Equipment components were assumed in good working condition unless otherwise stated in this report.
7. It is assumed that there are no hidden or unapparent conditions for the property, subsoil, or structures, which would render it more or less valuable. No responsibility is assumed for such conditions or for engineering, which may be required to discover such factors. The investigation made it reasonable to assume, for report purposes, that no insulation or other product banned by the Consumer Product Safety Commission has been introduced into the Subject premises. Visual inspection by the consultant did not indicate the presence of any hazardous waste. It is suggested the client obtain a professional environmental hazard survey to further define the condition of the Subject soil if they deem necessary.
8. A consulting analysis market study for a property is made as of a certain day. Due to the principles of change and anticipation the value estimate is only valid as of the date of valuation. The real estate market is non-static and change and market anticipation is analyzed as of a specific date in time and is only valid as of the specified date.
9. Possession of the report, or a copy thereof, does not carry with it the right of publication, nor may it be reproduced in whole or in part, in any manner, by any person, without the prior written consent of the author particularly as to value conclusions, the identity of the

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

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

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

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## **A. EXECUTIVE SUMMARY AND CONCLUSIONS**

**EXECUTIVE SUMMARY AND CONCLUSIONS**

**Subject Property Overview:** Antioch Manor Estates II (Subject) is a proposed Housing for Older Persons (HFOP – aged 55 and older) independent-living apartment community. The Subject site is located at 4711 Bishop Ming Boulevard in Stone Mountain, DeKalb, Georgia

The Subject is the second phase of Antioch Manor Estates which consists of 120 studio, one-, and two-bedroom units restricted at 30, 50, and 60 percent Phase I is currently 98.3 percent occupied with a waiting list of over 750 households. The Subject is expected to be similar to Phase I. The property will feature three sections: Antioch Villas, Antioch Summit East and West, and the Antioch Gardens. Antioch Villas and Summit East and West will cater to active and independent seniors, while the Gardens will be designed for frail residents. Below is a picture of Antioch Estates Manor Phase I.



**Projected Place-In-Service Date:** The projected placed-in-service date is August 15, 2009.

**Development Location:** The Subject site is located at 4711 Bishop Ming Boulevard, Stone Mountain, DeKalb, Georgia.

**Occupancy Type:** This project will be a HFOP development restricted to seniors ages 55 and above.

**Target Income Group:** Of the total units, 66 will be restricted to households earning 60 percent of AMI or less, and 23 units will be unrestricted market rate units. The remaining 144 units will operate with PBRA. The maximum allowable income is \$34,200 which is the maximum for a two person household at 60 percent AMI. The minimum income for the 60 percent AMI units is \$21,090 and \$0 for the PBRA units.

## Antioch Manor Estates II, Stone Mountain, GA; Market Study

**Special Population Target:** Sixty of the units will be reserved for frail residents featuring more universal ADA features, more common spaces, and offices for home health agencies.

**Proposed Rents, Unit Mix, Utility Allowance:**

### PROPOSED RENTS

Unit Type	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	LIHTC	HUD Fair Market Rents
					Maximum Allowable Gross Rent	
<i>PBRA</i>						
Studio	26	\$695	\$0	\$695	\$747	\$647
1BR/1BA	38	\$810	\$0	\$810	\$801	\$700
1BR/1BA	12*	\$614	\$98	\$712	\$801	\$700
1BR/1BA	12	\$810	\$0	\$810	\$801	\$700
2BR/1BA	26	\$917	\$0	\$917	\$961	\$779
2BR/1BA	4	\$917	\$0	\$917	\$961	\$779
2BR/2BA	10	\$917	\$0	\$917	\$961	\$779
2BR/2BA	16*	\$677	\$120	\$797	\$961	\$779
<i>60%</i>						
Studio	10	\$725	\$0	\$725	\$747	\$647
1BR/1BA	18	\$780	\$0	\$780	\$801	\$700
1BR/1BA	5*	\$605	\$98	\$703	\$801	\$700
1BR/1BA	5	\$798	\$0	\$798	\$801	\$700
2BR/1BA	12	\$925	\$0	\$925	\$961	\$779
2BR/1BA	2	\$958	\$0	\$958	\$961	\$779
2BR/2BA	7	\$950	\$0	\$950	\$961	\$779
2BR/2BA	7*	\$721	\$120	\$841	\$961	\$779
<i>Unrestricted Market Units</i>						
Studio	1	\$825	\$0	\$825	N/A	\$647
1BR/1BA	3	\$950	\$0	\$950	N/A	\$700
1BR/1BA	3	\$1,150	\$0	\$1,150	N/A	\$700
1BR/1BA	4	\$1,025	\$0	\$1,025	N/A	\$700
2BR/1BA	1	\$1,175	\$0	\$1,175	N/A	\$779
2BR/1BA	4	\$1,250	\$0	\$1,250	N/A	\$779
2BR/2BA	4	\$1,225	\$0	\$1,225	N/A	\$779
2BR/2BA	3	\$1,300	\$0	\$1,300	N/A	\$779
<b>Total</b>	<b>193</b>					

Notes (1) Source of Utility Allowance Developer;

\* All utilities are included in the rent except for Villas phase

**Inspection Date:** December 12, 2007.

**Market Conclusions:** Both the Atlanta MSA and the PMA have experienced healthy growth in population and households. The senior population growth within the PMA is projected to significantly outpace the overall population growth rate for

the next five years. Similar to senior population growth, the rate of growth in the number of senior households within the PMA is projected to be strong. The senior population and household growth in the PMA is consistent with that of the MSA. Both the PMA and the MSA significantly outpace the nation with regards to senior population and household growth.

Dekalb County has a stable economy with increasing employment. Total employment in the county increased over the better part of the past 16 years, with only two periods of decline from 1990 to 1992 and from 2000 to 2004. The economy appears to have rebounded from the latest recession with growth in total employment from 2005 onwards. The largest sector of employment in the MSA is the healthcare/social assistance sector, followed by the retail trade sector. Overall, the economy is healthy, which bodes well for the addition of new affordable housing, both family and senior.

**Capture Rates:**

The Subject’s capture rates range from eight to 27 percent, with an overall capture rate of 13 percent for the 60 percent AMI units and 13 percent for the PBRA units. The unrestricted capture rate is three percent. All capture rates are within the acceptable range per DCA’s demand guidelines.

**Projected Absorption Period:**

Three of the comparable properties were able to report absorption, which are illustrated in the following table.

**Absorption**

<b>Comparable Property</b>	<b>Type</b>	<b>Units Per Month</b>
Antioch Manor Estates Phase I	Age-Restricted LIHTC	11-12 Units Overall, 16 Units/Month for LIHTC Units
Magnolia Circle	Age-Restricted LIHTC	14 Units/Month
Retreat At Madison Place	Age-Restricted LIHTC	14-16 Units/Per Month
<i>Average</i>		<i>13</i>

The Subject should expect absorption rates similar to these properties at 12 to 16 units per month, or eight to ten months.

**Comparable Properties:**

The vacancy rate at stabilized properties range from 0.0 to 6.9 percent, with an overall weighted average vacancy of 2.8 percent. Management at all LIHTC properties indicated that they stay 100 percent occupied. In fact, there are only four vacant units at the three senior LIHTC/Market rate

properties. Two of these vacancies at Antioch Manor Estates Phase I are market rate units, so there are no vacant LIHTC units at this time. The remaining two vacancies are found at the Retreat at Madison Place, a property that recently finished its initial leasing phase. The two units are the last units to be leased before reaching 100 percent occupancy for the first time. Furthermore, the LIHTC properties reported lengthy waiting lists. This bodes well for the Subject. We expect the Subject to maintain a minimum vacancy rate of five percent or less.

**Unit Mix/Rents/Size:**

The Subject will offer a comparable unit mix when compared to similar properties. The Subject’s unit sizes will be smaller than the surveyed average but still competitive in the market.

**Amenity Conclusions:**

The Subject’s proposed in-unit and common area amenity package is competitive. The Subject’s in-unit amenities are standard for new HFOP LIHTC properties while the common area amenities are considered to be extensive. The Subject’s proposed common area amenities will be similar to slightly superior to Antioch Manor Estates Phase I and Retreat at Madison, respectively. The Subject will offer a screening room, a community room, tenant service coordination, transportation, a computer room, concierge, elevators, exercise facility, central laundry, library, walking trails, and worship/sitting room.

**Proximity to Local Services:**

The following table details the Subject’s distance from key locational amenities. A *Locational Amenities Map*, corresponding to the following table is provided in the site evaluation section of the report.

**Local Distance from Services**

Map #	Name	Type of Service	Distance (in miles)
1	Walgreens	Pharmacy	0.6
2	Publix	Grocer and Pharmacy	0.7
3	MARTA - Route 117	Bus Stop	0.8
4	Hariston Crossing Public Library	Library	0.8
5	Lou Walker Senior Center	Senior Center	3.8
6	Panola Medical Center	Medical	2.7
7	MARTA - Indian Creek Station	Rail Transit System	3.1
8	Dekalb Medical Center	Medical	3.3
9	Pine Lake Police Department	Police Department	3.4
10	Stone Mountain Park	Park	6.2

**Market Strengths:**

Strengths of the Subject will include common area amenities. We believe that there is adequate demand for the Subject based on the low vacancy rates and waiting lists at the comparable age restricted properties and the future senior population growth in the PMA.

**Market Study Conclusion:**

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as conceived. The Subject will be similar to the LIHTC properties and superior to the market rate properties with regards to age and condition and amenity package. The low vacancy and lengthy waiting lists at the LIHTC properties indicate a stable and supply constrained market. Further, the historical vacancy in the market area has consistently been relatively low, despite increases in supply. Retreat at Madison recently added 160 units yet Antioch Manor Estates Phase I maintains a 1.70 percent vacancy rate with approximately 750 households on the waiting list. This illustrates the ability to absorb new units into the market without a negative impact on the existing age-restricted LIHTC supply.

The Subject's proposed studio rental rates at 60 percent AMI are above those at Antioch Manor Estates Phase I, the only other senior LIHTC property with that unit type. The Subject's proposed one-bedroom rental rates at the 60 percent AMI are slightly below those achieved by Magnolia Circle but above the remaining comparable senior LIHTC property rents for that unit type. The Subject's proposed two-bedroom rental rates at the 60 percent AMI are above all other comparable senior LIHTC properties. The Subject will be generally similar to Antioch Manor Estates Phase I, but will superior to all other senior LIHTC properties with regards to amenities.

Two of the three LIHTC properties are currently renting at the maximum allowable rent levels. The property manager at Antioch Manor Estates Phase I stated that management is currently considering raising the 50 percent rents to the maximum allowable. Management commented that they have not increased the rents since they opened in 2005, but she does believe that higher rents can be supported. The property manager at The Retreat at Madison reported that there is a high Housing Choice Voucher tenancy at the property because tenants cannot rely solely on their fixed income to pay rent. Further, some tenants receive assistance from their families.

With the low vacancy rates and the presence of waiting lists, we believe the Subject's rents as proposed appear reasonable for all unit types

The Subject's proposed rents are well below the average unrestricted rents at the surveyed properties. The Subject will be superior to the market rate properties, with exception of the unrestricted units at Antioch Manor Estates Phase I, which is considered similar. Overall, the Subject will be significantly superior to the market-rate properties surveyed and similar to the age-restricted LIHTC/Market rate properties surveyed.

The following tables are required by DCA and summarize our overall market conclusions.

**DCA CONCLUSION TABLE**

Unit Size	Income Limit	Units		Total		Net		Capture		Median Market	
		Proposed	Demand	Supply	Demand	Rate	Absorption	Rent	Proposed Rent		
Studio	PBRA	26	97	0	97	26.8%	8 - 10 months	\$775	\$695		
Studio	60% AMI	10	61	1	60	16.7%	8 - 10 months	\$775	\$725		
Studio	Unrestricted	1	62	2	60	1.7%	8 - 10 months	\$775	\$825		
1BR	PBRA	62	299	0	299	20.7%	8 - 10 months	\$884	\$614 - \$810		
1BR	60% AMI	28	187	55	132	21.2%	8 - 10 months	\$884	\$605 - \$798		
1BR	Unrestricted	10	191	8	183	5.5%	8 - 10 months	\$884	\$950 - \$1,150		
2BR	PBRA	56	735	0	735	7.6%	8 - 10 months	\$1,039	\$677 - \$917		
2BR	60% AMI	28	460	136	324	8.6%	8 - 10 months	\$1,039	\$721 - \$953		
2BR	Unrestricted	12	470	14	456	2.6%	8 - 10 months	\$1,039	\$1,175 - \$1,300		
<b>Overall</b>		<b>233</b>	<b>1,796</b>	<b>216</b>	<b>1,580</b>	<b>14.7%</b>	<b>8 - 10 months</b>				

**OVERALL DEMAND**

<b>Proposed Project Capture Rate PBRA Units</b>	<b>13%</b>
<b>Proposed Project Capture Rate 60% AMI Units</b>	<b>13%</b>
<b>Proposed Project Capture Rate Unrestricted Units</b>	<b>3%</b>
<b>Proposed Project Stabilization Period</b>	<b>8 - 10 months</b>

As illustrated in the table above, the Subject's capture rates for the all units are below DCA's feasibility threshold. Therefore, we believe there is ample demand for the Subject.

## **B. PROJECT DESCRIPTION**

**PROJECT DESCRIPTION**

Our description of the improvements is based on information provided by the developer. Antioch Manor Estates Phase II (Subject) is a proposed senior development that will be new construction. The Subject property will consist of 233 one- and two-bedroom units of which 23 will be market rate. Sixty-six units will be restricted to senior tenants earning 60 percent of AMI, or less. The remaining 144 units will be subsidized through PBRA. We assume that the following information is accurate.

**Project Address and**

**Development Location:**

The Subject site is located at 4711 Bishop Ming Boulevard, Stone Mountain, Georgia. This is located in the southern area of Stone Mountain off of South Hairston Road.

**Construction Type:**

New construction

**Occupancy Type:**

Housing for Older Persons aged 55 and above.

**Special Population Target:**

Sixty of the units will be reserved for frail residents.

**Proposed Rents, Unit Mix,  
Utility Allowance:**

**PROPOSED RENTS**

Unit Type	Number of Units	Asking Rent	Utility	Gross Rent	LIHTC	HUD Fair Market Rents
			Allowance (1)		Maximum Allowable Gross Rent	
<i>PBRA</i>						
Studio	26	\$695	\$0	\$695	\$700	\$647
1BR/1BA	38	\$810	\$0	\$810	\$810	\$700
1BR/1BA - Villa	12	\$614	\$98	\$712	\$810	\$700
1BR/1BA	12	\$810	\$0	\$810	\$810	\$700
2BR/1BA	26	\$917	\$0	\$917	\$917	\$779
2BR/1BA	4	\$917	\$0	\$917	\$917	\$779
2BR/2BA	10	\$917	\$0	\$917	\$917	\$779
2BR/2BA - Villa	16	\$677	\$120	\$797	\$917	\$779
<i>60%</i>						
Studio	10	\$725	\$0	\$725	\$747	\$647
1BR/1BA	18	\$780	\$0	\$780	\$801	\$700
1BR/1BA - Villa	5	\$605	\$98	\$703	\$801	\$700
1BR/1BA	5	\$798	\$0	\$798	\$801	\$700
2BR/1BA	12	\$925	\$0	\$925	\$961	\$779
2BR/1BA	2	\$958	\$0	\$958	\$961	\$779
2BR/2BA	7	\$950	\$0	\$950	\$961	\$779
2BR/2BA - Villa	7	\$721	\$120	\$841	\$961	\$779
<i>Unrestricted Market Units</i>						
Studio	1	\$825	\$0	\$825	N/A	\$647
1BR/1BA	3	\$950	\$0	\$950	N/A	\$700
1BR/1BA	3	\$1,150	\$0	\$1,150	N/A	\$700
1BR/1BA	4	\$1,025	\$0	\$1,025	N/A	\$700
2BR/1BA	1	\$1,175	\$0	\$1,175	N/A	\$779
2BR/1BA	4	\$1,250	\$0	\$1,250	N/A	\$779
2BR/2BA	4	\$1,225	\$0	\$1,225	N/A	\$779
2BR/2BA	3	\$1,300	\$0	\$1,300	N/A	\$779
<b>Total</b>	<b>233</b>					

*Notes (1) Source of Utility Allowance: Developer, all utilities are included in the rent*

**Unit Size:** The following table details the unit mix and unit sizes for the Subject.

**UNIT MIX AND SQUARE FOOTAGE**

Unit Type	Number of		Gross Area
	Units	Unit Size (SF)	
Studio/1 BA	37	480	17,760
1BR/1BA	21	624	13,104
1BR/1BA	59	690	40,710
1BR/1BA	20	754	15,080
2BR/1BA	39	908	35,412
2BR/1BA	10	830	8,300
2BR/2BA	21	962	20,202
2BR/2BA	26	994	25,844
<b>Total</b>	<b>233</b>		<b>176,412</b>

**Structure Type:** The Subject will consist of three phases of senior housing in Phase II: Antioch Villas, Antioch Summit East and West, and Antioch Gardens. The Gardens and the Summit East and West will be three-story elevator serviced structures. The Villas will feature clusters of four to five one-story town homes. All phases of the Subject will have brick and vinyl exterior. It is expected to be similar to Antioch Manor Estates Phase I, which is picture below.



**Existing or Proposed Project Based Rental Assistance:** The Subject will have 144 units with Project Based Rental Assistance.

**Unit Amenities:** In-unit amenities will include kitchen appliances such as a dishwasher, garbage disposal, microwave, oven, and refrigerator. Also included are phone, television and internet connections, emergency alert systems, carpeting

and hardwood floors, coat closets, exterior storage, hand rails, pull cords, walk-in closets, nine foot ceilings, ceiling fans, washer/dryer hookups, and a balcony/patio.

**Community Amenities:**

The Subject will offer approximately 10 acres of parks and walkways, an outdoor BBQ grill, a large central pavilion, vegetable and flower gardens, a call system, elevators, and multiple common spaces including fitness rooms, library with internet-enabled computers, community rooms and a movie screening room. Services include a full-time activities director, an on-site van for transport to local attractions, on-site management, off-street parking, and offices for home health agencies. The Subject and Phase I (Antioch Manor) also has a partnership with Lifespan Ministries, Inc. (a local non-profit) which provides additional special services to the residents. This includes weekly housekeeping and linen service (for an additional fee), and health and wellness programs.

**Parking:**

There will be ample surface parking for the residents.

**Placed in Service Date:**

The projected placed in service date is August 15, 2009.

**Conclusion:**

The Subject appears to have an adequate unit mix for the targeted population group. We believe that the recommended unit amenities and the proposed community amenities are adequate and will provide a competitive advantage for the Subject.

## **C. SITE EVALUATION**

The location of an elderly property can have a substantial negative or positive impact upon the performance, safety and appeal of the project. The site description discusses the physical features of the site, as well as the layout, access issues, and traffic flow.

**Date of Site Visit:** December 12, 2007.

**Frontage:** The Subject site has frontage along South Hairston Road.

**Topography:** The site is currently vacant land and appears to be gently sloping.

**Visibility/Views:** The Subject site is located at the intersection of Bishop Ming Boulevard and South Hairston Road. The Subject will have views of Phase I, Antioch Manor Estates, vacant land, and single family homes. The Subject will have good visibility from South Hairston Road.

*North:* Immediately north of the Subject is vacant wooded land. Further north includes single-family dwellings that appear to be in average to good condition and were most likely built within the past 20 to 30 years.

*South:* Immediately south of the Subject is Phase I, Antioch Manor Estates. There is a landscaped area with a gazebo that will separate the two phases. Further south is vacant wooded land and retail. Two large shopping centers with grocery stores anchor the intersection just south of the Subject. Retail stores include Walgreens, Publix, Wayfield Foods, several restaurants and a Family Dollar. In the Hidden Hills Village Shopping Center, a new carwash is currently under construction. All retail spaces were occupied.

*East:* Hidden Hills County Club Community is located to the east of the Subject's entrance. The single family homes within this gated community range in condition from average to excellent.

*West:* Immediately west of the Subject is vacant land.

Neighborhood and Subject Site Photographs:



*View of Subject Site*



*Alternate View of Subject Site*



*Entrance to Subject site and Phase I*



*View of Phase I, Antioch Manor Estates from Subject site*



*Single-family Home in Hidden Hills across the street from Subject*



*Sikh Study Circle – North of Subject*



Single-family Home – North of Subject



Intersection with Retail – South of Subject



Retail – South of Subject on southwest side of intersection



Retail – South of Subject on southwest side of intersection



Retail – South of Subject on southwest side of intersection



Retail – South of Subject on southwest side of intersection from the site of the new Car Wash.



*Retail – South of Subject on southwest side of intersection*



*Intersection with Retail –South of Subject*

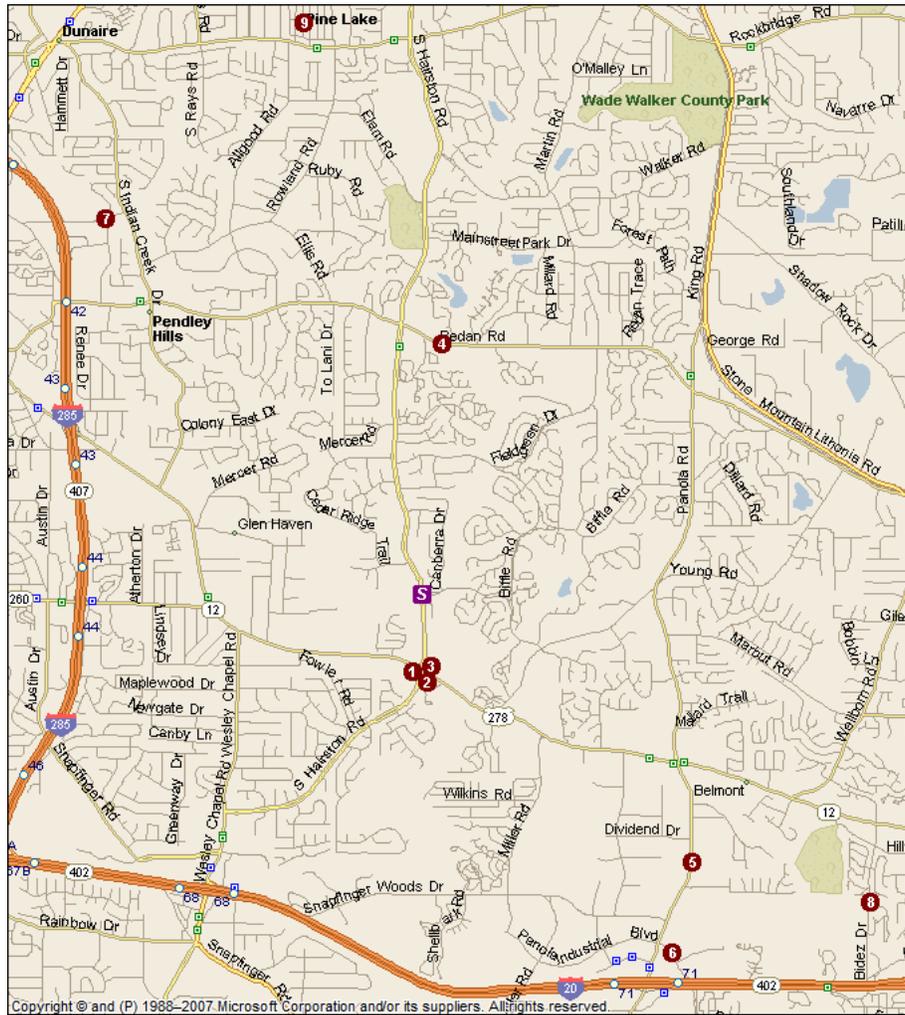
**Access and Traffic Flow:** The Subject site is located on the west side of South Hairston Road. Access and traffic flow are considered to be good.

**Layout and Curb Appeal:** The proposed Subject will have an open layout and an above-average curb appeal as it will be new construction.

**Zoning of Surrounding Area:** According to the Dekalb Planning and Zoning Commission, the Subject site is zoned as RCH (residential or commercial). The land is zoned for cluster housing, single family dwellings, single family attached dwellings, single family attached subdivisions, and multifamily. The Subject is a conforming use.

**Road/Infrastructure Proposed Improvements:** We witnessed no road/infrastructure improvements in the immediate vicinity of the Subject.

**Proximity to Local Services:** The following table and map details the Subject’s distance from key locational amenities.

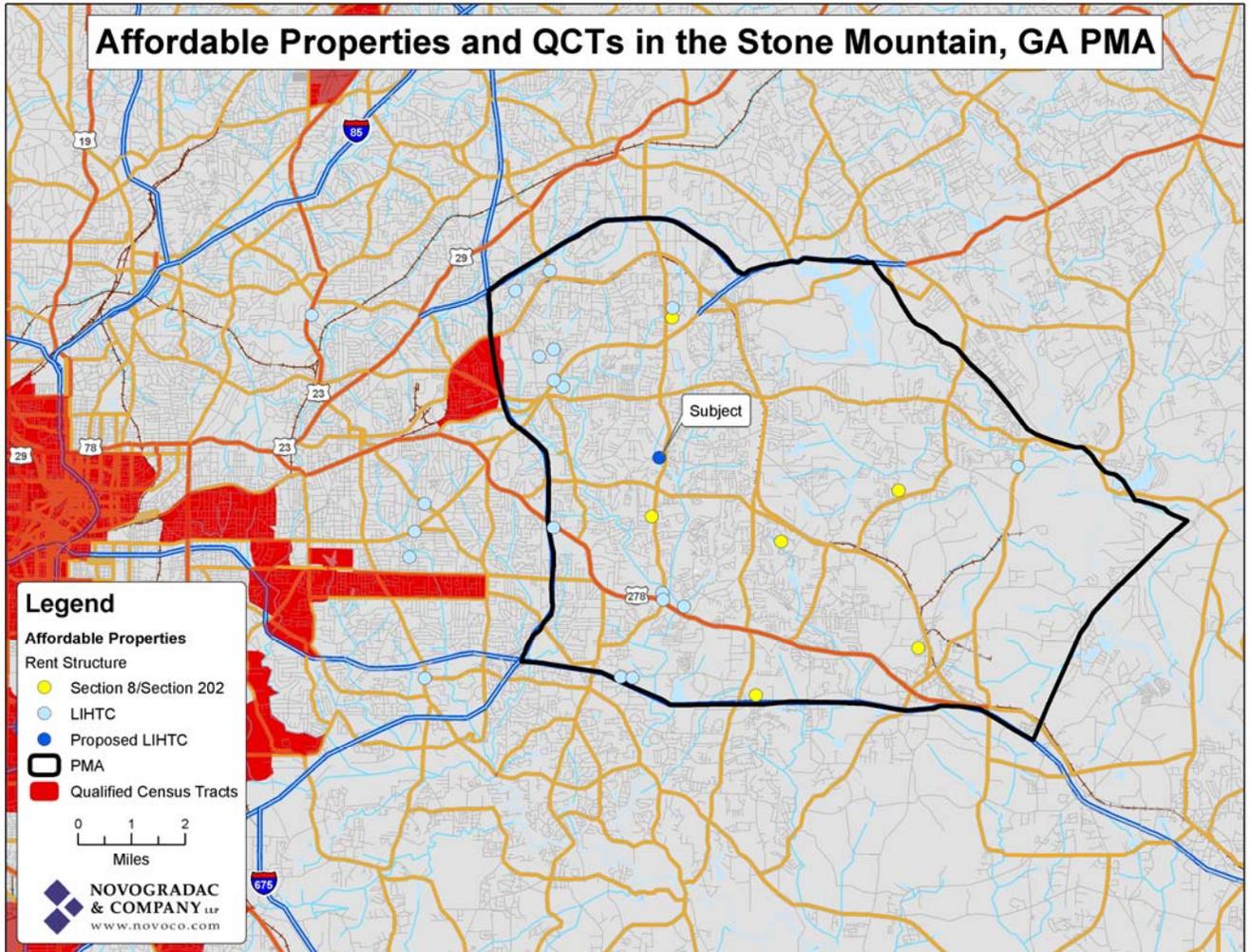


**Local Distance from Services**

Map #	Name	Type of Service	Distance (in miles)
1	Walgreens	Pharmacy	0.6
2	Publix	Grocer and Pharmacy	0.7
3	MARTA - Route 117	Bus Stop	0.6
4	Hariston Crossing Public Library	Library	2.0
5	Lou Walker Senior Center	Senior Center	2.8
6	Panola Medical Center	Medical	3.5
7	MARTA - Indian Creek Station	Rail Transit System	4.8
8	Dekalb Medical Center	Medical	3.9
9	Pine Lake Police Department	Police Department	4.1

**Subsidized Property Map:**

The following map identifies all subsidized properties in the PMA that are existing, proposed, and under construction. A corresponding table is located on the following page.



## Antioch Manor Estates II, Stone Mountain, GA; Market Study

Name	Address	City	State	Type	Tenancy	Map Color	Reason for Exclusion
Salem Baptist Church (aka Alice Williams Towers)	5480 Hillandale Rd	Lithonia	GA	Section 8	HFOP	Yellow	Tenants pay 30% of income
Salem Baptist Church of Atlanta	5470 Hillandale Rd	Lithonia	GA	Section 8	HFOP		Tenants pay 30% of income
Dekalb MR Homes II	1116 Alford Rd	Lithonia	GA	Section 8	Disabled		Tenancy not comparable and pay 30% of income
Dekalb MR Homes	1536 St. Dunstons Rd	Lithonia	GA	Section 8	Disabled		Tenancy not comparable and pay 30% of income
Parc Chateau Sect I Assoc Ltd	2361 Parc Chateau Drive	Lithonia	GA	Section 8	Family		Tenancy not comparable and pay 30% of income
Parc Chateau Sect II Assoc Ltd	2361 Parc Chateau Drive	Lithonia	GA	Section 8	Family		Tenancy not comparable and pay 30% of income
North Hairston Apartments	1023 N Hairston Rd	Stone Mountain	GA	Section 8	Family		Tenancy not comparable and pay 30% of income
Travis House	1407 S Hairston Rd	Stone Mountain	GA	Section 8	Disabled		Tenancy not comparable and pay 30% of income
Hairston Lake	1023 N Hairston Rd	Stone Mountain	GA	Section 8	Family		Tenancy not comparable and pay 30% of income
White Oak Crossing	2771 White Oak Dr	Decatur	GA	Bond	Family		Tenancy not comparable
Spring Chase	4949 Memorial Drive	Stone Mountain	GA	Bond	Family	Tenancy not comparable	
Spring Terrace	1491 Rupert Rd	Decatur	GA	Bond	Family	Tenancy not comparable	
Spring Chase II	4950 Memorial Drive	Stone Mountain	GA	Bond	Senior	Unable to contact	
Villas of Friendly Heights	1300 Friendly Heights Blvd.	Decatur	GA	LIHTC	Family	Cyan	Tenancy not comparable
Signature Station Apts DBA Alexander at Stonecrest	100 Leslie Oaks Drive	Lithonia	GA	LIHTC	Family		Tenancy not comparable
Mountain Crest	1075 North Hairston Road	Stone Mountain	GA	LIHTC	Family		Tenancy not comparable
Chapel Run Apartments	4522 Snapfinger Woods Drive	Atlanta	GA	LIHTC	Family		Tenancy not comparable
Mountain Grove Apartments	3954 Memorial College Avenue	Clarkston	GA	LIHTC	Family		Tenancy not comparable
Lakeshore Apartments	1281 Brockett Rd.	Clarkston	GA	LIHTC	Family		Tenancy not comparable
The Lakes at Indian Creek	751 North Indian Creek Drive	Clarkston	GA	LIHTC	Family		Tenancy not comparable
Wyncrest Apartments	3629 Montreal Creek Circle	Clarkston	GA	LIHTC	Family		Tenancy not comparable
Hidden Pointe	100 Hidden Chase	Stone Mountain	GA	LIHTC	Family		Tenancy not comparable
Forrest Heights	1048 Columbia Drive	Decatur	GA	LIHTC	Family		Proposed and tenancy not comparable
Antioch Manor Estates - Phase I	4711 S Hairston Rd	Stone Mountain	GA	LIHTC	HFOP		Included
Magnolia Circle	100 Dash Lewis Dr	Decatur	GA	LIHTC	Senior		Included
Retreat at Madison Place	3907 Redwing Circle	Decatur	GA	LIHTC	HFOP		Included
Clairmont Crest	1861 Clairmont Rd	Decatur	GA	LIHTC	HFOP		Included
Heritage at Covington	6206 Covington Hwy	Stone Mountain	GA	LIHTC	HFOP		Proposed
Antioch Manor Estates - Phase II	4711 S. Hairston Rd.	Stone Mountain	GA	LIHTC	HFOP		SUBJECT

**Detrimental Influences:** None visible upon site inspection

**Environmental Concerns:** None visible upon site inspection.

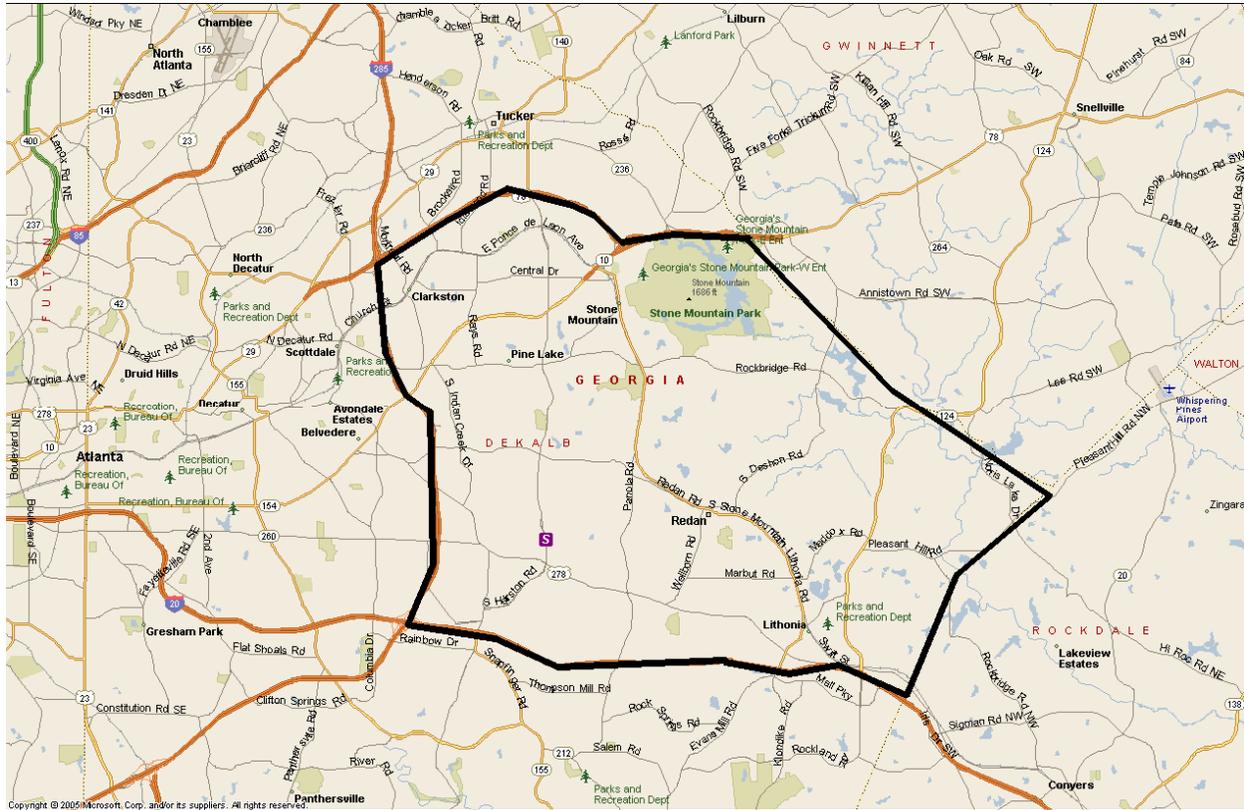
**Conclusion:** The Subject is located in a residential neighborhood in the southwestern portion of Stone Mountain. Residents of the neighborhood are within close proximity to major arteries and local services. The Subject site offers good visibility and will offer above average curb appeal. Overall, the community presents a good location for an affordable, senior multifamily development.

## **D. MARKET AREA**

## PRIMARY MARKET AREA

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

## Primary Market Area Map



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

The PMA is defined as Route 78/410 and the Dekalb County Line to the north, the Dekalb County Line to the east, Interstate 20 to the south and Interstate 285 to the west. This area was defined based on interviews with a member of the Stone Mountain Community Development, the local housing authority, the local senior center, and the senior property managers at Antioch Manor Estates Phase I and Magnolia Circle.

The manager at Antioch Manor Estates Phase I indicated that 50 percent of their tenants are from Dekalb County. The remaining 50 percent are from other areas of Georgia or are from out of state. She also indicated that most tenants sold their homes prior to moving into the property.

There were also several tenants who were previously living with children. The property manager at Magnolia Circle indicated that most of their tenants are from all over the Atlanta metro area, with some from out of state.

### **Neighborhood Analysis**

The neighborhood analysis provides a bridge between the area analysis and the study of the Subject. The goal of the neighborhood analysis is to determine how the operation of social, economic, governmental and environmental factors influences the marketability of real estate. In the neighborhood analysis, we focus on how these factors interact in the immediate vicinity of the Subject.

### **Location and Boundaries**

The Subject site is located at the intersection of Bishop Ming Boulevard and South Hairston Road. The Subject will have views of Phase I, Antioch Manor Estates, vacant land, and single family homes. The Subject will have good visibility from South Hairston Road.

*North:* Immediately north of the Subject is vacant wooded land. Further north includes single-family dwellings that appear to be in average to good condition and were most likely built within the past 20 to 30 years.

*South:* Immediately south of the Subject is Phase I, Antioch Manor Estates. There is currently a landscaped area with a gazebo that will separate the two phases. Further south is vacant wooded land.

*East:* Hidden Hills County Club Community is located to the east of the Subject's entrance. The single family homes within this gated community range in condition from average to excellent.

*West:* Immediately west of the Subject is vacant land.

The majority of the retail services are located approximately 0.6-0.7 miles south of the Subject at the intersection of South Hairston Road and Covington Highway. There is a gas station, a new Publix shopping center, a Walgreens, a Pep Boys auto shop, a Family Dollar, and several other retail services.

## **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 the Secondary Market Area (SMA) are areas of growth or contraction. The southeastern portion of Dekalb County is considered to be the primary market area and the Atlanta-Sandy Springs-Marietta, GA MSA is considered to be the secondary market area. The discussions will also describe typical household size and will provide a picture of the health of the community and the economy. Historic and estimated data will be presented for years 1990, 2000, 2007, and 2012. Data has also been projected for 2009, the year in which the Subject is expected to begin operation.

According to GA DCA’s 2007 market study guidelines section E2, Household Trends, demographic data for HFOP should be presented for ages 55 and older.

**General Population**

The table below illustrates general population trends in the MSA, PMA, and nation from 1990 through 2012.

<b>POPULATION</b>						
<b>Year</b>	<b>Atlanta-Sandy Springs-Marietta, GA MSA</b>		<b>PMA</b>		<b>USA</b>	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
1990	3,069,425	-	142,313	-	248,709,873	-
2000	4,247,981	3.84%	191,463	3.45%	281,421,906	1.32%
2007	5,322,915	3.49%	211,298	1.43%	306,348,230	1.22%
Projected Mkt Entry:						
August 2009	5,604,084	3.17%	214,479	0.90%	312,740,953	1.25%
2012	6,166,421	3.17%	220,840	0.90%	325,526,398	1.25%

Source: ESRI Business Demographics, 2007; Novogradac & Company LLP, December 2007

The MSA has experienced the most growth from 1990 to 2007 and is projected to continue growing at a slightly slower rate through 2012. The PMA’s growth from 1990 to 2000 was double that of the nation but growth slowed through 2007 will continue to slow further through 2012.

**Senior Population**

The table below illustrates senior population trends in the MSA and PMA from 2000 through 2012.

<b>SENIOR POPULATION, 55+</b>				
<b>Year</b>	<b>Atlanta-Sandy Springs-Marietta, GA MSA</b>		<b>PMA</b>	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	642,888	-	18,944	-
2007	970,246	7.02%	28,169	6.72%
Projected Mkt Entry:				
August 2009	1,054,279	5.20%	30,171	4.26%
2012	1,222,346	5.20%	34,176	4.26%

Source: ESRI Business Demographics, 2007; Novogradac & Company LLP, December 2007

As the table illustrates, senior population trends in the PMA and MSA indicate that the senior population in these areas is growing much faster than the population as a whole. This suggests an aging population that may choose apartment living to reduce home ownership burdens. Not

only are the PMA and MSA currently experiencing significant senior growth, but both areas are expected to post strong growth through 2010 and 2012, albeit at a slower pace. As the Subject will be a newly constructed senior property, this large increase in the senior population will add to the existing demand for senior housing in the PMA and MSA.

**Elderly and Non-Elderly in PMA**

The table below illustrates total, non-elderly, and elderly population trends in the MSA and PMA from 1990 through 2012.

**Number of Elderly and Non-Elderly - PMA**

Year	Total Population	PMA		Secondary Area (SMA, MSA, City, Village, etc)		
		Non-Elderly	Elderly (65+)	Total Population	Non-Elderly	Elderly (65+)
1990	142,311	134,732	7,579	3,069,425	2,818,072	251,353
2000	191,462	182,615	8,847	4,247,981	3,921,325	326,656
2007	211,299	200,219	11,080	5,322,915	4,885,793	437,122
Projected Mkt Entry: August 2009	214,479	202,824	11,655	5,604,084	5,129,448	474,636
2012	220,840	208,034	12,806	6,166,421	5,616,758	549,663

Source: ESRI Business Demographics, 2007; Novogradac & Company LLP, December 2007

As the table illustrates, all three areas of analysis – total, non-elderly and elderly populations - in the PMA and MSA have steadily increased from 1990 to 2007 and are expected to continue to grow through 2012.

**Population by Age Group**

The following table illustrates the population of the MSA and PMA by age cohort.

**2007 POPULATION BY AGE**

Age Cohort	Atlanta-Sandy Springs-Marietta, GA MSA		PMA	
	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>
0-4	395,764	7.44%	17,477	8.27%
5-9	383,396	7.20%	15,972	7.56%
10-14	377,861	7.10%	16,759	7.93%
15-19	365,642	6.87%	16,364	7.74%
20-24	350,519	6.59%	16,819	7.96%
25-29	398,399	7.48%	18,020	8.53%
30-34	414,716	7.79%	16,060	7.60%
35-39	442,739	8.32%	17,660	8.36%
40-44	454,804	8.54%	18,297	8.66%
45-49	417,133	7.84%	16,166	7.65%
50-54	351,696	6.61%	13,536	6.41%
55-59	314,311	5.90%	10,692	5.06%
60-64	218,813	4.11%	6,397	3.03%
65-69	144,766	2.72%	4,050	1.92%
70-74	104,013	1.95%	2,593	1.23%
75-79	78,026	1.47%	2,003	0.95%
80-84	57,572	1.08%	1,255	0.59%
85+	52,745	0.99%	1,179	0.56%
<b>Total</b>	<b>5,322,915</b>	<b>100.0%</b>	<b>211,299</b>	<b>100.0%</b>

Source: ESRI Business Demographics, 2007; Novogradac & Company LLP, December 2007

The percentage of the MSA’s population over the age of 55 is 18.2 versus that of the PMA, which is 13.3 percent. In addition, approximately 25 percent in the MSA and the PMA fall within the 35 to 50 age groups. This is significant because these age groups often decide where their parents will be housed. The fact that seniors often relocate to be near their children, the large proportion of population falling between the 35-50 age brackets, and the significant number of persons in the MSA and PMA who are 55 and older, are all positive indicators for the subject property. When considering the projected 5.2 and 4.3 percent senior population growth in the MSA and PMA respectively, the percentage of seniors over the age of 55 in both areas of analysis will increase by the time the Subject enters the market in August 2009.

**General Household Trends**

The following table is a summary of the total households in the MSA, PMA, and nation from 1990 to 2012.

<b>HOUSEHOLDS</b>						
<b>Year</b>	<b>Atlanta-Sandy Springs-Marietta, GA MSA</b>		<b>PMA</b>		<b>USA</b>	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
1990	1,140,843	-	52,653	-	91,947,410	-
2000	1,554,154	3.62%	66,250	2.58%	105,480,101	1.47%
2007	1,938,092	3.41%	73,624	1.54%	115,337,039	1.29%
Projected Mkt Entry:						
August	2,038,758	3.12%	74,666	0.85%	117,834,914	1.30%
2012	2,240,089	3.12%	76,751	0.85%	122,830,665	1.30%

Source: ESRI Business Demographics, 2007; Novogradac & Company LLP, December 2007

Similar to population trends, the MSA’s household growth outpaces that of the PMA and the nation. The PMA showed greater growth than the nation from 1990 to 2007; however, like population growth, household growth in the PMA will decelerate through 2012.

**Senior Household Trends**

The following table is a summary of the senior households in the MSA and PMA from 2000 to 2012.

<b>HOUSEHOLDS WITH SENIOR HOUSEHOLDER, 55+</b>				
<b>Year</b>	<b>Atlanta-Sandy Springs-Marietta, GA MSA</b>		<b>PMA</b>	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	385,958	-	10,939	-
2007	566,504	6.45%	15,703	6.01%
Projected Mkt Entry:				
August 2009	614,982	5.13%	16,822	4.27%
2012	711,939	5.13%	19,059	4.27%

Source: ESRI Business Demographics, 2007; Novogradac & Company LLP, December 2007

The number of households with a senior householder is expected to increase at a faster rate than the overall household growth in both the PMA and the MSA. Senior household formation in the PMA and MSA increased from 2000 to 2007 and is expected to grow at slightly slower pace from 2007 through 2012.

**Average Household Size**

The following table is a summary of the average household size in the MSA, PMA, and nation from 1990 to 2012.

<b>AVERAGE HOUSEHOLD SIZE</b>						
<b>Year</b>	<b>Atlanta-Sandy Springs-Marietta, GA MSA</b>		<b>PMA</b>		<b>USA</b>	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
1990	2.65	-	2.69	-	2.63	-
2000	2.68	0.11%	2.88	0.71%	2.59	-0.15%
2007	2.70	0.10%	2.86	-0.10%	2.59	0.00%
Projected Mkt Entry:						
August 2009	2.70	0.07%	2.86	0.07%	2.59	-0.08%
2012	2.71	0.07%	2.87	0.07%	2.58	-0.08%

Source: ESRI Business Demographics, 2007; Novogradac & Company LLP, December 2007

Average household size in the MSA grew from 1990 to 2007 and is projected to grow through 2012 whereas the PMA’s average household size increased from 1990 to 2000 and then slightly decreased from 2000 to 2007. The average household size in the PMA is expected to grow through 2012 versus that of the nation, which is expected to decrease in the next five years.

**Households by Tenure**

The following table is a summary of the number of renter households in the PMA, from 2000 to 2012.

<b>RENTER HOUSEHOLDS</b>				
	<b>Atlanta-Sandy Springs-Marietta, GA MSA</b>		<b>PMA</b>	
	<i>Age 55+</i>			
2000	72,700	18.84%	2,073	19.28%
2007	106,708	18.84%	3,028	19.28%
2012	134,103	18.84%	3,675	19.28%

Source: ESRI Business Demographics, 2007; Novogradac & Company LLP, December 2007

According to the 2000 U.S. Census, approximately 13 percent of senior households nationally live in renter-occupied units versus the MSA where 18.84 percent and the PMA where 19.28 percent of senior households live in renter-occupied units. This bodes well for the Subject.

**Median Household Income Levels**

The following table illustrates Median Household Income for the general population as well as for the senior population ages 55 and over in the SMA and PMA from 2000 through 2012.

**MEDIAN HOUSEHOLD INCOME**

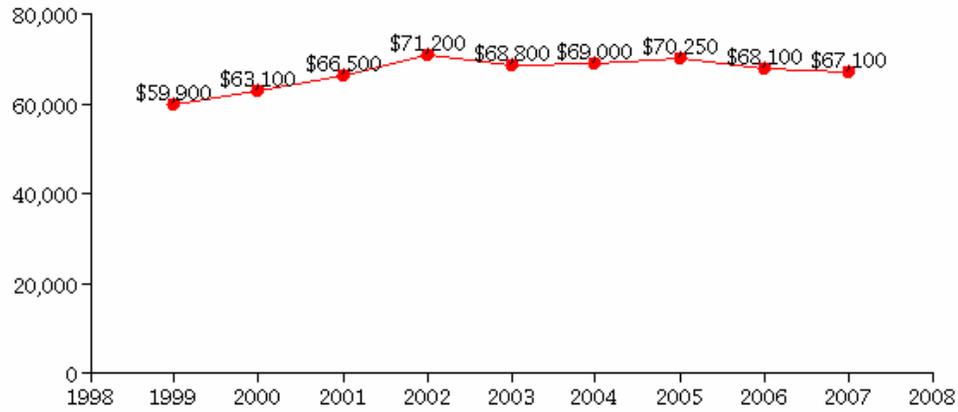
Year	Atlanta-Sandy Springs-Marietta, GA MSA		PMA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
<i>All Ages</i>				
2000	\$51,657	-	\$47,375	-
2007	\$67,092	4.12%	\$60,543	3.83%
Projected Mkt Entry:				
August 2009	\$71,424	3.87%	\$64,135	3.56%
2012	\$80,088	3.87%	\$71,319	3.56%
<i>Age 55+</i>				
2007	\$44,923	-	\$48,692	-
Projected Mkt Entry:				
August 2009	\$48,786	5.16%	\$54,559	7.23%
2012	\$56,513	5.16%	\$66,292	7.23%

Source: ESRI Business Demographics, 2007; Novogradac & Company LLP, December 2007

Both the PMA and MSA’s median incomes for all ages were above the national average of \$42,164 at the beginning of the 21<sup>st</sup> century. The national median household income in 2007 was approximately \$53,154. Of all three areas of analysis, the MSA has the highest median household income, while the nation actually has the lowest. Not only will the median incomes of the MSA and PMA continue to rise through the year 2012, but they will actually do so at a faster pace than previously seen.

The senior median household income in both the MSA and PMA is below the median incomes of the general population in these same areas. In the MSA, this differential is expected to widen slightly over the foreseeable future. However, forecasted numbers for the PMA show that the income gap between the general population and seniors will actually close slightly over the next four years. For Section 42 LIHTC rent determination purposes, the AMI is used. The following chart illustrates the AMI level for a four-person household in Dekalb County, Georgia.

AMGI



—●— 4-person AMGI

Source: Novogradac & Company, LLP, 12/2007.

As illustrated in the table above, AMI steadily increased from 1999 to 2002 before declining 3.4 percent in 2003. Over the next two years, the AMI saw slight increases before declining again in 2006. The most significant increase of \$4,700, or 7.0 percent, occurred from 2001 to 2002. Both decreases, which occurred in 2003 and 2006, were over three percent. The decline in 2003 is reflective of an adjustment by HUD based on information from the 2000 Census, which was used in calculating the AMI for the first time in 2003. The system and underlying data sources that HUD uses to establish income limits have changed, by shifting to data from the American Community Survey (ACS), which has replaced previous census reports. In 2007, two-thirds of the nation experienced flat or decreased AMI levels based largely on this methodology change. Although there have been two periods of decline in the past seven years, overall, the AMI has seen a significant amount of growth which indicates a healthy economy. The Subject’s proposed rents are a few dollars below the maximum allowable rent level. This may hinder rent growth at the Subject in future years.

**Senior Household Income**

The following tables illustrate the median senior household income in the PMA, MSA, and nation for 2007 through 2012.

**HOUSEHOLD INCOME OF SENIORS 55+ PMA**

Income Cohort	2007		PMA Prj Mkt Entry Date		2012		Annual Change 2007 to 2012	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
<\$15,000	1,417	9.02%	1,410	8.38%	1,397	7.33%	-4	-0.28%
\$15,000-\$24,999	1,311	8.35%	1,232	7.32%	1,073	5.63%	-48	-3.63%
\$25,000-\$34,999	1,110	7.07%	1,077	6.40%	1,010	5.30%	-20	-1.80%
\$35,000-\$49,999	2,424	15.44%	2,399	14.26%	2,350	12.33%	-15	-0.61%
\$50,000-\$74,999	3,580	22.80%	3,749	22.28%	4,086	21.44%	101	2.83%
\$75,000-\$99,999	2,647	16.86%	2,801	16.65%	3,109	16.31%	92	3.49%
100,000-\$149,999	1,755	11.18%	2,283	13.57%	3,340	17.52%	317	18.06%
150,000-\$199,999	957	6.09%	1,026	6.10%	1,165	6.11%	42	4.35%
200,000-\$249,999	265	1.69%	521	3.10%	1,034	5.43%	154	58.04%
250,000-\$499,999	179	1.14%	237	1.41%	354	1.86%	35	19.55%
\$500,000+	58	0.37%	86	0.51%	141	0.74%	17	28.62%
<b>Total</b>	<b>15,703</b>	<b>100%</b>	<b>16,822</b>	<b>100%</b>	<b>19,059</b>	<b>100%</b>		

Source: ESRI Business Demographics, 2007; Novogradac & Company LLP, December 2007

**HOUSEHOLD INCOME OF SENIORS 55+ MSA**

Income Cohort	2007		MSA Prj Mkt Entry Date		2012		Annual Change 2007 to 2012	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
<\$15,000	71,169	12.56%	72,145	11.73%	74,097	10.41%	586	0.82%
\$15,000-\$24,999	51,852	9.15%	50,724	8.25%	48,468	6.81%	-677	-1.31%
\$25,000-\$34,999	47,561	8.40%	47,307	7.69%	46,799	6.57%	-152	-0.32%
\$35,000-\$49,999	68,751	12.14%	70,155	11.41%	72,964	10.25%	843	1.23%
\$50,000-\$74,999	98,943	17.47%	103,426	16.82%	112,392	15.79%	2,690	2.72%
\$75,000-\$99,999	73,262	12.93%	79,676	12.96%	92,504	12.99%	3,848	5.25%
100,000-\$149,999	79,437	14.02%	95,120	15.47%	126,486	17.77%	9,410	11.85%
150,000-\$199,999	38,082	6.72%	43,364	7.05%	53,927	7.57%	3,169	8.32%
200,000-\$249,999	14,750	2.60%	23,845	3.88%	42,035	5.90%	5,457	37.00%
250,000-\$499,999	16,549	2.92%	20,419	3.32%	28,160	3.96%	2,322	14.03%
\$500,000+	6,148	1.09%	8,801	1.43%	14,107	1.98%	1,592	25.89%
<b>Total</b>	<b>566,504</b>	<b>100%</b>	<b>614,982</b>	<b>100%</b>	<b>711,939</b>	<b>100%</b>		

Source: ESRI Business Demographics, 2007; Novogradac & Company LLP, December 2007

**HOUSEHOLD INCOME OF SENIORS 55+ USA**

Income Cohort	2007		USA Prj Mkt Entry Date		2012		Annual Change 2007 to 2012	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
<\$15,000	6,937,030	16.11%	6,803,630	15.08%	6,536,829	13.27%	-80,040	-1.15%
\$15,000-\$24,999	5,395,357	12.53%	5,247,978	11.63%	4,953,220	10.06%	-88,427	-1.64%
\$25,000-\$34,999	4,742,720	11.01%	4,683,450	10.38%	4,564,911	9.27%	-35,562	-0.75%
\$35,000-\$49,999	6,013,766	13.97%	6,046,662	13.40%	6,112,454	12.41%	19,738	0.33%
\$50,000-\$74,999	7,069,836	16.42%	7,379,779	16.36%	7,999,664	16.24%	185,966	2.63%
\$75,000-\$99,999	4,521,206	10.50%	4,872,902	10.80%	5,576,293	11.32%	211,017	4.67%
100,000-\$149,999	4,689,905	10.89%	5,510,686	12.21%	7,152,247	14.52%	492,468	10.50%
150,000-\$199,999	1,752,139	4.07%	2,086,746	4.62%	2,755,959	5.60%	200,764	11.46%
200,000-\$249,999	773,283	1.80%	1,053,268	2.33%	1,613,238	3.28%	167,991	21.72%
250,000-\$499,999	887,734	2.06%	1,047,042	2.32%	1,365,657	2.77%	95,585	10.77%
\$500,000+	274,274	0.64%	389,067	0.86%	618,652	1.26%	68,876	25.11%
<b>Total</b>	<b>43,057,250</b>	<b>100%</b>	<b>45,121,208</b>	<b>100%</b>	<b>49,249,124</b>	<b>100%</b>		

Source: ESRI Business Demographics, 2007; Novogradac & Company LLP, December 2007

Both the MSA and the PMA feature significant portions of the households earning incomes lower than the Area Median Income (AMI), which is \$67,100 for a four-person household in 2007. At the Subject's projected market entry date, 36.4 percent and 39.1 percent of the households in the PMA and MSA, respectively, earn less than \$50,000 per annum compared to the national average of 50.5 percent. As the Demand Analysis, performed later in this report, will indicate, there is adequate income-eligible demand in the PMA for the Subject.

**Senior Tenure**

The following table is a summary of the senior renter patterns of the housing stock in the PMA and MSA from 2000 to 2012.

<b>RENTER HOUSEHOLDS</b>				
	<b>Atlanta-Sandy Springs-Marietta, GA MSA</b>		<b>PMA</b>	
		<i>Age 55+</i>		
2000	72,700	18.84%	2,073	19.28%
2007	106,708	18.84%	3,028	19.28%
2012	134,103	18.84%	3,675	19.28%

Source: ESRI Business Demographics, 2007; Novogradac & Company LLP, December 2007

As the table above indicates, there are more senior renter households in the PMA and MSA when compared to the national average, which is 13 percent. This trend is expected to remain unchanged through 2012. While the owner-occupied market dominates the housing market, it still does not promote affordable housing choices for low and moderate-income seniors. Further, many seniors can no longer maintain their homes. The property managers at the senior LIHTC properties in the PMA indicated that many of their tenants sold homes prior to moving into the rental properties. This is a positive indicator for the Subject.

**Renter Households by Number of Persons in the Household**

The following table illustrates household size for households in March 2012.

**SENIOR HOUSEHOLD SIZE DISTRIBUTION PMA AT  
MARKET ENTRY AUGUST 2009**

<i>Age 55+</i>		
<b>Household Size</b>	<b>Percent</b>	<b>Number Total Households</b>
1 person	21.47%	3,612
2+ persons	78.53%	13,210
<b>Total</b>	<b>100%</b>	<b>16,822</b>

Source: ESRI Business Demographics, 2007; Novogradac & Company LLP, December 2007

The majority of households will have two or more persons. This bodes well for the Subject's unit mix as approximately 41 percent of the units offered will be two-bedroom units.

**EMPLOYMENT TRENDS AND ECONOMIC OVERVIEW**

**Employment by Industry**

The following table illustrates the distribution of employment sectors by industry within the PMA and nation in 2007.

**2007 EMPLOYMENT BY INDUSTRY**

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Agric/Forestry/Fishing/Hunting	142	0.14%	1,774,070	1.25%
Mining	16	0.02%	671,442	0.47%
Construction	4,948	4.85%	11,262,097	7.95%
Manufacturing	6,603	6.47%	15,206,943	10.74%
Wholesale Trade	2,934	2.88%	4,873,192	3.44%
Retail Trade	11,206	10.99%	16,371,759	11.56%
Transportation/Warehousing	6,835	6.70%	5,861,365	4.14%
Utilities	739	0.72%	1,098,693	0.78%
Information	5,171	5.07%	3,320,532	2.35%
Finance/Insurance	7,030	6.89%	7,343,565	5.19%
Real Estate/Rental/Leasing	2,835	2.78%	3,155,166	2.23%
Prof/Scientific/Tech Services	6,574	6.44%	8,601,934	6.08%
Mgmt of Companies/Enterprises	264	0.26%	169,626	0.12%
Admin/Support/Waste Mgmt Svcs	5,340	5.24%	5,230,795	3.69%
Educational Services	9,560	9.37%	13,292,886	9.39%
Health Care/Social Assistance	12,295	12.05%	17,777,386	12.56%
Arts/Entertainment/Recreation	1,156	1.13%	2,630,954	1.86%
Accommodation/Food Services	5,936	5.82%	9,107,844	6.43%
Other Services (excl Publ Adm)	5,295	5.19%	6,980,409	4.93%
Public Administration	7,125	6.99%	6,859,574	4.84%
<b>Total Employment</b>	<b>102,004</b>	<b>100.00%</b>	<b>141,590,232</b>	<b>100.00%</b>

Source: ESRI Business Demographics, 2007; Novogradac & Company LLP, December 2007

The previous table reflects the workforce for the PMA compared to that of the nation as a whole. As illustrated, the largest sector is health care/social assistance followed by retail trade and educational services. These industries are represented in the MSA's list of major employers, which includes county public school systems, Emory University, Kroger, Publix, Wal-Mart, and Wellstar Health Systems. These industries offer lower paying jobs, which creates the need for affordable housing in the PMA. When compared to the nation, agriculture/forestry/fishing/hunting, construction, and manufacturing are underrepresented in the PMA whereas transportation/warehousing, information, administrative/support/waste management services, and public administration are overrepresented in the PMA. Overall, employment by industry in the PMA is representative of national employment by industry.

**Major Employers**

The Atlanta area is the ninth largest metro area in the United States and is generally considered the regional hub of the southeastern United States. In 2007, the city was ranked 3rd by *Fortune Magazine* for "Top Cities with the Most Fortune 500 Headquartered Firms." Atlanta is the headquarters for several major corporations, including Home Depot and Coca-Cola. Additionally, Hartsfield-Jackson International Airport in Atlanta is the regional hub of Delta Airlines, the largest employer in the Atlanta area, and Airtran Airways.

In early March 2006, AT&T, a San Antonio, Texas based telecommunications company, announced that it would purchase the Atlanta based BellSouth. AT&T predicts that over 10,000

jobs will be cut over a three-year period. As of June 30, 2007, BellSouth ceased doing business under its former name and began operating as AT&T. The BellSouth Atlanta headquarters was converted to AT&T's southeast regional headquarters office. While the predictions for job loss are only preliminary estimates, the merger will surely affect the Atlanta economy. While this merger's effect will not likely benefit that local economy, the growth from other employers is expected to outweigh this loss. Many new employers have recently moved operations or relocated their corporate headquarters to Atlanta as shown in the table below.

**NEW EMPLOYERS IN ATLANTA AREA**

<b>Company</b>	<b>Type</b>	<b>Jobs</b>	<b>Year</b>
WiPro Technologies	Software development	500	2007
General Protecht US Inc.	Manufacturing	350	2007
Woodgrain Distribution	Regional Distribution	100	2007
Newell Rubbermaid C	National HQ Consolidation	250	2006
Catlin Insurance	US HQ of United Kingdom firm	100	2006
Hapag Lloyd	Ocean Freight Transport	100	2006
Kumho Tire	Korean Tire Manufacturing	75	2006
Habitat For Humanity International	Administrative HQ	150	2006
Mueller Water Products	Headquarters Offices	100	2006
Arby's LLC	Headquarters Offices	190	2005
Novelis	International headquarters	70	2005
O'Reilly Automotive	Regional Distribution Center	225	2005
AirTran Airways	Call Center	220	2004
Del Monte Foods	Regional Distribution Center	115	2004
Fidelity & Guaranty Life	International Headquarters	50	2004
Life Therapeutics	R&D / Bio-Tech	50	2004
Newell Rubbermaid	Headquarters Offices	250	2004
Spectrum Brands (formerly Rayovac)	Headquarters Offices	30	2004
Schneider National	Regional Logistics Center	560	2004
Computer Generated Solutions	US Technical Support Center	250	2003
New York Life	Data Center	100	2003
Philips Medical Systems	US Technical Support Center	140	2003
Cooper Lighting	North American HQ	115	2002
Internap Network Services	Headquarters Offices	130	2002
Merial	US and International HQ's	1,000	2001

*Source: Metro Atlanta Chamber of Commerce, 12/2007*

The economy in Atlanta is growing. The table above gives only a snapshot of approximately 4,700 jobs created by major relocations to the area. In 2006, Atlanta gained 60,000 jobs while the Georgia Department of Labor only estimates that 6,444 employees were affected by lay-offs and closures. Economic news includes the new addition of a Pepsi Plant in the Stone Mountain area and the opening of Wachovia's new credit-card division in Atlanta, which was announced in August 2006. These two additions will result in hundreds of new jobs. In 2007, Sany America Inc., a major Chinese manufacturer, announced its intent to open its first North American assembly plant in Atlanta. This plant is expected to bring \$30 million in investment through 2012. However, Ford began closing its manufacturing plant in Hapeville, Georgia in 2007. Additionally, General Motors has announced that it too will close its Doraville Assembly Plant in 2008. The combined job loss from these two plants is estimated to be around 6,000 to 8,000 workers. Both Ford and General Motors have started phasing out employees and will occur in several phases throughout the next several years. Delta Airlines, in December 2007, announced it will likely have a hiring freeze and job cuts in fiscal year 2008; no estimated numbers were yet

reported. Conversely, Airtran Airways revealed in 2006 its plans to add 2,500 new jobs to Georgia in the next five years, with an estimated 500 new jobs per year. These announcements will likely mitigate job losses by other employers to some extent.

Despite these setbacks, overall, the Atlanta-Sandy Springs-Marietta MSA has experienced steady job growth and unemployment rates have consistently been below the national average throughout the decade. All these factors are considered to be positive indicators for the economic viability of the Atlanta-Sandy Springs-Marietta MSA.

The table below lists the major employers in the Atlanta area.

**2006 MAJOR EMPLOYERS**  
**Atlanta-Sandy Springs-Marietta, GA MSA**

<b>#</b>	<b>Employer</b>	<b>Industry</b>	<b>Number Employed</b>
1	Gwinnett County Public Schools	Education Services	27,197
2	Emory University	Education Services	21,797
3	Delta Air Lines Inc	Air Transportation	19,235
4	Publix Supermarkets	Retail Trade	16,855
5	Kroger Company	Retail Trade	15,500
6	BellSouth Corp.	Telecommunications	15,500
7	Wal-Mart Stores, Inc.	Retail Trade	14,700
8	DeKalb County Public Schools	Education Services	14,500
9	United States Postal Service	Government	14,000
10	The Home Depot	Retail Trade	13,184
11	Cobb County Public Schools	Education Services	13,000
12	Fulton County Public Schools	Education Services	10,892
13	United Parcel Service of America	Professional Services	10,500
14	Wellstar Health Systems	Healthcare	10,112
15	Atlanta Municipal Government	City Government	7,934
16	Sun Trust Banks, Inc.	Finance	7,768
17	Lockheed Martin Aeronautics	Prof/Scien/Tech Svcs	7,531

Source: Metro Atlanta Chamber of Commerce, Top Employers 2006.

The Gwinnett County Public Schools and Emory University are the only two employers in the MSA that employ over 20,000 people. Furthermore, seven of the top 16 employers in the MSA are from the government and education sectors. Lower skilled employees in these industries are likely to have incomes inline with the Subject’s income restrictions. Other industries are also heavily represented in the major employers in the MSA including air transportation, retail trade, telecommunications, finance, and professional/scientific/technology services.



**Total Employment**

The following tables detail employment and unemployment in Dekalb County over the past 17 years.

**EMPLOYMENT & UNEMPLOYMENT TRENDS**

Year	DeKalb County, GA		DeKalb County, GA		USA
	Total Employment	% Change	Unemployment Rate	% Change	Unemployment Rate
1990	302,293	-	5.0%	-	5.7%
1991	296,697	-1.9%	4.6%	-0.4%	6.9%
1992	295,407	-0.4%	6.6%	2.0%	7.6%
1993	307,186	4.0%	5.7%	-0.9%	7.0%
1994	316,767	3.1%	5.4%	-0.3%	6.2%
1995	325,316	2.7%	4.8%	-0.6%	5.7%
1996	332,247	2.1%	4.4%	-0.4%	5.5%
1997	336,001	1.1%	4.4%	0.0%	5.0%
1998	343,099	2.1%	4.1%	-0.3%	4.6%
1999	346,525	1.0%	3.7%	-0.4%	4.3%
2000	370,271	6.9%	3.2%	-0.5%	4.0%
2001	365,011	-1.4%	4.0%	0.8%	4.8%
2002	354,822	-2.8%	5.5%	1.5%	5.8%
2003	346,801	-2.3%	5.4%	-0.1%	6.0%
2004	345,008	-0.5%	5.4%	0.0%	5.6%
2005	349,162	1.2%	5.9%	0.5%	5.2%
2006	361,012	3.4%	5.1%	-0.8%	4.7%
2007 YTD	369,871	3.1%	4.7%	-0.4%	4.9%

Source: U.S. Bureau of Labor Statistics and Real Estate Center at Texas A&M University.

\* 2007 data is through October

Total employment in Dekalb County only had two periods of decline, the first from 1990 to 1992 and the second from 2000 to 2004. Decline in total employment from 2000 to 2004 coincided with the national recession. The economy appears to have rebounded from the recession with growth in total employment from 2005 onwards. As of July 2007, the county's total employment level is almost as high as the county's 17-year peak in 2000. Overall, total employment grew 19.4 percent from 1990 to 2006. The county's unemployment rate has fluctuated from 1990 to 2007, with more declines in unemployment than increases. Historically, unemployment rates in the county have been lower than that of the nation, even when unemployment peaked in 1992, except for 2005 and 2006. In the first half of 2007, unemployment has continued to decrease, which indicates that the economy is recovering.

**Commuting Patterns**

**Commuting Patterns in the PMA**

<b>Travel Time to Work</b>	<b>Percentage</b>
< 5 min	0.8%
5-9 min	2.9%
10-14 min	6.5%
15-19 min	9.3%
20-24 min	12.0%
25-29 min	5.9%
30-34 min	20.6%
35-39 min	4.5%
40-44 min	6.0%
45-59 min	15.8%
60-89 min	10.4%
90+ min	5.2%
<b>Average Travel Time</b>	<b>37.0 minutes</b>

Almost one third (31.5 percent) of those living within the PMA have a commute time under 25 minutes; however, the a significant portion of residents in the PMA have commute times of 45 to 59 minutes, which suggests that a significant percentage of those living in the PMA work all over metro Atlanta.

**Conclusion**

Both the Atlanta MSA and the PMA have experienced healthy growth in population and households. The senior population growth within the PMA is projected to significantly outpace the overall population growth rate for the next five years. Similar to senior population growth, the rate of growth in the number of senior households within the PMA is projected to be strong. The senior population and household growth in the PMA is consistent with that of the MSA. Both the PMA and the MSA significantly outpace the nation with regards to senior population and household growth.

# **PROJECT-SPECIFIC DEMAND ANALYSIS**

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

### **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.

### **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.

### **DEMAND**

The demand for the Subject will be derived from two sources: existing households and new households. These calculations are illustrated on the attached table.

#### **1. DEMAND FROM NEW HOUSEHOLDS**

The number of new households entering the market is the first level of demand calculated. We have utilized 2009, the anticipated date of market entry, as the base year for the analysis. Therefore, 2008 household population estimates are inflated to 2009 by interpolation of the difference between 2007 estimates and 2012 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 2009. This number takes the overall growth from 2000 to 2009 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.

## 2. 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 of their income in housing costs.

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. Since the Subject is age-restricted, an adjustment is made. According to DCA, this adjustment can not be over 20 percent. According to our interview with the property manager at Antioch Summit, a senior mixed-income community, the majority of tenants converted from home ownership, which is over 20 percent. For the purpose of this analysis, we have used 20 percent.

The data provided for 2b and 2c is based upon the 2000 census. For 2a, we relied on estimates provided in the Comprehensive Housing Affordability Strategy (CHAS) reported on the HUD webpage which relies on 2000 census data. This data provides information on the number of households within the county that are within certain income brackets and what percentage of those households are rent overburdened for DeKalb County. The rent overburdened is divided into two classifications: those paying over 30 percent of their income in rent and those paying over 50 percent of their income in rent. Since we are using 40 percent as the rent overburdened threshold, we interpolate between these two classifications. According to this information, the greatest number of elderly renter households (4,518) have incomes that are less than 50 percent of the median family income (MFI), followed by elderly renter households with incomes less than 30 percent of the median income (2,889 households). This is a positive indication of the need for affordable housing targeted to the PBRA assisted units. Within these income brackets approximately 58.7 percent of all households are paying more than 30 percent of their income in rent and 44.1 percent are paying over 50 percent of their income in rent. Since the Subject will most likely target the middle of the income range, we believe that the demand from rent overburdened households will be significant. Therefore, we have estimated a rent overburdened percentage of 50 percent.

According to DCA's guidelines under Section FD, "To accommodate for the secondary market area, the Demand from Existing Qualified Households within the PMA area will be multiplied by 115 percent to account for demand from the secondary market area." This has been accounted for in our demand estimates. The guidelines also state that demand can be taken from seniors relocating from other areas outside the PMA or secondary market area, children subsidizing rents for their parents, and seniors moving from their children's homes whom they had been living with. The property managers at Magnolia Circle and Antioch Summit indicated that more than 25 percent of the tenants were from out of state or moved from their children's home. Therefore, we have adjusted the demand numbers to take this into account.

## Antioch Manor Estates II, Stone Mountain, GA; Market Study

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.

### 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 1999 to present and those that will be constructed in 2007 that are considered directly competitive. There are four senior properties in the PMA that have been constructed or are proposed since 1999, Alice Williams Towers, Antioch Manor Estates Phase I, and The Retreat at Madison Place. First, Alice Williams Towers offers 99 one-bedroom units. All of these units have a PBRA subsidy, and therefore will not compete with the Subject's proposed LIHTC units. Second, Antioch Manor Estates Phase I offers studio, one-, and two-bedroom units at 30, 50, and 60 percent AMI, and market rate units. And third, The Retreat at Madison Place offers one- and two-bedroom units at 60 percent AMI. The following tables illustrate the unit breakdown for the properties detailed above.

#### Antioch Manor

Beds	Units	Size (SF)	Rent	Restriction	Waiting List	Vacant	Vacancy Rate
0	2	450	\$360	@30%	Yes	0	0.00%
0	1	450	\$595	@50%	Yes	0	0.00%
0	1	450	\$665	@60%	Yes	0	0.00%
0	2	450	\$775	Market	No	0	0.00%
1	5	600	\$395	@30%	Yes	0	0.00%
1	20	600	\$665	@50%	Yes	0	0.00%
1	15	600	\$715	@60%	Yes	0	0.00%
1	8	600	\$975	Market	No	1	12.50%
2	6	800	\$475	@30%	Yes	0	0.00%
2	26	800	\$790	@50%	Yes	0	0.00%
2	13	800	\$855	@60%	Yes	0	0.00%
2	3	800	\$1,345	Market	No	0	0.00%
2	1	850	\$480	@30%	Yes	0	0.00%
2	3	850	\$800	@50%	Yes	0	0.00%
2	3	850	\$865	@60%	Yes	0	0.00%
2	11	850	\$1,395	Market	No	1	9.10%

#### Retreat at Madison Place

Beds	Units	Size (SF)	Rent	Restriction	Waiting List	Vacant	Vacancy Rate
1	40	697	\$640	@60%	yes	0	0.00%
2	120	987	\$740	@60%	yes	2	1.70%

## Antioch Manor Estates II, Stone Mountain, GA; Market Study

We have only removed units at these properties with similar AMI levels to the Subject. The following table illustrates the total number of units removed.

<b>Additions To Supply 2000 to 2007 (Cumulative)</b>	<b>PBRA</b>	<b>Unrestricted</b>	<b>60%</b>	<b>Overall</b>
Studio	0	2	1	3
One Bedroom	0	8	55	63
Two Bedroom	0	14	136	150
Three Bedroom	0	0	0	0
<b>Total</b>	<b>0</b>	<b>24</b>	<b>192</b>	<b>216</b>

### Capture Rates

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

Household Income Distribution 2000 to Projected Market Entry August 2009							
Antioch Manor Estates II							
PMA							
	2000		2007		Prj Mrkt Entry August 2009		Percent
	#	%	#	%	#	%	Growth
<\$15,000	1,588	14.52%	1,417	9.02%	1,410	8.38%	-12.6%
\$15,000-\$24,999	1,440	13.16%	1,311	8.35%	1,232	7.32%	-16.9%
\$25,000-\$34,999	1,271	11.62%	1,110	7.07%	1,077	6.40%	-18.0%
\$35,000-\$49,999	2,017	18.44%	2,424	15.44%	2,399	14.26%	15.9%
\$50,000-\$74,999	2,366	21.63%	3,580	22.80%	3,749	22.28%	36.9%
\$75,000-\$99,999	1,184	10.82%	2,647	16.86%	2,801	16.65%	57.7%
\$100,000-\$149,999	655	5.99%	1,755	11.18%	2,283	13.57%	71.3%
\$150,000-\$199,999	252	2.30%	957	6.09%	1,026	6.10%	75.4%
\$200,000+	166	1.52%	502	3.20%	844	5.02%	80.3%
<b>Total</b>	<b>10,939</b>	<b>100.00%</b>	<b>15,703</b>	<b>100.00%</b>	<b>16,822</b>	<b>100.00%</b>	<b>35.0%</b>

Household Income Distribution Projected Market Entry August 2009			
Antioch Manor Estates II			
PMA			
	Prj Mrkt Entry August 2009		Change 2000 to Prj Mrkt Entry August 2009
	#	%	#
<\$15,000	1,410	8.38%	493
\$15,000-\$24,999	1,232	7.32%	431
\$25,000-\$34,999	1,077	6.40%	377
\$35,000-\$49,999	2,399	14.26%	839
\$50,000-\$74,999	3,749	22.28%	1,311
\$75,000-\$99,999	2,801	16.65%	980
\$100,000-\$149,999	2,283	13.57%	798
\$150,000-\$199,999	1,026	6.10%	359
\$200,000+	844	5.02%	295
<b>Total</b>	<b>16,822</b>	<b>100.00%</b>	<b>5,883</b>

Tenure Prj Mrkt Entry August 2009	
Renter	19.28%
Owner	80.72%
<b>Total</b>	<b>100.00%</b>

Household Size for Prj Mrkt Entry August 2009		
Size	Number	Percentage
1	3,612	21.47%
2 or more	13,210	78.53%
<b>Total</b>	<b>16,822</b>	<b>100.00%</b>

Household Size for 2000		
Size	Number	Percentage
1	2,349	21.47%
2 or more	8,590	78.53%
<b>Total</b>	<b>10,939</b>	<b>100.00%</b>

## Antioch Manor Estates II, Stone Mountain, GA; Market Study

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

Percent of AMI Level			60%		
Minimum Income Limit			\$21,090		
Maximum Income Limit			\$34,200 2 persons		
Income Category	New Households - Total Change in Households PMA 2000 to Prj Mrkt Entry August 2009		Income Brackets	Percent within Cohort	Households within Bracket
	2009				
<\$15,000	493	8.38%			
\$15,000-\$24,999	431	7.32%	3,909	39%	168
\$25,000-\$34,999	377	6.40%	9,200	92%	346
\$35,000-\$49,999	839	14.26%			
\$50,000-\$74,999	1,311	22.28%			
\$75,000-\$99,999	980	16.65%			
\$100,000-\$149,999	798	13.57%			
\$150,000-\$199,999	359	6.10%			
\$200,000+	295	5.02%			
	5,883	100.00%			515
Percent of households within limits versus total number of households					8.75%

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

Percent of AMI Level			60%		
Minimum Income Limit			\$21,090		
Maximum Income Limit			\$34,200 2 persons		
Income Category	Total Households PMA Prj Mrkt Entry August 2009		Income Brackets	Percent within Cohort	Households within Bracket
	2009				
<\$15,000	1,410	8.38%			
\$15,000-\$24,999	1,232	7.32%	3,909	39%	482
\$25,000-\$34,999	1,077	6.40%	9,200	92%	991
\$35,000-\$49,999	2,399	14.26%			
\$50,000-\$74,999	3,749	22.28%			
\$75,000-\$99,999	2,801	16.65%			
\$100,000-\$149,999	2,283	13.57%			
\$150,000-\$199,999	1,026	6.10%			
\$200,000+	844	5.02%		0%	0
	16,822	100.00%			1,472
Percent of households within limits versus total number of households					8.75%

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 August 2009 Median Income

Change from 2000 to Prj Mrkt Entry August 2009

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

Y
Senior
Urban
40%
\$48,692
\$54,559
\$5,867
12.0%
2.0%
2.0%
Two year adjustment
1.0000
\$34,200
\$34,200
2 persons
60%
\$703
\$703.00

Persons in Household	0BR	1BR	2BR	3BR	4BR	Excluded	Total
1	40%	50%	10%	X	X	0%	100%
2	0%	20%	80%	X	X	0%	100%
3	X	0%	60%	40%	X	0%	100%
4	X	X	0%	80%	20%	0%	100%
5	X	X	X	70%	30%	0%	100%
6	X	X	X	0%	100%	0%	100%
7+	X	X	X	X	100%	0%	100%

## Antioch Manor Estates II, Stone Mountain, GA; Market Study

STEP 1 Please refer to text for complete explanation.

### Demand from New Households 2000 to Prj Mrkt Entry August 2009

Income Target Population	60%
New Households PMA	5,883
Percent Income Qualified	8.8%
Income Qualified Households	515
Percent Renter	19.3%
<b>New Renter Income Qualified Households</b>	<b>99</b>

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

### Demand from Existing Households 2000

#### Demand form Rent Overburdened Households

Income Target Population	60%
Total Existing Demand	16,822
Income Qualified	8.8%
Percent Renter	19.3%
Income Qualified Renter Households	284
Percent Rent Overburdened Prj Mrkt Entry August 2009	50%
<b>Rent Overburdened Households</b>	<b>142</b>

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

### Demand from Living in Substandard Housing

Income Qualified Renter Households	284
Percent Living in Substandard Housing	0.5%
<b>Households Living in Substandard Housing</b>	<b>1</b>

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

### Senior Households Converting from Homeownership

Income Target Population	60%
Total Senior Homeowners	1188
Rural Versus Urban	2.0%
<b>Senior Demand Converting from Homeownership</b>	<b>140</b>

### Total Demand

Total Demand from Existing Households	283
Adjustment Factor	115%
Adjusted Demand form Existing Households	609
<b>Total New Demand</b>	<b>99</b>
<b>Total Demand (New Plus Existing Households)</b>	<b>708</b>

Demand from Seniors Who Convert from Homeownership	140
Percent of Total Demand From Homeownership Conversion	19.8%
Is this Demand Over 20 percent of Total Demand?	No

### By Bedroom Demand

One Person	21.47%	152
Two Persons or more	78.53%	556
<b>Total</b>	<b>100.00%</b>	<b>708</b>

## Antioch Manor Estates II, Stone Mountain, GA; Market Study

Total Demand by Bedroom	60%
Studio	61
One Bedroom	187
Two Bedroom	460
	0
Total Demand	708
Additions To Supply 2000 to Prj Mrkt Entry August 2009	60%
Studio	1
One Bedroom	55
Two Bedroom	136
	0
Total	192
Net Demand	60%
Studio	60
One Bedroom	132
Two Bedroom	324
	0
Total	516
Developer's Unit Mix	60%
Studio	10
One Bedroom	28
Two Bedroom	28
	0
Total	66
Capture Rate Analysis	60%
Studio	17%
One Bedroom	21%
Two Bedroom	9%
	N/A
Total	13%

# Antioch Manor Estates II, Stone Mountain, GA; Market Study

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

Percent of AMI Level			PBRA		
Minimum Income Limit			\$0		
Maximum Income Limit			\$34,200 2 persons		
	New Households - Total Change in Households PMA 2000 to Prj Mrkt Entry August 2009				Households within Bracket
Income Category	2009		Income Brackets	Percent within Cohort	
<\$15,000	493	8.38%	15,000	100%	493
\$15,000-\$24,999	431	7.32%	9,999	100%	431
\$25,000-\$34,999	377	6.40%	9,200	92%	346
\$35,000-\$49,999	839	14.26%			
\$50,000-\$74,999	1,311	22.28%			
\$75,000-\$99,999	980	16.65%			
\$100,000-\$149,999	798	13.57%			
\$150,000-\$199,999	359	6.10%			
\$200,000+	295	5.02%			
	5,883	100.00%			1,270
Percent of households within limits versus total number of households					21.59%

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

Percent of AMI Level			PBRA		
Minimum Income Limit			\$0		
Maximum Income Limit			\$34,200 2 persons		
	Total Households PMA Prj Mrkt Entry August 2009				Households within Bracket
Income Category	2009		Income Brackets	Percent within Cohort	
<\$15,000	1,410	8.38%	15,000	100%	1,410
\$15,000-\$24,999	1,232	7.32%	9,999	100%	1,232
\$25,000-\$34,999	1,077	6.40%	9,200	92%	991
\$35,000-\$49,999	2,399	14.26%			
\$50,000-\$74,999	3,749	22.28%			
\$75,000-\$99,999	2,801	16.65%			
\$100,000-\$149,999	2,283	13.57%			
\$150,000-\$199,999	1,026	6.10%			
\$200,000+	844	5.02%			
	16,822	100.00%			3,633
Percent of households within limits versus total number of households					21.59%

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

Type of Housing (Family vs Senior)

Location of Subject (Rural versus Urban)

Percent of Income for Housing

2000 Median Income

Prj Mrkt Entry August 2009 Median Income

Change from 2000 to Prj Mrkt Entry August 2009

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

Y		
Senior		
Urban		
40%		
\$48,692		
\$54,559		
\$5,867		
12.0%		
2.0%		
2.0%	Two year adjustment	1,0000
\$34,200		
\$34,200		
2 persons		
30%		
\$0		
\$0.00		

Persons in Household	0BR	1BR	2BR	3BR	4BR	Excluded			Total
1	40%	50%	10%	X	X	0%			100%
2	0%	20%	80%	X	X	0%			100%
3	X	0%	60%	40%	X	0%			100%
4	X	X	0%	80%	20%	0%			100%
5	X	X	X	70%	30%	0%			100%
6	X	X	X	0%	100%	0%			100%
7+	X	X	X	X	100%	0%			100%

## Antioch Manor Estates II, Stone Mountain, GA; Market Study

STEP 1 Please refer to text for complete explanation.

### Demand from New Households 2000 to Prj Mrkt Entry August 2009

Income Target Population		PBRA
New Households PMA		5,883
Percent Income Qualified		21.6%
Income Qualified Households		1,270
Percent Renter		19.3%
New Renter Income Qualified Households		245

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

### Demand from Existing Households 2000

#### Demand form Rent Overburdened Households

Income Target Population		PBRA
Total Existing Demand		16,822
Income Qualified		21.6%
Percent Renter		19.3%
Income Qualified Renter Households		700
Percent Rent Overburdened Prj Mrkt Entry August 2009		50%
Rent Overburdened Households		350

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

### Demand from Living in Substandard Housing

Income Qualified Renter Households		700
Percent Living in Substandard Housing		0.5%
Households Living in Substandard Housing		4

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

### Senior Households Converting from Homeownership

Income Target Population		PBRA
Total Senior Homeowners		2932
Rural Versus Urban	2.0%	
Senior Demand Converting from Homeownership		59

### Total Demand

Total Demand from Existing Households		412
Adjustment Factor	115%	474
Adjusted Demand form Existing Households		887
Total New Demand		245
Total Demand (New Plus Existing Households)		1131

Demand from Seniors Who Convert from Homeownership		59
Percent of Total Demand From Homeownership Conversion		5.2%
Is this Demand Over 20 percent of Total Demand?		No

### By Bedroom Demand

One Person	21.47%	243
Two Persons or more	78.53%	888
Total	100.00%	1131

## Antioch Manor Estates II, Stone Mountain, GA; Market Study

To place Person Demand into Bedroom Type Units		
Of one person households in studio units	40%	97
Of one person households in one-bedroom units	50%	121
Of two person households in one-bedroom units	20%	178
Of one person households in two-bedroom units	10%	24
Of two person households in two-bedroom units	80%	711
<b>Total Demand</b>		<b>1,131</b>
Check		OK
Total Demand by Bedroom		PBRA
Studio		97
One Bedroom		299
Two Bedroom		735
		0
<b>Total Demand</b>		<b>1,131</b>
Additions To Supply 2000 to Prj Mrkt Entry August 2009		PBRA
Studio		0
One Bedroom		0
Two Bedroom		0
		0
<b>Total</b>		<b>0</b>
Net Demand		PBRA
Studio		97
One Bedroom		299
Two Bedroom		735
		0
<b>Total</b>		<b>1,131</b>
Developer's Unit Mix		PBRA
Studio		26
One Bedroom		62
Two Bedroom		56
		0
<b>Total</b>		<b>144</b>
Capture Rate Analysis		PBRA
Studio		27%
One Bedroom		21%
Two Bedroom		8%
		N/A
<b>Total</b>		<b>13%</b>

## Antioch Manor Estates II, Stone Mountain, GA; Market Study

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

Percent of AMI Level		Unrestricted			
Minimum Income Limit		\$24,750			
Maximum Income Limit		\$45,600 2 persons			
Income Category	New Households - Total Change in Households PMA 2000 to Prj Mrkt Entry August 2009		Income Brackets	Percent within Cohort	Households within Bracket
	2009				
<\$15,000	493	8.38%			
\$15,000-\$24,999	431	7.32%			
\$25,000-\$34,999	377	6.40%	249	2%	9
\$35,000-\$49,999	839	14.26%	10,600	71%	593
\$50,000-\$74,999	1,311	22.28%			
\$75,000-\$99,999	980	16.65%			
\$100,000-\$149,999	798	13.57%			
\$150,000-\$199,999	359	6.10%			
\$200,000+	295	5.02%			
	5,883	100.00%			602
Percent of households within limits versus total number of households					10.24%

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

Percent of AMI Level		Unrestricted			
Minimum Income Limit		\$24,750			
Maximum Income Limit		\$45,600 2 persons			
Income Category	Total Households PMA Prj Mrkt Entry August 2009		Income Brackets	Percent within Cohort	Households within Bracket
	2009				
<\$15,000	1,410	8.38%			
\$15,000-\$24,999	1,232	7.32%			
\$25,000-\$34,999	1,077	6.40%	249	2%	27
\$35,000-\$49,999	2,399	14.26%	10,600	71%	1,696
\$50,000-\$74,999	3,749	22.28%			
\$75,000-\$99,999	2,801	16.65%			
\$100,000-\$149,999	2,283	13.57%			
\$150,000-\$199,999	1,026	6.10%			
\$200,000+	844	5.02%		0%	0
	16,822	100.00%			1,722
Percent of households within limits versus total number of households					10.24%

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 August 2009 Median Income

Change from 2000 to Prj Mrkt Entry August 2009

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

Y
Senior
Urban
40%
\$48,692
\$54,559
\$5,867
12.0%
2.0%
2.0%
Two year adjustment
1.0000
\$45,600
\$45,600
2 persons
50%
\$825
\$825.00

Persons in Household	0BR	1BR	2BR	3BR	4BR	Excluded	Total
1	40%	50%	10%	X	X	0%	100%
2	0%	20%	80%	X	X	0%	100%
3	X	0%	60%	40%	X	0%	100%
4	X	X	0%	80%	20%	0%	100%
5	X	X	X	70%	30%	0%	100%
6	X	X	X	0%	100%	0%	100%
7+	X	X	X	X	100%	0%	100%

## Antioch Manor Estates II, Stone Mountain, GA; Market Study

STEP 1 Please refer to text for complete explanation.

Demand from New Households 2000 to Prj Mrkt Entry August 2009

Income Target Population		Unrestricted
New Households PMA		5,883
Percent Income Qualified		10.2%
Income Qualified Households		602
Percent Renter		19.3%
New Renter Income Qualified Households		116

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

Demand from Existing Households 2000

Demand form Rent Overburdened Households

Income Target Population		Unrestricted
Total Existing Demand		16,822
Income Qualified		10.2%
Percent Renter		19.3%
Income Qualified Renter Households		332
Percent Rent Overburdened Prj Mrkt Entry August 2009		50%
Rent Overburdened Households		166

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		332
Percent Living in Substandard Housing		0.5%
Households Living in Substandard Housing		2

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

Senior Households Converting from Homeownership

Income Target Population		Unrestricted
Total Senior Homeowners		1,390
Rural Versus Urban	2.0%	
Senior Demand Converting from Homeownership		115

Total Demand

Total Demand from Existing Households		283
Adjustment Factor	115%	325
Adjusted Demand form Existing Households		608
Total New Demand		116
Total Demand (New Plus Existing Households)		724

Demand from Seniors Who Convert from Homeownership		115
Percent of Total Demand From Homeownership Conversion		15.9%
Is this Demand Over 20 percent of Total Demand?		No

By Bedroom Demand

One Person	21.47%	155
Two Persons or more	78.53%	569
Total	100.00%	724

## Antioch Manor Estates II, Stone Mountain, GA; Market Study

### To place Person Demand into Bedroom Type Units

Of one person households in studio units	40%	62
Of one person households in one-bedroom units	50%	78
Of two person households in one-bedroom units	20%	114
Of one person households in two-bedroom units	10%	16
Of two person households in two-bedroom units	80%	455
<b>Total Demand</b>		<b>724</b>
Check		OK

<b>Total Demand by Bedroom</b>	<b>Unrestricted</b>
Studio	62
One Bedroom	191
Two Bedroom	470
	0
<b>Total Demand</b>	<b>724</b>

<b>Additions To Supply 2000 to Prj Mrkt Entry August 2009</b>	<b>Unrestricted</b>
Studio	2
One Bedroom	8
Two Bedroom	14
	0
<b>Total</b>	<b>24</b>

<b>Net Demand</b>	<b>Unrestricted</b>
Studio	60
One Bedroom	183
Two Bedroom	456
	0
<b>Total</b>	<b>700</b>

<b>Developer's Unit Mix</b>	<b>Unrestricted</b>
Studio	1
One Bedroom	10
Two Bedroom	12
	0
<b>Total</b>	<b>23</b>

<b>Capture Rate Analysis</b>	<b>Unrestricted</b>
Studio	2%
One Bedroom	5%
Two Bedroom	3%
	N/A
<b>Total</b>	<b>3%</b>

**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 households in the PMA is expected to increase 12.8 percent between 2007 and 2010.
- The Subject’s target income group is \$21,090 to \$34,200 for the project, not including the PBRA units. This spreads across two income cohorts. The following table illustrates the number of households that will contract or increase within these cohorts.

Income Category	New Households - Total Change in Households PMA 2000 to Prj Mrkt Entry August 2009	Percentage
<\$15,000	493	8.38%
\$15,000-\$24,999	431	7.32%
\$25,000-\$34,999	377	6.40%
\$35,000-\$49,999	839	14.26%
\$50,000-\$74,999	1,311	22.28%
\$75,000-\$99,999	980	16.65%
\$100,000-\$149,999	798	13.57%
\$150,000-\$199,999	359	6.10%
\$200,000+	295	5.02%
	5,883	100.00%

The following table summarizes the Subject’s capture rates at all income levels. The capture rates are within the acceptable range per DCA’s guidelines.

**DCA CONCLUSION TABLE**

Unit Size	Income Limit	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Median Market Rent	Proposed Rent
Studio	PBRA	26	97	0	97	26.8%	8 - 10 months	\$775	\$695
Studio	60% AMI	10	61	1	60	16.7%	8 - 10 months	\$775	\$725
Studio	Unrestricted	1	62	2	60	1.7%	8 - 10 months	\$775	\$825
1BR	PBRA	62	299	0	299	20.7%	8 - 10 months	\$884	\$614 - \$810
1BR	60% AMI	28	187	55	132	21.2%	8 - 10 months	\$884	\$605 - \$798
1BR	Unrestricted	10	191	8	183	5.5%	8 - 10 months	\$884	\$950 - \$1,150
2BR	PBRA	56	735	0	735	7.6%	8 - 10 months	\$1,039	\$677 - \$917
2BR	60% AMI	28	460	136	324	8.6%	8 - 10 months	\$1,039	\$721 - \$953
2BR	Unrestricted	12	470	14	456	2.6%	8 - 10 months	\$1,039	\$1,175 - \$1,300
<b>Overall</b>		<b>233</b>	<b>1,796</b>	<b>216</b>	<b>1,580</b>	<b>14.7%</b>	<b>8 - 10 months</b>		

**OVERALL DEMAND**

<b>Proposed Project Capture Rate PBRA Units</b>	<b>13%</b>
<b>Proposed Project Capture Rate 60% AMI Units</b>	<b>13%</b>
<b>Proposed Project Capture Rate Unrestricted Units</b>	<b>3%</b>
<b>Proposed Project Stabilization Period</b>	<b>8 - 10 months</b>

## **G. SUPPLY ANALYSIS**

**Characteristics of Existing Projects, Projects Under Construction and Projects in Planning**

Each year the Georgia Housing Finance Authority, in conjunction with the Georgia Department of Community Affairs, accepts bids for LIHTC tax credit projects since 2000. We obtained a listing of such projects in Dekalb County.

<b>Year</b>	<b>Name</b>	<b>Type</b>
2000	Villa of Friendly Heights	Family
2001	Signature Station Apartments (Alexander at Stonecrest)	Family
2001	Magnolia Circle	Senior
2001	Mountain Crest	Family
2002	Chapel Run	Family
2003	Antioch Manor Estates	Senior
2003	Mountain Grove	Family
2003	Lakeshore Apartments	Family
2003	The Lakes at Indian Creek	Family
2004	Wyncrest Apartments	Family
2004	Hidden Pointe	Family
2005	Candler Forrest Apartmetns	Special Needs
2005	Chamblee Senior Apartments	Elderly
2007	Ashford Parkside Senior	HFOP
2007	The Terraces at Parkview	Family
2007	Ashford Landing Senior	Elderly
2007	Tuscany Village	Family

As shown in the table above, there are numerous LIHTC projects that exist within the area. However, there are currently only two operating senior LIHTC properties, Magnolia Circle and Antioch Manor Estates Phase I. We utilized the senior LIHTC properties that were most comparable to the Subject. The Subject will be comparable to the senior LIHTC stock in the PMA.

There are also three recently allocated senior LIHTC properties that, once constructed, are expected to be competitive with the Subject. They are not, however within the Subject’s PMA. The Chamblee Senior Apartments were approved in 2005. However, according to the City of Chamblee website, this project has not started construction. Ashford Parkside Senior was allocated tax credits in both 2005 and 2007, and is currently under construction as part of the Johnson Ferry East redevelopment plan. Also part of that plan is Ashford Landing which was approved in 2007. Construction will begin in April of 2008 and pre-leasing will be available in February of 2009. The table below shows the proposed unit mix for Ashford Landing.

**Ashford Landing Senior Unit Mix**

<b>Bedroom Type</b>	<b>AMI Level</b>	<b>Number of Units</b>
1BR/1BA	30% AMI	19
1BR/1BA	60% AMI	75
2BR/1BA	30% AMI	4
2BR/1BA	60% AMI	18
2BR/1BA	Non - Rental	1
<b>Total</b>		<b>117</b>

**DESCRIPTION OF PROPERTY TYPES SURVEYED/DETERMINATION OF NUMBER OF TAX CREDIT UNITS**

**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. We visited and surveyed numerous properties that were excluded from the market survey because they were not considered useful in the analysis of the Subject property. Our competitive survey includes five “true” comparable properties containing 993 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.

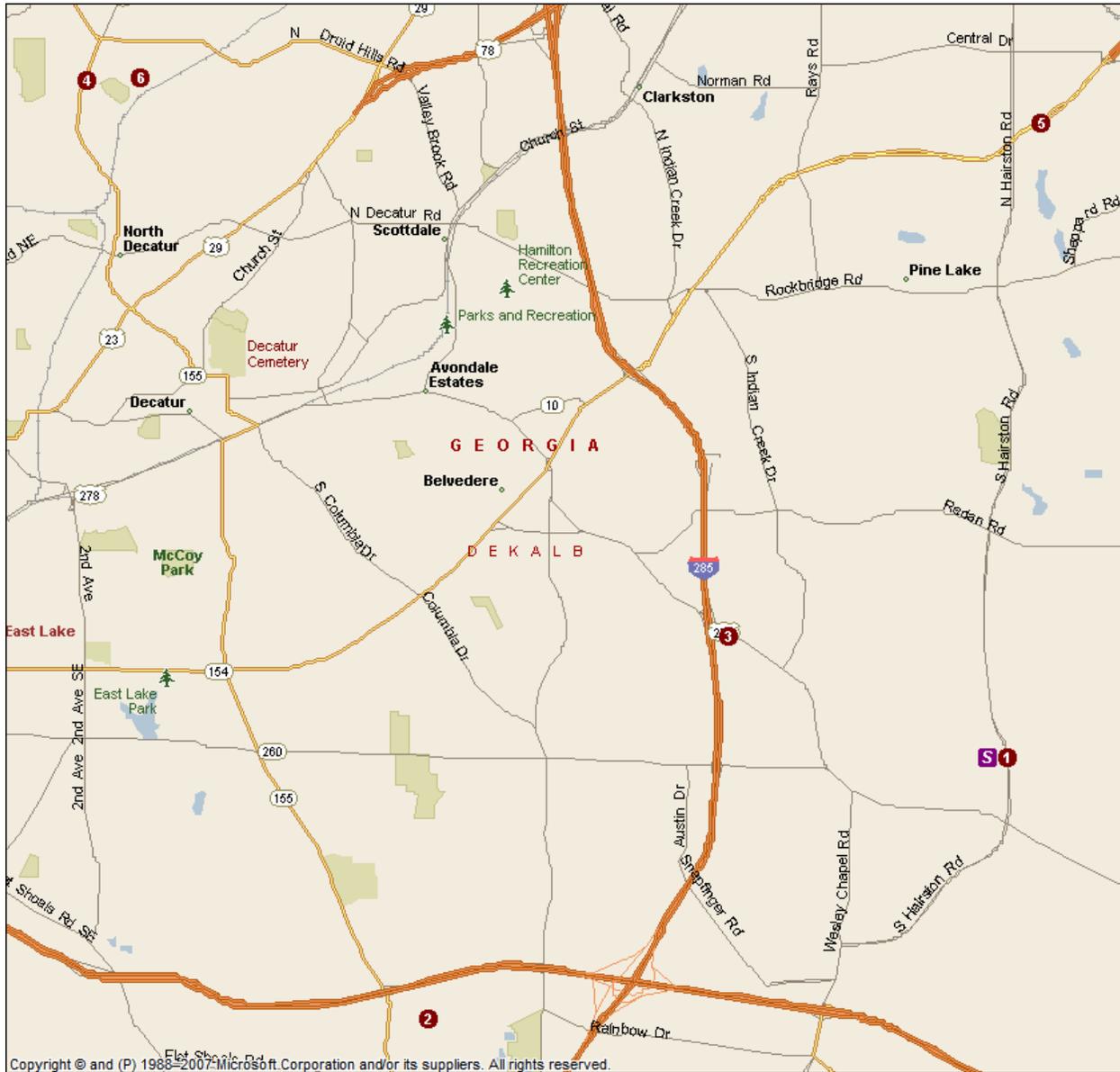
The availability of LIHTC data is considered to be good. There are three comparable LIHTC age-restricted properties, one of which is located just southwest of the PMA. All three properties have been constructed since 2003 and have been utilized in our analysis. The market data is considered adequate, however there are very few comparable market rate properties within the Subject’s neighborhood. Two of the new LIHTC properties also offer market rate units, which provide good data for achievable market rents. We have not included any of the nearby family market rate properties since these properties are significantly inferior to new construction and are all garden style walk-up buildings with few elderly tenants. Therefore, we have included two senior market rate properties located out of the Subject’s immediate neighborhood but are 100 percent age-restricted. Overall, we believe that comparable property data is sufficient on which to base our conclusions.

The following properties have been excluded from the supply analysis.

## Antioch Manor Estates II, Stone Mountain, GA; Market Study

Name	Type	Tenancy	Reason for Exclusion
Dekalb MR Homes	Section 8	Disabled	Tenancy not comparable and pay 30% of income
Dekalb MR Homes II	Section 8	Disabled	Tenancy not comparable and pay 30% of income
Travis House	Section 8	Disabled	Tenancy not comparable and pay 30% of income
Hairston Lake	Section 8	Family	Tenancy not comparable and pay 30% of income
North Hairston Apartments	Section 8	Family	Tenancy not comparable and pay 30% of income
Parc Chateau Sect I Assoc Ltd	Section 8	Family	Tenancy not comparable and pay 30% of income
Parc Chateau Sect II Assoc Ltd	Section 8	Family	Tenancy not comparable and pay 30% of income
Salem Baptist Church (aka Alice Williams Towers)	Section 8	HFOP	Tenants pay 30% of income
Salem Baptist Church of Atlanta	Section 8	HFOP	Tenants pay 30% of income
Covington Walk aka Highland Trail	Market	Family	Tenancy not comparable and inferior age and condition
Glenwood Gardens	Market	Family	Tenancy not comparable and inferior age and condition
Park on Covington	Market	Family	Tenancy not comparable and inferior age and condition
Towers Garden Apartments	Market	Family	Tenancy not comparable and inferior age and condition
Ashford Landing Senior	LIHTC	Elderly	Proposed
Chamblee Senior Apartments	LIHTC	Elderly	Proposed
Chapel Run Apartments	LIHTC	Family	Tenancy not comparable
Forrest Heights	LIHTC	Family	Proposed and tenancy not comparable
Hidden Pointe	LIHTC	Family	Tenancy not comparable
Lakeshore Apartments	LIHTC	Family	Tenancy not comparable
Mountain Crest	LIHTC	Family	Tenancy not comparable
Mountain Grove Apartments	LIHTC	Family	Tenancy not comparable
Signature Station Apartments (Alexander at Stonecrest)	LIHTC	Family	Tenancy not comparable
The Lakes at Indian Creek	LIHTC	Family	Tenancy not comparable
The Terraces at Parkview	LIHTC	Family	Tenancy not comparable
Tuscany Village	LIHTC	Family	Tenancy not comparable
Villas of Friendly Heights	LIHTC	Family	Tenancy not comparable
Wyncrest Apartments	LIHTC	Family	Tenancy not comparable
Ashford Parkside Senior	LIHTC	HFOP	Proposed
Ashford Parkside Senior Residences	LIHTC	HFOP	Proposed
Candler Forrest Apartments	LIHTC	Special Needs	Tenancy not comparable
Spring Chase	Bond	Family	Tenancy not comparable
Spring Terrace	Bond	Family	Tenancy not comparable
White Oak Crossing	Bond	Family	Tenancy not comparable
Spring Chase II	Bond	Senior	Unable to contact

Comparable Rental Property Table and Map



COMPARABLE PROPERTIES

#	Property Name	City	Type	Distance
1	Antioch Manor Estates	Stone Mountain	@30%, @50%, @60%, Market	0.0 miles
2	Magnolia Circle	Decatur	60%, Market	6.5 miles
3	Retreat At Madison Place (fka Ashton Grove)	Decatur	60%	3.3 miles
4	Clairmont Crest	Decatur	Market	12.4 miles
5	Wildwood At Stone Mountain	Stone Mountain	Market	8.9 miles
6	Williamsburg Senior Apartments	Decatur	Market	12.0 miles

# Summary Matrix

Comp #	Project	Distance	Type / Built	Market / Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Max Rent?	Wait List?	Units Vacant	Vacancy Rate
	Antioch Manor Estates II 4711 Bishop Ming Boulevard Stone Mountain, GA 30088 DeKalb County	n/a	Various (age-restricted) proposed	@60%, Market, PBRA	Studio / 1BA	10	4.30%	@60%	\$725	480	no		N/A	N/A
					Studio / 1BA	1	0.40%	Market	\$825	480	n/a	N/A	N/A	
					Studio / 1BA	26	11.20%	Section 8	\$695	480	no	N/A	N/A	
					1BR / 1BA	5	2.10%	@60%	\$798	624	no	N/A	N/A	
					1BR / 1BA	18	7.70%	@60%	\$780	690	no	N/A	N/A	
					1BR / 1BA	5	2.10%	@60%	\$605	754	no	N/A	N/A	
					1BR / 1BA	4	1.70%	Market	\$1,025	624	n/a	N/A	N/A	
					1BR / 1BA	3	1.30%	Market	\$950	690	n/a	N/A	N/A	
					1BR / 1BA	3	1.30%	Market	\$1,150	754	n/a	N/A	N/A	
					1BR / 1BA	12	5.20%	Section 8	\$810	624	yes	N/A	N/A	
					1BR / 1BA	38	16.30%	Section 8	\$810	690	yes	N/A	N/A	
					1BR / 1BA	12	5.20%	Section 8	\$614	754	no	N/A	N/A	
					2BR / 1BA	2	0.90%	@60%	\$958	830	no	N/A	N/A	
					2BR / 1BA	12	5.20%	@60%	\$925	908	no	N/A	N/A	
					2BR / 1BA	4	1.70%	Market	\$1,250	830	n/a	N/A	N/A	
					2BR / 1BA	1	0.40%	Market	\$1,175	908	n/a	N/A	N/A	
					2BR / 1BA	4	1.70%	Section 8	\$917	830	yes	N/A	N/A	
					2BR / 1BA	26	11.20%	Section 8	\$917	908	yes	N/A	N/A	
					2BR / 2BA	7	3.00%	@60%	\$950	962	no	N/A	N/A	
					2BR / 2BA	7	3.00%	@60%	\$721	994	no	N/A	N/A	
					2BR / 2BA	4	1.70%	Market	\$1,225	962	n/a	N/A	N/A	
					2BR / 2BA	3	1.30%	Market	\$1,300	994	n/a	N/A	N/A	
					2BR / 2BA	10	4.30%	Section 8	\$917	962	yes	N/A	N/A	
2BR / 2BA	16	6.90%	Section 8	\$677	994	no	N/A	N/A						
					233	100%							N/A	N/A
1	Antioch Manor Estates 4711 Bishop Ming Blvd. Stone Mountain, GA 30088 DeKalb County	0 mile	Garden (age-restricted) (3 stories) 2005	@30%, @50%, @60%, Market	Studio / 1BA	2	1.70%	@30%	\$360	450	no	Yes	0	0.00%
					Studio / 1BA	1	0.80%	@50%	\$595	450	no	Yes	0	0.00%
					Studio / 1BA	1	0.80%	@60%	\$665	450	no	Yes	0	0.00%
					Studio / 1BA	2	1.70%	Market	\$775	450	n/a	No	0	0.00%
					1BR / 1BA	5	4.20%	@30%	\$395	600	no	Yes	0	0.00%
					1BR / 1BA	20	16.70%	@50%	\$665	600	no	Yes	0	0.00%
					1BR / 1BA	15	12.50%	@60%	\$715	600	no	Yes	0	0.00%
					1BR / 1BA	8	6.70%	Market	\$975	600	n/a	No	1	12.50%
					2BR / 1BA	6	5.00%	@30%	\$475	800	no	Yes	0	0.00%
					2BR / 1BA	26	21.70%	@50%	\$790	800	no	Yes	0	0.00%
					2BR / 1BA	13	10.80%	@60%	\$855	800	no	Yes	0	0.00%
					2BR / 1BA	3	2.50%	Market	\$1,345	800	n/a	No	0	0.00%
					2BR / 2BA	1	0.80%	@30%	\$480	850	no	Yes	0	0.00%
					2BR / 2BA	3	2.50%	@50%	\$800	850	no	Yes	0	0.00%
2BR / 2BA	3	2.50%	@60%	\$865	850	no	Yes	0	0.00%					
2BR / 2BA	11	9.20%	Market	\$1,395	850	n/a	No	1	9.10%					
					120	100%							2	1.70%
2	Magnolia Circle 100 Dash Lewis Dr Decatur, GA 30034 DeKalb County	6.5 miles	Garden (age-restricted) (2 stories) 2003	60%, Market	1BR / 1BA	14	16.70%	@50%	\$681	690	yes	Yes	0	0.00%
					1BR / 1BA	12	14.30%	@60%	\$801	760	yes	Yes	0	0.00%
					1BR / 1BA	6	7.10%	Market	\$836	690	n/a	Yes	0	0.00%
					2BR / 2BA	21	25.00%	@50%	\$829	1,000	yes	Yes	0	0.00%
					2BR / 2BA	20	23.80%	@60%	\$849	1,030	yes	Yes	0	0.00%
					2BR / 2BA	11	13.10%	Market	\$964	1,000	n/a	Yes	0	0.00%
					84	100%							0	0.00%
3	Retreat At Madison Place (fka Ashton Grove) 3907 Redwing Circle Decatur, GA 30032 DeKalb County	3.3 miles	Garden (age-restricted) (4 stories) 2007	60%	1BR / 1BA	40	25.00%	@60%	\$756	697	yes	100 HH for 1 BR	0	0.00%
					2BR / 2BA	120	75.00%	@60%	\$899	987	yes	No	2	1.70%
						160	100%						2	1.30%
4	Clairmont Crest 1861 Clairmont Road Decatur, GA 30033 DeKalb County	12.4 miles	Midrise (age-restricted) (5 stories) 1985	Market	Studio / 1BA	40	18.80%	Market	\$738	500	n/a	No	0	0.00%
					1BR / 1BA	133	62.40%	Market	\$851	700	n/a	No	6	4.50%
					2BR / 2BA	40	18.80%	Market	\$1,019	1,100	n/a	No	0	0.00%
						213	100%						6	2.80%
5	Wildwood At Stone Mountain 6097 Memorial Drive Stone Mountain, GA 30083 DeKalb County	8.9 miles	Garden (3 stories) 2001	Market	1BR / 1BA	83	27.90%	Market	\$792	816	n/a	No	8	9.60%
					2BR / 1BA	83	27.90%	Market	\$869	972	n/a	No	3	3.60%
					2BR / 2BA	99	33.20%	Market	\$939	1,060	n/a	No	0	0.00%
					3BR / 2BA	33	11.10%	Market	\$1,067	1,274	n/a	No	1	3.00%
						298	100%						12	4.00%
6	Williamsburg Senior Apartments 1060 N. Jamestown Road Decatur, GA 30033 DeKalb County	12 miles	Various (age-restricted) (2 stories) 1970s/2005	Market	Studio / 1BA (Midrise)	N/A	N/A	Market	\$826	397	n/a	Yes	0	N/A
					1BR / 1BA (Garden)	N/A	N/A	Market	\$917	736	n/a	Yes	0	N/A
					1BR / 1BA (Garden)	N/A	N/A	Market	\$942	889	n/a	Yes	0	N/A
					1BR / 1BA (Garden)	N/A	N/A	Market	\$1,017	1,120	n/a	Yes	0	N/A
					2BR / 1.5BA (Garden)	N/A	N/A	Market	\$1,199	1,020	n/a	Yes	N/A	N/A
					2BR / 1.5BA (Townhouse)	N/A	N/A	Market	\$1,059	977	n/a	No	N/A	N/A
					2BR / 1.5BA (Townhouse)	N/A	N/A	Market	\$1,159	1,147	n/a	No	N/A	N/A
					2BR / 2BA (Garden)	N/A	N/A	Market	\$1,124	1,141	n/a	No	N/A	N/A
					2BR / 2BA (Midrise)	N/A	N/A	Market	\$1,309	1,236	n/a	No	N/A	N/A
					2BR / 2BA (Midrise)	N/A	N/A	Market	\$1,359	1,376	n/a	No	N/A	N/A
					2BR / 2BA (Midrise)	N/A	N/A	Market	\$1,202	1,135	n/a	No	N/A	N/A
					3BR / 2BA (Garden)	N/A	N/A	Market	\$1,278	1,244	n/a	No	N/A	N/A
					3BR / 2BA (Garden)	N/A	N/A	Market	\$1,303	1,502	n/a	No	N/A	N/A
					3BR / 2BA (Garden)	N/A	N/A	Market	\$1,333	1,654	n/a	No	N/A	N/A
					3BR / 2BA (Garden)	N/A	N/A	Market	\$1,453	1,662	n/a	No	N/A	N/A
					3BR / 2BA (Garden)	N/A	N/A	Market	\$1,503	1,792	n/a	No	N/A	N/A
3BR / 2BA (Midrise)	N/A	N/A	Market	\$1,453	1,512	n/a	No	N/A	N/A					
					416	100%							29	6.90%

# Property Profile Report

## Antioch Manor Estates

**Comp #** 1  
**Effective Rent Date** 12/5/2007  
**Created by** Charis Cochran (June 22, 2005 08:11 PDT)  
**Last updated by** Brittany Selden (December 05, 2007 07:42 PST)

**Location** 4711 Bishop Ming Blvd.  
 Stone Mountain, GA 30088  
 Dekalb County  
 (verified)  
**Distance** 0 mile  
**Units** 120  
**Vacant Units** 2  
**Vacancy Rate** 1.70%  
**Type** Garden (age-restricted)  
 (3 stories)  
**Year Built / Renovated** 2005 / n/a  
**Marketing Began** 10/1/2004  
**Leasing Began** 8/1/2005  
**Last Unit Leased** 6/1/2006  
**Major Competitors** Retreat at Madison,  
 Spring Chase II



**Tenant Characteristics** Dekalb co. residents 55  
 and older, average age  
 is 70, 50% previous  
 homeowners or moved  
 from living with children

**Contact Name** Melissa  
**Phone** 770-322-8839

### Market

<b>Program</b>	@30%, @50%, @60%, Market	<b>Leasing Pace</b>	30 days
<b>Annual Turnover Rate</b>	20%	<b>Change in Rent (Past Year)</b>	None
<b>Units/Month Absorbed</b>	12	<b>Concession</b>	None
<b>Section 8 Tenants</b>	25%		

### Utilities

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

## Property Profile Report (page 2)

### Antioch Manor Estates

Comp # 1

#### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?	Range
0	1	Garden (3 stories)	2	450	\$360	\$0	@30%	Yes	0	0.00%	no	
0	1	Garden (3 stories)	1	450	\$595	\$0	@50%	Yes	0	0.00%	no	
0	1	Garden (3 stories)	1	450	\$665	\$0	@60%	Yes	0	0.00%	no	
0	1	Garden (3 stories)	2	450	\$775	\$0	Market	No	0	0.00%	n/a	
1	1	Garden (3 stories)	5	600	\$395	\$0	@30%	Yes	0	0.00%	no	
1	1	Garden (3 stories)	20	600	\$665	\$0	@50%	Yes	0	0.00%	no	
1	1	Garden (3 stories)	15	600	\$715	\$0	@60%	Yes	0	0.00%	no	
1	1	Garden (3 stories)	8	600	\$975	\$0	Market	No	1	12.50%	n/a	
2	1	Garden (3 stories)	6	800	\$475	\$0	@30%	Yes	0	0.00%	no	
2	1	Garden (3 stories)	26	800	\$790	\$0	@50%	Yes	0	0.00%	no	
2	1	Garden (3 stories)	13	800	\$855	\$0	@60%	Yes	0	0.00%	no	
2	1	Garden (3 stories)	3	800	\$1,345	\$0	Market	No	0	0.00%	n/a	
2	2	Garden (3 stories)	1	850	\$480	\$0	@30%	Yes	0	0.00%	no	
2	2	Garden (3 stories)	3	850	\$800	\$0	@50%	Yes	0	0.00%	no	
2	2	Garden (3 stories)	3	850	\$865	\$0	@60%	Yes	0	0.00%	no	
2	2	Garden (3 stories)	11	850	\$1,395	\$0	Market	No	1	9.10%	n/a	

#### Unit Mix: @30%

	Studio / 1BA	1BR / 1BA	2BR / 1BA	2BR / 2BA							
Face Rent	\$360	\$395	\$475	\$480							
Concession	\$0	\$0	\$0	\$0							
Concessed Face Rent	\$360	\$395	\$475	\$480							
Utility Adjustment	\$0	\$0	\$0	\$0							
<b>Adjusted Rent</b>	<b>\$360</b>	<b>\$395</b>	<b>\$475</b>	<b>\$480</b>							

#### Unit Mix: @50%

	Studio / 1BA	1BR / 1BA	2BR / 1BA	2BR / 2BA							
Face Rent	\$595	\$665	\$790	\$800							
Concession	\$0	\$0	\$0	\$0							

Concessed Face Rent	\$595	\$665	\$790	\$800							
Utility Adjustment	\$0	\$0	\$0	\$0							
<b>Adjusted Rent</b>	<b>\$595</b>	<b>\$665</b>	<b>\$790</b>	<b>\$800</b>							

<b>Unit Mix: @60%</b>											
	Studio / 1BA	1BR / 1BA	2BR / 1BA	2BR / 2BA							
Face Rent	\$665	\$715	\$855	\$865							
Concession	\$0	\$0	\$0	\$0							
Concessed Face Rent	\$665	\$715	\$855	\$865							
Utility Adjustment	\$0	\$0	\$0	\$0							
<b>Adjusted Rent</b>	<b>\$665</b>	<b>\$715</b>	<b>\$855</b>	<b>\$865</b>							

<b>Unit Mix: Market</b>											
	Studio / 1BA	1BR / 1BA	2BR / 1BA	2BR / 2BA							
Face Rent	\$775	\$975	\$1,345	\$1,395							
Concession	\$0	\$0	\$0	\$0							
Concessed Face Rent	\$775	\$975	\$1,345	\$1,395							
Utility Adjustment	\$0	\$0	\$0	\$0							
<b>Adjusted Rent</b>	<b>\$775</b>	<b>\$975</b>	<b>\$1,345</b>	<b>\$1,395</b>							

## Property Profile Report (page 3)

### Antioch Manor Estates

Comp # 1

#### Amenities

<b>In-Unit</b>	Balcony/Patio Blinds Carpeting Central A/C Coat Closet Dishwasher Ceiling Fan Garbage Disposal Hand Rails Microwave Oven Pull Cords Refrigerator Walk-In Closet Washer/Dryer hookup	<b>Security</b>	In-Unit Alarm Limited Access Video Surveillance
<b>Property</b>	Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Concierge Courtyard Elevators Exercise Facility Central Laundry Non-shelter Services Off-Street Parking On-Site Management Picnic Area Service Coordination	<b>Premium</b>	Hairdresser / Barber Housekeeping Medical Professional
<b>Services</b>	Computer Tutoring Shuttle Service	<b>Other</b>	Gazebo, library, dining room, TV and game room

#### Comments

The property manager stated that there is a strong market for senior housing; the combined waiting list has approximately 750 households for the LIHTC units. The property manager reported that rents are not at the maximum allowable due to previous management, however they plan to increase rents to the max in 2008. Demand is highest at the 30 percent level but there is now also demand at the 60 percent or market level.

# Property Profile Report (page 4)

## Antioch Manor Estates Trend Report

Trend: @30%	2QTR 2005			3QTR 2005				2QTR 2006			
	1BR / 1BA	2BR / 1BA	2BR / 2BA	Studio / 1BA	1BR / 1BA	2BR / 1BA	2BR / 2BA	Studio / 1BA	1BR / 1BA	2BR / 1BA	2BR / 2BA
# Units	7	6	1	2	5	6	1	2	5	6	1
Vacancy Rate	N/A	N/A	N/A	N/A	N/A	N/A	N/A	0.00%	0.00%	0.00%	0.00%
Waiting List	no	no	no	no	no	no	no	yes	yes	yes	yes
Face Rent	\$360 - \$395	\$475	\$480	\$360	\$395	\$475	\$480	\$360	\$395	\$475	\$480
Concession	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Concessed Face Rent	\$360 - \$395	\$475	\$480	\$360	\$395	\$475	\$480	\$360	\$395	\$475	\$480
Utility Adjustment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Adjusted Rent</b>	<b>\$360 - \$395</b>	<b>\$475</b>	<b>\$480</b>	<b>\$360</b>	<b>\$395</b>	<b>\$475</b>	<b>\$480</b>	<b>\$360</b>	<b>\$395</b>	<b>\$475</b>	<b>\$480</b>

3QTR 2007				4QTR 2007			
Studio / 1BA	1BR / 1BA	2BR / 1BA	2BR / 2BA	Studio / 1BA	1BR / 1BA	2BR / 1BA	2BR / 2BA
2	5	6	1	2	5	6	1
0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Yes							
\$360	\$395	\$475	\$480	\$360	\$395	\$475	\$480
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$360	\$395	\$475	\$480	\$360	\$395	\$475	\$480
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>\$360</b>	<b>\$395</b>	<b>\$475</b>	<b>\$480</b>	<b>\$360</b>	<b>\$395</b>	<b>\$475</b>	<b>\$480</b>

Trend: @50%	2QTR 2005			3QTR 2005				2QTR 2006			
	1BR / 1BA	2BR / 1BA	2BR / 2BA	Studio / 1BA	1BR / 1BA	2BR / 1BA	2BR / 2BA	Studio / 1BA	1BR / 1BA	2BR / 1BA	2BR / 2BA
# Units	21	26	3	1	20	26	3	1	20	26	3
Vacancy Rate	N/A	N/A	N/A	N/A	N/A	N/A	N/A	0.00%	0.00%	0.00%	0.00%
Waiting List	no	no	no	no	no	no	no	yes	yes	yes	yes
Face Rent	\$595 - \$665	\$790	\$800	\$595	\$665	\$790	\$800	\$595	\$665	\$790	\$800
Concession	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Concessed Face Rent	\$595 - \$665	\$790	\$800	\$595	\$665	\$790	\$800	\$595	\$665	\$790	\$800
Utility Adjustment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Adjusted Rent</b>	<b>\$595 - \$665</b>	<b>\$790</b>	<b>\$800</b>	<b>\$595</b>	<b>\$665</b>	<b>\$790</b>	<b>\$800</b>	<b>\$595</b>	<b>\$665</b>	<b>\$790</b>	<b>\$800</b>

3QTR 2007				4QTR 2007			
Studio / 1BA	1BR / 1BA	2BR / 1BA	2BR / 2BA	Studio / 1BA	1BR / 1BA	2BR / 1BA	2BR / 2BA
1	20	26	3	1	20	26	3
0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Yes							
\$595	\$665	\$790	\$800	\$595	\$665	\$790	\$800
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$595	\$665	\$790	\$800	\$595	\$665	\$790	\$800
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>\$595</b>	<b>\$665</b>	<b>\$790</b>	<b>\$800</b>	<b>\$595</b>	<b>\$665</b>	<b>\$790</b>	<b>\$800</b>

Trend: @60%	2QTR 2005	3QTR 2005	2QTR 2006		4QTR 2006			
	Studio / 1BA	1BR / 1BA	2BR / 1BA	2BR / 2BA	Studio / 1BA	1BR / 1BA	2BR / 1BA	2BR / 2BA
# Units	1	15	13	3	1	15	13	3

Vacancy Rate	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Waiting List	yes							
Face Rent	\$665	\$715	\$855	\$865	\$665	\$715	\$855	\$865
Concession	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Concessed Face Rent	\$665	\$715	\$855	\$865	\$665	\$715	\$855	\$865
Utility Adjustment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Adjusted Rent</b>	<b>\$665</b>	<b>\$715</b>	<b>\$855</b>	<b>\$865</b>	<b>\$665</b>	<b>\$715</b>	<b>\$855</b>	<b>\$865</b>

	3QTR 2007				4QTR 2007			
	Studio / 1BA	1BR / 1BA	2BR / 1BA	2BR / 2BA	Studio / 1BA	1BR / 1BA	2BR / 1BA	2BR / 2BA
	1	15	13	3	1	15	13	3
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Yes							
	\$665	\$715	\$855	\$865	\$665	\$715	\$855	\$865
	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	\$665	\$715	\$855	\$865	\$665	\$715	\$855	\$865
	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	<b>\$665</b>	<b>\$715</b>	<b>\$855</b>	<b>\$865</b>	<b>\$665</b>	<b>\$715</b>	<b>\$855</b>	<b>\$865</b>

	2QTR 2005			3QTR 2005				2QTR 2006			
Trend: Market	1BR / 1BA	2BR / 1BA	2BR / 2BA	Studio / 1BA	1BR / 1BA	2BR / 1BA	2BR / 2BA	Studio / 1BA	1BR / 1BA	2BR / 1BA	2BR / 2BA
# Units	10	3	11	2	8	3	11	2	8	3	11
Vacancy Rate	N/A	N/A	N/A	N/A	N/A	N/A	N/A	0.00%	0.00%	0.00%	0.00%
Waiting List	no	no	no	no	no	no	no	yes	yes	yes	yes
Face Rent	\$775 - \$975	\$1,345	\$1,395	\$775	\$975	\$1,345	\$1,395	\$775	\$975	\$1,345	\$1,395
Concession	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Concessed Face Rent	\$775 - \$975	\$1,345	\$1,395	\$775	\$975	\$1,345	\$1,395	\$775	\$975	\$1,345	\$1,395
Utility Adjustment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Adjusted Rent</b>	<b>\$775 - \$975</b>	<b>\$1,345</b>	<b>\$1,395</b>	<b>\$775</b>	<b>\$975</b>	<b>\$1,345</b>	<b>\$1,395</b>	<b>\$775</b>	<b>\$975</b>	<b>\$1,345</b>	<b>\$1,395</b>

	3QTR 2007				4QTR 2007			
	Studio / 1BA	1BR / 1BA	2BR / 1BA	2BR / 2BA	Studio / 1BA	1BR / 1BA	2BR / 1BA	2BR / 2BA
	2	8	3	11	2	8	3	11
	0.00%	0.00%	0.00%	9.10%	0.00%	12.50%	0.00%	9.10%
	No	No	No	No	No	No	No	No
	\$775	\$975	\$1,345	\$1,395	\$775	\$975	\$1,345	\$1,395
	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	\$775	\$975	\$1,345	\$1,395	\$775	\$975	\$1,345	\$1,395
	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	<b>\$775</b>	<b>\$975</b>	<b>\$1,345</b>	<b>\$1,395</b>	<b>\$775</b>	<b>\$975</b>	<b>\$1,345</b>	<b>\$1,395</b>

Vacancy Rates									
1Q2005	2Q2005	3Q2005	4Q2005	2Q2006	4Q2006	1Q2007	3Q2007	4Q2007	Overall Vacancy Rate
N/A	N/A	N/A	N/A	0.00%	2.50%	N/A	0.80%	1.70%	1.20%

**Comments**

**2QTR 2005** Antioch Manor Estates is a new LIHTC property, offering 130 efficiency, 1- and 2-bedroom units to residents 55 years old and older. Units are available at the 30%, 50%, and 54% AMI levels, as well as market rate. It has not yet been decided if they will be accepting Section 8. Ten units are designated for the home fund. Information on these units' specifics was not disclosed. No concession is offered, and there is no waiting list though one is expected in the future. Residents are coming from Dekalb county, and are restricted to 55 and older. Community amenities include a kitchen, cable, card room, computer lab, lounge, gazebo, and a porch with rocking chairs. Two-bedroom units have washer-dryer hook-ups. Housekeeping and access to a medical professional is offered for additional fees. There is also a laundry service.

**3QTR 2005** Antioch Manor Estates is a new LIHTC property, offering 130 efficiency, 1- and 2-bedroom units to residents 55 years old and older. Units consist of efficiencies, and one and two-bedroom floorplans. Units are available at the 30%, 50%, and 54% AMI levels, as well as market rate. It has not yet been decided if they will be accepting Section 8. Ten units are designated for the home fund. Information on these units' specifics was not disclosed. No concession is offered, and there is no waiting list though one is expected in the future. The property began accepting applications on June 15, 2005 and have already approved 40 applicants, but no one has moved in yet. Residents are coming from Dekalb county, and are restricted to 55 and older. Community amenities include a kitchen, cable, card room, computer lab, lounge, gazebo, and a porch with rocking chairs. Two-bedroom units have washer-dryer hook-ups. Housekeeping and access to a medical professional is offered for additional fees. There is also a laundry service.

**2QTR 2006** As of 6/23/2006: Antioch Manor is a senior LIHTC/Market rate property offering studio, one-, and two-bedroom units at 30 percent, 50 percent, and 60 percent AMI as well as market rate units and units with PBRA. This property opened in August 2005 and leased their last market rate unit in June 2006. Management indicated that the LIHTC units were the first to lease and were leased within six months of opening. The property manager stated that several tenants sold their homes or were previously living with children prior to moving to Antioch Manor. The current waiting list has a total of 541 households. For the LIHTC units, there are 263 households on the waiting list for one-bedroom units, 226 households for two-bedroom units, and 10 households for the studio units. The remaining households on the waiting list do not have a preference for bedroom type. Most tenants are single households and very few tenants are still working. Management also noted that 50 percent of tenants are from Dekalb County. The remaining 50 percent are from other areas of Georgia or are from out of state.

This property has a partnership with Lifespan Ministries, Inc. (a local non-profit) which provides additional special services to the residents. This includes weekly housekeeping and linen service (for an additional fee), health and wellness programs, activities such as strawberry picking, movies, etc. There is also an active resident association, exercise classes, and scheduled transportation taking residents to their appointments, shopping, and more. Additional amenities include a juice bar, snack room, gazebo, walking trails, audio/visual center, TV rooms on every floor, meditation room, arts & crafts room, library, and theatre-style movie room.

**4QTR 2006** The property manager indicated the market is strong. The tax credit rents are at the maximum allowable level and have a combined waiting list of 634 households.

**3QTR 2007** The property manager stated that there is a strong market for senior housing; the combined waiting list has approximately 750 households for the LIHTC units. The property manager reported that rents are not at the maximum allowable. The contact stated that tenants at the 30 and 50 percent AMI level could probably afford rents at the maximum but probably not at 60 percent. Demand is highest at the 30 percent level and the contact stated that there is not much demand at the 60 percent or market level. The contact also stated that having all utilities included in the rent makes monthly payments much easier for the tenants.

**4QTR 2007** The property manager stated that there is a strong market for senior housing; the combined waiting list has approximately 750 households for the LIHTC units. The property manager reported that rents are not at the maximum allowable due to previous management, however they plan to increase rents to the max in 2008. Demand is highest at the 30 percent level but there is now also demand at the 60 percent or market level.

## Property Profile Report

### Magnolia Circle

**Comp #** 2  
**Effective Rent Date** 9/20/2007  
**Created by** Debbie Bone (July 08, 2004 02:12 PDT)  
**Last updated by** Kristina Garcia (September 27, 2007 08:32 PDT)

**Location** 100 Dash Lewis Dr  
 Decatur, GA 30034  
 Dekalb County  
 (verified)  
**Distance** 6.5 miles  
**Units** 84  
**Vacant Units** 0  
**Vacancy Rate** 0.00%  
**Type** Garden (age-restricted)  
 (2 stories)  
**Year Built / Renovated** 2003 / n/a  
**Marketing Began** n/a  
**Leasing Began** 7/1/2003  
**Last Unit Leased** n/a  
**Major Competitors** None  
**Tenant Characteristics** 62+; 50% out of state  
 (NY); many from  
 Panola Rd (Decatur)  
 and Evans Mill Rd  
 (Lithonia) area



**Contact Name** Deborah Dent  
**Phone** 404-243-1553

### Market

<b>Program</b>	60%, Market	<b>Leasing Pace</b>	2 weeks
<b>Annual Turnover Rate</b>	3%	<b>Change in Rent (Past Year)</b>	None
<b>Units/Month Absorbed</b>	n/a	<b>Concession</b>	None
<b>Section 8 Tenants</b>	17%		

### Utilities

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



## Property Profile Report (page 3)

### Magnolia Circle

Comp # 2

#### Amenities

<b>In-Unit</b>	Balcony/Patio Blinds Carpeting Central A/C Coat Closet Dishwasher Garbage Disposal Hand Rails Oven Pull Cords Refrigerator Washer/Dryer hookup	<b>Security</b>	Patrol Perimeter Fencing
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<b>Property</b>	Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Central Laundry Off-Street Parking On-Site Management	<b>Premium</b>	none
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<b>Services</b>	none	<b>Other</b>	Social Director, Arts & Crafts Room
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#### Comments

Rents have remained the same since the last interview in July 2007. The property manager reported that demand is heavy for senior housing because there are not enough options for seniors in the Decatur/Stone Mountain/Lithonia area. Currently, there is a waiting list for all units and according to the last interview in July, the waiting list was 6 months to one year long. Turnover is low and is usually due to death or the need to move into assisted living, which is typical for senior properties. Units at 50 percent are in the most demand. The contact also stated that tenants at Magnolia Circle like that the property is 62 and older because seniors who are still in their fifties tend to be employed still, which changes the social dynamic at the property for them.



# Units	N/A	N/A	2	9	6	11	6	11
Vacancy Rate	N/A	N/A	50.00%	0.00%	16.70%	0.00%	0.00%	0.00%
Waiting List	no	no	none	none	none	none	6months - 1yr	6 months -1yr
Face Rent	\$720 - \$760	\$815	\$720	\$815	\$720	\$815	\$720	\$815
Concession	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Concessed Face Rent	\$720 - \$760	\$815	\$720	\$815	\$720	\$815	\$720	\$815
Utility Adjustment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Adjusted Rent</b>	<b>\$720 - \$760</b>	<b>\$815</b>	<b>\$720</b>	<b>\$815</b>	<b>\$720</b>	<b>\$815</b>	<b>\$720</b>	<b>\$815</b>

	1QTR 2007		3QTR 2007	
	1BR / 1BA	2BR / 2BA	1BR / 1BA	2BR / 2BA
	6	11	6	11
	16.70%	9.10%	0.00%	0.00%
	6months - 1yr	6 months - 1yr	Yes	Yes
	\$720	\$815	\$720	\$815
	\$0	\$0	\$0	\$0
	\$720	\$815	\$720	\$815
	\$0	\$0	\$116	\$149
	<b>\$720</b>	<b>\$815</b>	<b>\$836</b>	<b>\$964</b>

Vacancy Rates									
1Q2005	2Q2005	3Q2005	4Q2005	2Q2006	4Q2006	1Q2007	3Q2007	4Q2007	Overall Vacancy Rate
0.00%	4.80%	4.80%	N/A	2.40%	N/A	4.80%	0.00%	N/A	2.80%

#### Comments

**1QTR 2005** Current Interview: (1/12/05) The vacancy level is zero compared to the previous one vacancy. Management stated that leasing pace could be as quickly as three days but many do not bring all necessary paper work. The rents have remained the same and they are not offering concessions. They are also not keeping a waiting list because applications expire after a certain amount of time. She believes that the property could get higher rents because there is a demand for senior housing but the owner has not requested that from the housing authority and will not this year. There are approximately a dozen or so tenants that use Section 8 vouchers compared to the previous 21 percent.

Previous Interview: (8/30/04) Magnolia Court began leasing in July 2003. However, the property was completed and ready for occupancy in January 2004. Currently, the property is 99 percent occupied. We were unable to determine the exact date which the property reached stabilized occupancy. Therefore, the absorption pace has been estimated at 14 units per month. Aside from an on-site banner, there was no marketing. The property manager was unable to provide an exact unit breakdown. As a result, the unit breakdown illustrated is an estimate provided by the property manager. Reportedly, 50 percent of the residents sold their homes prior to moving to the property. Most of the remaining residents were living with family before relocating to the property. Only a small portion transitioned from other apartment complexes. Tenants range in age from 62 to 92 years old on average. Only two units have been vacated since January, both due to the passing of the resident. Management reports that there is very high demand for their units, especially market and two-bedroom units. Additionally, management does not believe that the property has any real competitors since they are the only senior property in the immediate area. There are 74 units which are income restricted and 10 are market. Currently, there is 50 people on the waiting list.

This property is located in the Southwest DeKalb submarket.

**2QTR  
2005**

Current Interview: Magnolia Circle is a garden style community with 84 units and 4 vacant units. Of the 84 units 32 are one bedroom units and 52 are two bedroom units. There are a total of 11 market units, of which 9 are two bedrooms. The property manager estimated that 70% of tenants are from Dekalb County, 3% are from out of state, and the rest are from other parts of Georgia. Rental rates on market one bedroom units is actually a range from \$700-815. Rental rates on two bedroom market rate units is a range from \$720-815. Square footage on one bedroom units is a range from 690-760 sq/ft. Square footage on two bedroom units is a range from 1,000-1,030 sq/ft.

1/12/05: The vacancy level is zero compared to the previous one vacancy. Management stated that leasing pace could be as quickly as three days but many do not bring all necessary paper work. The rents have remained the same and they are not offering concessions. They are also not keeping a waiting list because applications expire after a certain amount of time. She believes that the property could get higher rents because there is a demand for senior housing but the owner has not requested that from the housing authority and will not this year. There are approximately a dozen or so tenants that use Section 8 vouchers compared to the previous 21 percent.

Previous Interview: (8/30/04) Magnolia Court began leasing in July 2003. However, the property was completed and ready for occupancy in January 2004. Currently, the property is 99 percent occupied. We were unable to determine the exact date which the property reached stabilized occupancy. Therefore, the absorption pace has been estimated at 14 units per month. Aside from an on-site banner, there was no marketing. The property manager was unable to provide an exact unit breakdown. As a result, the unit breakdown illustrated is an estimate provided by the property manager. Reportedly, 50 percent of the residents sold their homes prior to moving to the property. Most of the remaining residents were living with family before relocating to the property. Only a small portion transitioned from other apartment complexes. Tenants range in age from 62 to 92 years old on average. Only two units have been vacated since January, both due to the passing of the resident. Management reports that there is very high demand for their units, especially market and two-bedroom units. Additionally, management does not believe that the property has any real competitors since they are the only senior property in the immediate area. There are 74 units which are income restricted and 10 are market. Currently, there is 50 people on the waiting list.

This property is located in the Southwest DeKalb submarket.

**3QTR  
2005**

Current Interview: Magnolia Circle is a garden style community with 84 units and 4 vacant units. Of the 84 units 32 are one bedroom units and 52 are two bedroom units. There are a total of 11 market units, of which 9 are two bedrooms. The property manager estimated that 70% of tenants are from Dekalb County, 3% are from out of state, and the rest are from other parts of Georgia. Rental rates on market rate one bedroom units range from \$700-815. Rental rates on two bedroom market rate units range from \$720-815. Square footage on one bedroom units is a range from 690-760 sq/ft. Square footage on two bedroom units is a range from 1,000-1,030 sq/ft.

1/12/05: The vacancy level is zero compared to the previous one vacancy. Management stated that leasing pace could be as quickly as three days but many do not bring all necessary paper work. The rents have remained the same and they are not offering concessions. They are also not keeping a waiting list because applications expire after a certain amount of time. She believes that the property could get higher rents because there is a demand for senior housing but the owner has not requested that from the housing authority and will not this year. There are approximately a dozen or so tenants that use Section 8 vouchers compared to the previous 21 percent.

Previous Interview:  
(8/30/04) Magnolia Court began leasing in July 2003. However, the property was completed and ready for occupancy in January 2004. Currently, the property is 99 percent occupied. We were unable to determine the exact date which the property reached stabilized occupancy. Therefore, the absorption pace has been estimated at 14 units per month. Aside from an on-site banner, there was no marketing. The property manager was unable to provide an exact unit breakdown. As a result, the unit breakdown illustrated is an estimate provided by the property manager. Reportedly, 50 percent of the residents sold their homes prior to moving to the property. Most of the remaining residents were living with family before relocating to the property. Only a small portion transitioned from other apartment complexes. Tenants range in age from 62 to 92 years old on average. Only two units have been vacated since January, both due to the passing of the resident. Management reports that there is very high demand for their units, especially market and two-bedroom units. Additionally, management does not believe that the property has any real competitors since they are the only senior property in the immediate area. There are 74 units which are income restricted and 10 are market. Currently, there is 50 people on the waiting list.

This property is located  
in the Southwest DeKalb submarket.

**2QTR 2006** Current Interview (06/14/06): Magnolia Circle is a senior property with both market rate and tax credit units. The property currently has two units available. Both vacant units are two-bedroom, 50 percent AMI units. All other units have a waiting list of six months to one year. Annual turnover is low, at an estimated two percent. No local changes were noted by management. Because the property is usually at 100 percent occupancy, no Hurricane Katrina evacuees were accepted. Most tenants are from the Atlanta metro area, with some from out of state. The management stated that approximately 70 percent of their tenants are from Dekalb County, three percent are from out of state and the remaining tenants are from other areas within Georgia. The property manager also noted that approximately 50 percent of their tenants sold homes prior to moving into the community and that most of the other residents were living with family members prior to moving in.

**1QTR 2007** Contact said that the market is really good for the property right now.

**3QTR 2007** Rents have remained the same since the last interview in July 2007. The property manager reported that demand is heavy for senior housing because there are not enough options for seniors in the Decatur/Stone Mountain/Lithonia area. Currently, there is a waiting list for all units and according to the last interview in July, the waiting list was 6 months to one year long. Turnover is low and is usually due to death or the need to move into assisted living, which is typical for senior properties. Units at 50 percent are in the most demand. The contact also stated that tenants at Magnolia Circle like that the property is 62 and older because seniors who are still in their fifties tend to be employed still, which changes the social dynamic at the property for them.

## Property Profile Report

### Retreat At Madison Place (fka Ashton Grove)

**Comp #** 3  
**Effective Rent Date** 12/10/2007  
**Created by** Abby Cohen (June 18, 2004 08:31 PDT)  
**Last updated by** Brittany Selden (December 14, 2007 05:24 PST)

**Location** 3907 Redwing Circle  
 Decatur, GA 30032  
 Dekalb County  
 (verified)  
**Distance** 3.3 miles  
**Units** 160  
**Vacant Units** 2  
**Vacancy Rate** 1.30%  
**Type** Garden (age-restricted)  
 (4 stories)  
**Year Built / Renovated** 2007 / n/a  
**Marketing Began** n/a  
**Leasing Began** n/a  
**Last Unit Leased** n/a  
**Major Competitors** None as of yet  
**Tenant Characteristics** Most btwn 55-62; 60%+  
 previous homeowners;  
 tenants from downtown  
 ATL, Decatur, Stn Mtn,  
 Lithonia; 10% out of  
 state (AL, NY, CA), 5%  
 employed



**Contact Name** J.J.  
**Phone** (404) 289-8393

### Market

<b>Program</b>	60%	<b>Leasing Pace</b>	1-2 weeks
<b>Annual Turnover Rate</b>	N/A	<b>Change in Rent (Past Year)</b>	N/Ap
<b>Units/Month Absorbed</b>	14.4	<b>Concession</b>	None
<b>Section 8 Tenants</b>	65%		

### Utilities

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



## Property Profile Report (page 3)

### Retreat At Madison Place (fka Ashton Grove)

Comp # 3

#### Amenities

<b>In-Unit</b>	Blinds Carpeting Central A/C Coat Closet Dishwasher Ceiling Fan Garbage Disposal Hand Rails Oven Pull Cords Refrigerator Washer/Dryer hookup	<b>Security</b>	Intercom (Buzzer) Intercom (Phone) Limited Access
<b>Property</b>	Parking spaces: 160 Clubhouse/Meeting Room/Community Room Elevators Exercise Facility Central Laundry Off-Street Parking On-Site Management Picnic Area Theatre	<b>Premium</b>	Home Health Aid
<b>Services</b>	Adult Education Shuttle Service	<b>Other</b>	Walking trails, game room

#### Comments

The property opened in January 2007 and 2 units remain to be leased; therefore, the property just leased up and is currently 98.75 percent occupied. The contact stated that demand is high and that the senior housing market in the area can support another development. The contact could not estimate the number of HCV tenants, therefore the percentage obtained from a previous interview (Sept. 2007) was kept. Demand is highest for first-floor, one-bedroom units; currently there is a waiting list of over 100 households for these units. Most tenants want the one-bedroom units because they want privacy and according to the contact, they do not want visitors and grandchildren to come stay with them.

## Property Profile Report (page 4)

### Retreat At Madison Place (fka Ashton Grove) Trend Report

Trend: @60%	1QTR 2005		3QTR 2007		4QTR 2007	
	1BR / 1BA	2BR / 2BA	1BR / 1BA	2BR / 2BA	1BR / 1BA	2BR / 2BA
# Units	40	120	40	120	40	120
Vacancy Rate	0.00%	0.00%	N/A	N/A	0.00%	1.70%
Waiting List			No	No	100 HH for 1 BR	No
Face Rent	\$615	\$735	\$640	\$750	\$640	\$750
Concession	\$0	\$0	\$0	\$0	\$0	\$0
Concessed Face Rent	\$615	\$735	\$640	\$750	\$640	\$750
Utility Adjustment	\$0	\$0	\$116	\$149	\$116	\$149
<b>Adjusted Rent</b>	<b>\$615</b>	<b>\$735</b>	<b>\$756</b>	<b>\$899</b>	<b>\$756</b>	<b>\$899</b>

Vacancy Rates									
1Q2005	2Q2005	3Q2005	4Q2005	2Q2006	4Q2006	1Q2007	3Q2007	4Q2007	Overall Vacancy Rate
0.00%	N/A	N/A	N/A	N/A	N/A	N/A	9.40%	1.30%	3.50%

#### Comments

**1QTR 2005** N/A

#### **3QTR 2007**

The property opened in January 2007 and approximately 15 units remain to be leased; therefore, the property just leased up and is currently 90.6 percent occupied. The contact stated that demand is high and that the senior housing market in the area can support another development next door to the Retreat at Madison. The contact also stated that there is a high HCV rate at the property because tenants cannot afford the 60 percent rents with their fixed income alone; many have families who help pay rent. The out-of-state tenants are moving to Atlanta to be closer to their adult children. Demand is highest for first-floor, one-bedroom units and the contact stated that a development with units set at 40 percent AMI would better suit tenants' income levels. Of the community amenities offered, seniors at the property enjoy the theater and exercise facility the most and they would like to have a swimming pool.

#### **4QTR 2007**

The property opened in January 2007 and 2 units remain to be leased; therefore, the property just leased up and is currently 98.75 percent occupied. The contact stated that demand is high and that the senior housing market in the area can support another development. The contact could not estimate the number of HCV tenants, therefore the percentage obtained from a previous interview (Sept. 2007) was kept. Demand is highest for first-floor, one-bedroom units; currently there is a waiting list of over 100 households for these units. Most tenants want the one-bedroom units because they want privacy and according to the contact, they do not want visitors and grandchildren to come stay with them.

# Property Profile Report

## Clairmont Crest

**Comp #** 4  
**Effective Rent Date** 9/20/2007  
**Created by** Charis Cochran (June 20, 2005 07:53 PDT)  
**Last updated by** Kristina Garcia (September 20, 2007 15:15 PDT)

**Location** 1861 Clairmont Road  
Decatur, GA 30033  
DeKalb County  
(verified)

**Distance** 12.4 miles  
**Units** 213  
**Vacant Units** 6  
**Vacancy Rate** 2.80%  
**Type** Midrise (age-restricted)  
(5 stories)

**Year Built / Renovated** 1985 / n/a  
**Marketing Began** n/a  
**Leasing Began** n/a  
**Last Unit Leased** n/a  
**Major Competitors** Clairmont Place,  
Williamsburg

**Tenant Characteristics** Elderly, generally  
singles from the county,  
average age being 70.

**Contact Name** Shannon  
**Phone** 404-325-9077



## Market

<b>Program</b>	Market	<b>Leasing Pace</b>	2 weeks
<b>Annual Turnover Rate</b>	8%	<b>Change in Rent (Past Year)</b>	Inc. 2% in 2007
<b>Units/Month Absorbed</b>	n/a	<b>Concession</b>	None
<b>Section 8 Tenants</b>	0%		

## Utilities

<b>A/C</b>	not included -- wall	<b>Other Electric</b>	not included
<b>Cooking</b>	not included -- electric	<b>Water</b>	included
<b>Water Heat</b>	not included -- electric	<b>Sewer</b>	included
<b>Heat</b>	not included -- electric	<b>Trash Collection</b>	included



## Property Profile Report (page 3)

### Clairmont Crest

**Comp #** 4

#### Amenities

<b>In-Unit</b>	Blinds Carpeting Coat Closet Dishwasher Garbage Disposal Oven Refrigerator Trash Compactor Walk-In Closet Washer/Dryer hookup	<b>Security</b>	Limited Access
<b>Property</b>	Elevators Garage (fee: \$25.00) Off-Street Parking On-Site Management Swimming Pool	<b>Premium</b>	Hairdresser / Barber Medical Professional
<b>Services</b>	Shuttle Service	<b>Other</b>	none

#### Comments

All rents have increased by \$15 in 2007. Since the last interview in December 2006, the reported vacancy rate has decreased from 9.4 percent to 2.8 percent. Turnover rate and leasing pace are current as of December 2006.

## Property Profile Report (page 4)

### Clairmont Crest Trend Report

Trend: Market	2QTR 2005			4QTR 2005			2QTR 2006			4QTR 2006		
	1BR / 1BA	2BR / 2BA	Studio / 1BA	1BR / 1BA	2BR / 2BA	Studio / 1BA	1BR / 1BA	2BR / 2BA	Studio / 1BA	1BR / 1BA	2BR / 2BA	
# Units	173	40	40	133	40	40	133	40	40	133	40	
Vacancy Rate	20.20%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	0.00%	15.00%	0.00%	
Waiting List	no	yes	no	no	yes	no	no	yes	no	no	6	
Face Rent	\$625 - \$705	\$840	\$625	\$705	\$840	\$640	\$720	\$855	\$640	\$720	\$855	
Concession	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Concessed Face Rent	\$625 - \$705	\$840	\$625	\$705	\$840	\$640	\$720	\$855	\$640	\$720	\$855	
Utility Adjustment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
<b>Adjusted Rent</b>	<b>\$625 - \$705</b>	<b>\$840</b>	<b>\$625</b>	<b>\$705</b>	<b>\$840</b>	<b>\$640</b>	<b>\$720</b>	<b>\$855</b>	<b>\$640</b>	<b>\$720</b>	<b>\$855</b>	
<b>3QTR 2007</b>												
	<b>Studio / 1BA</b>	<b>1BR / 1BA</b>	<b>2BR / 2BA</b>									
	40	133	40									
	0.00%	4.50%	0.00%									
	No	No	No									
	\$655	\$735	\$870									
	\$0	\$0	\$0									
	\$655	\$735	\$870									
	\$83	\$116	\$149									
	<b>\$738</b>	<b>\$851</b>	<b>\$1,019</b>									

#### Vacancy Rates

1Q2005	2Q2005	3Q2005	4Q2005	2Q2006	4Q2006	1Q2007	3Q2007	4Q2007	Overall Vacancy Rate
N/A	16.40%	N/A	4.20%	7.00%	9.40%	N/A	2.80%	N/A	8.00%

#### Comments

- 2QTR 2005** Clairmont Crest is a 20 yr. old market rate property accepting seniors over the age of 50. There are two five-story buildings on the property. Studio and one- and two-bedroom apartments are offered. A vacant unit may be turned in seven days. The manager is too new to know the annual turnover rate, and is presently offering a gift of \$100 off next month's rent with a referral. Major competitors are Clairmont Place and Williamsburg. Tenants are typically singles from Dekalb around the age of 70. Many are coming from the competitors. There are few couples, and few from out of state.
- 4QTR 2005** 12/02/2005-The property manager told me that the rents will be raised by \$15 for each apartment on February 1st. The occupancy is currently running so high because they are owned or run by a baptist organization so 26 rooms are currently being occupied by people from the New Orleans baptist group. The manager also said that over the next year all these people should have moved out but they will not all move out at one time and she expects to rent the units out as these tenants leave and maintain a 95 percent occupancy rate.
- 06/20/2005-Clairmont Crest is a 20 yr. old market rate property accepting seniors over the age of 50. There are two five-story buildings on the property. Studio and one- and two-bedroom apartments are offered. A vacant unit may be turned in seven days. The manager is too new to know the annual turnover rate, and is presently offering a gift of \$100 off next month's rent with a referral. Major competitors are Clairmont Place and Williamsburg. Tenants are typically singles from Dekalb around the age of 70. Many are coming from the competitors. There are few couples, and few from out of state.
- 2QTR 2006** June 2006- The property manager stated that vacancy has increased slightly as a group from New Orleans has moved out. Rents have increased \$15, or two percent, on all units since December 2005. Most tenants are either from the Atlanta metro area or from out of state. There are several from out of state relocating to be closer to children that live in the Atlanta area.

**4QTR** 12/12/2006: All of the 20 vacancies are in the one-bedroom, one-bath apartments. Six families are on the waiting  
**2006** list for the two-bedroom, two-bath units. This property does not accept Section 8 vouchers.

**3QTR** All rents have increased by \$15 in 2007. Since the last interview in December 2006, the reported vacancy rate has  
**2007** decreased from 9.4 percent to 2.8 percent. Turnover rate and leasing pace are current as of December 2006.

## Property Profile Report

### Wildwood At Stone Mountain

**Comp #** 5  
**Effective Rent Date** 12/10/2007  
**Created by** Astrid Garcia (January 12, 2005 12:57 PST)  
**Last updated by** Brittany Selden (December 10, 2007 11:41 PST)

**Location** 6097 Memorial Drive  
 Stone Mountain, GA 30083  
 Dekalb County  
**Distance** 8.9 miles  
**Units** 298  
**Vacant Units** 12  
**Vacancy Rate** 4.00%  
**Type** Garden  
 (3 stories)  
**Year Built / Renovated** 2001 / n/a  
**Marketing Began** n/a  
**Leasing Began** n/a  
**Last Unit Leased** n/a  
**Major Competitors** The Point and The  
 Weatherly  
**Tenant Characteristics** Most are local; majority  
 between the ages of 26-  
 38; some seniors  
**Contact Name** Terry  
**Phone** 770-465-0462



### Market

<b>Program</b>	Market	<b>Leasing Pace</b>	Mostly pre-lease
<b>Annual Turnover Rate</b>	28%	<b>Change in Rent (Past Year)</b>	None
<b>Units/Month Absorbed</b>	n/a	<b>Concession</b>	Discounted rents on all units- see comments
<b>Section 8 Tenants</b>	N/A		

### Utilities

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



## Property Profile Report (page 3)

### Wildwood At Stone Mountain

Comp # 5

#### Amenities

<b>In-Unit</b>	Balcony/Patio Blinds Carpeting Central A/C Coat Closet Dishwasher Ceiling Fan Garbage Disposal Oven Refrigerator Vaulted Ceilings Walk-In Closet Washer/Dryer hookup	<b>Security</b>	In-Unit Alarm Intercom (Buzzer) Intercom (Phone) Intercom (Video) Limited Access
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<b>Property</b>	Clubhouse/Meeting Room/Community Room Exercise Facility Central Laundry On-Site Management Playground Swimming Pool	<b>Premium</b>	none
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<b>Services</b>	none	<b>Other</b>	none
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#### Comments

Management is currently offering concessions on all units. Rents have remained the same for well over one year; each month the concessions change (by unit type).

## Property Profile Report (page 4)

### Wildwood At Stone Mountain Trend Report

Trend: Market	1QTR 2005				2QTR 2006				4QTR 2007			
	1BR / 1BA	2BR / 1BA	2BR / 2BA	3BR / 2BA	1BR / 1BA	2BR / 1BA	2BR / 2BA	3BR / 2BA	1BR / 1BA	2BR / 1BA	2BR / 2BA	
# Units	83	83	99	33	83	83	99	33	83	83	99	
Vacancy Rate	N/A	N/A	N/A	N/A	4.80%	3.60%	1.00%	0.00%	9.60%	3.60%	0.00%	
Waiting List					No							
Face Rent	\$760	\$810	\$880	\$1,000	\$780	\$820	\$890	\$1,010	\$780	\$820	\$890	
Concession	\$126	\$136	\$146	\$100	\$130	\$120	\$130	\$160	\$120	\$120	\$120	
Concessed Face Rent	\$634	\$674	\$734	\$900	\$650	\$700	\$760	\$850	\$660	\$700	\$770	
Utility Adjustment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$132	\$169	\$169	
<b>Adjusted Rent</b>	<b>\$634</b>	<b>\$674</b>	<b>\$734</b>	<b>\$900</b>	<b>\$650</b>	<b>\$700</b>	<b>\$760</b>	<b>\$850</b>	<b>\$792</b>	<b>\$869</b>	<b>\$939</b>	

Vacancy Rates									
1Q2005	2Q2005	3Q2005	4Q2005	2Q2006	4Q2006	1Q2007	3Q2007	4Q2007	Overall Vacancy Rate
2.30%	N/A	N/A	N/A	2.70%	N/A	N/A	N/A	4.00%	3.00%

#### Comments

**1QTR 2005** Current Interview: (1/12/05) the vacancies have decreased from their previous 24 vacant units to seven vacancies. The rents have remained the same and the concession now are reduced rents of \$634 for the one-bedroom, \$674 for the two-bedroom/one bath, \$734 for the two-bedroom/two bath and \$900 for the three bedroom units. The previous concession was two months free off one and two bedrooms and one and a half month free off the three bedroom units. The concessions are almost identical except that the three bedroom units have less discounted.

#### Previous

Interview: (8/30/04) This property was originally interviewed in June, 2004. The occupancy rate is 92 percent, which is a decrease from its typical occupancy of 95 to 96 percent. The rents and concessions have stayed the same since June. Most of the tenants are from Stone Mountain or other parts of Dekalb County. Management reported turnover rate to be approximately 24 percent annually. The manager was unable to provide the number of vacancies for individual units.

**2QTR 2006** Current Interview(06/16/06): Rent on all units has increased between one and 2.6 percent since the last interview. Management is currently offering reduced rents on all units. One-bedroom units can be rented for \$650, two-bedroom, one-bath units can be rented for \$700, two-bedroom, two bath units can be rented for \$760, and three-bedroom units can be rented for \$850. The current special will run for one month. There are nine vacancies, all of which are one- and two-bedroom units. The property does not accept Section 8 vouchers. Management stated that most tenants are from the local area and tend to fall between the ages of 26 and 38. The property initially had six Hurricane Katrina evacuees, but only three are still residing at the property.

**4QTR 2007** Management is currently offering concessions on all units. Rents have remained the same for well over one year; each month the concessions change (by unit type).

## Property Profile Report

### Williamsburg Senior Apartments

**Comp #** 6  
**Effective Rent Date** 12/12/2007  
**Created by** Ebonique Robinson (January 03, 2005 09:39 PST)  
**Last updated by** Brittany Selden (December 14, 2007 05:54 PST)

**Location** 1060 N. Jamestown Road  
Decatur, GA 30033  
DeKalb County  
(verified)  
**Distance** 12 miles  
**Units** 416  
**Vacant Units** 29  
**Vacancy Rate** 7.00%  
**Type** Various (age-restricted)  
(2 stories)  
**Year Built / Renovated** 1970s/2005 / n/a  
**Marketing Began** n/a  
**Leasing Began** n/a  
**Last Unit Leased** 3/12/2005  
**Major Competitors** Clairmont Crest  
**Tenant Characteristics** 80% seniors and 20%  
non-seniors from all  
over the county.



**Contact Name** Lissette  
**Phone** 404.634.1234

### Market

<b>Program</b>	Market	<b>Leasing Pace</b>	3-4 weeks
<b>Annual Turnover Rate</b>	22%	<b>Change in Rent (Past Year)</b>	Fluctuates monthly
<b>Units/Month Absorbed</b>	n/a	<b>Concession</b>	None
<b>Section 8 Tenants</b>	0%		

### Utilities

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

## Property Profile Report (page 2)

### Williamsburg Senior Apartments

Comp #

6

#### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?	Range
0	1	Midrise	N/A	397	\$700	\$0	Market	Yes	0	N/A	n/a	
1	1	Garden	N/A	736	\$750	\$0	Market	Yes	0	N/A	n/a	
1	1	Garden	N/A	889	\$775	\$0	Market	Yes	0	N/A	n/a	
1	1	Garden	N/A	1,120	\$850	\$0	Market	Yes	0	N/A	n/a	
2	1.5	Garden	N/A	1,020	\$990	\$0	Market	Yes	N/A	N/A	n/a	
2	1.5	Townhouse	N/A	977	\$850	\$0	Market	No	N/A	N/A	n/a	
2	1.5	Townhouse	N/A	1,147	\$950	\$0	Market	No	N/A	N/A	n/a	
2	2	Garden	N/A	1,141	\$915	\$0	Market	No	N/A	N/A	n/a	
2	2	Midrise	N/A	1,236	\$1,100	\$0	Market	No	N/A	N/A	n/a	
2	2	Midrise	N/A	1,376	\$1,150	\$0	Market	No	N/A	N/A	n/a	
2	2	Midrise	N/A	1,135	\$993	\$0	Market	No	N/A	N/A	n/a	AVG
3	2	Garden	N/A	1,244	\$1,025	\$0	Market	No	N/A	N/A	n/a	
3	2	Garden	N/A	1,502	\$1,050	\$0	Market	No	N/A	N/A	n/a	
3	2	Garden	N/A	1,654	\$1,080	\$0	Market	No	N/A	N/A	n/a	
3	2	Garden	N/A	1,662	\$1,200	\$0	Market	No	N/A	N/A	n/a	
3	2	Garden	N/A	1,792	\$1,250	\$0	Market	No	N/A	N/A	n/a	
3	2	Midrise	N/A	1,512	\$1,200	\$0	Market	No	N/A	N/A	n/a	

#### Unit Mix: Market

	Studio / 1BA	1BR / 1BA	2BR / 1.5BA	2BR / 2BA	3BR / 2BA						
Face Rent	\$700	\$750 - \$850	\$850 - \$990	\$915 - \$1,150	\$1,025 - \$1,250						
Concession	\$0	\$0	\$0	\$0	\$0						
Concessed Face Rent	\$700	\$750 - \$850	\$850 - \$990	\$915 - \$1,150	\$1,025 - \$1,250						
Utility Adjustment	\$126	\$167	\$209	\$209	\$253						
<b>Adjusted Rent</b>	<b>\$826</b>	<b>\$917 - \$1,017</b>	<b>\$1,059 - \$1,199</b>	<b>\$1,124 - \$1,359</b>	<b>\$1,278 - \$1,503</b>						

## Property Profile Report (page 3)

### Williamsburg Senior Apartments

Comp # 6

#### Amenities

<b>In-Unit</b>	Balcony/Patio Blinds Carpeting Central A/C Dishwasher Fireplace Garbage Disposal Oven Refrigerator Walk-In Closet Washer/Dryer hookup	<b>Security</b>	none
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<b>Property</b>	Clubhouse/Meeting Room/Community Room Exercise Facility Central Laundry Off-Street Parking On-Site Management Swimming Pool	<b>Premium</b>	none
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<b>Services</b>	Shuttle Service	<b>Other</b>	wellness center, pool table, piano, library
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#### Comments

The leasing agent could not report the change in rents because rents fluctuate frequently based on the market. Currently there are twenty-nine vacancies, all of which are two-bedroom units that are not located on the ground floor. Previously this property was split with 80 percent of tenants age 55 and older, and 20 percent ages 21-54. Recently the younger aged population demand increased and the property is at its 20 percent maximum. Now the property is only accepting applications from seniors. None of the vacant units are on the ground floor and none have only one bedroom. These two features, according to management, are the most popular with the senior population. This explains the high vacancy number. Management hopes that at the end of the Emory University school year this spring, young (student) residents with ground floor units will move out, and in the future they can give those to senior tenants. Some townhome units have gas utilities while others have electric. Contact mentioned most tenants have lived on the property for years and there is a strong community among residents. The Wellness Center is open two days a week, and a free shuttle (part of the MARTA system) comes three times a week to take residents to local shopping. Residents have a Bible study group, a writers' group and regular exercise classes. The residents association often organizes social events such as tea parties, dinners and fashion shows.

**Property Profile Report (page 4)**

**Williamsburg Senior Apartments Trend Report**

Trend: Market	2QTR 2005					3QTR 2005					Studio / 1BA
	Studio / 1BA	1BR / 1BA	2BR / 1.5BA	2BR / 2BA	3BR / 2BA	Studio / 1BA	1BR / 1BA	2BR / 1.5BA	2BR / 2BA	3BR / 2BA	
# Units	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Vacancy Rate	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Waiting List	none					none					none
Face Rent	\$545	\$695 - \$850	\$825 - \$940	\$970 - \$1,110	\$1,010 - \$1,195	\$545	\$695 - \$850	\$825 - \$940	\$970 - \$1,110	\$1,010 - \$1,195	\$545
Concession	\$0	\$0 - \$105	\$0 - \$185	\$0 - \$185	\$20 - \$170	\$0	\$0 - \$105	\$0 - \$185	\$0 - \$185	\$20 - \$170	\$0
Concessed Face Rent	\$545	\$695 - \$745	\$755 - \$825	\$785 - \$1,010	\$840 - \$1,105	\$545	\$695 - \$745	\$755 - \$825	\$785 - \$1,010	\$840 - \$1,105	\$545
Utility Adjustment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Adjusted Rent</b>	<b>\$545</b>	<b>\$695 - \$745</b>	<b>\$755 - \$825</b>	<b>\$785 - \$1,010</b>	<b>\$840 - \$1,105</b>	<b>\$545</b>	<b>\$695 - \$745</b>	<b>\$755 - \$825</b>	<b>\$785 - \$1,010</b>	<b>\$840 - \$1,105</b>	<b>\$545</b>
	4QTR 2006					3QTR 2007					Studio / 1BA
	Studio / 1BA	1BR / 1BA	2BR / 1.5BA	2BR / 2BA	3BR / 2BA	Studio / 1BA	1BR / 1BA	2BR / 1.5BA	2BR / 2BA	3BR / 2BA	
	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
					Yes - 1 HH	Yes	Yes	No, Yes	No	No	Yes
	\$545	\$695 - \$850	\$825 - \$940	\$950 - \$1,110	\$1,010 - \$1,150	\$700	\$750 - \$850	\$850 - \$990	\$915 - \$1,150	\$1,025 - \$1,250	\$700
	\$0	\$0	\$0 - \$130	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	\$545	\$695 - \$850	\$810 - \$910	\$950 - \$1,110	\$1,010 - \$1,150	\$700	\$750 - \$850	\$850 - \$990	\$915 - \$1,150	\$1,025 - \$1,250	\$700
	\$0	\$0	\$0	\$0	\$0	\$126	\$167	\$209	\$209	\$253	\$126
	<b>\$545</b>	<b>\$695 - \$850</b>	<b>\$810 - \$910</b>	<b>\$950 - \$1,110</b>	<b>\$1,010 - \$1,150</b>	<b>\$826</b>	<b>\$917 - \$1,017</b>	<b>\$1,059 - \$1,199</b>	<b>\$1,124 - \$1,359</b>	<b>\$1,278 - \$1,503</b>	<b>\$826</b>

Vacancy Rates									
1Q2005	2Q2005	3Q2005	4Q2005	2Q2006	4Q2006	1Q2007	3Q2007	4Q2007	Overall Vacancy Rate
N/A	3.60%	2.90%	8.90%	4.80%	6.00%	N/A	2.20%	7.00%	5.00%

**Comments**



4QTR 2005				2QTR 2006				
1BR / 1BA	2BR / 1.5BA	2BR / 2BA	3BR / 2BA	Studio / 1BA	1BR / 1BA	2BR / 1.5BA	2BR / 2BA	3BR / 2BA
N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
\$695 - \$850	\$825 - \$940	\$970 - \$1,110	\$1,010 - \$1,195	\$545	\$695 - \$850	\$825 - \$940	\$950 - \$1,110	\$1,010 - \$1,150
\$0 - \$105	\$0 - \$185	\$0 - \$185	\$20 - \$170	\$0	\$0 - \$6	\$6	\$0 - \$6	\$0 - \$6
\$695 - \$745	\$755 - \$825	\$785 - \$1,010	\$840 - \$1,105	\$545	\$695 - \$844	\$819 - \$934	\$944 - \$1,110	\$1,004 - \$1,150
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>\$695 - \$745</b>	<b>\$755 - \$825</b>	<b>\$785 - \$1,010</b>	<b>\$840 - \$1,105</b>	<b>\$545</b>	<b>\$695 - \$844</b>	<b>\$819 - \$934</b>	<b>\$944 - \$1,110</b>	<b>\$1,004 - \$1,150</b>

4QTR 2007			
1BR / 1BA	2BR / 1.5BA	2BR / 2BA	3BR / 2BA
N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A
Yes	No, Yes	No	No
\$750 - \$850	\$850 - \$990	\$915 - \$1,150	\$1,025 - \$1,250
\$0	\$0	\$0	\$0
\$750 - \$850	\$850 - \$990	\$915 - \$1,150	\$1,025 - \$1,250
\$167	\$209	\$209	\$253
<b>\$917 - \$1,017</b>	<b>\$1,059 - \$1,199</b>	<b>\$1,124 - \$1,359</b>	<b>\$1,278 - \$1,503</b>



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**2QTR 2005** Williamsburg Senior Community is a 40 acre property located in the Emory area of Decatur, Georgia. The facility offers a total of 416 studios, one, two and three bedroom units at market rate. It is restricted to seniors aged 55 and older. However, this property is a former family property that has difficulty leasing its three-bedroom units to seniors. Therefore, there is a small percentage of tenants under the age of 55 occupying the three-bedroom units. Currently, the property is four percent vacant. The turnover rate is five percent. The manager reported that majority of their residents were previous homeowners. Rents fluctuate throughout the year. The facility is offering a concession on some floorplans. Leasing pace is approximately one month. The property does not accept Section 8 voucher residents.

We previously interviewed this property in January 2005. At that time, the property was 96 percent occupied. The property offered a concession of reduced rents on all units except studios. The manager reported that 80 percent of their tenants are seniors from Fulton County and the Atlanta region.

Rents shown in the unit mix are from our January 2005 interview with the exception of the one-bedroom one-bath 736 sq. ft. garden style unit, the two-bedroom one and a half bath 977 sq. ft. townhouse, the 397 sq. ft. efficiency, and the two-bedroom two-bath 1,135 sq. ft. midrise units. Rents shown for those units were updated to show their current rates which does not include a concession.

Some units feature electric-powered cooking, heating and hot water heating while other units feature gas-powered cooking, heating and hot water heating. Washer/dryer hook-ups are available in two and three-bedroom units.

**3QTR 2005** Williamsburg Senior Apartments offer 17 different floorplans for studio, one, two and three-bedroom units. Unfortunately, management was unwilling to provide rental rates for each floor plan. Rents entered into the database are as of March 2005. Currently the property manager reported that studios rent for \$545, one-bedrooms rent for \$695, two-bedrooms range from \$825 to \$975, and three-bedroom units range from \$950 to \$1160. There is currently a waiting list for the largest three-bedroom units. Management was also unable to estimate leasing pace, noting that some tenants have lived at the property for 30 years. Twenty percent of tenants can be under the age of 62, however, no children are allowed to live at the property.

**4QTR 2005** 12/1/2005-Williamsburg Senior Apartments is offering specials as of December 1st, 2005 through December 31st, 2005. The current specials offered are on units that are currently vacant in hopes to raise occupancy by the end of the year. The more expensive units are the units on the ground floor and the less expensive units are on the upper floors. The specials are for the two bedroom, one and a half bathroom units with 1,020 square feet and the rents are ranging from \$799-910. For the two bedroom, one and a half bathroom units that are 1,147 square feet, the rents range from \$799-875. For the two bedroom, two bathroom units that are 1,141 square feet, the rent is \$950. For the three bedroom, two bathroom units that are 1,244 square feet, the rents range from \$849-1,100. For the three bedroom, two bathroom units that are 1,502 square feet, the rents range from \$950-1,100. For the three bedroom, two bathroom units that are 1,654 square feet the rents range from \$1,080-1,100. For the three bedroom, two bathroom units that are 1,662 square feet, the rent is \$1,100. With these specials in rent, they expect occupancy to raise to 93 percent by the end of the year.

07/19/2005-Williamsburg Senior Apartments offer 17 different floorplans for studio, one, two and three-bedroom units. Unfortunately, management was unwilling to provide rental rates for each floor plan. Rents entered into the database are as of March 2005. Currently the property manager reported that studios rent for \$545, one-bedrooms rent for \$695, two-bedrooms range from \$825 to \$975, and three-bedroom units range from \$950 to \$1160. There is currently a waiting list for the largest three-bedroom units. Management was also unable to estimate leasing pace, noting that some tenants have lived at the property for 30 years. Twenty percent of tenants can be under the age of 62, however, no children are allowed to live at the property.

**2QTR 2006** Current Interview (06/15/06): Rents have remained the same since the last interview. While vacancy by specific unit type was unavailable, management was able to say that there are a total of 20 vacant units. Management stated that there is one one-bedroom unit available, and approximately ten two-bedroom units and nine three-bedroom units. However, because there are 17 different floorplans, the exact type of units that are vacant could not be determined for our interview. The property is not currently maintaining waiting lists on any unit type. The property manager did not know the turnover rate so it has been left the same as previously reported. There are currently no concessions being offered. The property manager indicated that the market is currently doing well.

**4QTR 2006** The rents have remained the same since the previous interview in June. There is one two-bedroom unit type offering a concession because there are a large number of vacancies in that unit type. The manager indicated that the market is moderate.

**3QTR 2007** The leasing agent could not report the change in rents because rents fluctuate frequently based on the market. Currently there are nine vacancies, all of which are two or three-bedroom units. There is a waiting list for efficiencies, one-bedrooms, and for the two-bedroom "Madison" unit, which is 1,020 square foot townhouse with 1.5 baths. The leasing agent stated that demand for senior housing in the area is very strong.

**4QTR 2007** The leasing agent could not report the change in rents because rents fluctuate frequently based on the market. Currently there are twenty-nine vacancies, all of which are two-bedroom units that are not located on the ground floor. Previously this property was split with 80 percent of tenants age 55 and older, and 20 percent ages 21-54. Recently the younger aged population demand increased and the property is at its 20 percent maximum. Now the property is only accepting applications from seniors. None of the vacant units are on the ground floor and none have only one bedroom. These two features, according to management, are the most popular with the senior population. This explains the high vacancy number. Management hopes that at the end of the Emory University school year this spring, young (student) residents with ground floor units will move out, and in the future they can give those to senior tenants. Some townhome units have gas utilities while others have electric. Contact mentioned most tenants have lived on the property for years and there is a strong community among residents. The Wellness Center is open two days a week, and a free shuttle (part of the MARTA system) comes three times a week to take residents to local shopping. Residents have a Bible study group, a writers' group and regular exercise classes. The residents association often organizes social events such as tea parties, dinners and fashion shows.

## **H. PROPERTY INTERVIEWS**

**PROPERTY INTERVIEWS**

Property managers and realtors were interviewed for information on unit mix, size, absorption, unit features and project amenities, tenant profiles, and market trends in general. The following text is a summary of the property descriptions, which describe vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available.

**Location**

The Subject is located in the southwestern portion of Stone Mountain in a residential neighborhood. Comparable property one, which is Phase I of the Subject, is located adjacent to the Subject. Retail services are located approximately 0.5 miles south of the Subject at the intersection of Covington Highway and South Hairston Road. Comparable property three has a slightly superior location as it is within one block of retail services. Comparable properties four and six are also located in a slightly superior area as they are located on major roads and are within close proximity to Emory University. Comparable property five is located along North Hairston Road and is also slightly superior as this section of Hairston Road is lined with commercial and retail uses. Overall, while the Subject’s location appears adequate, it is slightly inferior to the comparable properties.

**Age and Condition**

The Subject will be new construction. Comparable properties one, two, three, and five have all been built since 2001 and are considered similar to the Subject. Comparable properties four and six are considered to be inferior. These properties, which are both market rate senior properties, were built in 1985 and 1970 respectively. Williamsburg Senior Apartments, which was built in the 1970’s underwent renovations in 2005, but is still considered inferior to the Subject. The three senior LIHTC properties were built in 2003, 2005 and 2007 and will be the most similar properties with respect to age and condition.

**Unit Mix**

The following table illustrates the unit mix at the Subject and the comparable properties. It should be noted that comparable six, which consists of 416 units, could not provide their unit mix. Therefore, these units have been excluded from the following table.

**Unit Mix**

<b>Unit Type</b>	<b>Total Units (Subject)</b>	<b>Percent (Subject)</b>	<b>Total Units (Comps)</b>	<b>Percent (Comps)</b>
Studio	37	16%	46	5%
1 BR	100	43%	336	40%
2 BR	96	41%	460	55%
<b>Total</b>	<b>233</b>	<b>100%</b>	<b>842</b>	<b>100%</b>

\*Does not include Williamsburg Senior

As illustrated, the Subject’s market area consists primarily of one- and two-bedroom units and a smaller percentage of studio apartments. The Subject will offer an almost even amount of one- and two-bedroom units and approximately 12 percent will be studio units. The even distribution of unit types bodes well for the Subject.

The following table illustrates the weighted vacancy by unit type. It should be noted that comparable property five, Williamsburg Senior Apartments, could not provide unit mix vacancy by unit type. Therefore, the 416 units at this property are not included in the preceding and following table.

**Weighted Vacancy**

<b>Unit Type</b>	<b>Total Units</b>	<b>Vacant Units</b>	<b>Percent Vacant</b>
Studio	46	0	0.0%
1 BR	336	15	4.5%
2 BR	460	6	1.3%
<b>Total</b>	<b>842</b>	<b>21</b>	<b>2.5%</b>

**Unit Size**

We attempted to compare the proposed Subject’s proposed unit sizes to similar unit types. The table below depicts the square footage of the Subject and comparable properties in the market.

**Unit Size Comparison**

<b>Unit Type</b>	<b>Subject</b>	<b>Surveyed Min</b>	<b>Surveyed Max</b>	<b>Surveyed Average</b>	<b>Advantage/Disadvantage</b>
Studio	480	397	500	450	6%
1 BR	624 - 754	600	1,120	731	-6%
2 BR	830 - 994	800	1,376	990	-6%

The unit sizes at the Subject are smaller than the surveyed average for one- and two-bedroom units, however the efficiency units are larger than the surveyed average. The Subject’s studio units will be larger than comparables one and six but smaller than comparable four. The Subject’s one-bedroom units will be larger than comparable one, similar to comparables two, three and four, and smaller than comparables five and six. The Subject’s two-bedroom units will be larger than comparable one and smaller than comparables two through six. Overall, the Subject’s unit size will be slightly smaller than the average for the comparable properties, however the amenities package is expected to offset the size of the units.

**Total Number of Baths per Unit**

The Subject and all of the comparables offer one-bathroom in their studio and one-bedroom units and one or two bathrooms in their two-bedroom units, except for comparable six, which features two-bedroom townhouse units with 1.5 bathrooms. The majority of the comparables offer two-bedroom units with two-baths. Overall, the Subject will be similar to the comparable properties.

**Amenities**

The following table illustrates amenities that will be offered at the Subject compared to those offered at the comparable properties. The matrices have been color coded. Those properties that offer an amenity that the Subject does not offer are shaded in gray, those properties that do not offer an amenity, that the Subject does offer are shaded in green. Thus, the inferior properties can be identified by the green and the superior properties can be identified by the gray.

# Antioch Manor Estates II, Stone Mountain, GA; Market Study

2BR / 2BA	Antioch Manor Estates II	Antioch Manor Estates	Magnolia Circle	Retreat At Madison Place (fka Ashton Grove)	Clairmont Crest	Wildwood At Stone Mountain	Williamsburg Senior Apartments
Comp #	Subject	1	2	3	4	5	6
<b>Property Information</b>							
Property Type	Various (age-restricted)	Garden (age-restricted) (3 stories)	Garden (age-restricted) (2 stories)	Garden (age-restricted) (4 stories)	Midrise (age-restricted) (5 stories)	Garden (3 stories)	Various (age-restricted) (2 stories)
Year Built	proposed	2005	2003	2007	1985	2001	1970s/2005
Market (Conv.)/Subsidy Type	@60%, Market, Section 8 (Project Based Rental Assistance - PBRA)	@30%, @50%, @60%, Market	60%, Market	60%	Market	Market	Market
<b>In-Unit Amenities</b>							
Balcony/Patio	yes	yes	yes	no	no	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes
Carpet/Hardwood	yes	no	no	no	no	no	no
Carpeting	yes	yes	yes	yes	yes	yes	yes
Central A/C	yes	yes	yes	yes	no	yes	yes
Coat Closet	yes	yes	yes	yes	yes	yes	no
Dishwasher	yes	yes	yes	yes	yes	yes	yes
Exterior Storage	yes	no	no	no	no	no	no
Ceiling Fan	yes	yes	no	yes	no	yes	no
Fireplace	no	no	no	no	no	no	yes
Garbage Disposal	yes	yes	yes	yes	yes	yes	yes
Hand Rails	yes	yes	yes	yes	no	no	no
Microwave	yes	yes	no	no	no	no	no
Oven	yes	yes	yes	yes	yes	yes	yes
Pull Cords	yes	yes	yes	yes	no	no	no
Refrigerator	yes	yes	yes	yes	yes	yes	yes
Trash Compactor	no	no	no	no	yes	no	no
Vaulted Ceilings	yes	no	no	no	no	yes	no
Walk-In Closet	yes	yes	no	no	yes	yes	yes
Washer/Dryer hookup	yes	yes	yes	yes	yes	yes	yes
<b>Property Amenities</b>							
Business Center/Computer Lab	yes	yes	yes	no	no	no	no
Clubhouse/Meeting Room/Community Room	yes	yes	yes	yes	no	yes	yes
Concierge	yes	yes	no	no	no	no	no
Courtyard	yes	yes	no	no	no	no	no
Elevators	yes	yes	no	yes	yes	no	no
Exercise Facility	yes	yes	no	yes	no	yes	yes
Garage	no	no	no	no	yes	no	no
Central Laundry	yes	yes	yes	yes	no	yes	yes
Neighborhood Network	yes	no	no	no	no	no	no
Non-shelter Services	no	yes	no	no	no	no	no
Off-Street Parking	yes	yes	yes	yes	yes	no	yes
On-Site Management	yes	yes	yes	yes	yes	yes	yes
Picnic Area	yes	yes	no	yes	no	no	no
Playground	no	no	no	no	no	yes	no
Recreation Areas	yes	no	no	no	no	no	no
Service Coordination	yes	yes	no	no	no	no	no
Swimming Pool	no	no	no	no	yes	yes	yes
Theatre	yes	no	no	yes	no	no	no
Garage Fee	--	--	--	--	\$25.00	--	--
<b>Services</b>							
Adult Education	no	no	no	yes	no	no	no
Computer Tutoring	no	yes	no	no	no	no	no
Shuttle Service	yes	yes	no	yes	yes	no	no
<b>Security</b>							
In-Unit Alarm	no	yes	no	no	no	yes	no
Intercom (Buzzer)	no	no	no	yes	no	yes	no
Intercom (Phone)	no	no	no	yes	no	yes	no
Intercom (Video)	no	no	no	no	no	yes	no
Limited Access	yes	yes	no	yes	yes	yes	no
Patrol	no	no	yes	no	no	no	no
Perimeter Fencing	yes	no	yes	no	no	no	no
Video Surveillance	yes	yes	no	no	no	no	no
<b>Premium Amenities</b>							
Delivered Hot Lunches	yes	no	no	no	no	no	no
Hairdresser / Barber	no	yes	no	no	yes	no	no
Home Health Aid	no	no	no	yes	no	no	no
Housekeeping	yes	yes	no	no	no	no	no
Medical Professional	no	yes	no	no	yes	no	no
<b>Other Amenities</b>							
Other	Library, offices for home health agencies	Gazebo, library, dining room, TV and game room	Social Director, Arts & Crafts Room	Walking trails, game room	n/a	n/a	Nurse on premises

### **Unit Amenities**

The Subject will include blinds, exterior storage, coat closet, carpet and hardwood flooring, ceiling fan, patio/balcony, refrigerator, oven, dishwasher, garbage disposal, washer/dryer hookups in-unit, hand rails, pull cords, vaulted ceilings, walk-in closets, and central air. The Subject's in-unit amenity package is generally similar to the newer senior properties and slightly superior to the market rate properties. A detailed description of amenities included in both the Subject and the comparable properties can be found in the matrices.

### **Common Area Amenities**

The Subject will offer an extensive community amenities package. It will offer a community room with kitchen, several sitting areas, library, computer room, picnic area, exercise room, gazebo, free central laundry area, walking path, call system, elevators, van service, and on-site management office. The Subject and Phase I (Antioch Manor Estates) also has a partnership with Lifespan Ministries, Inc. (a local non-profit) which provides additional special services to the residents. This includes weekly housekeeping and linen service (for an additional fee), health and wellness programs, activities such as movies, etc. There is also an active resident association, exercise classes, and scheduled transportation taking residents to their appointments, shopping, and more. Additional amenities include a theatre-style movie screening room and a full time Activities Director on staff. This property is significantly superior to the surveyed properties.

### **Security Features**

The Subject will offer limited access via intercom call system, video surveillance, and limited access. Security is considered important for senior properties. The comparable senior LIHTC properties offer similar security features. All properties offer some form of limited access, with the exception of Williamsburg Senior, a senior market rate property. The Subject therefore will be similar to superior to the comparable properties.

### **Utility Structure**

The Subject will include all utilities in the rental rates for all units except those in the Villas phase. Comparable properties with differing utility allowances have been adjusted to the Subject's utility convention. Adjustments are made using Section 8 Utility Allowances from the Georgia Department of Community Affairs which provide utility estimates for the Atlanta MSA.

### **Parking**

All of the comparable properties offer free surface parking, as does the Subject. One of the market rate comparable properties offers garage parking for an additional fee of \$25 per month. Overall, parking appears adequate at the Subject.

### **Tenant Makeup**

Our comparable survey is comprised of three senior LIHTC properties, two senior market rate properties, and one family market rate property. The Subject will be restricted to tenants aged 55 and older. Of the comparable properties, four properties are restricted to tenants 55 and over, one property is restricted to 62 and over.

Antioch Manor Estates (Phase I of the Subject) is a housing for older persons (HFOP) LIHTC property which is restricted to tenants aged 55 and older. The manager indicated that most

tenants are single households and very few tenants are still working. Management also noted that 50 percent of tenants are from Dekalb County. The remaining 50 percent are from other areas of Georgia or are from out of state. The average age is reported to be 70 and most tenants sold their homes or were living with children prior to moving into this property.

Magnolia Circle is a senior LIHTC property located in Decatur and is restricted to tenants aged 62 and older. The management stated that approximately 70 percent of their tenants are from Dekalb County, three percent are from out of state and the remaining tenants are from other areas within Georgia. The property manager also noted that approximately 50 percent of their tenants sold homes prior to moving into the community and that most of the other residents were living with family members prior to moving in.

Retreat at Madison Place is a senior LIHTC property in Decatur and is restricted to tenants age 55 and older. Most tenants are between the ages of 55 and 62 who were previously homeowners. Typically tenants are from the Stone Mountain, Decatur, Lithonia and downtown Atlanta areas. Most are retired, however approximately five percent are still employed.

The Property Manager at Clairmont Crest reported the average age of their tenants is 70 and that several tenants are from out of state or other areas in Georgia that have relocated to be closer to children.

Williamsburg Senior Apartments is a market rate property located in Decatur and is restricted to tenants aged 55 and older. Management at this property reports that the majority of tenants sold homes prior to moving in and that approximately 80 percent of the tenants come from the Atlanta metro area.

**Housing Choice Vouchers**

The following table illustrates the percentage of tenants utilizing Housing Choice Vouchers.

**Tenants with Vouchers**

<b>Comparable Property</b>	<b>Housing Choice Vouchers Tenants</b>	<b>Type</b>
Antioch Manor Estates Phase II	N/A	LIHTC
Antioch Manor Estates Phase I	25%	LIHTC
Magnolia Circle	17%	LIHTC
Retreat At Madison Place	65%	LIHTC
Clairmont Crest	0%	Market
Wildwood At Stone Mountain	0%	Market
Williamsburg Senior Apartments	0%	Market

As the previous table illustrates, only comparable three has a significant percentage of Housing Choice Voucher tenants. The property manager at comparable three reported that the property has a high Housing Choice Voucher tenancy rate because the majority of tenants cannot afford the rents at 60 percent AMI. However, comparables one and two offer market-rate units and units at 60 percent AMI but maintain typical Housing Choice Voucher rates and low vacancy rates. Comparables four, five, and six do not have any tenants using Housing Choice Vouchers because management does not accept them.

**Concessions**

Occasional concessions such as rental discounts are consistent with ongoing marketing strategies during periods of increased tenant turnover. The following table illustrates the concessions at the comparable properties.

<b>Concessions</b>		
<b>Comparable Property</b>	<b>Type</b>	<b>Concessions Offered</b>
Antioch Manor Estates	LIHTC/Market/Senior	None
Magnolia Circle	LIHTC/Market/Senior	None
Retreat At Madison Place (fka Ashton Grove)	LIHTC	None
Clairmont Crest	Market/Senior	None
Wildwood At Stone Mountain	Market	Discounted Rents
Williamsburg Senior Apartments	Market/Senior	None

None of the senior properties are currently offering concessions. The only property to offer a concession is the family market rate property. The managers at the senior properties indicated that they rarely offer concessions. This bodes well for the Subject.

**Waiting Lists**

The following table illustrates the waiting lists at the comparable properties.

<b>Waiting Lists</b>		
<b>Property name</b>	<b>Rent Structure</b>	<b>Waiting List</b>
Antioch Manor Estates	LIHTC/Market/Senior	541 Households
Magnolia Circle	LIHTC/Market/Senior	6 months to 1 year
Retreat At Madison Place (fka Ashton Grove)	LIHTC/Senior	100 Households
Clairmont Crest	Market/Senior	None
Wildwood At Stone Mountain	Market	None
Williamsburg Senior Apartments	Market/Senior	Yes for ground level units

As the table above illustrates, all senior properties reported a waiting list. Management at Antioch Manor Estates Phase I indicated that they have over 700 households on their waiting list. Management indicated that they keep a record book and continually update the waiting list. Since opening in 2005, the manager indicated that they have experienced significant demand, especially for their lower AMI units. Magnolia Circle also indicated a lengthy waiting list of six months to one year. The presence of lengthy waiting lists at the two senior LIHTC properties indicated significant demand for the Subject. The Subject is expected to capture some of this latent demand. We expect the Subject to maintain a waiting list after it is stabilized.

**Historical Rent Increases**

One way to determine if the apartment market is healthy is to look to the historical rent increases, or lack of them. If rents are stable or increasing in the area, the market may be in a state of expansion. Conversely, if the market begins to offer concessions, the market may be declining. The table below illustrates reported changes in rents in the market since the market study in 2006 was conducted.

**Rent Growth**

<b>Comparable Property</b>	<b>Rent Growth</b>	<b>Type</b>
Antioch Manor Estates	None	LIHTC
Magnolia Circle	None	LIHTC
Retreat At Madison Place (fka Ashton Grove)	None	LIHTC
Clairmont Crest	Inc. 2% in 2007; none since market study	Market
Wildwood At Stone Mountain	2% Incr. 1BR; 2-3% Inc. 2 & 3BR; 1% Inc. in 2007, none since market study	Market
Williamsburg Senior Apartments	Fluctuates monthly	Market

Of the comparable properties, the three market rate properties reported rent increases. This is indicative of a stable market. Antioch Manor Estates Phase I opened in 2005 and has not yet increased their rents. Magnolia Circle indicated that they increase their rents upon turnover, but did not know the specific amount. The manager at Williamsburg Senior indicated that there are 17 different floor plans and rents increase or decrease throughout the year. Overall, the market appears to be healthy.

**Vacancy**

The following table illustrates the vacancy rates in the market.

**Overall Vacancy**

<b>Property name</b>	<b>Rent Structure</b>	<b>Total Units</b>	<b>Vacant Units</b>	<b>Vacancy Rate</b>
Antioch Manor Estates Phase I	@30%, @50%, @60%, Market	120	2	1.70%
Magnolia Circle	60%, Market	84	0	0.00%
Retreat At Madison Place	60%	160	2	1.30%
Clairmont Crest	Market	213	6	2.80%
Wildwood At Stone Mountain	Market	298	12	4.00%
Williamsburg Senior Apartments	Market	416	29	6.90%
<b>Total</b>		<b>1291</b>	<b>51</b>	<b>2.78%</b>

As illustrated, vacancy rates in the market range from 0.0 to 6.9 percent, averaging 2.78 percent. Since 2006, overall vacancy has decreased by 1.22 percent. The three senior LIHTC properties reported an average vacancy rate of 1.5 percent. The highest vacancy rate is at Williamsburg Senior Apartments. Management cited the lack of available ground floor one-bedroom units as the cause. The property allows 20 percent of its units to be leased to tenants between the ages of 21 and 54. The remaining 80 percent of tenants must be over 55. Currently the property has reached its maximum of young tenants and can now only accept senior tenants. The problem is that only two-bedroom units are available, none of which are on the ground floor. Senior applicants are typically interested in first floor units because the property does not have

elevators. The second highest vacancy was recorded at Wildwood at Stone Mountain. Management at this property believed the slow down in the housing market has caused the increase in their vacancy. The three senior LIHTC properties reported lengthy waiting lists and vacancy is typically low. Most of the households on the waiting lists are for the lower AMI levels. This represents latent demand and thus the Subject should attract these tenants on the waiting list. Overall, we expect the Subject to maintain a vacancy rate of five percent or less.

**Historical Vacancy**

The following table illustrates historical vacancy rates in the market. It should be noted that historical data was not available for all surveyed properties for each period.

**Historical Vacancy**

<b>Comparable Property</b>	<b>Type</b>	<b>Total Units</b>	<b>4th QTR 2005</b>	<b>2nd QTR 2006</b>	<b>4th QTR 2006</b>	<b>1st QTR 2007</b>	<b>3rd QTR 2007</b>	<b>4th QTR 2007</b>
<b>Antioch Manor Estates Phase I</b>	Garden	120	N/A	0.00%	2.50%	N/A	0.80%	1.70%
<b>Magnolia Circle</b>	Garden	84	N/A	2.40%	N/A	4.80%	0.00%	N/A
<b>Retreat At Madison Place</b>	Garden	160	N/A	N/A	N/A	N/A	9.40%	1.30%
<b>Clairmont Crest</b>	Midrise	213	4.20%	7.00%	9.40%	N/A	2.80%	2.80%
<b>Wildwood at Stone Mountain</b>	Garden	298	N/A	2.70%	N/A	N/A	N/A	4.00%
<b>Williamsburg Senior Apartments</b>	Various	416	8.90%	4.80%	6.00%	N/A	2.20%	6.90%
		<b>1,291</b>	<b>6.55%</b>	<b>3.38%</b>	<b>5.97%</b>	<b>4.80%</b>	<b>3.04%</b>	<b>3.34%</b>

As the above table illustrates, vacancy in the market has fluctuated between 0.0 and 9.4 percent. The high vacancy rate of 9.4 percent at The Retreat at Madison in the third quarter of 2007 can be attributed to the property’s initial leasing during that time. Overall, the historical vacancy has remained below five percent, therefore the market appears to be healthy.

**Reasonability of Rents**

The table below illustrates the net and gross rents at the Subject, as well as the maximum allowable rents. DCA requires that LIHTC properties are at or below DCA’s Maximum Allowable Rent per the Rent and Income Guidelines.

**LIHTC UNITS AT 60% AMI**

Unit Type	Number of Units	Net Rent	Estimated Utility Allowance	Gross Rent	LIHTC Maximum Allowable Gross Rent	HUD Fair Market Rents	% Gross Rental Advantage over HUD Maximum Allowable FMR Rents
<i>PBRA</i>							
Studio	26	\$695	\$0	\$695	\$747	\$647	-7%
1BR/1BA	38	\$810	\$0	\$810	\$801	\$700	-16%
1BR/1BA	12	\$614	\$98	\$712	\$801	\$700	-2%
1BR/1BA	12	\$810	\$0	\$810	\$801	\$700	-16%
2BR/1BA	26	\$917	\$0	\$917	\$961	\$779	-18%
2BR/1BA	4	\$917	\$0	\$917	\$961	\$779	-18%
2BR/2BA	10	\$917	\$0	\$917	\$961	\$779	-18%
2BR/2BA	16	\$677	\$120	\$797	\$961	\$779	-2%
<i>60%</i>							
Studio	10	\$725	\$0	\$725	\$747	\$647	-12%
1BR/1BA	18	\$780	\$0	\$780	\$801	\$700	-11%
1BR/1BA	5	\$605	\$98	\$703	\$801	\$700	0%
1BR/1BA	5	\$798	\$0	\$798	\$801	\$700	-14%
2BR/1BA	12	\$925	\$0	\$925	\$961	\$779	-19%
2BR/1BA	2	\$958	\$0	\$958	\$961	\$779	-23%
2BR/2BA	7	\$950	\$0	\$950	\$961	\$779	-22%
2BR/2BA	7	\$721	\$120	\$841	\$961	\$779	-8%
<i>Unrestricted Market Units</i>							
Studio	1	\$825	\$0	\$825	N/A	\$647	-28%
1BR/1BA	3	\$950	\$0	\$950	N/A	\$700	-36%
1BR/1BA	3	\$1,150	\$0	\$1,150	N/A	\$700	-64%
1BR/1BA	4	\$1,025	\$0	\$1,025	N/A	\$700	-46%
2BR/1BA	1	\$1,175	\$0	\$1,175	N/A	\$779	-51%
2BR/1BA	4	\$1,250	\$0	\$1,250	N/A	\$779	-60%
2BR/2BA	4	\$1,225	\$0	\$1,225	N/A	\$779	-57%
2BR/2BA	3	\$1,300	\$0	\$1,300	N/A	\$779	-67%
<b>Total</b>	<b>233</b>						

*Notes (1) Source of Utility Allowance: Developer, all utilities are included in the rent*

An analysis of achievable LIHTC rents is beyond the scope of the GA DCA guidelines. Therefore, we do not draw any conclusions as to the reasonableness of the Subject’s proposed LIHTC rents. We inform the reader that other users of this document may underwrite the LIHTC rents to a different standard than contained in this report. All of the Subject’s proposed units are above the HUD FMR rents. The rental rates at the LIHTC properties are compared to the Subject’s proposed 60 percent AMI rents in the following table.

**LIHTC RENT COMPARISON - @60%**

<b>Property Name</b>	<b>0BR</b>	<b>1BR</b>	<b>2BR</b>
Antioch Manor Estates II (SUBJECT)	\$725	\$780-798	\$925-958
Antioch Manor Estates II - Villas (SUBJECT)*	N/Ap	\$605*	\$721*
<i>LIHTC Maximum (Net - Including all Utilities)</i>	<i>\$747</i>	<i>\$801</i>	<i>\$961</i>
Antioch Manor Estates Phase I	\$665	\$715	\$855-865
Retreat At Madison Place	N/Ap	\$756	\$899
Magnolia Circle	N/Ap	\$801	\$849
<b>Average (excluding SUBJECT)</b>	<b>\$665</b>	<b>\$757</b>	<b>\$867</b>

\*Rents have a different utility structure

The Subject’s proposed rents are slightly below the maximum allowable rent levels. Property managers at Retreat at Madison Place and Magnolia Circle reported that rents are at the maximum allowable limit. However, as shown in the table above, the rents are slightly below the maximum allowed, but this is likely due to differing utility structure. The rents at Antioch Manor Estates Phase I are currently below the maximum, and the property manager that management is currently considering raising the 50 percent AMI level rents to the maximum allowable. Management commented that they have not increased the rents since they opened in 2005, but she does believe that higher rents can be supported. The property manager at The Retreat at Madison reported that there is a high Housing Choice Voucher tenancy at the property because tenants cannot rely solely on their fixed income to pay rent. Further, some tenants receive assistance from their families.

The Subject’s proposed studio rental rates at the 60 percent AMI are above those at Antioch Manor Estates Phase I, the only other senior LIHTC property with that unit type. The Subject’s proposed one-bedroom rental rates at the 60 percent AMI are slightly below those achieved by Magnolia Circle but above the remaining comparable senior LIHTC property rents for that unit type. The Subject’s proposed two-bedroom rental rates at the 60 percent AMI are above all other comparable senior LIHTC properties. The Subject will be generally similar to Antioch Manor Estates Phase I, but will superior to all other senior LIHTC properties with regards to amenities.

With the low vacancy rates and the presence of waiting lists, we believe the Subject’s rents as proposed appear reasonable for all unit types.

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

**Subject Comparison to Market Rents**

<b>Unit Type</b>	<b>Subject</b>	<b>Surveyed Minimum</b>	<b>Surveyed Maximum</b>	<b>Surveyed Average</b>	<b>Surveyed Median</b>
<i>Subject at PBRA</i>					
Studio	\$695	\$738	\$826	\$780	\$775
1 BR	\$810	\$792	\$1,017	\$898	\$884
2 BR	\$917	\$869	\$1,395	\$1,105	\$1,039
<i>Subject at 60% AMI</i>					
Studio	\$725	\$738	\$826	\$780	\$775
1 BR	\$780-798	\$792	\$1,017	\$898	\$884
2 BR	\$925-958	\$869	\$1,395	\$1,105	\$1,039
<i>Subject at Unrestricted</i>					
Studio	\$825	\$738	\$826	\$780	\$775
1 BR	\$950-1,150	\$792	\$1,017	\$898	\$884
2 BR	\$1,175-1,300	\$869	\$1,395	\$1,105	\$1,039

\*Does not include Subject's rents without all utilities included

As illustrated in the above table, both the Subject’s proposed PBRA rents as well as the 60 percent AMI level rents are well below the average market rents at the surveyed properties. The Subject’s market rents will be the highest in the market. The Subject will offer a superior product for seniors when compared to the market rate properties. The two market rate properties are older (built in the 1970s and 1980s) and do not offer as many common area amenities as the Subject such as a screening room, service coordination, and computer lab. The most similar property, Antioch Manor Estates Phase I is currently achieving the highest market rents. Overall, the Subject as new construction will be significantly superior to the market-rate properties surveyed and similar to the LIHTC/Market rate properties surveyed. This illustrates achievable market rents at the surveyed maximum level.

**Affect of Subject on Other Affordable Units in Market**

The Subject will be adding 233 new senior oriented units to the market. Given the low vacancy and the presence of lengthy waiting lists at the senior properties, we believe that the Subject will not have a negative effect on other affordable units in the market. Property manager’s at all LIHTC properties reported that demand in the area is heavy and that there is not enough senior developments in south metro-Atlanta area. Further, Phase I of the Subject, Antioch Manor Estates has a waiting list of over 750 households, which will be used to aid in lease-up at the Subject. Therefore, we do not believe the Subject will affect other affordable units in the market.

**Absorption**

Three of the comparable properties were able to report absorption, which are illustrated in the following table.

**Absorption**

<b>Comparable Property</b>	<b>Type</b>	<b>Units Per Month</b>
Antioch Manor Estates	Age-Restricted LIHTC	11-12 Units Overall, 16 Units/Month for LIHTC Units
Magnolia Circle	Age-Restricted LIHTC	14 Units/Month
Retreat At Madison Place	Age-Restricted LIHTC	14-16 Units/Per Month
<b>Average</b>		<b>13</b>

**Conclusions**

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as conceived. Strengths of the Subject will include common area amenities, age and condition, and a rent advantage for one-bedroom units.

## **I. INTERVIEWS**

**INTERVIEWS**

**Public and Assisted Housing**

According to the Housing Authority of Dekalb County (HADC) website, HADC administers 5,234 vouchers, which makes HADC’s Housing Choice Voucher program the third largest in the state. The wait list is currently closed with over 3,000 households on the list and HADC does not anticipate opening the list in the near future.

The following table illustrates the payment standard for the Housing Choice Voucher program in the Dekalb County.

<b>PAYMENT STANDARD</b>	
<b>Bedroom Size</b>	<b>Payment Standard</b>
0	\$712
1	\$770
2	\$857

The gross rent for the Subject’s studio units are below the payment standard. However, the Subject’s gross rents are above the payment standard for the one- and two -bedroom units by \$40 and \$60 respectively.

**Planning Department**

We attempted to contact the Planning Department of Dekalb County but were unable to obtain and interview with anyone who could provide us with planning and zoning information for the area. However, we were able to obtain the following information from the Economic Development Profile of the county’s website. In 2005, GE Financial Assurance opened its financial learning center and Morrison Hershfield Corp. opened its national headquarters in Dekalb. Paper Converting of America opened its 140,000-square-foot manufacturing plant, and five advanced communications firms opened large operations centers, including Interliant, PSINet and TechRX. No information was available for changes in 2006 or 2007.

**Lou Walker Senior Center**

The Lou Walker Senior Center is located approximately 3.8 miles southeast of the Subject. When the senior center opened in January 2006, more than 850 seniors signed up for classes and/or to use the facility. The center serves seniors who are 55 and older and offers physical fitness classes, computer classes, dance, and arts classes. The center includes a therapeutic pool, aerobic and fitness studios, recreational therapy rooms, walking trails, reception hall, arts and crafts room, game room, library, beauty salon, cafeteria, and gift shop. Annual registration is \$60 for Dekalb County residents, \$100 for married couples, and \$100 for non-residents. Currently, there are 2,100 members and 2,300 seniors on the waiting list.

## **J. CONCLUSIONS AND RECOMMENDATIONS**

**CONCLUSIONS**

- Both the Atlanta MSA and the PMA have experienced healthy growth in population and households. The senior population growth within the PMA is projected to significantly outpace the overall population growth rate for the next five years. Similar to senior population growth, the rate of growth in the number of senior households within the PMA is projected to be strong. The senior population and household growth in the PMA is consistent with that of the MSA. Both the PMA and the MSA significantly outpace the nation with regards to senior population and household growth.
- Dekalb County has a stable economy with increasing total employment. Total employment in the county increased over the better part of the past 16 years, with only two periods of decline from 1990 to 1992 and from 2000 to 2004. The economy appears to have rebounded from the latest recession with growth in total employment from 2005 onwards. The largest sector of employment in the MSA is the healthcare/social assistance sector, followed by the retail trade sector. Overall, the economy is healthy, which bodes well for the Subject.
- The Subject's capture rates will range from eight to 27 percent, with an overall capture rate of 13 percent for the PBRA units and 13 percent for the 60 percent AMI units. These capture rates are considered to be reasonable and are within the acceptable range per DCA's demand guidelines.
- Three of the comparable properties were able to report absorption: Antioch Manor Estates Phase I, Magnolia Circle, and Retreat at Madison, which completed construction in 2005, 2003, and 2007 respectively. Antioch Manor Estates Phase I reported an overall absorption rate of 11 to 12 units per month. The manager indicated that all LIHTC units were absorbed within six months of opening (or 16 units per month), while the market rate units took approximately one year to reach full occupancy. This property has been open for two years and currently maintains a waiting list of 750 households. Magnolia Circle offers 84 total units comprised of one and two-bedroom units. We reviewed the initial leasing pace experienced by Magnolia Circle, which reported an absorption pace of 14 units per month. The property currently has a waiting list of six months to one year. Retreat at Madison opened in January 2007 and the property reached absorption with a leasing pace of 14 to 16 units per month. The property is currently 98.7 percent leased. The Subject should expect absorption rates similar to these properties at 12 to 16 units per month, or eight to ten months.
- Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as conceived. The Subject will be similar to the LIHTC properties and superior to the market rate properties with regards to age and condition and amenity package. The low vacancy and lengthy waiting lists at the LIHTC properties indicate a stable and supply constrained market. Further, the historical vacancy in the market area has consistently been relatively low, despite increases in supply. Retreat at Madison added 160 units yet Antioch Manor Estates Phase I maintains a 1.70 percent vacancy rate with approximately 750 households on the waiting list. This illustrates the ability to absorb new units into the market without a negative impact on the existing age-restricted LIHTC supply.

- The Subject's proposed studio rental rates at 60 percent AMI are above those at Antioch Manor Estates Phase I, the only other senior LIHTC property with that unit type. The Subject's proposed one-bedroom rental rates at the 60 percent AMI are slightly below those achieved by Magnolia Circle but above the remaining comparable senior LIHTC property rents for that unit type. The Subject's proposed two-bedroom rental rates at the 60 percent AMI are above all other comparable senior LIHTC properties. The Subject will be generally similar to Antioch Manor Estates Phase I, but will be superior to all other senior LIHTC properties with regards to amenities. Property managers at the LIHTC properties reported that rents are not at the maximum allowable because many tenants cannot afford the maximum allowable rents at 60 percent AMI. The property manager at Antioch Manor Estates Phase I stated that management is currently considering raising the 50 percent rents to the maximum allowable. Management commented that they have not increased the rents since they opened in 2005, but she does believe that higher rents can be supported. The property manager at The Retreat at Madison reported that there is a high Housing Choice Voucher tenancy at the property because tenants cannot rely solely on their fixed income to pay rent. Further, some tenants receive assistance from their families.
- With the low vacancy rates and the presence of waiting lists, we believe the Subject's rents as proposed appear reasonable for all units.
- The Subject's proposed rents are well below the average unrestricted rents at the surveyed properties. The Subject will be superior to the market rate properties, with exception of the unrestricted units at Antioch Manor Estates Phase I, which is considered similar. Overall, the Subject will be significantly superior to the market-rate properties surveyed and similar to the age-restricted LIHTC/Market rate properties surveyed.

## **RECOMMENDATIONS**

We believe that the Subject will be feasible as proposed as of December 2007.

## **J. SIGNED STATEMENT REQUIREMENTS**

I affirm that I, or an individual employed by my company, have made a physical inspection of the market area and that information has been used in the full study of the need and demand for new rental units. To the best of my knowledge, the market can support the demand shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in the Georgia Department of Community Affairs'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.



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H. Blair Kincer, MAI  
Partner  
Novogradac & Company LLP

12-28-2007

Date



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Michalena M. Skiadas  
Manager  
Novogradac & Company LLP

12-28-2007

Date



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Brittany Selden  
Research Analyst  
Novogradac & Company LLP

12-28-2007

Date

## **K. ANALYST QUALIFICATIONS**

# STATEMENT OF PROFESSIONAL QUALIFICATIONS

## H. BLAIR KINCER, MAI

### I. Education

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

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

### II. Licensing and Professional Affiliation

Member of the Appraisal Institute (MAI)  
Past Member Frostburg Housing Authority  
Certified General Real Estate Appraiser – State of Connecticut  
Certified General Real Estate Appraiser – State of Maryland  
Certified General Real Estate Appraiser – State of Michigan  
Certified General Real Estate Appraiser – State of Mississippi  
Certified General Real Estate Appraiser – State of New York  
Certified General Real Estate Appraiser – Commonwealth of Pennsylvania  
Certified General Real Estate Appraiser – State of South Carolina  
Certified General Real Estate Appraiser – State of Tennessee  
Certified General Real Estate Appraiser – Commonwealth of Virginia  
Certified General Real Estate Appraiser – State of Washington  
Certified General Real Estate Appraiser – 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. Since 1995 have focused on the affordable housing industry.
- 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.
- 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.
- 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**

Manager, Novogradac & Company LLP  
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) 30<sup>th</sup> 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.
- 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 Virginia Beach, Virginia; Hampton Roads, Virginia; Goshen, New York; Calumet City, Illinois; Pontiac, Illinois; Galesburg, Illinois; San Antonio, Texas; Salt Lake City, Utah; Ogden, Utah; Philadelphia, Pennsylvania; Thibodaux, Louisiana; Jennings, Louisiana; Rio Rico, Arizona; Twin Falls, Idaho; Sheridan, Wyoming; Cheyenne, Wyoming; Detroit, Michigan; Springfield, Missouri; Jackson, Mississippi; Los Banos, California; Oregon, Wisconsin; Milwaukee, Wisconsin, and Racine 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 BRITTANY A. SELDEN**

## **I. Education**

**Georgia Institute of Technology**, Sam Nunn School of International Affairs,  
**Bachelor of Science** in International Affairs and Modern Language 2005

## **II. Professional Experience**

**Novogradac & Company LLP**, 11/2007-present  
Research Analyst

- Conduct market studies for proposed Low-Income Housing Tax Credit, market rate, and subsidized properties, on a national basis. Typical clients include developers, syndicators, local housing authorities, and lenders. Analysis includes property screenings, market analysis, comparable rent surveys, and supply analysis. Property types include proposed multifamily, senior independent living, and single family developments.

**Beazer Homes**, 07/2006-10/2007  
Closing Specialist

**Prudential Georgia Realty**, 09/2005-07/2006  
Marketing Manager

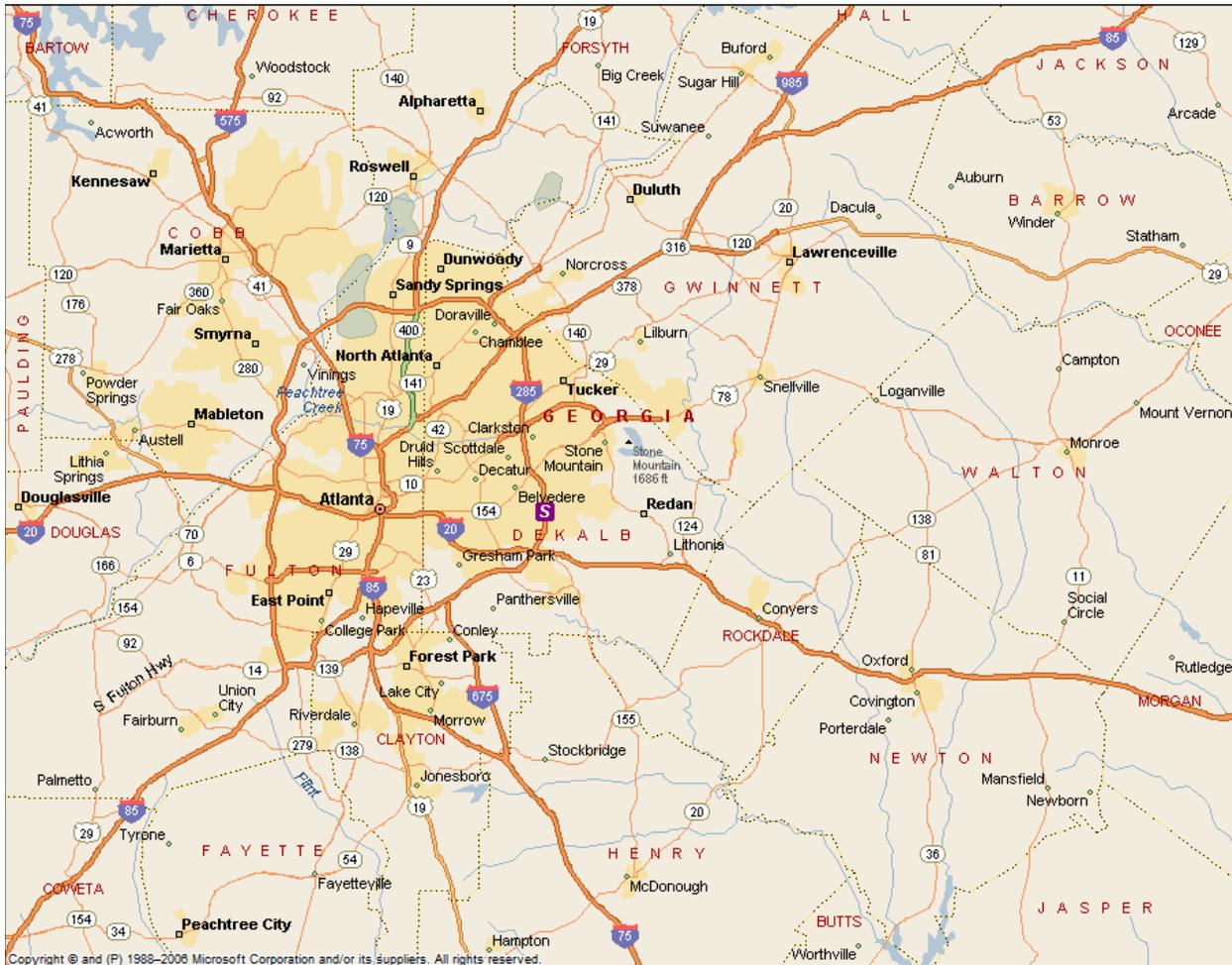
## **III. Representative Sample of Engagements**

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

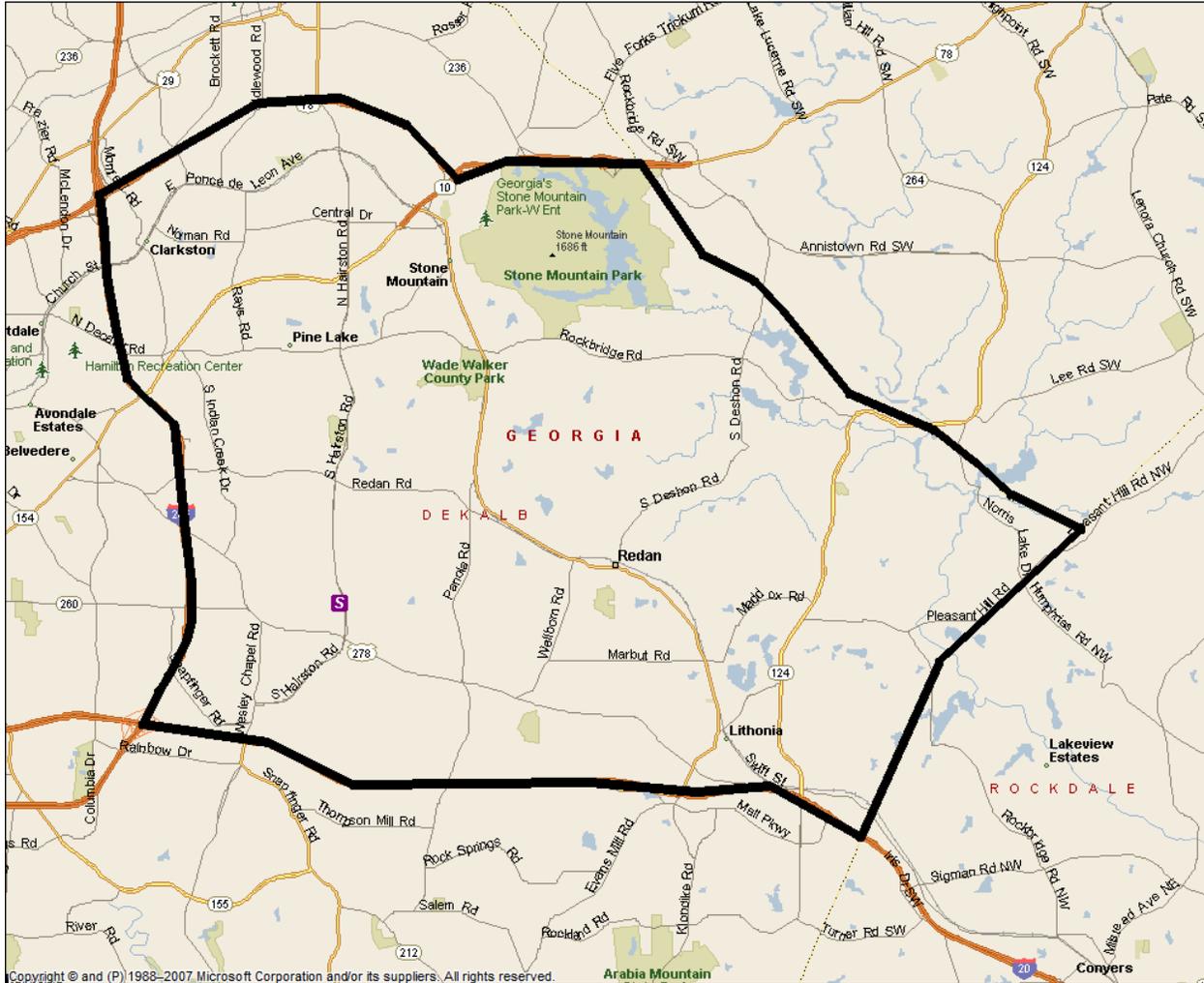
- West Virginia • New York • Mississippi • Kentucky

MAPS

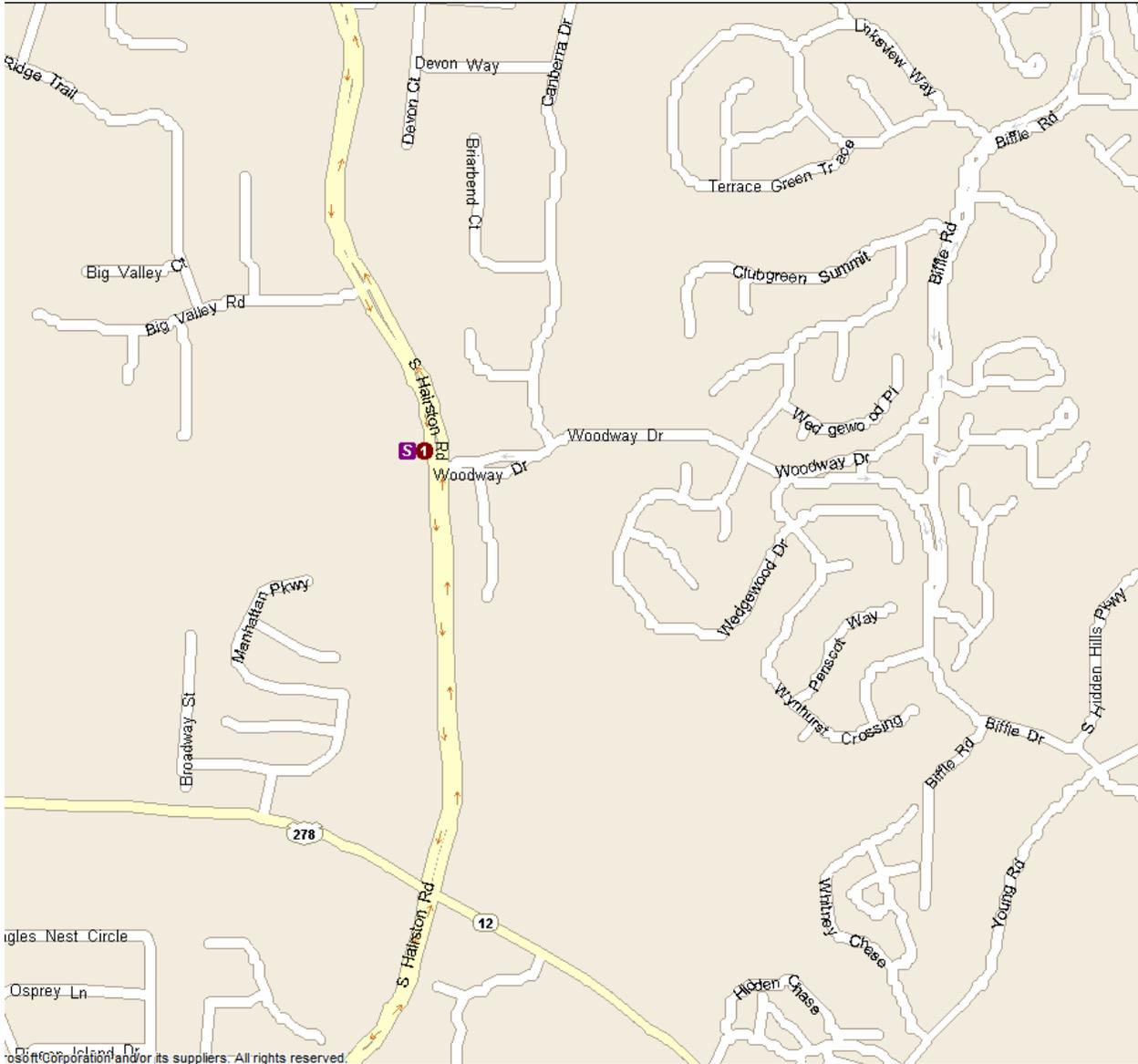
Regional Map



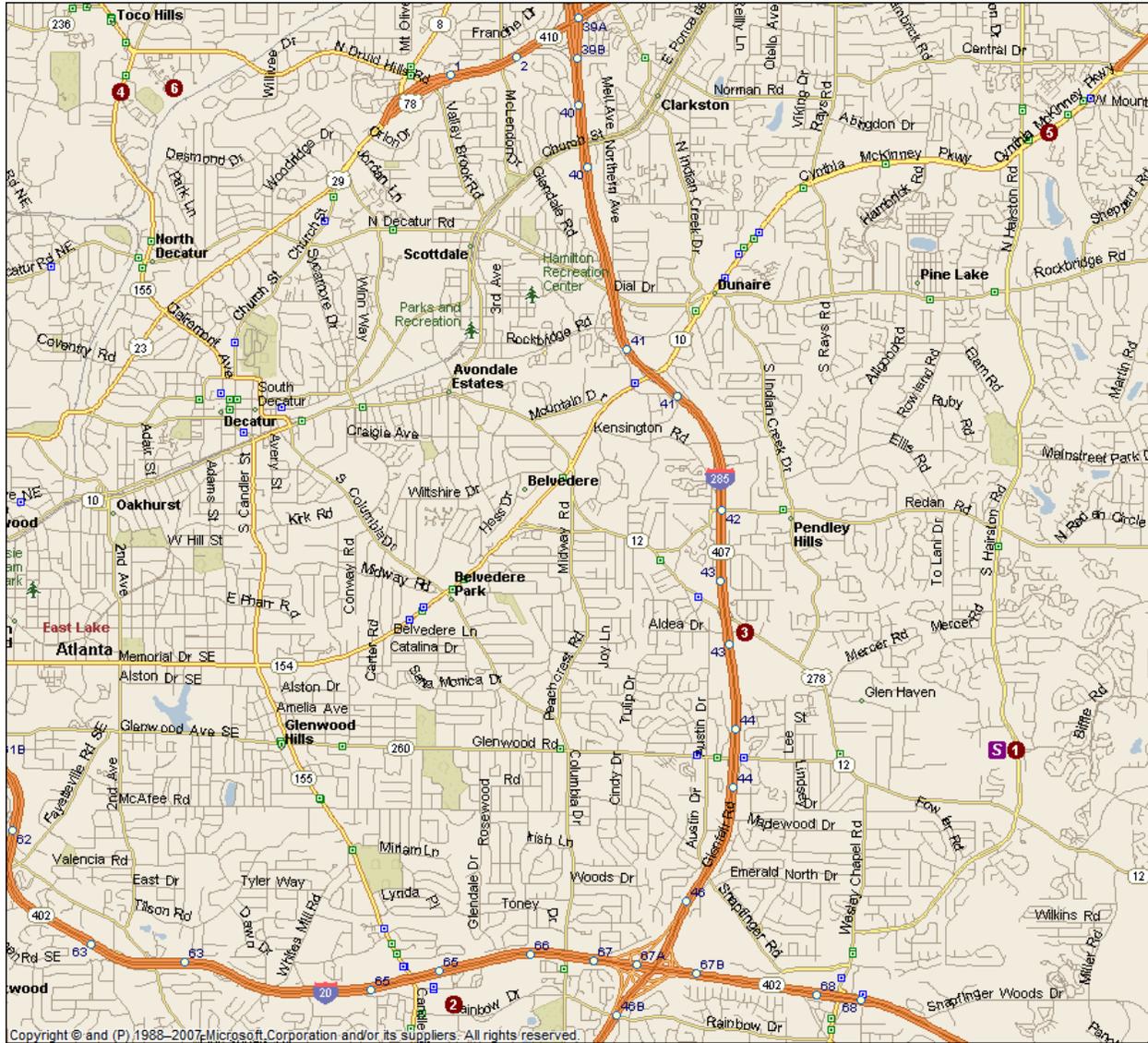
PMA Map



Neighborhood Map



Comparable Property Map



COMPARABLE PROPERTIES

#	Property Name	City	Type	Distance
1	Antioch Manor Estates	Stone Mountain	@30%, @50%, @60%, Market	0.0 miles
2	Magnolia Circle	Decatur	60%, Market	6.5 miles
3	Retreat At Madison Place (fka Ashton Grove)	Decatur	60%	3.3 miles
4	Clairmont Crest	Decatur	Market	12.4 miles
5	Wildwood At Stone Mountain	Stone Mountain	Market	8.9 miles
6	Williamsburg Senior Apartments	Decatur	Market	12.0 miles