



REAL PROPERTY RESEARCH GROUP

WASHINGTON/BALTIMORE ■ ATLANTA

## Market Feasibility Analysis

# Breckinridge Oaks Senior Apartments

Duluth, Gwinnett County, Georgia

Prepared for:

**NorSouth Development**

Effective Date: May 14, 2015

Site Inspection: May 7, 2015



10400 Little Patuxent Parkway ■ Suite 450 ■ Columbia, Maryland 21044 ■ 410.772.1004 ■ Fax 866.243.5057

3227 South Cherokee Lane ■ Suite 1360 ■ Woodstock, Georgia 30188 ■ 770.517.2666 ■ Fax 866.243.5057



**TABLE OF CONTENTS**

**EXECUTIVE SUMMARY ..... V**

**1. INTRODUCTION ..... 1**

A. Overview of Subject ..... 1

B. Purpose of Report ..... 1

C. Format of Report ..... 1

D. Client, Intended User, and Intended Use ..... 1

E. Applicable Requirements ..... 1

F. Scope of Work ..... 1

G. Report Limitations ..... 2

**2. PROJECT DESCRIPTION ..... 3**

A. Project Overview ..... 3

B. Project Type and Target Market ..... 3

C. Building Types and Placement ..... 3

D. Detailed Project Description ..... 3

    1. Project Description ..... 3

    2. Pertinent Information on Zoning and Government Review ..... 4

    3. Proposed Timing of Development ..... 4

**3. SITE AND NEIGHBORHOOD ANALYSIS ..... 6**

A. Site Analysis ..... 6

    1. Site Location ..... 6

    2. Existing Uses ..... 6

    3. Size, Shape, and Topography ..... 6

    4. General Description of Land Uses Surrounding the Subject Site ..... 6

    5. Specific Identification of Land Uses Surrounding the Subject Site ..... 6

B. Neighborhood Analysis ..... 11

    1. General Description of Neighborhood ..... 11

    2. Neighborhood Planning Activities ..... 11

    3. Public Safety ..... 11

C. Site Visibility and Accessibility ..... 13

    1. Visibility ..... 13

    2. Vehicular Access ..... 13

    3. Availability of Public Transit ..... 13

    4. Availability of Inter-Regional Transit ..... 13

    5. Accessibility Improvements under Construction and Planned ..... 13

    6. Environmental Concerns ..... 13

D. Residential Support Network ..... 14

    1. Key Facilities and Services near the Subject Site ..... 14

    2. Essential Services ..... 14

    3. Commercial Goods and Services ..... 16

    4. Recreational Amenities ..... 16

    5. Location of Low Income Housing ..... 16

E. Site Conclusion ..... 16

**4. MARKET AREA DEFINITION ..... 17**

A. Introduction ..... 17

B. Delineation of Market Area ..... 17

**5. ECONOMIC CONTENT ..... 19**

A. Introduction ..... 19

B. Labor Force, Resident Employment, and Unemployment ..... 19

    1. Trends in County Labor Force and Resident Employment ..... 19

    2. Trends in County Unemployment Rate ..... 19



- D. Commutation Patterns ..... 20
- E. At-Place Employment ..... 20
  - 1. Trends in Total At-Place Employment..... 20
  - 2. At-Place Employment by Industry Sector..... 21
  - 3. Major Employers..... 23
  - 5. Recent Economic Expansions and Contractions ..... 25
  - 6. Conclusions on Local Economics ..... 25
- 6. DEMOGRAPHIC ANALYSIS ..... 26**
- A. Introduction and Methodology ..... 26
- B. Trends in Population and Households ..... 26
  - 1. Recent Past Trends..... 26
  - 2. Projected Trends ..... 26
  - 3. Building Permit Trends ..... 26
  - 4. Trends in Older Adult Households ..... 28
- C. Demographic Characteristics ..... 29
  - 1. Age Distribution and Household Type ..... 29
  - 2. Renter Household Characteristics..... 30
  - 3. Income Characteristics ..... 32
- 7. COMPETITIVE HOUSING ANALYSIS ..... 33**
- A. Introduction and Sources of Information ..... 33
- B. Overview of Market Area Housing Stock..... 33
- C. Survey of Age-Restricted Rental Communities..... 35
  - 1. Introduction to the Age-Restricted Rental Housing Survey ..... 35
  - 2. Location..... 35
  - 3. Age-Restricted Rental Housing Characteristics ..... 35
  - 4. Vacancy Rates ..... 35
  - 5. Unit Distribution..... 35
  - 6. Effective Rents ..... 37
  - 7. Payment of Utility Costs..... 37
  - 8. Unit Features..... 38
  - 9. Community Amenities..... 38
- D. Survey of General Occupancy Rental Communities ..... 39
  - 1. Introduction to the Rental Housing Survey ..... 39
  - 2. Location..... 39
  - 3. Housing Characteristics ..... 39
  - 4. Vacancy Rates ..... 39
  - 5. Effective Rents ..... 39
  - 6. DCA Average Market Rent ..... 42
- E. Interviews ..... 43
- F. Multi-Family Pipeline ..... 43
- G. Existing Low Income Rental Housing ..... 43
- H. Housing Authority Data ..... 43
- I. Impact of Abandoned, Vacant, or Foreclosed Homes ..... 45
- 8. FINDINGS AND CONCLUSIONS..... 46**
- A. Key Findings ..... 46
  - 1. Site and Neighborhood Analysis ..... 46
  - 2. Economic Context ..... 46
  - 3. Population and Household Trends..... 47
  - 4. Demographic Trends ..... 47
  - 5. Competitive Housing Analysis ..... 47
- B. Affordability Analysis ..... 49
  - 1. Methodology..... 49
  - 2. Affordability Analysis ..... 50



3.    Conclusions on Affordability .....	52
C.    Demand Estimates and Capture Rates .....	52
1.    Methodology.....	52
2.    Demand Analysis.....	52
D.    Product Evaluation .....	55
E.    Price Position .....	55
F.    Absorption Estimate .....	57
G.    Impact on Existing Market.....	57
H.    Final Conclusions and Recommendations .....	57
<b>APPENDIX 1 UNDERLYING ASSUMPTIONS AND LIMITING CONDITIONS .....</b>	<b>58</b>
<b>APPENDIX 2 ANALYST CERTIFICATIONS/REPRESENTATIONS .....</b>	<b>60</b>
<b>APPENDIX 3 NCHMA CERTIFICATION.....</b>	<b>62</b>
<b>APPENDIX 4 ANALYST RESUMES .....</b>	<b>63</b>
<b>APPENDIX 5 DCA CHECKLIST .....</b>	<b>66</b>
<b>APPENDIX 6 NCHMA CHECKLIST.....</b>	<b>71</b>
<b>APPENDIX 7 RENTAL COMMUNITY PROFILES .....</b>	<b>74</b>

## TABLES, FIGURES AND MAPS

Table 1 Breckinridge Oaks Detailed Project Summary .....	5
Table 2 Key Facilities and Services.....	14
Table 3 Labor Force and Unemployment Rates.....	19
Table 4 2009-2013 Commuting Patterns, Breckinridge Oaks Market Area .....	20
Table 5 Gwinnett County 2014 Major Employers.....	23
Table 6 Recent Economic Expansions, Gwinnett County.....	25
Table 7 Population and Household Projections.....	27
Table 8 Building Permits by Structure Type, Gwinnett County .....	27
Table 9 Trends in Older Adult Householders, Breckinridge Oaks Market Area .....	28
Table 10 2015 Age Distribution .....	29
Table 11 2010 Households by Household Type.....	29
Table 12 Households by Tenure.....	30
Table 13 Senior Households by Tenure, Age 62+ .....	30
Table 14 Renter Households by Age of Householder .....	31
Table 15 2010 Renter Households by Household Size .....	31
Table 16 2015 Household Income .....	32
Table 17 2015 Senior Household Income by Tenure, Households 62+ .....	32
Table 18 Dwelling Units by Structure and Tenure .....	33
Table 19 Dwelling Units by Year Built and Tenure.....	34
Table 20 Value of Owner Occupied Housing Stock.....	34
Table 21 Senior Rental Summary.....	37
Table 22 Utility Arrangement and Unit Features, Senior Communities .....	38
Table 23 Community Amenities, Senior Communities .....	38
Table 24 Rental Summary, General Occupancy Communities .....	40
Table 25 Average Market Rent, Most Comparable Communities .....	42
Table 26 Average Market Rent and Rent Advantage Summary .....	42
Table 27 Subsidized Communities, Breckinridge Oaks Market Area .....	43
Table 28 Foreclosure Rate and Recent Foreclosure Activity, ZIP Code 30096 .....	45
Table 29 2017 Total and Renter Income Distribution.....	49
Table 30 2015 LIHTC Income and Rent Limits, Breckinridge Oaks.....	50
Table 31 2017 Breckinridge Oaks Affordability Analysis.....	51
Table 32 Substandard and Cost Burdened Calculations .....	53
Table 33 Senior Homeowner Conversion, Atlanta MSA .....	53





Table 34 DCA Demand by Income Level ..... 54

Table 35 DCA Demand by Floor Plan (No Overlap) and Capture Rate Analysis Chart ..... 54

Figure 1 Satellite Image of Subject Site ..... 8

Figure 2 Views of Subject Site..... 9

Figure 3 Views of Surrounding Land Uses ..... 10

Figure 4 At-Place Employment, Gwinnett County ..... 21

Figure 5 Total Employment by Sector ..... 22

Figure 6 Change in Employment by Sector 2001-2014 Q3 ..... 22

Figure 7 Price Position – One and Two Bedroom Units ..... 56

Map 1 Site Location ..... 7

Map 2 2014 CrimeRisk, Subject Site and Surrounding Areas ..... 12

Map 3 Location of Key Facilities and Services ..... 15

Map 4 Breckinridge Oaks Market Area ..... 18

Map 5 Major Employers ..... 24

Map 6 Surveyed Senior Rental Communities ..... 36

Map 7 Surveyed General Occupancy Rental Communities ..... 41

Map 8 Subsidized Rental Communities ..... 44



# EXECUTIVE SUMMARY

NorSouth Development has retained Real Property Research Group, Inc. (RPRG) to conduct a comprehensive market feasibility analysis of Breckinridge Oaks, a proposed senior-oriented rental community in Duluth, Gwinnett County, Georgia. Breckinridge Oaks will be financed in part by Low Income Housing Tax Credits (LIHTC), allocated by the Georgia Department of Community Affairs (DCA), and will be restricted to households with a householder age 62 or older.

## 1. Project Description

- As proposed, Breckinridge Oaks will offer 88 LIHTC units targeting households earning up to 50 percent and 60 percent of the Area Median Income (AMI), adjusted for household size. Twenty-two units will be market rate, unencumbered by tenant rent or income restrictions. The site for Breckinridge Oaks is located at the southwest corner of the Breckinridge Boulevard and Center Drive NW intersection, approximately one-quarter mile east of Interstate 85, in Duluth, Gwinnett County, Georgia.
- A detailed summary of the subject property, including the rent and unit configuration, is shown in the table below. The rents shown will include the cost of trash removal.

Unit Mix/Rents									
Subsidy Type	Income Target	Bed	Bath	Quantity	Square Feet	Proposed Net Rent	Net Rent / Sq. Ft.	Utility Allowance*	Proposed Gross Rent
LIHTC	50%	1	1	8	752	\$440	\$0.59	\$171	\$611
LIHTC	60%	1	1	24	752	\$560	\$0.74	\$171	\$731
Market	120%	1	1	8	752	\$850	\$1.13	N/A	N/A
LIHTC	50%	2	2	14	1,015	\$520	\$0.51	\$217	\$737
LIHTC	60%	2	2	42	1,015	\$665	\$0.66	\$217	\$882
Market	120%	2	2	14	1,015	\$1,050	\$1.03	N/A	N/A
<b>Total/Average</b>				<b>110</b>	<b>919</b>	<b>\$670</b>	<b>\$0.73</b>		

\*Rents include the cost of trash collection.

- In-unit features offered at the subject property will include a range, range hood, refrigerator, dishwasher, garbage disposal, microwave, washer/dryer connections, ceiling fans, nine foot ceilings, entertainment bars, and walk-in closets. These unit features are comparable to all surveyed senior rental communities in and outside of the Breckinridge Oaks Market Area and are appropriate for the target market.
- Breckinridge Oaks’ community amenity package will include a community room, fitness center, computer center, covered picnic pavilion with tables and chairs, community garden, arts and crafts room, theater room, library, beauty salon, community laundry area, and covered entrance. This amenity package will be competitive with surveyed senior rental communities in the Breckinridge Oaks Market Area and will appeal to senior households more than the family-oriented community amenities typically found at general occupancy properties.

## 2. Site Description / Evaluation

The subject site is a suitable location for affordable senior rental housing as it is compatible with surrounding land uses, has sufficient visibility from major thoroughfares, and has ample access to amenities, services, public transportation, and major thoroughfares.

- The subject site is heavily wooded parcel that does not contain any existing structures. Bordering land uses include Studio 6 (extended stay hotel), Breckinridge office park, Ferguson Elementary School, DeVry University Duluth, and Kruti Plaza (shopping center).



- Community services, neighborhood shopping centers, medical services, and recreational venues are all located in the subject site's immediate vicinity including both convenience and comparison shopping opportunities within one mile. Public bus transportation is also available through the Gwinnett County Transit System from a bus stop adjacent to the subject site.
- Breckinridge Oaks will have sufficient visibility and accessibility from Centerview Drive NW and Breckinridge Boulevard, the latter of which connects to Pleasant Hill Road and Interstate 85 (via Pleasant Hill Road) within one-quarter mile.
- The subject site's surrounding land use characteristics, which include a mixture of commercial, residential, and institutional development, are comparable to senior rental communities in the Breckinridge Oaks Market Area and compatible with a senior-oriented multi-family community.

### **3. Market Area Definition**

- The Breckinridge Oaks Market Area consists of twenty-six 2010 Census tracts in central Gwinnett County. The boundaries of the Breckinridge Oaks Market Area and their approximate distance from the subject site are Fulton County (5.8 miles to the north), Lawrenceville Suwanee Road (6.2 miles to the east), Lawrenceville Highway (2.8 miles to the south), and Jimmy Carter Boulevard NW / Medlock Bridge Road NW (5.5 miles to the west).

### **4. Community Demographic Data**

The Breckinridge Oaks Market Area experienced strong population and household growth from 2000 to 2015, a trend expected to continue through 2017. Senior household growth is also expected to outpace total household growth on a percentage basis during this period.

- Between 2000 and 2010 Census counts, the Breckinridge Oaks Market Area added 37,585 people (21.2 percent) and 10,572 households (16.6 percent). Through 2017, the population and household bases of the market area are projected to increase at annual rates of 1.4 percent and 1.2 percent, respectively.
- Between 2015 and 2017, households with householders age 62+ are projected to increase by 4.4 percent or 555 households per year. This would bring the total number of households with householders age 62+ in the Breckinridge Oaks Market Area to 13,350.
- Seniors (persons age 62 and older) constitute 9.8 percent of the population in the Breckinridge Oaks Market Area and 11.4 percent of the population in Gwinnett County.
- Approximately 33 percent of the households in the Breckinridge Oaks Market Area have at least two adults, but no children. This includes 20.2 percent of market area households that are married without children, such as empty-nesters and young couples. Single person households account for 23 percent of the Breckinridge Oaks Market Area's households.
- As of the 2010 Census, 45.1 percent of all households in the Breckinridge Oaks Market Area were renters, compared to 29.6 percent in Gwinnett County. Based on Esri estimates and projections, the Breckinridge Oaks Market Area's renter percentage increased to 48.1 percent in 2015 and is projected to grow to 49.1 percent by 2017.
- The 2015 renter percentages for households with a householder 62+ are 26.5 percent in the Breckinridge Oaks Market Area and 17.9 percent in Gwinnett County. Fifteen percent of all renter householders in the Breckinridge Oaks Market Area are age 55 or older and 5.8 percent are age 65 or older.
- The 2015 median income of households in the Breckinridge Oaks Market Area is \$55,398, which is 13.0 percent lower than Gwinnett County's median household income of \$63,657.



The 2015 median income for senior householders (age 62 and older) in the Breckinridge Oaks Market Area is \$41,084 for renters and \$54,732 for owners. Roughly 20 percent of all senior renter householders in the Breckinridge Oaks Market Area have an income from \$15,000 to \$34,999 per year and 40.9 percent earn \$35,000 to \$74,999 annually.

- While the conversion of foreclosed, abandoned, or vacant single-family homes into rental units can affect the demand for new multi-family rental housing in some markets, foreclosure rates are low in the Breckinridge Oaks Market Area and these unit types typically do not affect senior-oriented rental communities. As such, we do not believe such properties will impact the subject property's ability to lease its units.

## 5. Economic Data

Over the past four years, Gwinnett County's economy has shown some signs of stabilization with declining unemployment rates and steady job growth following a notable decline during and immediately following the national recession of the late 2000's.

- After reaching a high of 9.2 percent in 2010, following the most recent national recession, Gwinnett County's unemployment rate steadily declined to 6.1 percent in 2014. This was lower than 2014 unemployment rates in both the state (7.2 percent) and the nation (6.2 percent).
- Following steady growth from 2000 to 2007, Gwinnett County lost nearly 30,000 jobs over a three-year span (2008 to 2010) during the course of the most recent national recession; however, the county recouped 15,326 jobs from 2011 to 2013 (52.1 percent) and added an additional 11,122 jobs through the third quarter of 2014.
- The two largest employment sectors in Gwinnett County are Trade-Transportation-Utilities and Professional Business, which account for 43.9 percent of all jobs in the county compared to just 32.9 percent nationally. The Government, Education-Health, and Leisure-Hospitality sectors also each account for approximately nine to ten percent of total employment in Gwinnett County.
- In total, eight recent economic expansions in Gwinnett County are expected to add 1,187 new jobs over the next one to two years. During the same period, twelve business closures or layoffs will result in the loss of 1,140 jobs.
- We do not expect current economic conditions in Gwinnett County to negatively impact the proposed development of Breckinridge Oaks.

## 6. Project Specific Affordability and Demand Analysis:

- Breckinridge Oaks will contain 88 LIHTC units reserved for senior households (62+) earning up to 50 percent and 60 percent of the Area Median Income (AMI), and 22 market rate units. Income-qualified renter households (62+) and capture rates for each unit type are as follows:
  - **The 50 percent units** will target renter households (62+) earning between \$18,330 and \$27,300. The 22 proposed 50 percent units would need to capture 5.1 percent of the 430 income qualified renter households (62+) in order to lease-up.
  - **The 60 percent units** will target renter households (62+) earning between \$21,930 and \$32,760. The 66 proposed 60 percent units would need to capture 12.0 percent of the 552 income qualified renter households (62+) in order to lease-up.
  - **All LIHTC units** will target renter households (62+) earning between \$18,330 and \$32,760. The 88 proposed LIHTC units would need to capture 12.3 percent of the 718 income qualified renter households (62+) in order to lease-up.



- **The market rate units** will target renter households (62+) earning between \$30,630 and \$65,520. The 22 proposed market rate units would need to capture 1.5 percent of the 1,423 income qualified renter households (62+) in order to lease-up.
- **Project wide**, all 110 units will target renter households (62+) earning between \$18,330 and \$65,520. The 110 proposed units would need to capture 5.4 percent of the 2,029 income qualified renter households (62+) to reach full occupancy.
- All affordability capture rates are within reasonable and achievable levels for a senior-oriented rental community.
- Breckinridge Oaks' DCA capture rates by AMI level are 7.6 percent for 50 percent units, 19.7 percent for 60 percent units, 20.1 percent for all LIHTC units, 2.2 percent for market rate units, and 8.2 percent for the project overall. By floor plan, capture rates range from 1.9 percent to 22.1 percent (Table 35). All of these capture rates are within DCA's mandated threshold of 30 percent and are reasonable for an age restricted rental community.

## 7. Competitive Rental Analysis

RPRG surveyed two senior rental communities and 17 general occupancy rental communities in the Breckinridge Oaks Market Area including a total of six LIHTC communities (two senior and four general occupancy). RPRG also surveyed two senior LIHTC communities just outside the market area to supplement the analysis.

### Senior Rental Communities:

- The only stabilized senior rental community in the Breckinridge Oaks Market Area, Sweetwater Terraces, was fully occupied at the time of our survey with a waiting list as long as nine months for some units. The other senior rental community in the market area, Hearthside Sugarloaf, opened April 20<sup>th</sup> of this year and has leased 40 of its 110 units (37 percent) within the first month of opening; however, given pre-leasing activity four to five months prior to construction completion and the differences in pre-construction and post-construction lease rates, we estimate Hearthside Sugarloaf's true absorption rate was roughly 10 to 11 units per month.
- The two senior rental communities outside the market area reported a combined four of 241 units vacant, a rate of just 1.7 percent. In both cases, each community reported significant waiting lists for all units.
- Net rents, unit sizes, and rents per square foot for the surveyed senior rental units are as follows:
  - **One bedroom units** in the market area had an average effective rent of \$912, an average unit size of 757 square feet, and an average rent per square foot of \$1.21. At the two senior rental communities outside the market area, one bedroom units had an average effective rent of \$713, an average unit size of 703, and an average rent per square foot of \$1.01.
  - **Two bedroom units** in the market area had an average effective rent of \$1,051, an average unit size of 948 square feet, and an average rent per square foot of \$1.11. At the two senior rental communities outside the market area, two bedroom units had an average effective rent of \$827, an average unit size of 939 square feet, and an average rent per square foot of \$0.88.

### General Occupancy Rental Communities:



- The 17 general occupancy rental communities surveyed combine to offer 5,869 units, 203 of which or 3.5 percent were reported vacant. Among the four LIHTC communities, just 10 of 932 units (1.1 percent) were available at the time of our survey.
- Among surveyed general occupancy rental communities, net rents, unit sizes, and rents per square foot are as follows:
  - **One-bedroom units** had an average effective rent of \$842, an average unit size of 817 square feet, and an average rent per square foot of \$1.03 across all communities.
  - **Two-bedroom units** had an average effective rent of \$973, an average unit size of 1,155 square feet, and an average rent per square foot of \$0.84 across all communities.
- The “average market rent” among comparable communities is \$1,068 for one bedroom units and \$1,290 for two bedroom units. All of the subject property’s proposed rents are well below these average market rents with rent advantages of at least 18 percent for all units and an overall weighted average rent advantage of 44.6 percent.

**8. Absorption/Stabilization Estimate**

- Based on the product to be constructed and current market conditions, we expect Breckinridge Oaks to lease-up at a rate of at least 11 units per month comparable to Hearthside Sugarloaf. At this rate, the subject property will reach a stabilized occupancy of at least 93 percent within nine and half months.
- Given the limited vacancies and waiting lists at senior and general occupancy rental communities in the Breckinridge Oaks Market Area, projected senior household growth over the next five years, and reasonable affordability/demand estimates, we do not expect Breckinridge Oaks to have negative impact on existing rental communities in the Breckinridge Oaks Market Area including those with tax credits.

**9. Overall Conclusion / Recommendation**

Strong senior rental market conditions and reasonable affordability and demand estimates indicate sufficient demand will exist in the Breckinridge Oaks Market Area by 2017 to support the proposed 110 units at Breckinridge Oaks. As such, RPRG believes Breckinridge Oaks will be able to reach and maintain a stabilized occupancy of at least 93 percent following its entrance into the rental market. The subject property will be competitively positioned with existing senior and general occupancy rental communities in the Breckinridge Oaks Market Area and will be well received by the target market. We recommend proceeding with the project as planned.

Income/Unit Size	Income Limits	Units Proposed	Renter Income Qualification %	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band	Proposed Rents
<b>50% Units</b>	<b>\$18,330 - \$27,300</b>										
One Bedroom Units	\$18,330 - \$21,749	8	4.3%	113	5	108	7.4%	1 month	\$1,068	\$807 - \$1350	\$440
Two Bedroom Units	\$22,110 - \$27,300	14	7.0%	182	12	170	8.2%	1 - 2 months	\$1,290	\$959 - \$1,622	\$520
<b>60% Units</b>	<b>\$21,930 - \$32,760</b>										
One Bedroom Units	\$21,930 - \$26,099	24	5.5%	143	11	132	18.2%	2 months	\$1,068	\$807 - \$1350	\$560
Two Bedroom Units	\$26,460 - \$32,760	42	9.2%	238	48	190	22.1%	3-4 months	\$1,290	\$959 - \$1,622	\$665
<b>120% Units</b>	<b>\$30,630 - \$65,520</b>										
One Bedroom Units	\$30,630 - \$37,649	8	9.6%	250	9	241	3.3%	1 month	\$1,068	\$807 - \$1350	\$850
Two Bedroom Units	\$38,010 - \$65,520	14	29.2%	757	23	734	1.9%	1-2 months	\$1,290	\$959 - \$1,622	\$1,050
<b>Project Total</b>	<b>\$18,330 - \$65,520</b>										
50% Units	\$18,330 - \$27,300	22	11.8%	307	17	290	7.6%	1-2 months			
60% Units	\$21,930 - \$32,760	66	15.2%	395	59	336	19.7%	5-6 months			
LIHTC Units	\$18,330 - \$32,760	88	19.8%	514	76	438	20.1%	7-8 months			
120% Units	\$30,630 - \$65,520	22	39.2%	1,018	32	986	2.2%	1-2 months			
<b>Total Units</b>	<b>\$18,330 - \$65,520</b>	<b>110</b>	<b>55.9%</b>	<b>1,451</b>	<b>108</b>	<b>1,343</b>	<b>8.2%</b>	<b>9-10 months</b>			



**10. DCA Summary Table:**

SUMMARY TABLE:		
Development Name:	Breckinridge Oaks Senior Apartments	Total # Units: 110
Location:	SE Corner of Breckinridge Boulevard and Centerview Drive NW, Duluth, Gwinnett County, GA	# LIHTC Units: 88
PMA Boundary:	North: Fulton County, East: Lawrenceville Suwanee Road, South: Lawrenceville Highway, West: Jimmy Carter Boulevard NW / Medlock Bridge Road NW Farthest Boundary Distance to Subject: 6.2 miles	

RENTAL HOUSING STOCK – (found on pages 5, 37, 40, 42)				
Type	# Properties	Total Units	Vacant Units	Average Occupancy*
All Rental Housing*	19	6,142	271	95.6%
Market-Rate Housing	13	4,937	193	96.1%
Assisted/Subsidized Housing not to include LIHTC	N/A	N/A	N/A	N/A
<b>Stabilized LIHTC</b>	5	1,097	10	99.1%
Stabilized Comps	18	6,034	203	96.7%
Properties in construction & lease up	1	108	68	37.0%

\*Includes two senior communities in the market area and 17 general occupancy communities in the market area

Subject Development					Average Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
8	1	1	752	\$440	\$1,068	\$1.30	58.8%	\$1,350	\$1.80
24	1	1	752	\$560	\$1,068	\$1.30	47.6%	\$1,350	\$1.80
8	1	1	752	\$850	\$1,068	\$1.30	20.4%	\$1,350	\$1.80
14	2	2	1,015	\$520	\$1,290	\$1.09	59.7%	\$1,622	\$1.66
42	2	2	1,015	\$665	\$1,290	\$1.09	48.5%	\$1,622	\$1.66
14	2	2	1,015	\$1,050	\$1,290	\$1.09	18.6%	\$1,622	\$1.66

DEMOGRAPHIC DATA (found on pages 30, 51)						
	2012		2015		2017	
Renter Households	2,747	25.6%	3,248	26.5%	3,630	27.2%
Income-Qualified Renter HHs (LIHTC)	657	23.9%	695	21.4%	718	19.8%
Income-Qualified Renter HHs (MR)	1,060	38.6%	1,269	39.1%	1,423	39.2%

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 54)					
Type of Demand	50%	60%	LIHTC	Market	Overall
Renter Household Growth	81	104	136	269	384
Existing Households (Overburd + Substand)	193	248	322	639	910
Homeowner Conversion (Seniors)	6	8	10	20	28
Secondary Market Demand (10%)	27	35	46	91	129
<b>Total Primary Market Demand</b>	<b>307</b>	<b>395</b>	<b>504</b>	<b>1,018</b>	<b>1,451</b>
Less Comparable/Competitive Supply	17	59	76	32	108
<b>Adjusted Income-qualified Renter HHs</b>	<b>290</b>	<b>336</b>	<b>438</b>	<b>986</b>	<b>1,343</b>

CAPTURE RATES (found on page 54)					
Targeted Population	50%	60%	LIHTC	Market	Overall
Capture Rate	7.6%	19.7%	20.1%	2.2%	8.2%





## 1. INTRODUCTION

### A. Overview of Subject

The subject of this report is Breckinridge Oaks, a proposed 110 unit senior-oriented rental community in Duluth, Gwinnett County, Georgia. Breckinridge Oaks will be financed in part by Low Income Housing Tax Credits (LIHTC), allocated by the Georgia Department of Community Affairs (DCA), and will be restricted to households with householder age 62 or older. As proposed, Breckinridge Oaks will offer 88 LIHTC units targeting households earning up to 50 percent and 60 percent of the Area Median Income (AMI), adjusted for household size. Twenty-two units will be market rate, unencumbered by tenant rent or income restrictions.

### B. Purpose of Report

The purpose of this market study is to perform a market feasibility analysis through an examination of the economic context, a demographic analysis of the defined market area, a competitive housing analysis, a derivation of demand, and an affordability analysis. RPRG expects this study to be submitted to the Georgia Department of Community Affairs in the 2015 competitive round to obtain nine percent Low Income Housing Tax Credits.

### C. Format of Report

The report format is comprehensive and conforms to DCA's 2015 Market Study Manual. The market study also considered the National Council of Housing Market Analysts' (NCHMA) recommended Model Content Standards and Market Study Index.

### D. Client, Intended User, and Intended Use

The Client is NorSouth Development. Along with the Client, the Intended Users are DCA, potential lenders, and investors.

### E. Applicable Requirements

This market study is intended to conform to the requirements of the following:

- DCA's 2015 Market Study Manual.
- The National Council of Housing Market Analysts' (NCHMA) Model Content Standards and Market Study Index.

### F. Scope of Work

To determine the appropriate scope of work for the assignment, we considered the intended use of the market study, the needs of the user, the complexity of the property, and other pertinent factors. Our concluded scope of work is described below:

- Please refer to Appendix 5 and 6 for a detailed list of DCA and NCHMA requirements as well as the corresponding pages of requirements within the report.
- Michael Riley (Analyst) conducted a site visit on May 7, 2015.
- Primary information gathered through field and phone interviews was used throughout the various sections of this report. The interviewees included rental community property





- managers and planning/building officials with the Cities of Lawrenceville, Duluth, Norcross, and Berkeley Lake as well as planning officials with Gwinnett County.
- All pertinent information obtained was incorporated in the appropriate section(s) of this report.

## **G. Report Limitations**

The conclusions reached in a market assessment are inherently subjective and should not be relied upon as a determinative predictor of results that will actually occur in the marketplace. There can be no assurance that the estimates made or assumptions employed in preparing this report will in fact be realized or that other methods or assumptions might not be appropriate. The conclusions expressed in this report are as of the date of this report, and an analysis conducted as of another date may require different conclusions. The actual results achieved will depend on a variety of factors, including the performance of management, the impact of changes in general and local economic conditions, and the absence of material changes in the regulatory or competitive environment. Reference is made to the statement of Underlying Assumptions and Limiting Conditions contained in Appendix I of this report.



## 2. PROJECT DESCRIPTION

### A. Project Overview

Eighty-eight of Breckinridge Oaks' 110 units will benefit from Low Income Housing Tax Credits and will be reserved for senior households (62+) earning at or below 50 percent and 60 percent of the Area Median Income (AMI), adjusted for household size. Twenty-two units will be offered at market rates.

### B. Project Type and Target Market

Breckinridge Oaks will target low to moderate income senior renter households with householder age 62 or older. With a unit mix consisting of one and two bedroom floor plans, the subject property will appeal to variety of senior household types including single persons, couples, and possibly some households with dependents.

### C. Building Types and Placement

Breckinridge Oaks' 110 units will be contained within one four-story mid-rise building with elevator service and interior access hallways. Construction characteristics will include a wood frame with a brick and HardiPlank siding exterior. The building will also feature a covered and secured entrance. Surface parking will be available in an adjacent lot and free for all residents.

### D. Detailed Project Description

#### 1. Project Description

- Breckinridge Oaks will offer the following units (Table 1):
  - Forty one bedroom / one bathroom units with 752 square feet.
  - Seventy two bedroom / two bathroom units with 1,015 square feet.
- All rents will include the cost of trash removal. Tenants will bear the cost of all other utilities. All appliances and the heating/cooling for each unit will be electric.

The following **unit features** are planned:

- Kitchens with a refrigerator, range/oven, dishwasher, garbage disposal, and microwave
- Open floor plans
- Entertainment serving bars
- Full-size washer/dryer connections
- Walk-in closets
- Walk-in showers
- Ceiling fans
- Nine-foot ceilings
- Central heat and air-conditioning
- Window blinds

The following **community amenities** are planned:

- Elevator



- Community room
- Business center
- Fitness center
- Arts and crafts center
- Media center / theater
- Central laundry facility
- Library
- Beauty salon
- Covered pavilion with tables and chairs
- Fenced community gardens
- Leasing/Management office

## **2. Pertinent Information on Zoning and Government Review**

The Gwinnett County Board of Commissioners approved rezoning of the subject site from C-2 (General Business District) to O-I (Office and Institutional District) and a special use permit to accommodate building height on May 26, 2015. We are not aware of any other land use regulations that would impact the proposed development.

## **3. Proposed Timing of Development**

RPRG estimates Breckinridge Oaks will begin construction in August 2016 with a date of completion/first move-in in August 2017. Based on this timeline, the subject property's anticipated placed-in-service year is 2017.



**Table 1 Breckinridge Oaks Detailed Project Summary**

Breckinridge Oaks Senior Apartments									
Breckinridge Boulevard and Centerview Drive Duluth, Gwinnett County, GA 30096									
Unit Mix/Rents									
Subsidy Type	Income Target	Bed	Bath	Quantity	Square Feet	Proposed Net Rent	Net Rent / Sq. Ft.	Utility Allowance*	Proposed Gross Rent
LIHTC	50%	1	1	8	752	\$440	\$0.59	\$171	\$611
LIHTC	60%	1	1	24	752	\$560	\$0.74	\$171	\$731
Market	120%	1	1	8	752	\$850	\$1.13	N/A	N/A
LIHTC	50%	2	2	14	1,015	\$520	\$0.51	\$217	\$737
LIHTC	60%	2	2	42	1,015	\$665	\$0.66	\$217	\$882
Market	120%	2	2	14	1,015	\$1,050	\$1.03	N/A	N/A
<b>Total/Average</b>				<b>110</b>	<b>919</b>	<b>\$670</b>	<b>\$0.73</b>		

\*Rents include the cost of trash collection.

Project Information		Additional Information	
<b>Number of Residential Buildings</b>	One	<b>Construction Start Date</b>	August 2016
<b>Building Type</b>	Mid Rise	<b>Date of First Move-In</b>	August 2017
<b>Number of Stories</b>	Four	<b>Construction Finish Date</b>	August 2017
<b>Construction Type</b>	New Const.	<b>Parking Type</b>	Surface
<b>Design Characteristics (exterior)</b>	Brick, HardiPlank	<b>Parking Cost</b>	None
<b>Community Amenities</b>	Community Room, Business Center, Fitness Center, Arts and Crafts Center, Media Center / Theater, Library, Beauty Salon, Laundry Room, Covered Pavillion with Tables and Chairs, Fenced Community Gardens, and Leasing Magement Office	<b>Kitchen Amenities</b>	
		<b>Dishwasher</b>	Yes
		<b>Disposal</b>	Yes
		<b>Microwave</b>	Yes
		<b>Range</b>	Yes
<b>All Unit Features</b>	Kitchens with a Range/Oven, Refrigerator, Dishwasher, Garbage Disposal, and Microwave; Open Floor Plans; Entertainment Serving Bars; Full-Size Washer/Dryer Connections; Walk-in Closets; Walk-in Showers; Ceiling Fans; Nine Foot Ceilings; Central Heating and Air Conditioning	<b>Utilities Included</b>	
		<b>Water/Sewer</b>	Tenant
		<b>Trash</b>	Owner
		<b>Heat</b>	Tenant
		<b>Heat Source</b>	Elec
		<b>Hot/Water</b>	Tenant
<b>Electricity</b>	Tenant		
<b>Other:</b>	None		

Source: NorSouth Development



## 3. SITE AND NEIGHBORHOOD ANALYSIS

### A. Site Analysis

#### 1. Site Location

The site for Breckinridge Oaks is located at the southwest corner of the Breckinridge Boulevard and Center Drive NW intersection, approximately one-quarter mile east of Interstate 85, in Duluth, Gwinnett County, Georgia (Map 1, Figure 1).

#### 2. Existing Uses

The subject site is a heavily wood parcel and does not include any existing structures (Figure 2).

#### 3. Size, Shape, and Topography

Based on field observations and information provided by the developer, the subject site encompasses 5.25 acres in a rectangular shape and appears to have a relatively flat topography.

#### 4. General Description of Land Uses Surrounding the Subject Site

The site for Breckinridge Oaks is surrounded by a mixture of development that includes residential, commercial, and institutional land uses. Multi-family rental communities are the dominant residential land use in the immediate area as twelve properties, including one senior LIHTC community (Sweetwater Terraces), are located within one-half mile of the subject site. Heavy concentrations of commercial development are prevalent within one mile, primarily located along Pleasant Hill Road and in/around Gwinnett Place Mall to the west and north of the site. Three municipal land uses are located within one-quarter mile of the site including DeVry University Duluth, Saint Leo University, Ferguson Elementary School, and White Chapel Memorial Gardens (cemetery).

#### 5. Specific Identification of Land Uses Surrounding the Subject Site

The land uses directly bordering the subject site are as follows (Figure 3):

- **North:** Studio 6 (extended stay hotel) / Breckinridge Office Park
- **East:** Ferguson Elementary School
- **South:** DeVry University Duluth
- **West:** Kruti Plaza (shopping center)



Map 1 Site Location

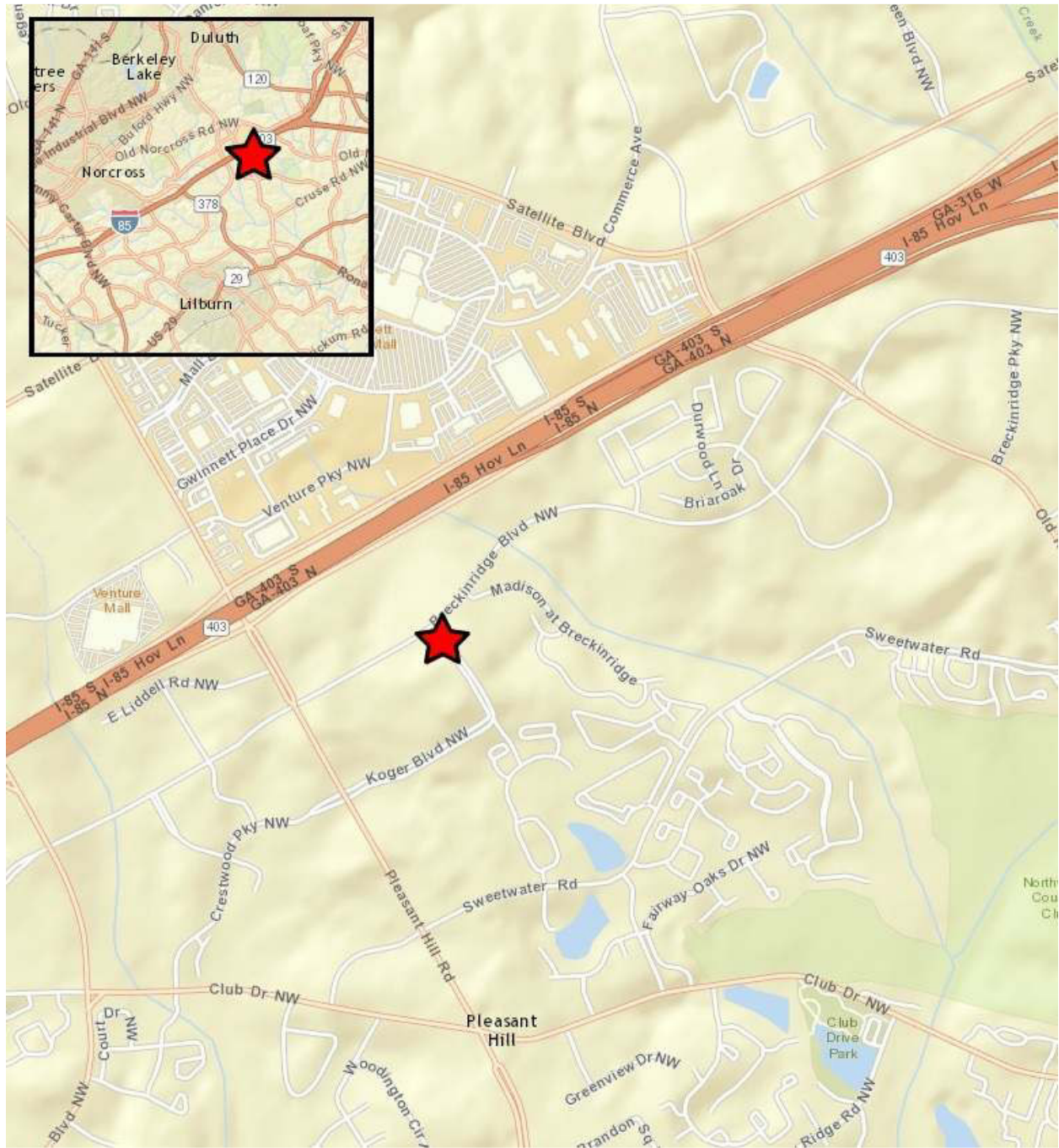




Figure 1 Satellite Image of Subject Site





**Figure 2 Views of Subject Site**



The site facing southwest from Centerview Drive NW



The site facing southeast from Breckinridge Boulevard



The site facing south from Breckinridge Boulevard



The site facing west from Breckinridge Boulevard



Centerview Drive NW facing northwest, site on left



Breckinridge Boulevard facing southwest, site on left



**Figure 3 Views of Surrounding Land Uses**



Breckinridge Office Park bordering the site to the north



Ferguson Elementary School bordering the site to the east



DeVry University Duluth bordering the site to the south



The Prescott Apartments just east of the site



Saint Leo University just south of the site



Kruti Plaza (shopping center) bordering the site to the southwest



## **B. Neighborhood Analysis**

### **1. General Description of Neighborhood**

The subject site is located in a suburban area of central Gwinnett County, situated between the cities of Lawrenceville to the east, Duluth to the north, Norcross to the west, and Lilburn to the south. Fueled by the proximity to major transportation arteries, including Interstate 85 and State Highway 316, this portion of Gwinnett County has experienced significant growth over the past decade. Overall, the character of development is relatively affluent, consisting primarily of moderate to high value single-family detached homes and Mid to Upper Tier multi-family rental communities. Six Low Income Housing Tax Credit communities (four general occupancy and two senior) are also located in this area. Outside of residential land uses, prominent commercial and light industrial corridors exist along Interstate 85 and State Highway 316 near the subject site. A variety of business / office parks and major retailers are located in these areas, including three malls within ten miles.

### **2. Neighborhood Planning Activities**

Given the growing nature of the Interstate 85 / State Highway 316 corridor, significant neighborhood investment has taken place in the subject site's immediate area over the past five to ten years. At present, much of the area surrounding the subject site to the north, west, and south is located in the Gwinnett Place Community Improvement District (CID), which was created to guide neighborhood improvement initiatives and development in Gwinnett County's central business district. Numerous projects have been successfully completed in the Gwinnett Place CID including Gwinnett County's first diverging diamond interchange, pedestrian safety and mobility enhancements, thoroughfare widening, way-finding and signage additions, traffic signal optimization, the establishment of right of way maintenance throughout the district, daily community safety patrols, the opening of the Pleasant Hill Road Georgia State Patrol Post, landscaping upgrades, gateway monuments, and streetscape enhancements. The Gwinnett Place CID is also pursuing several additional plans including an initiative to develop the Activate Gwinnett Place Multi-Modal Green Corridor and a Livable Centers Initiative (LCI) through the Atlanta Regional Commission (ARC).

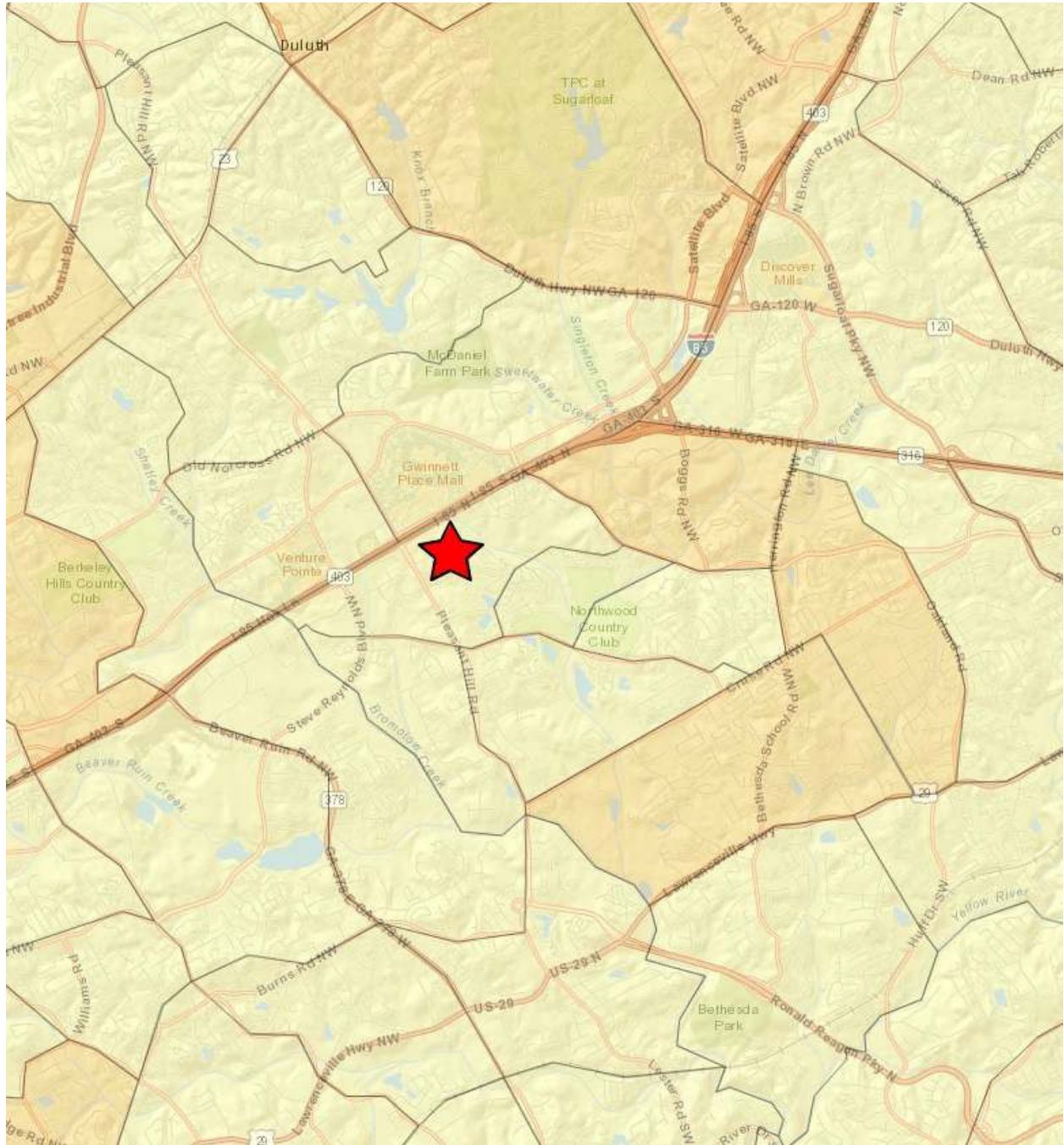
### **3. Public Safety**

CrimeRisk data is an analysis tool for crime provided by Applied Geographic Solutions (AGS). CrimeRisk is a block-group level index that measures the relative risk of crime compared to a national average. AGS analyzes known socio-economic indicators for local jurisdictions that report crime statistics to the FBI under the Uniform Crime Reports (UCR) program. Based on detailed modeling of these relationships, CrimeRisk provides a detailed view of the risk of total crime as well as specific crime types at the block group level. In accordance with the reporting procedures used in the UCR reports, aggregate indexes have been prepared for personal and property crimes separately as well as a total index. However it must be recognized that these are un-weighted indexes, in that a murder is weighted no more heavily than purse snatching in this computation. The analysis provides a useful measure of the relative overall crime risk in an area but should be used in conjunction with other measures.

Map 2 displays the 2014 CrimeRisk Index for the census tracts in the general vicinity of the subject site. The relative risk of crime is displayed in gradations from yellow (least risk) to red (most risk). The subject site's census tract is light yellow, indicating a low CrimeRisk below the national average (100). This crime risk is comparable or lower than all surrounding areas of central Gwinnett County. Based on this data and field observations, we do not expect crime or the perception of crime to negatively impact the subject property's marketability.



**Map 2 2014 CrimeRisk, Subject Site and Surrounding Areas**







## **C. Site Visibility and Accessibility**

### **1. Visibility**

Breckinridge Oaks will have sufficient visibility from frontage along Breckinridge Boulevard and Centerview Drive NW, both of which are four-lane moderately traveled roadways serving nearby residential, municipal, and commercial traffic. The subject property will also benefit from traffic generated by adjacent land uses including Ferguson Elementary School, DeVry University Duluth, and Kruti Plaza.

### **2. Vehicular Access**

Breckinridge Oaks will be accessible from Breckinridge Boulevard, which provides access to Pleasant Hill Road and Interstate 85 (via Pleasant Hill Road) within one-quarter mile. Traffic at the Breckinridge Boulevard / Pleasant Hill Road intersection is facilitated by a stop light and turn lanes on both roadways. Problems with ingress or egress are not anticipated.

### **3. Availability of Public Transit**

The Gwinnett County Transit System (GCT) provides public fixed-route bus service throughout west and central Gwinnett County including the Cities of Norcross, Lawrenceville, Duluth, Berkeley Lake, Snellville, and Lilburn. In total, GCT operates five local routes and seven express routes, which include connections to the Metro Atlanta Regional Transportation Authority (MARTA) and other nearby communities (via the Georgia Regional Transportation Authority). A bus stop on Route 30 (Yellow) will be located adjacent to the subject site on Centerview Drive. A park and ride facility for express routes is also located within two miles of the subject site at Discover Mills Mall.

### **4. Availability of Inter-Regional Transit**

From a regional perspective, the subject site is convenient to numerous major thoroughfares including Interstate 85, Interstate 985, and U.S. Highway 316 within six miles. The closest major airport to Breckinridge Oaks is Hartsfield-Jackson International Airport, approximately 48 miles to the southwest.

### **5. Accessibility Improvements under Construction and Planned**

#### ***Roadway Improvements under Construction and Planned***

RPRG reviewed information from local stakeholders to assess whether any capital improvement projects affecting road, transit, or pedestrian access to the subject site are currently underway or likely to commence within the next few years. Observations made during the site visit contributed to the process. Through this research, RPRG did not identify any projects that would have a direct impact on this market.

#### ***Transit and Other Improvements under Construction and/or Planned***

None identified.

### **6. Environmental Concerns**

No visible environmental or miscellaneous site concerns were identified.



## D. Residential Support Network

### 1. Key Facilities and Services near the Subject Site

The appeal of any given community is often based in part on its proximity to those facilities and services required on a daily basis. Key facilities and services and their distances from the subject site are listed in Table 2. The location of those facilities is plotted on Map 3.

**Table 2 Key Facilities and Services**

Establishment	Type	Address	City	Driving Distance
Express Pharmacy	Pharmacy	1630 Pleasant Hill Rd.	Duluth	0.9 mile
Dollar Tree	General Retail	1630 Pleasant Hill Rd.	Duluth	0.9 mile
North Georgia Urgent Care	Hospital	1630 Peasant Hill Rd.	Duluth	0.9 mile
Valero	Convenience Store	1670 Peasant Hill Rd.	Duluth	1 mile
QuikTrip	Convenience Store	1565 Pleasant Hill Rd.	Duluth	1 mile
Publix	Grocery Store	1625 Pleasant Hill Rd.	Duluth	1 mile
SunTrust Bank	Bank	3590 Club Dr.	Lawrenceville	1 mile
Good Samaritan Hlth Ctr of Gwinnett	Doctor/Medical	3700 Club Dr.	Lawrenceville	1 mile
Gwinnett Place Mall	Mall	2100 Pleasant Hill Rd.	Duluth	1 mile
Gwinnett County Transit	Public Transit	3525 Mall Blvd.	Duluth	1 mile
Wells Fargo	Bank	700 Hampton Green NW	Duluth	1.1 miles
Gwinnett County Fire Station 5	Fire Station	3001 Old Norcross Rd.	Duluth	1.2 miles
Club Drive Park	Park	3330 Club Dr.	Lawrenceville	1.8 miles
US Post Office	Post Office	1605 Boggs Rd.	Duluth	2.3 miles
Walmart	General Retail	2635 Pleasant Hill Rd.	Duluth	2.5 miles
Duluth Police Dept.	Police Station	3276 Buford Hwy.	Duluth	4.3 miles
Norcross Senior Center	Senior Center	5030 Georgia Belle Ct.	Norcross	4.7 miles
Gwinnett County Public Library	Library	788 Hillcrest Rd. NW	Lilburn	5.1 miles
Gwinnett Medical Center	Hospital	1000 Medical Center Blvd.	Lawrenceville	7.3 miles

Source: Field and Internet Survey, RPRG, Inc.

### 2. Essential Services

#### *Health Care*

The closest major healthcare provider to the subject site is Gwinnett Medical Center (GMC), a 553 bed not-for-profit facility located 7.3 miles (driving distance) to the east. With a staff of over 4,100 employees and 800 physicians, GMC offers a wide variety of medical treatment options including a Level II trauma center. Gwinnett Medical Center is also nationally renowned, consistently ranking among the top five percent of healthcare facilities in the nation for clinical care.

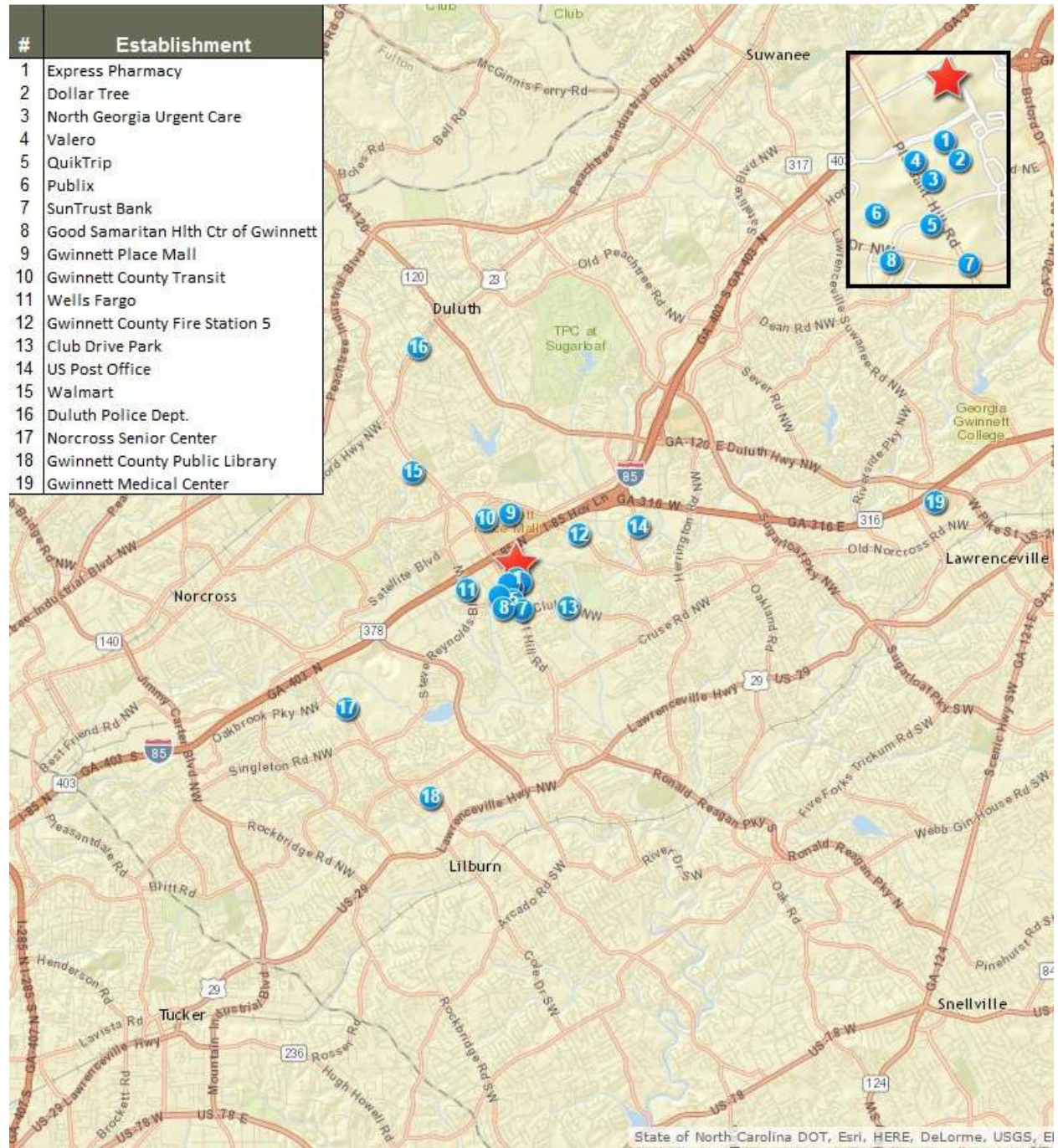
Outside of major healthcare providers, numerous smaller clinics and independent physicians are located within one to two miles of the subject site. The closest of these is Good Samaritan Health Center of Gwinnett, located on Club Drive one mile to the south.

#### *Senior Services*

The closest senior services facility to the subject site is the Norcross Senior Center, located 4.7 miles to the southwest. Open to adult citizens ages 60 and older, the center operates Monday through Friday and offers a wide variety of programs, classes, activities, social events, and trips. Additional senior services, including meals and transportation, are also available to qualifying members.



**Map 3 Location of Key Facilities and Services**





### **3. Commercial Goods and Services**

#### ***Convenience Goods***

The term “convenience goods” refers to inexpensive, nondurable items that households purchase on a frequent basis and for which they generally do not comparison shop. Examples of convenience goods are groceries, fast food, health and beauty aids, household cleaning products, newspapers, and gasoline.

Breckinridge Oaks will be located within one-half mile of numerous retailers, most of which are located along Pleasant Hill Road to the southeast and northwest of the subject site. Retailers, restaurants, and service providers in these areas include Bahama Breeze, Best Buy, TGI Fridays, Burger King, Popeye’s, Kuya’s Food Express, Dollar Tree, Chick-Fila, Dollar General, Home Depot, Petco, hhgreg, Men’s Wearhouse, The Furniture Mall, Chipotle, and K&G Fashion Superstore (among many others). The closest full-service grocery store and pharmacy to the subject site are Publix and Express Pharmacy, which are located within approximately one mile (driving distance).

#### ***Shoppers Goods***

The term “shoppers goods” refers to larger ticket merchandise that households purchase on an infrequent basis and for which they usually comparison shop. The category is sometimes called “comparison goods.” Examples of shoppers’ goods are apparel and accessories, furniture and home furnishings, appliances, jewelry, and sporting goods.

Outside of the subject site’s immediate vicinity, substantial commercial development exists approximately one mile to the north in and around Gwinnett Place Mall. This area contains a variety of shopping opportunities including Big Box retailers, Toys R Us, Bed Bath and Beyond, Micro Center, Office Max, Haverty’s Furniture, Fry’s Electronics, Macy’s Furniture, Staples, and TJ Maxx. Anchored by Sears, Mega Mart, JCPenney, and Macy’s, Gwinnett Place Mall contains over 80 retailers and service providers.

### **4. Recreational Amenities**

Breckinridge Oaks is convenient to a variety of recreational amenities, the closest of which is Club Drive Park 1.8 miles to the southeast. Club Drive Park contains outdoor basketball courts, a playground, a lake, a covered picnic pavilion, restrooms, a one-third of a mile paved multi-purpose trail, and grilling area among 25 acres. Other notable recreational amenities in the area (within ten miles) include McDaniel Farm Park, Shorty Howell Park, Pinckneville Park and Soccer Complex, The Georgia Trail at Sugarloaf, Peachtree Ridge Park, Bethesda Park, the Gwinnett County Public Library, the Gwinnett Civic/Performing Arts Center, Whitihawk Community Center, and the Rose Jordan Community Center.

### **5. Location of Low Income Housing**

A list and map of existing low-income housing in the Breckinridge Oaks Market Area are provided in the Existing Low Income Rental Housing Section of this report, starting on page 43

## **E. Site Conclusion**

The subject site is compatible with surrounding residential, commercial, and municipal land uses and is located within two to three miles of numerous community amenities, including healthcare facilities and senior services. The subject site is also located within one mile of the Gwinnett County Transit station, which provides access to public bus transportation throughout Gwinnett County and to MARTA in the greater Metro Atlanta Area. Based on these factors, the site for Breckinridge Oaks is appropriate for its intended use of affordable senior rental housing.





## 4. MARKET AREA DEFINITION

### A. Introduction

The primary market area for the proposed Breckinridge Oaks is defined as the geographic area from which future residents of the community would primarily be drawn and in which competitive rental housing alternatives are located. In defining the primary market area, RPRG sought to accommodate the joint interests of conservatively estimating housing demand and reflecting the realities of the local rental housing marketplace.

### B. Delineation of Market Area

The Breckinridge Oaks Market Area consists of twenty-six 2010 Census tracts in Gwinnett County. The boundaries of the Breckinridge Oaks Market Area and their approximate distance from the subject site are:

- North:** Fulton County ..... (5.8 miles)
- East:** Lawrenceville Suwanee Road ..... (6.2 miles)
- South:** Lawrenceville Highway ..... (2.8 miles)
- West:** Jimmy Carter Boulevard NW / Medlock Bridge Road NW ..... (5.5 miles)

The Breckinridge Oaks Market Area loosely follows Interstate 85, Interstate 985, and State Highway 316, encompassing all or portions of four cities (Duluth, Norcross, Lawrenceville, and Berkeley Lake). These suburban areas of central Gwinnett County share similar socio-economic and demographic characteristics and are comparable to the area immediately surrounding the subject site. Given the subject site’s proximity to each of these cities and the Interstate 85, 985, and 316 corridors, residents living throughout this market area are likely to consider the subject site as an acceptable shelter location.

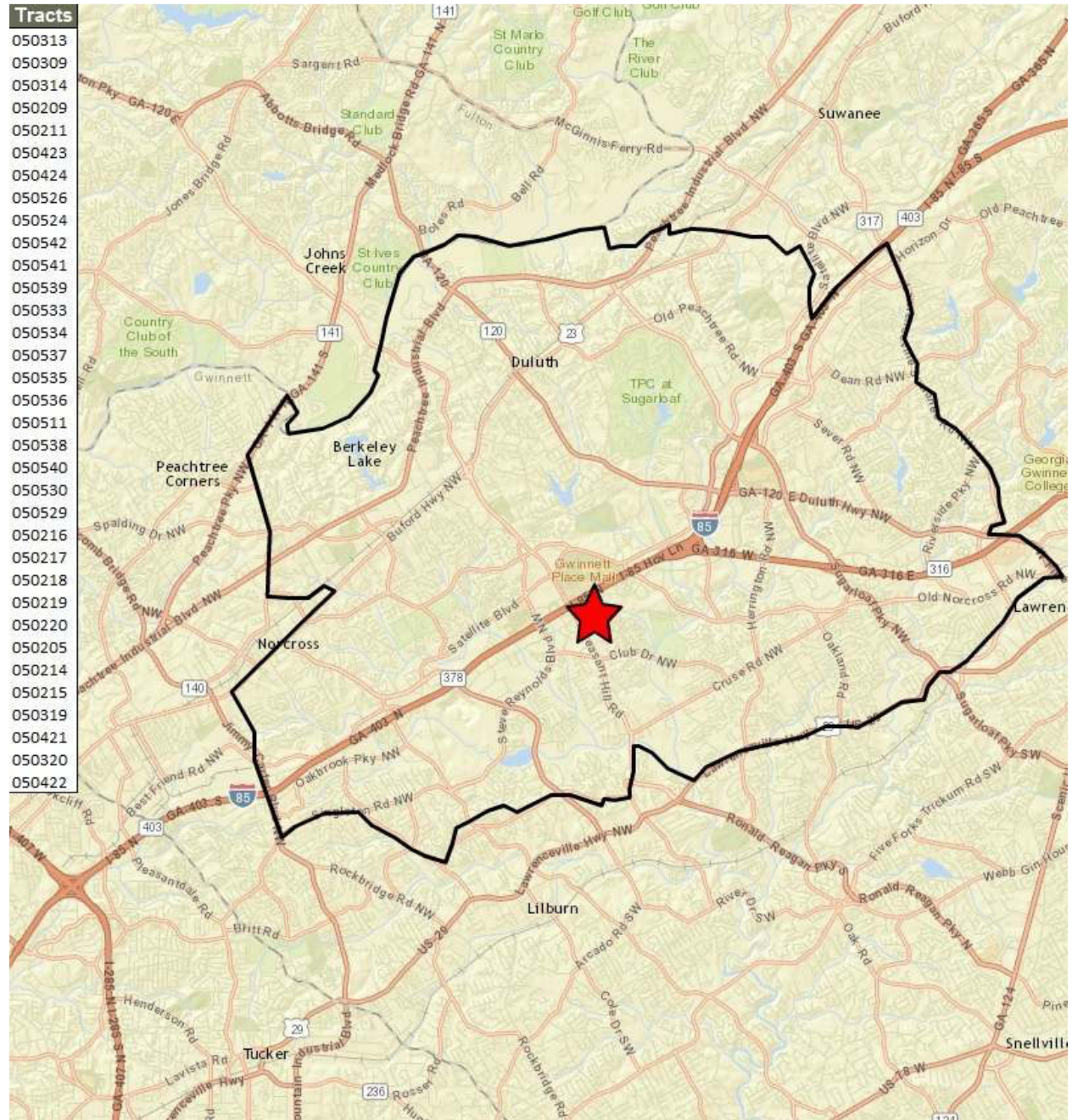
Given the higher density of development throughout central Gwinnett County, the Breckinridge Oaks Market Area does not include the eastern half of Lawrenceville or the surrounding municipalities of Lilburn, Peachtree Corners, Johns, Creek, or Suwanee. While some senior households may consider a move to the subject property from these areas, this is accounted for in market area household growth and out of market area demand calculations.

A map of this market area along with a list of Census tracts that comprise the market area are depicted on the following page. As appropriate for this analysis, the Breckinridge Oaks Market Area is compared to Gwinnett County, which is considered the secondary market area. Demand estimates, however, are based solely on the Breckinridge Oaks Market Area.





Map 4 Breckinridge Oaks Market Area





## 5. ECONOMIC CONTENT

### A. Introduction

This section of the report focuses primarily on economic trends and conditions in Gwinnett County, the jurisdiction in which Breckinridge Oaks will be located. For purposes of comparison, economic trends in Georgia and the nation are also discussed.

### B. Labor Force, Resident Employment, and Unemployment

#### 1. Trends in County Labor Force and Resident Employment

Gwinnett County’s labor force grew in thirteen of fourteen years from 2000 to 2014, increasing by a net total of 95,934 workers or 27.7 percent for the period (Table 3). The employed portion of the labor force has increased each of the past four years with a net increase of more than 35,000 workers.

#### 2. Trends in County Unemployment Rate

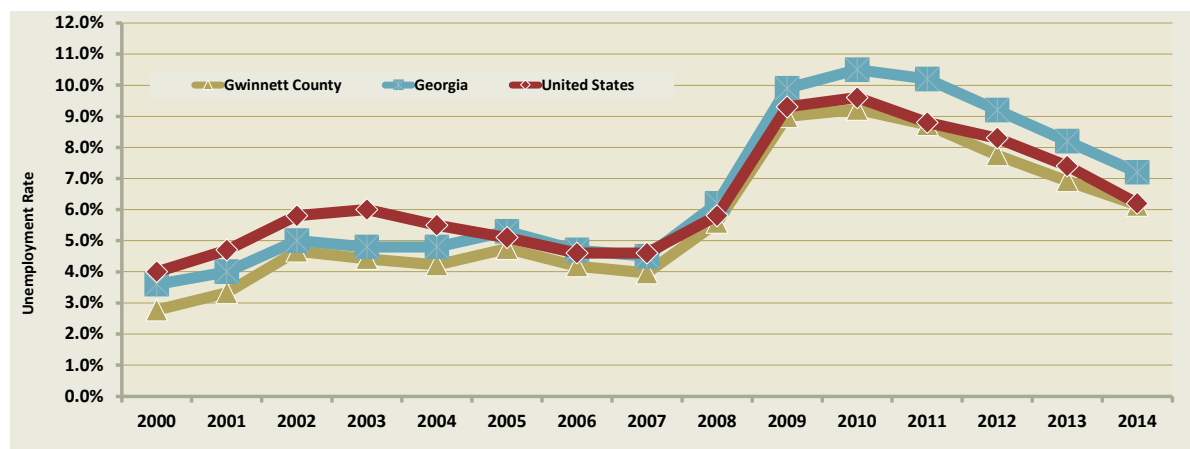
Following a low point of 2.8 percent in 2000, Gwinnett County’s unemployment rate remained below five percent until reaching 5.6 percent in 2008. As the full effects of the recent national recession began to impact the local economy, the Gwinnett County unemployment rate increased to a high of 9.2 percent in 2010. Over the past four years, the county’s unemployment rate steadily declined to 6.1 percent in 2014 compared to unemployment rates of 7.2 percent in Georgia and 6.2 percent in the United States.

**Table 3 Labor Force and Unemployment Rates**

Annual Unemployment Rates - Not Seasonally Adjusted

Annual	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Labor Force	346,112	356,582	365,238	371,758	381,656	398,300	409,907	421,203	425,860	417,641	418,368	427,149	433,794	438,643	442,046
Employment	336,524	344,712	348,206	355,315	365,548	379,383	392,746	404,504	402,076	380,094	379,794	389,853	400,145	408,277	414,891
Unemployment	9,588	11,870	17,032	16,443	16,108	18,917	17,161	16,699	23,784	37,547	38,574	37,296	33,649	30,366	27,155
<b>Unemployment Rate</b>															
Gwinnett County	2.8%	3.3%	4.7%	4.4%	4.2%	4.7%	4.2%	4.0%	5.6%	9.0%	9.2%	8.7%	7.8%	6.9%	6.1%
Georgia	3.6%	4.0%	5.0%	4.8%	4.8%	5.3%	4.7%	4.5%	6.2%	9.9%	10.5%	10.2%	9.2%	8.2%	7.2%
United States	4.0%	4.7%	5.8%	6.0%	5.5%	5.1%	4.6%	4.6%	5.8%	9.3%	9.6%	8.8%	8.3%	7.4%	6.2%

Source: U.S. Department of Labor, Bureau of Labor Statistics





## D. Commutation Patterns

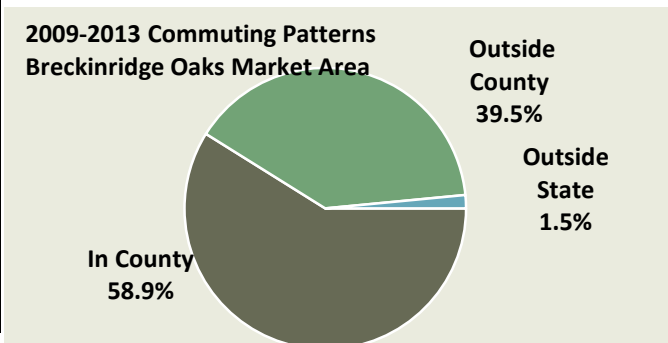
According to 2009-2013 American Community Survey (ACS) data, 46.5 percent of the workers residing in the Breckinridge Oaks Market Area spent 30 minutes or more commuting to work (Table 4). Another 30.8 percent of workers spent 15-29 minutes commuting while 19.1 percent commuted less than 15 minutes.

Approximately 59 of all workers residing in the Breckinridge Oaks Market Area worked in Gwinnett County while 39.5 percent worked in another Georgia county. Only 1.5 percent of market area workers were employed outside the state.

**Table 4 2009-2013 Commuting Patterns, Breckinridge Oaks Market Area**

Travel Time to Work			Place of Work		
Workers 16 years+	#	%	Workers 16 years and over	#	%
Did not work at home:	99,905	96.4%	Worked in state of residence:	102,000	98.5%
Less than 5 minutes	1,367	1.3%	Worked in county of residence	61,040	58.9%
5 to 9 minutes	6,993	6.7%	Worked outside county of residence	40,960	39.5%
10 to 14 minutes	11,463	11.1%	Worked outside state of residence	1,602	1.5%
15 to 19 minutes	12,580	12.1%	<b>Total</b>	<b>103,602</b>	<b>100%</b>
20 to 24 minutes	13,754	13.3%			
25 to 29 minutes	5,612	5.4%			
30 to 34 minutes	17,154	16.6%			
35 to 39 minutes	3,500	3.4%			
40 to 44 minutes	5,599	5.4%			
45 to 59 minutes	11,001	10.6%			
60 to 89 minutes	8,430	8.1%			
90 or more minutes	2,452	2.4%			
Worked at home	3,697	3.6%			
<b>Total</b>	<b>103,602</b>				

Source: American Community Survey 2009-2013



Source: American Community Survey 2009-2013

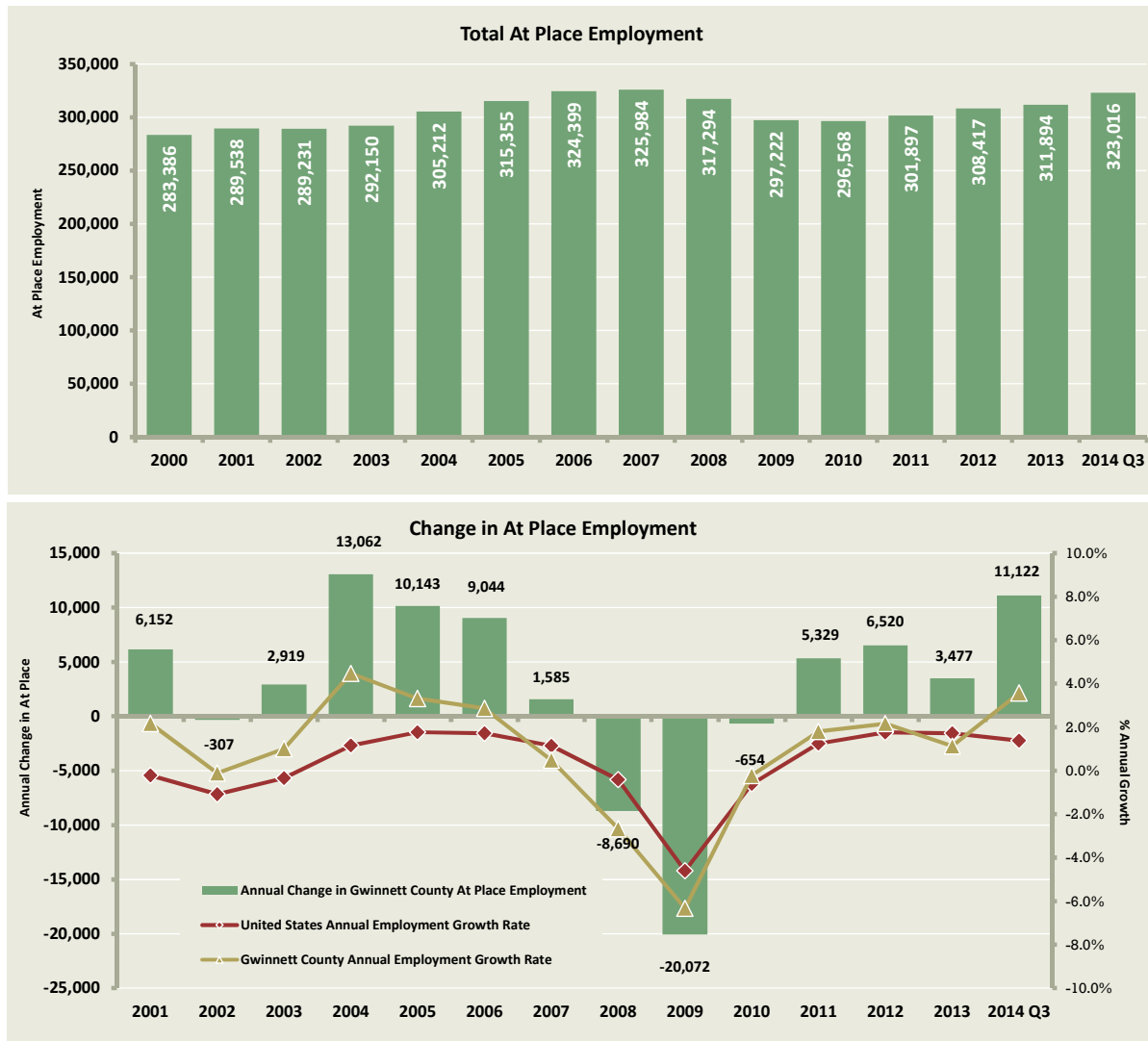
## E. At-Place Employment

### 1. Trends in Total At-Place Employment

Gwinnett County’s At-Place Employment expanded in seven of eight years from 2000 to 2007, adding a net total of 42,598 jobs for an increase of 15.0 percent (Figure 4); however, Gwinnett County lost nearly 30,000 jobs over a three-year span (2008 to 2010) during the course of the recent national recession. Following the recession, the county has shown signs of stabilization by recouping 15,326 jobs from 2011 to 2013 (52.1 percent). This pattern of steady job growth also accelerated recently, as the county added an additional 11,122 jobs through the first three quarters of 2014.



**Figure 4 At-Place Employment, Gwinnett County**



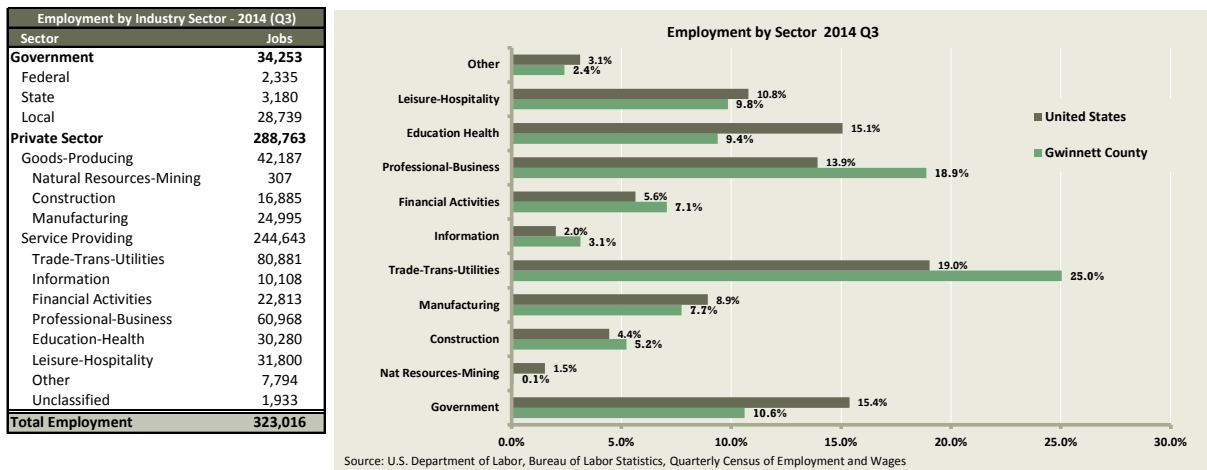
## 2. At-Place Employment by Industry Sector

The two largest employment sectors in Gwinnett County are Trade-Transportation-Utilities and Professional Business, which account for 43.9 percent of all jobs in the county compared to just 32.9 percent nationally (Figure 5). The Government, Education-Health, and Leisure-Hospitality sectors also each account for approximately nine to ten percent of total employment in Gwinnett County. Relative to national figures, Gwinnett County has a much lower percentage of jobs in Government (10.6 percent versus 15.4 percent) and Education-Health (9.4 percent versus 15.1 percent).



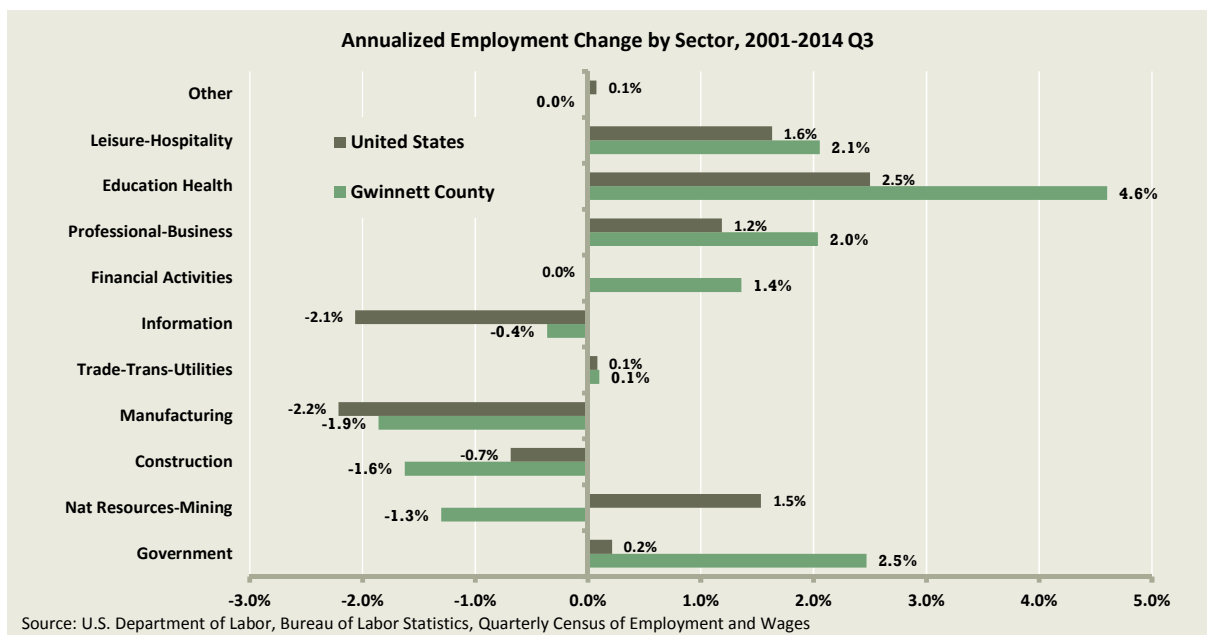


**Figure 5 Total Employment by Sector**



Between 2001 and the third quarter of 2014, six industry sectors in Gwinnett County added jobs (Figure 6). On a percentage basis, the Education-Health and Government sectors experienced the highest annual growth rates of 4.6 percent and 2.5 percent, respectively. The county’s Professional Business, Leisure-Hospitality, and Financial Activities sectors also had steady growth of 1.4 to 2.1 percent per year. Among sectors with an annualized net loss in jobs, Manufacturing (1.9 percent) and Construction (1.6 percent) were hit the hardest.

**Figure 6 Change in Employment by Sector 2001-2014 Q3**





### 3. Major Employers

Numerous major employers are located within five to ten miles of the subject site (Table 5), many of which are concentrated in or around Lawrenceville (Map 5). The largest employer in the county is the Gwinnett County Public School System, which employs nearly 20,000 people. A significant proportion of the remaining major employers in Gwinnett County are comprised of Trade-Transportation-Utilities companies, including retail giants Wal-Mart, Publix, and Kroger. In addition to these major employers, the subject property is also located in close proximity to a variety of local retail outlets and service providers.

**Table 5 Gwinnett County 2014 Major Employers**

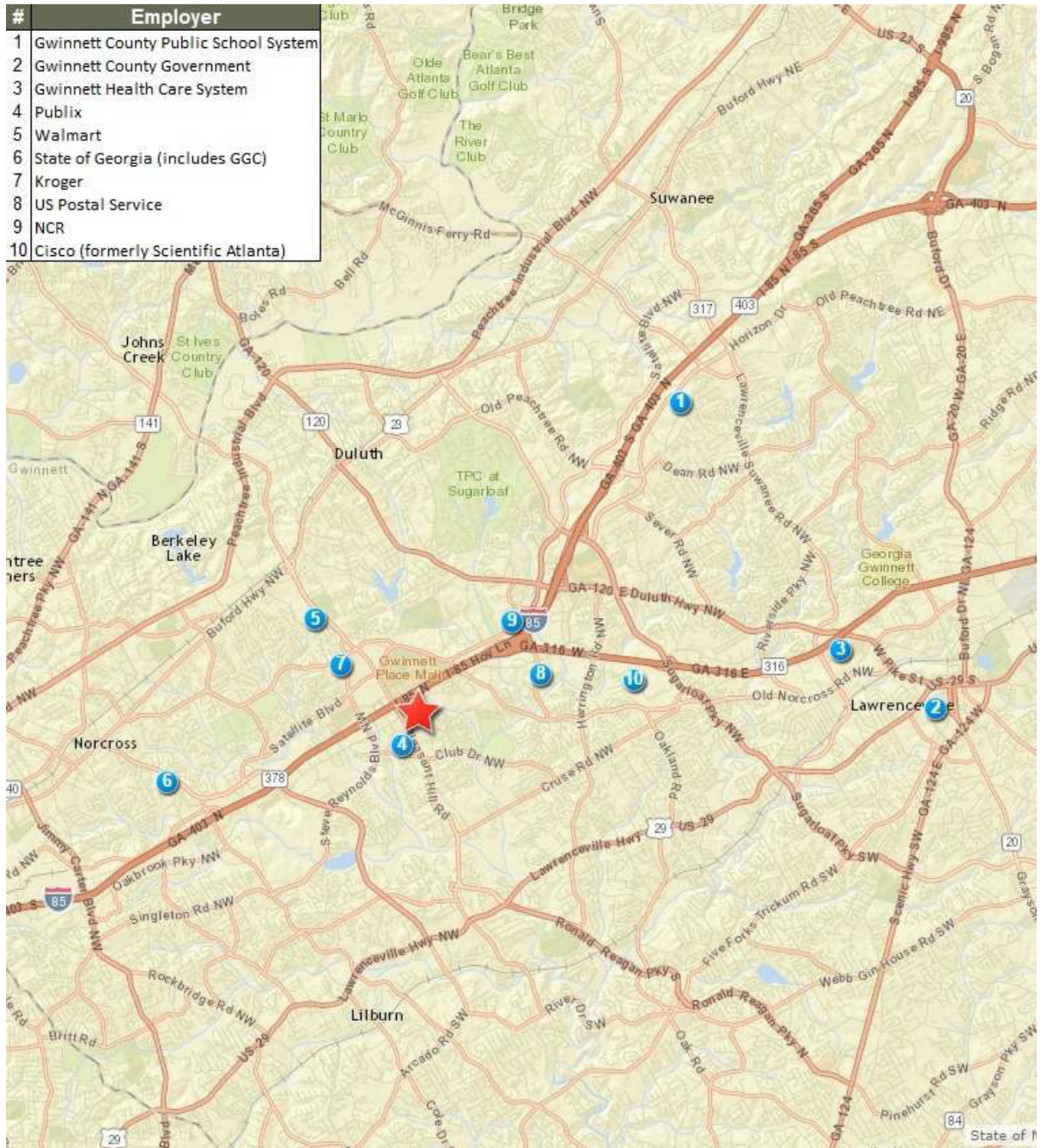
Rank	Name	Industry	Employment
1	Gwinnett County Public School System	Education	19,813
2	Gwinnett County Government	Government	4,825
3	Gwinnett Health Care System	Healthcare	3,568
4	Publix	Retail	3,491
5	Walmart	Retail	2,780
6	State of Georgia (includes GGC)	Government	2,552
7	Kroger	Retail	2,162
8	US Postal Service	Mail/Shipping	2,151
9	NCR	Technology	1,650
10	Cisco (formerly Scientific Atlanta)	Technology	1,585

Sources: Gwinnett County Department of Financial Services



**Map 5 Major Employers**

#	Employer
1	Gwinnett County Public School System
2	Gwinnett County Government
3	Gwinnett Health Care System
4	Publix
5	Walmart
6	State of Georgia (includes GGC)
7	Kroger
8	US Postal Service
9	NCR
10	Cisco (formerly Scientific Atlanta)



## 5. Recent Economic Expansions and Contractions

Based on information provided by Partnership Gwinnett and the Georgia Department of Labor, RPRG identified notable economic expansions and layoffs/closures in Gwinnett County within the past year. In total, eight expansions are expected to add 1,187 new jobs over the next one to two years (Table 6). During the same period, twelve business closures or layoffs will result in the loss of 1,140 jobs. It should also be noted, that while exact job figures have not been released, the recently constructed Eagle Rock Studios in Norcross is also major economic expansion in Gwinnett County.

**Table 6 Recent Economic Expansions, Gwinnett County**

Gwinnett County Recent Economic Expansions			
Date	Company	City	Jobs
May 7, 2015	U.S. Goal Go Cabinets	Peachtree Corners	20
April 30, 2015	Geiger Automotive	Suwanee	120
February 17, 2015	Comcast	Peachtree Corners	682
September 16, 2014	TravelSky	Duluth	50
August 11, 2014	DraftServ	Suwanee	50
June 30, 2014	Hussmann	Lawrenceville	50
June 20, 2014	AMF BakeTech	Tucker	65
May 15, 2014	Dasan Machineries	Duluth	150
<b>Total</b>			<b>1,187</b>

Source: Partnership Gwinnett

Gwinnett County Recent Layoffs/Closures			
Date	Company	City	Jobs
January 23, 2015	GE Power and Water	Duluth	250
February 28, 2015	Nordstrom	Buford	174
May 12, 2014	Sodexo	Lawrenceville	118
May 23, 2014	Office Depot	Norcross	118
September 27, 2014	Brandsmart USA	Buford	107
June 3, 2014	NDC Systems, Inc.	Suwanee	105
June 30, 2014	UTC Building and Industrial Systems	Duluth	73
December 5, 2014	Swisher	Lawrenceville	56
May 5, 2014	Avon Protection Systems, Inc.	Lawrenceville	45
June 13, 2014	General Dynamics SATCOM	Duluth	40
February 28, 2015	Remington Outdoor Company	Lawrenceville	28
December 2, 2014	Volvo Logistics Services Americas	Duluth	26
<b>Total</b>			<b>1,140</b>

Source: Georgia Department of Labor

## 6. Conclusions on Local Economics

Gwinnett County experienced steady job growth and low unemployment throughout most of the past fourteen years, though the county did suffer heavy job losses and higher unemployment during the recent national recession. Over the past four years, the county has sustained post-recession job growth and has seen a reduction in the unemployment rate from a recession high of 9.2 percent to 6.1 percent. We do not expect local economics to affect Breckinridge Oaks' ability to lease-up or maintain a stabilized occupancy.





## 6. DEMOGRAPHIC ANALYSIS

### A. Introduction and Methodology

RPRG analyzed recent trends in population and households in the Breckinridge Oaks Market Area and the Gwinnett County using U.S. Census data and data from Esri, a national data vendor that prepares small area estimates and projections of population and households.

### B. Trends in Population and Households

#### 1. Recent Past Trends

Between 2000 and 2010 Census counts, the population of the Breckinridge Oaks Market Area increased by 21.2 percent, growing from 177,677 to 215,262 people (Table 7) for an annual increase of 1.9 percent or 3,759 people. During the same period, the number of households in the Breckinridge Oaks Market Area increased from 63,541 to 74,113 households (16.6 percent) or a gain of 1,057 households (1.6 percent) annually.

In comparison, the population of Gwinnett County expanded by 36.9 percent from 2000 to 2010 (3.2 percent annually), while the number of households increased by 32.7 percent (2.9 percent annually).

#### 2. Projected Trends

Based on Esri projections, the Breckinridge Oaks Market Area's population increased by 15,163 people from 2010 to 2015 while the number of households grew by 4,330. Esri further projects that the market area's population will increase by 6,385 people between 2015 and 2017, bringing the total population to 236,811 people in 2017. This represents an annual gain of 1.4 percent or 3,193 persons. The household base is projected to gain 937 new households per annum (1.2 percent) resulting in 80,317 households in 2017.

Population and household growth rates in Gwinnett County are projected to be equal or comparable to those of the Breckinridge Oaks Market Area through 2017 at 1.3 percent and 1.2 percent, respectively.

#### 3. Building Permit Trends

RPRG examines building permit trends to help determine if the housing supply is meeting demand, as measured by new households. From 2000 and 2009, an average of 8,015 new housing units was authorized annually in Gwinnett County compared to annual household growth of 6,620 between the 2000 and 2010 census counts (Table 8). This disparity in household growth relative to units permitted could indicate an overbuilt market; however, these figures also do not take the replacement of existing housing units into account. It is also important to note that Gwinnett County is one of Metro Atlanta's largest counties and includes areas well outside the Breckinridge Oaks Market Area.

After gradually declining from 12,372 to 9,033 units from 2000 to 2006, Gwinnett County building permit activity fell to 4,408 units in 2007 and below 2,000 units permitted per year from 2008 to 2011. This drop-off was the result of the recent national recession and housing market downturn, which affected counties throughout the Metro Atlanta area in a similar fashion. Over the past three years, building permit activity within the county has slowly increased, though still well below pre-recession levels. By structure type, 87 percent of all residential permits issued in Gwinnett County were for single-family detached homes. Multi-family structures (5+ units) accounted for 12 percent of units permitted while buildings with 2-4 units comprised less than one percent of permitted units.



**Table 7 Population and Household Projections**

		Gwinnett County				Breckinridge Oaks Market Area				
Population	Count	Total Change		Annual Change		Count	Total Change		Annual Change	
		#	%	#	%		#	%	#	%
2000	588,448					177,677				
2010	805,321	216,873	36.9%	21,687	3.2%	215,262	37,585	21.2%	3,759	1.9%
2015	856,307	50,986	6.3%	10,197	1.2%	230,425	15,163	7.0%	3,033	1.4%
2017	879,115	22,808	2.7%	11,404	1.3%	236,811	6,385	2.8%	3,193	1.4%

		Gwinnett County				Breckinridge Oaks Market Area				
Households	Count	Total Change		Annual Change		Count	Total Change		Annual Change	
		#	%	#	%		#	%	#	%
2000	202,317					63,541				
2010	268,519	66,202	32.7%	6,620	2.9%	74,113	10,572	16.6%	1,057	1.6%
2015	283,493	14,974	5.6%	2,995	1.1%	78,443	4,330	5.8%	866	1.1%
2017	290,337	6,845	2.4%	3,422	1.2%	80,317	1,873	2.4%	937	1.2%

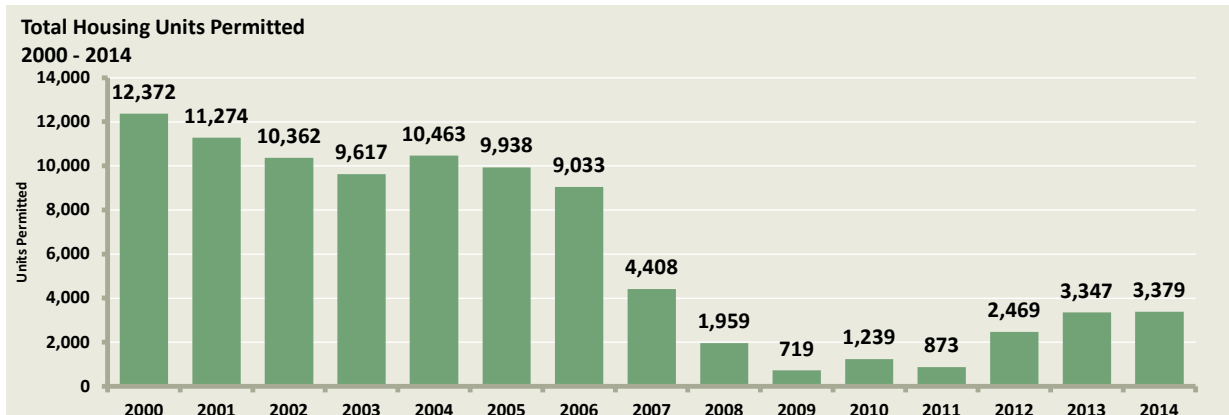
Source: 2000 Census; 2010 Census; Esri; and Real Property Research Group, Inc.



**Table 8 Building Permits by Structure Type, Gwinnett County**

Gwinnett County																2000-2014	Annual Average
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014		
Single Family	8,852	9,646	9,371	9,029	9,384	9,894	7,886	4,278	1,363	617	1,080	873	1,564	2,924	3,135	79,896	5,326
Two Family	0	4	6	0	6	0	0	2	10	0	0	0	0	0	0	28	2
3 - 4 Family	100	40	4	0	0	0	15	48	36	0	0	0	0	0	8	251	17
5+ Family	3,420	1,584	981	588	1,073	44	1,132	80	550	102	159	0	905	423	236	11,277	752
<b>Total</b>	<b>12,372</b>	<b>11,274</b>	<b>10,362</b>	<b>9,617</b>	<b>10,463</b>	<b>9,938</b>	<b>9,033</b>	<b>4,408</b>	<b>1,959</b>	<b>719</b>	<b>1,239</b>	<b>873</b>	<b>2,469</b>	<b>3,347</b>	<b>3,379</b>	<b>91,452</b>	<b>6,097</b>

Source: U.S. Census Bureau, C-40 Building Permit Reports.





#### 4. Trends in Older Adult Households

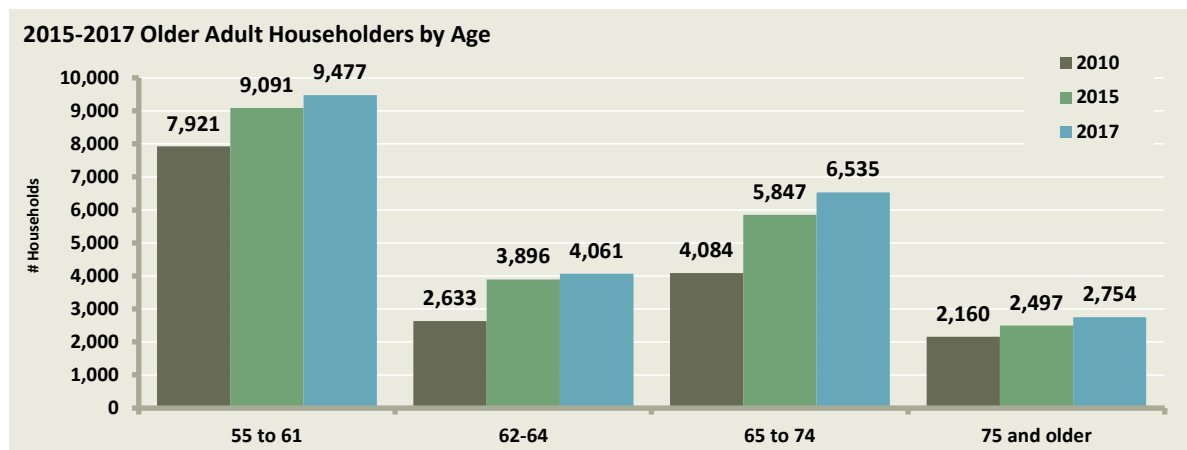
Older adult and senior households are expected to increase at a faster rate than total households in the Breckinridge Oaks Market Area on a percentage basis. In 2010, the Breckinridge Oaks Market Area had 16,798 households with householder age 55+ and 8,877 households with householder age 62+. Between 2010 and 2015, senior households with householders 55+ increased by 4.9 percent annually while households with householders age 62+ grew by 6.6 percent per year (Table 9).

Between 2015 and 2017, households with householders age 55+ are projected to increase at an annual rate of 3.4 percent or 748 households. This would bring the total number of households with householders age 55+ in the Breckinridge Oaks Market Area to 22,827. Households with householder age 62+ will increase at an annual rate of 4.4 percent, or 555 households per year, reaching a total of 13,350 in 2017.

**Table 9 Trends in Older Adult Householders, Breckinridge Oaks Market Area**

Breckinridge Oaks Market Area				Change 2010 to 2015				Change 2015 to 2017						
				Total		Annual		Total		Annual				
Age of	2010	2015	2017	#	%	#	%	#	%	#	%			
55 to 61	7,921	47.2%	9,091	42.6%	9,477	41.5%	1,170	14.8%	234	2.8%	386	4.2%	193	2.1%
62-64	2,633	15.7%	3,896	18.3%	4,061	17.8%	1,263	47.9%	253	8.1%	165	4.2%	83	2.1%
65 to 74	4,084	24.3%	5,847	27.4%	6,535	28.6%	1,763	43.2%	353	7.4%	688	11.8%	344	5.7%
75 and older	2,160	12.9%	2,497	11.7%	2,754	12.1%	337	15.6%	67	2.9%	256	10.3%	128	5.0%
<b>Householders 55+</b>	<b>16,798</b>	<b>100.0%</b>	<b>21,331</b>	<b>100.0%</b>	<b>22,827</b>	<b>100.0%</b>	<b>4,533</b>	<b>27.0%</b>	<b>907</b>	<b>4.9%</b>	<b>1,496</b>	<b>7.0%</b>	<b>748</b>	<b>3.4%</b>
<b>Householders 62+</b>	<b>8,877</b>		<b>12,240</b>		<b>13,350</b>		<b>3,363</b>	<b>37.9%</b>	<b>673</b>	<b>6.6%</b>	<b>1,110</b>	<b>9.1%</b>	<b>555</b>	<b>4.4%</b>

Source: 2010 Census; Esri; RPRG





## C. Demographic Characteristics

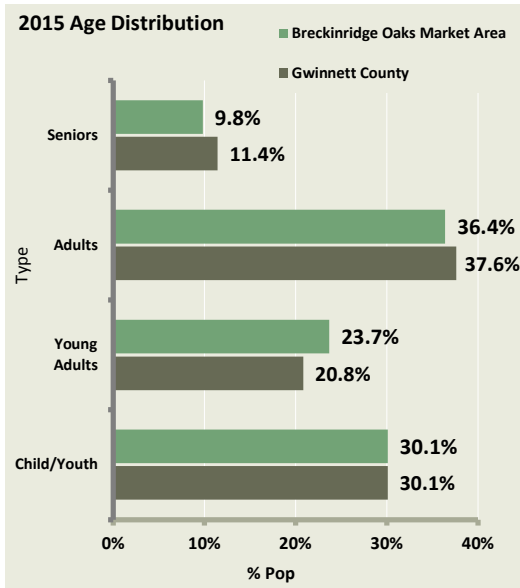
### 1. Age Distribution and Household Type

The population of the Breckinridge Oaks Market Area is slightly younger than Gwinnett County's with median ages of 32 and 33, respectively (Table 10). Seniors (persons age 62 and older) constitute 9.8 percent of the population in the Breckinridge Oaks Market Area compared to 11.4 percent of the population in Gwinnett County. Of the remaining age cohorts, the market area has a higher percentage of Young Adults age 20 to 34 (23.7 percent versus 20.8 percent), an equal percentage of Children/Youth under the age of 20 (roughly 30 percent), and a lower percentage of Adults age 35 to 61 (36.4 percent versus 37.6 percent) relative to the county.

**Table 10 2015 Age Distribution**

	Gwinnett County		Breckinridge Oaks Market Area	
	#	%	#	%
<b>Children/Youth</b>	<b>257,824</b>	<b>30.1%</b>	<b>69,353</b>	<b>30.1%</b>
Under 5 years	62,600	7.3%	18,418	8.0%
5-9 years	65,314	7.6%	18,197	7.9%
10-14 years	68,622	8.0%	17,232	7.5%
15-19 years	61,288	7.2%	15,506	6.7%
<b>Young Adults</b>	<b>178,432</b>	<b>20.8%</b>	<b>54,569</b>	<b>23.7%</b>
20-24 years	58,513	6.8%	16,991	7.4%
25-34 years	119,919	14.0%	37,578	16.3%
<b>Adults</b>	<b>322,033</b>	<b>37.6%</b>	<b>83,909</b>	<b>36.4%</b>
35-44 years	129,535	15.1%	36,069	15.7%
45-54 years	127,985	14.9%	31,665	13.7%
55-61 years	64,513	7.5%	16,175	7.0%
<b>Seniors</b>	<b>98,018</b>	<b>11.4%</b>	<b>22,595</b>	<b>9.8%</b>
62-64 years	27,649	3.2%	6,932	3.0%
65-74 years	46,441	5.4%	10,810	4.7%
75-84 years	17,899	2.1%	3,737	1.6%
85 and older	6,030	0.7%	1,116	0.5%
<b>TOTAL</b>	<b>856,307</b>	<b>100%</b>	<b>230,425</b>	<b>100%</b>
<b>Median Age</b>	<b>33</b>		<b>32</b>	

Source: Esri; RPRG, Inc.

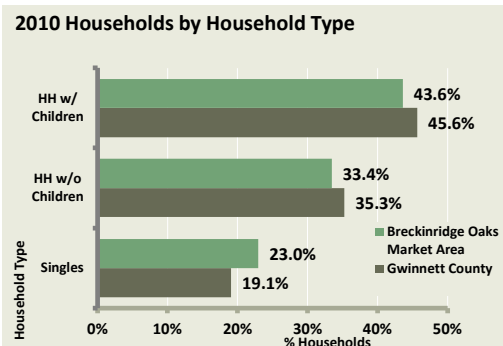


Roughly 33 percent of the households in the Breckinridge Oaks Market Area have at least two adults and no children compared to 35 percent in the county. This includes 20.2 percent of market area households that are married without children, such as empty-nesters and young couples. Children are present in 43.6 percent of households in the Breckinridge Oaks Market Area and 45.6 percent of households in Gwinnett County (Table 11). Single person households comprise 23.0 percent of Breckinridge Oaks Market Area's households and 19.1 percent of Gwinnett County's households.

**Table 11 2010 Households by Household Type**

Households by Household Type	Gwinnett County		Breckinridge Oaks Market Area	
	#	%	#	%
Married w/Children	85,826	32.0%	20,601	27.8%
Other w/ Children	36,742	13.7%	11,709	15.8%
<b>Households w/ Children</b>	<b>122,568</b>	<b>45.6%</b>	<b>32,310</b>	<b>43.6%</b>
Married w/o Children	64,974	24.2%	14,960	20.2%
Other Family w/o Children	16,639	6.2%	5,116	6.9%
Non-Family w/o Children	13,095	4.9%	4,712	6.4%
<b>Households w/o Children</b>	<b>94,708</b>	<b>35.3%</b>	<b>24,788</b>	<b>33.4%</b>
<b>Singles</b>	<b>51,243</b>	<b>19.1%</b>	<b>17,015</b>	<b>23.0%</b>
<b>Total</b>	<b>268,519</b>	<b>100%</b>	<b>74,113</b>	<b>100%</b>

Source: 2010 Census; RPRG, Inc.





## 2. Renter Household Characteristics

As of the 2010 Census, 45.1 percent of all households in the Breckinridge Oaks Market Area were renters compared to 29.6 percent in Gwinnett County. Based on 2000 and 2010 census data, renter households accounted for 78.5 percent of the net household change in the market area for the decade (Table 12). Based on Esri estimates and projections, the Breckinridge Oaks Market Area's renter percentage increased to 48.1 percent in 2015 and is projected to grow to 49.1 percent by 2017.

Among senior households (62+), the renter percentages in both geographies are lower than for all households. The 2015 renter percentages for households with a householder 62+ are 26.5 percent in the Breckinridge Oaks Market Area and 17.9 percent in Gwinnett County (Table 13).

**Table 12 Households by Tenure**

Gwinnett County	2000		2010		Change 2000-2010		2015		2017	
	#	%	#	%	#	%	#	%	#	%
Housing Units										
Owner Occupied	146,543	72.4%	189,167	70.4%	42,624	64.4%	194,142	68.5%	197,077	67.9%
Renter Occupied	55,774	27.6%	79,352	29.6%	23,578	35.6%	89,350	31.5%	93,260	32.1%
<b>Total Occupied</b>	<b>202,317</b>	<b>100%</b>	<b>268,519</b>	<b>100%</b>	<b>66,202</b>	<b>100%</b>	<b>283,493</b>	<b>100%</b>	<b>290,337</b>	<b>100%</b>
Total Vacant	7,365		23,028				24,312		24,899	
<b>TOTAL UNITS</b>	<b>209,682</b>		<b>291,547</b>				<b>307,805</b>		<b>315,236</b>	

Breckinridge Oaks Market Area	2000		2010		Change 2000-2010		2015		2017	
	#	%	#	%	#	%	#	%	#	%
Housing Units										
Owner Occupied	38,440	60.5%	40,713	54.9%	2,273	21.5%	40,684	51.9%	40,890	50.9%
Renter Occupied	25,101	39.5%	33,400	45.1%	8,299	78.5%	37,760	48.1%	39,426	49.1%
<b>Total Occupied</b>	<b>63,541</b>	<b>100%</b>	<b>74,113</b>	<b>100%</b>	<b>10,572</b>	<b>100%</b>	<b>78,443</b>	<b>100%</b>	<b>80,317</b>	<b>100%</b>
Total Vacant	2,387		6,733				7,126		7,297	
<b>TOTAL UNITS</b>	<b>65,928</b>		<b>80,846</b>				<b>85,570</b>		<b>87,613</b>	

Source: U.S. Census of Population and Housing, 2000, 2010; Esri, RPRG, Inc.

**Table 13 Senior Households by Tenure, Age 62+**

Senior Households 62+	Gwinnett County		Breckinridge Oaks Market Area	
	#	%	#	%
<b>2015 Households</b>				
Owner Occupied	43,933	82.1%	8,992	73.5%
Renter Occupied	9,577	17.9%	3,248	26.5%
<b>Total Occupied</b>	<b>53,510</b>	<b>100.0%</b>	<b>12,240</b>	<b>100.0%</b>

Source: 2000 Census; 2010 Census; ESRI; RPRG

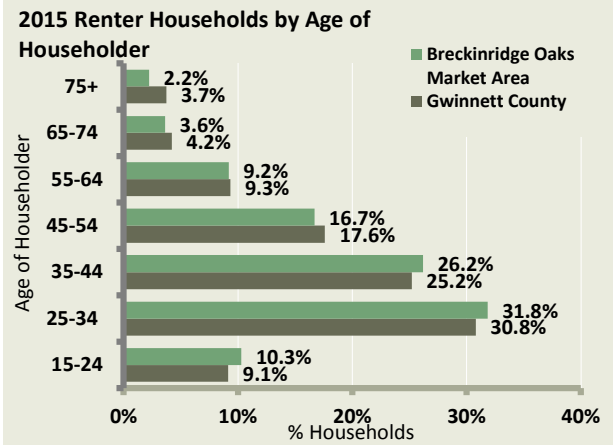


Fifteen percent of all renter householders in the Breckinridge Oaks Market Area are age 55 or older and 5.8 percent are age 65 or older. In comparison, Gwinnett County’s renter households skew slightly older with 17.2 percent of renter householders age 55 or older and 7.9 percent age 62 or older. Young working age households form the core of renters in both areas, as roughly 56 to 58 percent of all renter householders in the market area and county are ages 25-44 (Table 14).

**Table 14 Renter Households by Age of Householder**

Renter Households	Gwinnett County		Breckinridge Oaks Market Area	
	#	%	#	%
Age of HHldr				
15-24 years	8,173	9.1%	3,878	10.3%
25-34 years	27,520	30.8%	12,019	31.8%
35-44 years	22,519	25.2%	9,886	26.2%
45-54 years	15,730	17.6%	6,300	16.7%
55-64 years	8,331	9.3%	3,469	9.2%
65-74 years	3,751	4.2%	1,367	3.6%
75+ years	3,327	3.7%	840	2.2%
<b>Total</b>	<b>89,350</b>	<b>100%</b>	<b>37,760</b>	<b>100%</b>

Source: Esri, Real Property Research Group, Inc.

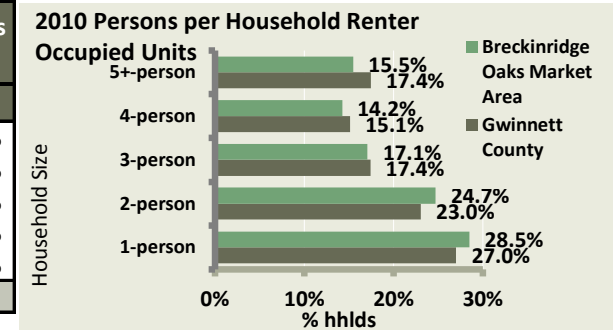


As of 2010, 53.2 percent of all renter households in the Breckinridge Oaks Market Area contained one or two persons compared to 50.0 percent in Gwinnett County (Table 15). Approximately 31 percent of renter households in the Breckinridge Oaks Market Area and 33 percent of renter households in Gwinnett County contained three or four persons. Large households (5+ persons) accounted for 15.5 percent and 17.4 percent of renter households in the Breckinridge Oaks Market Area and Gwinnett County, respectively.

**Table 15 2010 Renter Households by Household Size**

Renter Occupied	Gwinnett County		Breckinridge Oaks Market Area	
	#	%	#	%
1-person hhld	21,432	27.0%	9,521	28.5%
2-person hhld	18,275	23.0%	8,252	24.7%
3-person hhld	13,820	17.4%	5,704	17.1%
4-person hhld	11,992	15.1%	4,755	14.2%
5+-person hhld	13,833	17.4%	5,168	15.5%
<b>TOTAL</b>	<b>79,352</b>	<b>100%</b>	<b>33,400</b>	<b>100%</b>

Source: 2010 Census





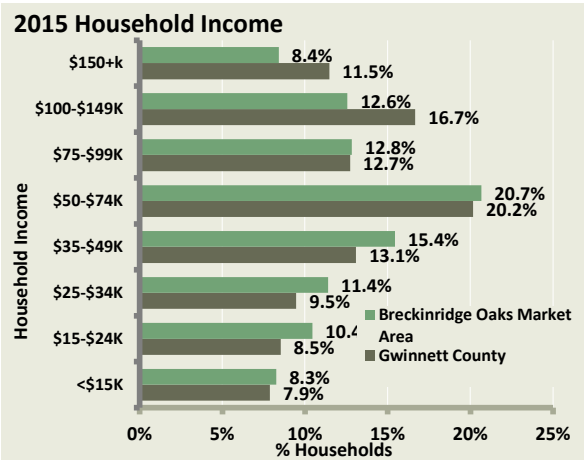
### 3. Income Characteristics

According to income distributions provided by Esri, the 2015 median income of households in the Breckinridge Oaks Market Area is \$55,398, which is 13.0 percent lower than Gwinnett County’s median household income of \$63,657 (Table 16). Approximately 22 percent of Breckinridge Oaks Market Area households earn from \$15,000 to \$34,999 annually and 36.1 percent earn from \$35,000 to \$74,999 per year.

**Table 16 2015 Household Income**

Estimated 2015 Household Income	Gwinnett County		Breckinridge Oaks Market Area	
	#	%	#	%
less than \$15,000	22,356	7.9%	6,482	8.3%
\$15,000 - \$24,999	24,195	8.5%	8,197	10.4%
\$25,000 - \$34,999	26,871	9.5%	8,929	11.4%
\$35,000 - \$49,999	37,109	13.1%	12,114	15.4%
\$50,000 - \$74,999	57,139	20.2%	16,201	20.7%
\$75,000 - \$99,999	36,054	12.7%	10,070	12.8%
\$100,000 - \$149,999	47,247	16.7%	9,854	12.6%
\$150,000 - Over	32,523	11.5%	6,596	8.4%
<b>Total</b>	<b>283,493</b>	<b>100%</b>	<b>78,443</b>	<b>100%</b>
<b>Median Income</b>	<b>\$63,657</b>		<b>\$55,398</b>	

Source: Esri; Real Property Research Group, Inc.

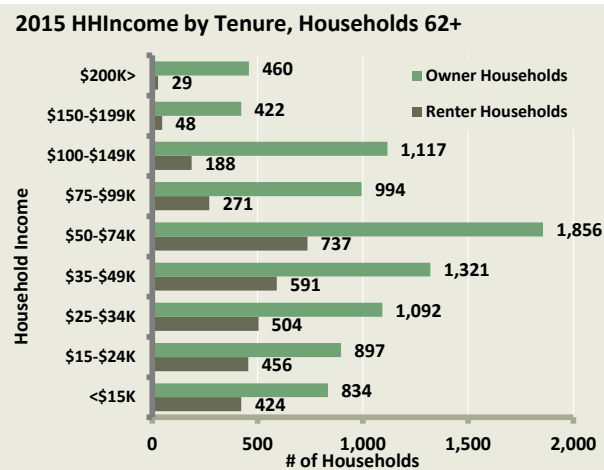


Based on the U.S. Census Bureau’s American Community Survey (ACS) data and breakdown of tenure and household estimates, the 2015 median income for senior householders (age 62 and older) in the Breckinridge Oaks Market Area is \$41,084 for renters and \$54,732 for owners (Table 17). Roughly 20 percent of all senior renter householders in the Breckinridge Oaks Market Area have an income from \$15,000 to \$34,999 per year and 40.9 percent earn \$35,000 to \$74,999 annually.

**Table 17 2015 Senior Household Income by Tenure, Households 62+**

Breckinridge Oaks Market Area	Renter Households		Owner Households	
	#	%	#	%
less than \$15,000	424	13.1%	834	9.3%
\$15,000 - \$24,999	456	14.0%	897	10.0%
\$25,000 - \$34,999	504	15.5%	1,092	12.1%
\$35,000 - \$49,999	591	18.2%	1,321	14.7%
\$50,000 - \$74,999	737	22.7%	1,856	20.6%
\$75,000 - \$99,999	271	8.3%	994	11.0%
\$100,000 - \$149,999	188	5.8%	1,117	12.4%
\$150,000 - \$199,999	48	1.5%	422	4.7%
\$200,000 - over	29	0.9%	460	5.1%
<b>Total</b>	<b>3,248</b>	<b>100%</b>	<b>8,992</b>	<b>100%</b>
<b>Median Income</b>	<b>\$41,084</b>		<b>\$54,732</b>	

Source: American Community Survey 2009-2013 Estimates, RPRG, Inc.







## 7. COMPETITIVE HOUSING ANALYSIS

### A. Introduction and Sources of Information

This section presents data and analyses pertaining to the supply of rental housing in the Breckinridge Oaks Market Area. We pursued several avenues of research in an attempt to identify multifamily rental projects that are in the planning stages or under construction in the Breckinridge Oaks Market Area. We spoke to planning and zoning officials with the Cities of Lawrenceville, Norcross, Berkeley Lake, and Duluth, as well as officials with Gwinnett County. We also reviewed the list of recent LIHTC awards from DCA. The rental survey was conducted in March through May 2015.

### B. Overview of Market Area Housing Stock

Based on the 2009-2013 ACS survey, large multi-family structures (i.e., buildings with five or more units) accounted for 61.9 percent of all rental units in the Breckinridge Oaks Market Area compared to 49.9 percent of rental units in Gwinnett County (Table 18). Smaller multi-family structures comprised roughly eight percent of rental units in both regions while low-density unit types, such as single-family and mobile homes, comprised 30.3 percent of the rental stock in the Breckinridge Oaks Market Area and 41.7 percent in Gwinnett County.

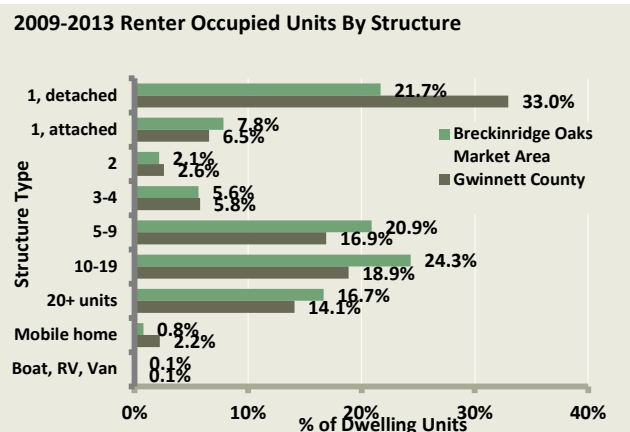
The Breckinridge Oaks Market Area’s housing stock is similar in age to Gwinnett County’s with both areas having newer housing stocks overall. Among rental units, the median year built was 1993 in both the Breckinridge Oaks Market Area and Gwinnett County (Table 19). The Breckinridge Oaks Market Area’s owner occupied housing stock has a median year built of 1992 compared to 1994 in Gwinnett County. Approximately 27 percent of rental units in the market area were built since 2000 and 62.7 percent were built during the 1990s or 1980s. Approximately 11 percent of rental units in the Breckinridge Oaks Market Area were built prior to 1980.

According to ACS data, the median value among owner-occupied housing units in the Breckinridge Oaks Market Area from 2009 to 2013 was \$163,421, which is \$12,311 or 7.0 percent lower than the Gwinnett County wide median of \$175,732 (Table 20). ACS estimates home values based upon values from homeowners’ assessments of the values of their homes. This data is traditionally a less accurate and reliable indicator of home prices in an area than actual sales data, but offers insight of relative housing values among two or more areas.

**Table 18 Dwelling Units by Structure and Tenure**

Renter Occupied	Gwinnett County		Breckinridge Oaks Market Area	
	#	%	#	%
1, detached	27,824	33.0%	7,737	21.7%
1, attached	5,520	6.5%	2,789	7.8%
2	2,181	2.6%	761	2.1%
3-4	4,869	5.8%	2,010	5.6%
5-9	14,273	16.9%	7,448	20.9%
10-19	15,922	18.9%	8,685	24.3%
20+ units	11,896	14.1%	5,940	16.7%
Mobile home	1,875	2.2%	271	0.8%
Boat, RV, Van	44	0.1%	28	0.1%
<b>TOTAL</b>	<b>84,404</b>	<b>100%</b>	<b>35,669</b>	<b>100%</b>

Source: American Community Survey 2009-2013





**Table 19 Dwelling Units by Year Built and Tenure**

Owner Occupied	Gwinnett County		Breckinridge Oaks Market Area	
	#	%	#	%
2010 or later	1,124	0.6%	220	0.6%
2000 to 2009	58,076	31.8%	7,725	19.8%
1990 to 1999	55,578	30.4%	14,637	37.5%
1980 to 1989	38,081	20.9%	10,566	27.1%
1970 to 1979	20,678	11.3%	4,067	10.4%
1960 to 1969	5,568	3.1%	1,122	2.9%
1950 to 1959	1,893	1.0%	423	1.1%
1940 to 1949	732	0.4%	123	0.3%
1939 or earlier	818	0.4%	163	0.4%
<b>TOTAL</b>	<b>182,548</b>	<b>100%</b>	<b>39,046</b>	<b>100%</b>
<b>MEDIAN YEAR BUILT</b>	<b>1994</b>		<b>1992</b>	

Source: American Community Survey 2009-2013

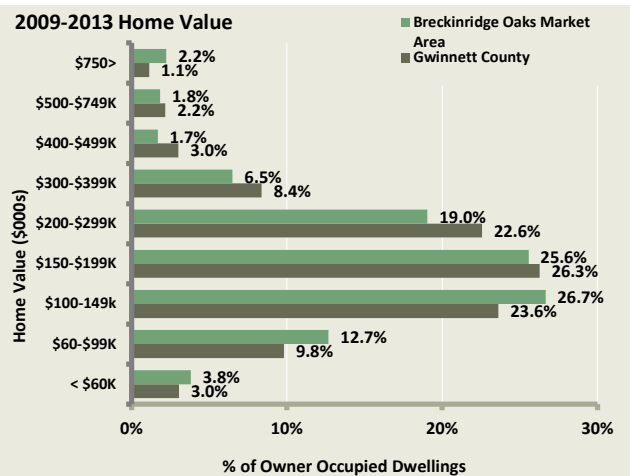
Renter Occupied	Gwinnett County		Breckinridge Oaks Market Area	
	#	%	#	%
2010 or later	443	0.5%	132	0.4%
2000 to 2009	22,786	27.0%	9,459	26.5%
1990 to 1999	26,893	31.9%	13,278	37.2%
1980 to 1989	20,887	24.7%	9,070	25.4%
1970 to 1979	8,696	10.3%	2,400	6.7%
1960 to 1969	2,654	3.1%	756	2.1%
1950 to 1959	1,075	1.3%	314	0.9%
1940 to 1949	501	0.6%	96	0.3%
1939 or earlier	469	0.6%	164	0.5%
<b>TOTAL</b>	<b>84,404</b>	<b>100%</b>	<b>35,669</b>	<b>100%</b>
<b>MEDIAN YEAR BUILT</b>	<b>1993</b>		<b>1993</b>	

Source: American Community Survey 2009-2013

**Table 20 Value of Owner Occupied Housing Stock**

2009-2013 Home Value		Gwinnett County		Breckinridge Oaks Market Area	
		#	%	#	%
less than \$60,000		5,517	3.0%	1,471	3.8%
\$60,000 - \$99,999		17,760	9.8%	4,905	12.7%
\$100,000 - \$149,999		42,757	23.6%	10,307	26.7%
\$150,000 - \$199,999		47,552	26.3%	9,885	25.6%
\$200,000 - \$299,999		40,840	22.6%	7,366	19.0%
\$300,000 - \$399,999		15,160	8.4%	2,515	6.5%
\$400,000 - \$499,999		5,464	3.0%	649	1.7%
\$500,000 - \$749,999		3,932	2.2%	712	1.8%
\$750,000 over		2,032	1.1%	863	2.2%
<b>Total</b>		<b>181,014</b>	<b>100%</b>	<b>38,673</b>	<b>100%</b>
<b>Median Value</b>		<b>\$175,732</b>		<b>\$163,421</b>	

Source: American Community Survey 2009-2013





## C. Survey of Age-Restricted Rental Communities

### 1. Introduction to the Age-Restricted Rental Housing Survey

RPRG surveyed two independent senior rental communities in the Breckinridge Oaks Market Area, both of which were funded through the Low Income Housing Tax Credit (LIHTC) Program. Given the limited number of comparable senior rental communities, RPRG also surveyed two senior LIHTC communities (Hearthside Johns Creek and Huntington Court) just outside the market area. While located in different submarkets of Gwinnett and North Fulton County, these properties offer insight into the performance and achievable rents of senior LIHTC communities within the region. Profile sheets with detailed information on each surveyed community, including photographs, are attached as Appendix 7.

### 2. Location

The two surveyed senior rental communities in the Breckinridge Oaks Market Area, Sweetwater Terraces and Hearthside Sugarloaf, are located one-half mile to the southeast and 3.5 miles to the northeast from the subject site, respectively (Map 6). Outside of the Breckinridge Oaks Market Area, Hearthside Johns Creek is located approximately nine miles to the northwest in the City of Johns Creek and Huntington Court is located 12.5 miles to the northeast in the City of Buford. While the two senior rental communities inside the market area are most comparable in terms of location to the subject site, all four properties are located in similar densely developed suburban communities that are relatively affluent. Of the four senior rental communities, Hearthside Johns Creek (outside the market area) has the most attractive site location and a slight advantage relative to the other three senior rental communities and the subject site.

### 3. Age-Restricted Rental Housing Characteristics

All four surveyed senior rental communities are three to four-story mid-rise communities with brick/stone and HardiPlank siding exteriors, interior access hallways, elevators, and covered building entrances comparable to the subject property. In fact, three of the four surveyed senior rental communities (Hearthside Johns Creek, Hearthside Sugarloaf, and Huntington Court) were all constructed by the developer of the subject property (NorSouth Development) and share similar design characteristics. Among the four communities, Hearthside Sugarloaf is the newest (built in 2015), followed by Hearthside Johns Creek (2012), Sweetwater Terraces (2008), and Huntington Court (2005). The surveyed senior rental communities range in size from 89 units (Hearthside Johns Creek) to 165 units (Sweetwater Terraces) with an overall average of 129 units per community.

### 4. Vacancy Rates

The only stabilized senior rental community in the Breckinridge Oaks Market Area, Sweetwater Terraces, was fully occupied at the time of our survey with a waiting list as long as nine months for some units (Table 21). The other senior rental community in the market area, Hearthside Sugarloaf, opened April 20<sup>th</sup> of this year and has leased 40 of its 110 units (37 percent) within the first month of opening; however, given pre-leasing activity four to five months prior to construction completion and the differences in pre-construction and post-construction lease rates, we estimate Hearthside Sugarloaf's true absorption rate was roughly 10 to 11 units per month. The two senior rental communities outside the market area reported a combined four of 241 units vacant, a rate of just 1.7 percent. In both cases, each community reported significant waiting lists for some units.

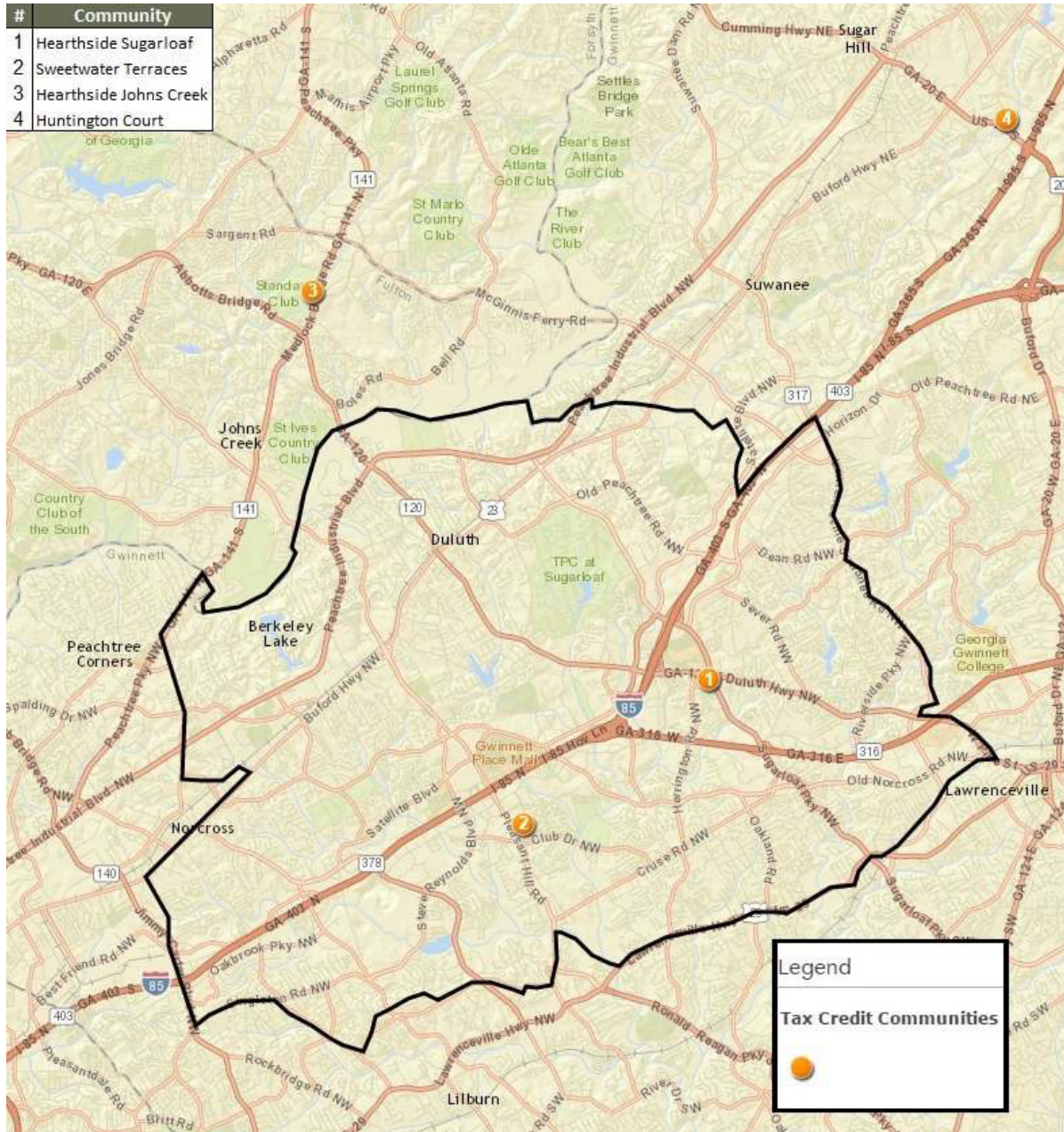
### 5. Unit Distribution

All four senior rental communities offer one and two bedroom units with Sweetwater Terraces also offering a small number of efficiency and three bedroom units (Table 21). Among the two senior rental communities in the market area, 37.7 percent of the units surveyed contained one bedroom



and 57.5 percent contained two bedrooms. One and two bedroom units accounted for 21.2 percent and 78.8 percent of units at the two senior rental communities outside the market area, respectively.

**Map 6 Surveyed Senior Rental Communities**





**Table 21 Senior Rental Summary**

Community	Type	Total Units	Vacant Units	Vacancy Rate	One Bedroom Units			Two Bedroom Units				
					Units	Rent (1)	SF	Rent/SF	Units	Rent (1)	SF	Rent/SF
<b>Subject</b>	<b>Mid-Rise</b>	<b>110</b>			<b>40</b>	<b>\$594</b>	<b>752</b>	<b>\$0.79</b>	<b>70</b>	<b>\$713</b>	<b>1,015</b>	<b>\$0.70</b>
	50% units	22			8	\$440	752	\$0.59	14	\$520	1,015	\$0.51
	60% units	66			24	\$560	752	\$0.74	42	\$665	1,015	\$0.66
	Market units	22			8	\$850	752	\$1.13	14	\$1,050	1,015	\$1.03
<b>Inside the Breckinridge Oaks Market Area:</b>												
<b>1. Hearthside Sugarloaf</b>	<b>Mid-Rise</b>	<b>108</b>	<b>68</b>	<b>63.0%</b>	<b>25</b>	<b>\$902</b>	<b>752</b>	<b>\$1.20</b>	<b>83</b>	<b>\$1,006</b>	<b>986</b>	<b>\$1.02</b>
<b>Year Built: 2015</b>	50% units	17			5	\$560	752	\$0.74	12	\$650	978	\$0.66
	60% units	59			11	\$690	752	\$0.92	48	\$800	993	\$0.81
	Market units	32			9	\$1,350	752	\$1.80	23	\$1,622	976	\$1.66
<b>2. Sweetwater Terraces</b>	<b>Mid-Rise</b>	<b>165</b>	<b>0</b>	<b>0.0%</b>	<b>78</b>	<b>\$740</b>	<b>764</b>	<b>\$0.97</b>	<b>74</b>	<b>\$832</b>	<b>890</b>	<b>\$0.94</b>
<b>Year Built: 2008</b>	60% units	149	0		73	\$705	764	\$0.92	66	\$761	888	\$0.86
	Market units	16	0		5	\$1,255	764	\$1.64	8	\$1,420	905	\$1.57
	<b>Total/Average</b>	<b>273</b>			<b>103</b>	<b>\$912</b>	<b>757</b>	<b>\$1.21</b>	<b>157</b>	<b>\$1,051</b>	<b>948</b>	<b>\$1.11</b>
	<b>Stabilized Total</b>	<b>165</b>	<b>0</b>	<b>0.0%</b>								
	<b>% of Total</b>	<b>95.2%</b>			<b>37.7%</b>				<b>57.5%</b>			
<b>Outside the Breckinridge Oaks Market Area:</b>												
<b>3. Hearthside Johns Creek</b>	<b>Mid-Rise</b>	<b>89</b>	<b>2</b>	<b>2.2%</b>	<b>19</b>	<b>\$758</b>	<b>752</b>	<b>\$1.01</b>	<b>70</b>	<b>\$881</b>	<b>961</b>	<b>\$0.92</b>
<b>Year Built: 2012</b>	50% units	14			4	\$595	752	\$0.79	10	\$700	971	\$0.72
	60% units	65			12	\$730	752	\$0.97	53	\$860	958	\$0.90
	Market units	10			3	\$1,085	752	\$1.44	7	\$1,294	973	\$1.33
<b>4. Huntington Court</b>	<b>Mid-Rise</b>	<b>152</b>	<b>2</b>	<b>1.3%</b>	<b>32</b>	<b>\$726</b>	<b>673</b>	<b>\$1.08</b>	<b>120</b>	<b>\$859</b>	<b>919</b>	<b>\$0.93</b>
<b>Year Built: 2005</b>	30% units	16			3	\$345	673	\$0.51	13	\$402	902	\$0.45
	50% units	9			2	\$620	673	\$0.92	7	\$727	905	\$0.80
	60% units	91			21	\$760	673	\$1.13	70	\$893	909	\$0.98
	HOME units	5			2	\$632	673	\$0.94	3	\$697	935	\$0.75
	Market units	31			4	\$935	673	\$1.39	27	\$1,044	956	\$1.09
	<b>Total/Average</b>	<b>241</b>	<b>4</b>	<b>1.7%</b>	<b>51</b>	<b>\$713</b>	<b>703</b>	<b>\$1.01</b>	<b>190</b>	<b>\$827</b>	<b>939</b>	<b>\$0.88</b>
	<b>% of Total</b>	<b>100.0%</b>			<b>21.2%</b>				<b>78.8%</b>			

(1) Rent is adjusted to include only Trash and incentives

In Lease-up

Source: Field Survey, Real Property Research Group, Inc. March - May 2015.

## 6. Effective Rents

Effective rents, adjusted net of utilities and incentives, are shown in Table 21. For the purposes of this analysis, the net rents represent the hypothetical situation where trash removal utility costs are included in monthly rents at all communities, with tenants responsible for other utility costs. Net rents, unit sizes, and rents per square foot for the senior rental units in and outside of the market area are provided below. Please note rental data on efficiency and three bedroom units offered at Sweetwater Terraces is not shown as the subject property will not offer these unit types.

- **One bedroom units** in the market area had an average effective rent of \$912. Based on an average unit size of 757 square feet, this equates to \$1.21 per square foot. One bedroom effective rents ranged from \$560 for 50 percent LIHTC units to \$1,350 for market rate units. At the two senior rental communities outside the market area, one bedroom units had an average effective rent of \$713, an average unit size of 703, and an average rent per square foot of \$1.01.
- **Two bedroom units** in the market area had an average effective rent of \$1,051. Based on an average unit size of 948 square feet, this equates to \$1.11 per square foot. Two bedroom effective rents ranged from \$650 for 50 percent LIHTC units to \$1,622 for market rate units. At the two senior rental communities outside the market area, two bedroom units had an average effective rent of \$827, an average unit size of 939, and an average rent per square foot of \$0.88.

## 7. Payment of Utility Costs

Inside the Breckinridge Oaks Market Area, Hearthside Sugarloaf includes just the cost of trash removal in rent while Sweetwater Terraces includes the cost of all utilities (Table 22). Outside of the



market area, both Hearthside Johns Creek and Huntington Court include the cost of water/sewer and trash removal in rent. The subject property will include the cost of trash removal in rent.

### 8. Unit Features

All four surveyed senior rental communities offer dishwashers and microwaves in the kitchen, washer/dryer connections, and grab bars in the bathrooms. One senior rental community in the market area (Sweetwater Terraces) and both senior rental communities outside the market area also provide in-unit emergency call systems. The proposed Breckinridge Oaks will offer in-unit features comparable to surveyed senior rental communities in and outside the market area including dishwashers, microwaves, and washer/dryer connections, in each unit.

**Table 22 Utility Arrangement and Unit Features, Senior Communities**

Community	Type	Heat Type	Utilities included in Rent					Dish washer	Micro-wave	W/D	Grab Bar	Emergency Pull
			Heat	Cooking	Electric	Water	Trash					
Subject	LIHTC - Elderly	Elec	☐	☐	☐	☐	☒	STD	STD	Hook Ups		
<b>Inside the Breckinridge Oaks Market Area</b>												
Hearthside Sugarloaf	LIHTC - Elderly	Elec	☐	☐	☐	☐	☒	STD	STD	Hook Ups	STD	
Sweetwater Terraces	LIHTC - Elderly	Elec	☒	☒	☒	☒	☒	STD	STD	Hook Ups	STD	STD
<b>Outside the Breckinridge Oaks Market Area</b>												
Hearthside Johns Creek	LIHTC - Elderly	Elec	☐	☐	☐	☒	☒	STD	STD	Hook Ups	STD	STD
Huntington Court	LIHTC - Elderly	Elec	☐	☐	☐	☒	☒	STD	STD	Hook Ups	STD	STD

Source: Field Survey, Real Property Research Group, Inc. March - May 2015.

### 9. Community Amenities

The surveyed senior rental communities contain extensive community amenities including a multi-purpose room, library, arts and crafts room, computer center, barber shop / beauty salon, theater, wellness room, and fitness center at all four properties. Three senior rental communities also offer community gardens, a theater room, and a health/wellness room. Breckinridge Oaks' community amenities will be comparable or to those offered at the surveyed senior rental communities in and outside of the market area and will include a multi-purpose room, fenced community garden, fitness center, computer center, library, covered picnic pavilion with seating, arts and crafts room, theater room, and beauty salon. These amenities will be competitive with senior rental communities in the Breckinridge Oaks Market Area and are appropriate for the target market.

**Table 23 Community Amenities, Senior Communities**

Community	Multipurpose Room	Gardening	Walking Paths	Library	Arts & Crafts	Theatre	Health Room	Computer Center	Barber Shop	Fitness Center
Subject	☒	☒	☐	☒	☒	☒	☐	☒	☒	☒
<b>In the Breckinridge Oaks Market Area</b>										
Hearthside Sugarloaf	☒	☒	☒	☒	☒	☒	☒	☒	☒	☒
Sweetwater Terraces	☒	☐	☐	☒	☒	☒	☒	☒	☒	☒
<b>Outside the Breckinridge Oaks Market Area</b>										
Hearthside Johns Creek	☒	☒	☐	☒	☒	☒	☒	☒	☒	☒
Huntington Court	☒	☒	☒	☒	☒	☒	☒	☒	☒	☒

Source: Field Survey, Real Property Research Group, Inc. March - May 2015.

## D. Survey of General Occupancy Rental Communities

### 1. Introduction to the Rental Housing Survey

In addition to senior-oriented rental communities, RPRG surveyed 17 general occupancy properties in the Breckinridge Oaks Market Area. Of these 17 communities, four were funded through the Low Income Housing Tax Credit (LIHTC) Program and 13 are market rate. Although not considered direct competition for the subject property, these general occupancy rental communities do represent an alternative rental housing option for seniors in the Breckinridge Oaks Market Area. Accordingly, we believe these communities can have some impact on the pricing and positioning of the subject community. Their performance also lends insight into the overall health and competitiveness of the rental environment in the area. Profile sheets with detailed information on each surveyed community, including photographs, are attached as Appendix 7.

### 2. Location

All 17 general occupancy rental communities surveyed are located along the Interstate 85 or State Highway 316 corridors and within five miles of the subject site (Map 7). The largest contingent of surveyed rental communities are concentrated in the City of Lawrenceville east of the subject site including three of four LIHTC communities. All of these surveyed rental communities share similar surrounding land uses and are generally comparable in location to the subject site.

### 3. Housing Characteristics

The majority of the surveyed general occupancy rental stock consists of Mid to Upper Tier garden and/or townhouse communities in average to good condition. Most of these communities were constructed in the nineteen nineties or early 2000's with an average year built of 1998 across all communities and 1999 among the four LIHTC properties. Property sizes range from 130 units at View at Sugarloaf to 540 units at Wesley Herrington with an overall average of 345 units per community. The four LIHTC rental communities are notably smaller by comparison with an average size of 233 units.

### 4. Vacancy Rates

The 17 general occupancy rental communities surveyed combine to offer 5,869 units, 203 of which or 3.5 percent were reported vacant. Among the four LIHTC communities, just 10 of 932 units (1.1 percent) were available at the time of our survey.

### 5. Effective Rents

Unit rents presented in Table 24 are net or effective rents, as opposed to street or advertised rents. To arrive at effective rents, we apply adjustments to street rents in order to control for current rental incentives and to equalize the impact of utility expenses across complexes. Specifically, the net rents represent the hypothetical situation where trash removal utility costs are included in monthly rents at all communities, with tenants responsible for other utility costs. As the subject property will only offer one and two bedroom units, rental data for efficiency and three bedroom units is not shown.

Among surveyed general occupancy rental communities, net rents, unit sizes, and rents per square foot are as follows:

- **One-bedroom units** had an average effective rent of \$842, an average unit size of 817 square feet, and an average rent per square foot of \$1.03 across all communities. Among LIHTC communities, one bedroom units had an average effective rent of \$680, an average unit size of 800 square feet, and an average rent per square foot of \$0.85.



- **Two-bedroom units** had an average effective rent of \$973, an average unit size of 1,155 square feet, and an average rent per square foot of \$0.84 across all communities. Among LIHTC communities, two bedroom units had an average effective rent of \$782, an average unit size of 1,056 square feet, and an average rent per square foot of \$0.74.

**Table 24 Rental Summary, General Occupancy Communities**

Community	Type	Year Built	Total Units	Vacant Units	Vacancy Rate	One Bedroom Units				Two Bedroom Units			
						Units	Rent(1)	SF	Rent/SF	Units	Rent(1)	SF	Rent/SF
Subject - 50% AMI	Mid Rise		22			8	\$440	752	\$0.59	14	\$520	1,015	\$0.55
Subject - 60% AMI	Mid Rise		66			24	\$560	752	\$0.74	42	\$665	1,015	\$0.71
Subject - Market	Mid Rise		22			8	\$850	752	\$1.13	14	\$1,050	1,015	\$1.11
Reserve at Sugarloaf	Gar/TH	2001	333	20	6.0%		\$1,071	760	\$1.41		\$1,430	1,324	\$1.08
Villas at Sugarloaf	Gar	2007	260	7	2.7%		\$1,234	840	\$1.47		\$1,388	1,257	\$1.10
Prescott, The	Gar	2000	384	12	3.1%		\$1,004	856	\$1.17		\$1,185	1,234	\$0.96
5375 Sugarloaf	Gar	2001	406	12	3.0%	168	\$887	827	\$1.07	196	\$1,171	1,220	\$0.96
Menlo Creek	Gar	2007	372	3	0.8%	116	\$938	878	\$1.07	200	\$1,148	1,293	\$0.89
Bridgewater	Gar	1997	532	21	3.9%		\$966	903	\$1.07		\$1,128	1,283	\$0.88
Arium Sweetwater	Gar	1999	308	28	9.1%	102	\$926	847	\$1.09	140	\$1,046	1,239	\$0.84
Colonial Grand at McDaniel Farm	Gar	1998	424	18	4.2%		\$991	911	\$1.09		\$1,035	1,159	\$0.89
Wesley Herrington	Gar	2002	540	33	6.1%	259	\$807	920	\$0.88	260	\$959	1,280	\$0.75
Autumn Vista	Gar	1998	280	6	2.1%		\$790	717	\$1.10		\$900	1,165	\$0.77
Magnolia Pointe	Gar	1999	146	8	5.5%	36	\$755	737	\$1.02	71	\$875	1,008	\$0.87
Grove at Stone Brook	Gar/TH	1982	188	8	4.3%		\$733	780	\$0.94		\$850	1,050	\$0.81
Wesley Place	Gar	1993	510	11	2.2%	238	\$707	743	\$0.95	272	\$839	1,173	\$0.72
Herrington Mill* 60% AMI	Gar	2003	292	2	0.7%	56	\$719	975	\$0.74	212	\$827	1,175	\$0.70
Palisades Club* 60% AMI	Gar	2001	268	0	0.0%	96	\$659	814	\$0.81	104	\$779	1,080	\$0.72
Cascades at Gwinnett	Gar	1984	400	14	3.5%	109	\$695	722	\$0.96	69	\$775	1,023	\$0.76
Magnolia Pointe* 60% AMI	Gar	-	46	-	-	12	\$685	737	\$0.93	17	\$750	1,008	\$0.74
View at Sugarloaf* 60% AMI	Gar	1994	130	0	0.0%					52	\$720	974	\$0.74
Magnolia Pointe* 50% AMI	Gar	-	50	-	-	13	\$580	737	\$0.79	22	\$679	1,008	\$0.67
<b>Total</b>			<b>5,869</b>	<b>203</b>	<b>3.5%</b>								
<b>Average</b>	<b>1998</b>						<b>\$842</b>	<b>817</b>	<b>\$1.03</b>		<b>\$973</b>	<b>1,155</b>	<b>\$0.84</b>
<b>LIHTC Total</b>			<b>932</b>	<b>10</b>	<b>1.1%</b>								
<b>LIHTC Average</b>	<b>1999</b>						<b>\$680</b>	<b>800</b>	<b>\$0.85</b>		<b>\$782</b>	<b>1,056</b>	<b>\$0.74</b>
<b>Unit Distribution</b>			<b>3,336</b>			<b>1,205</b>				<b>1,615</b>			
<b>% of Total</b>			<b>56.8%</b>			<b>36.1%</b>				<b>48.4%</b>			

Tax Credit Communities\*

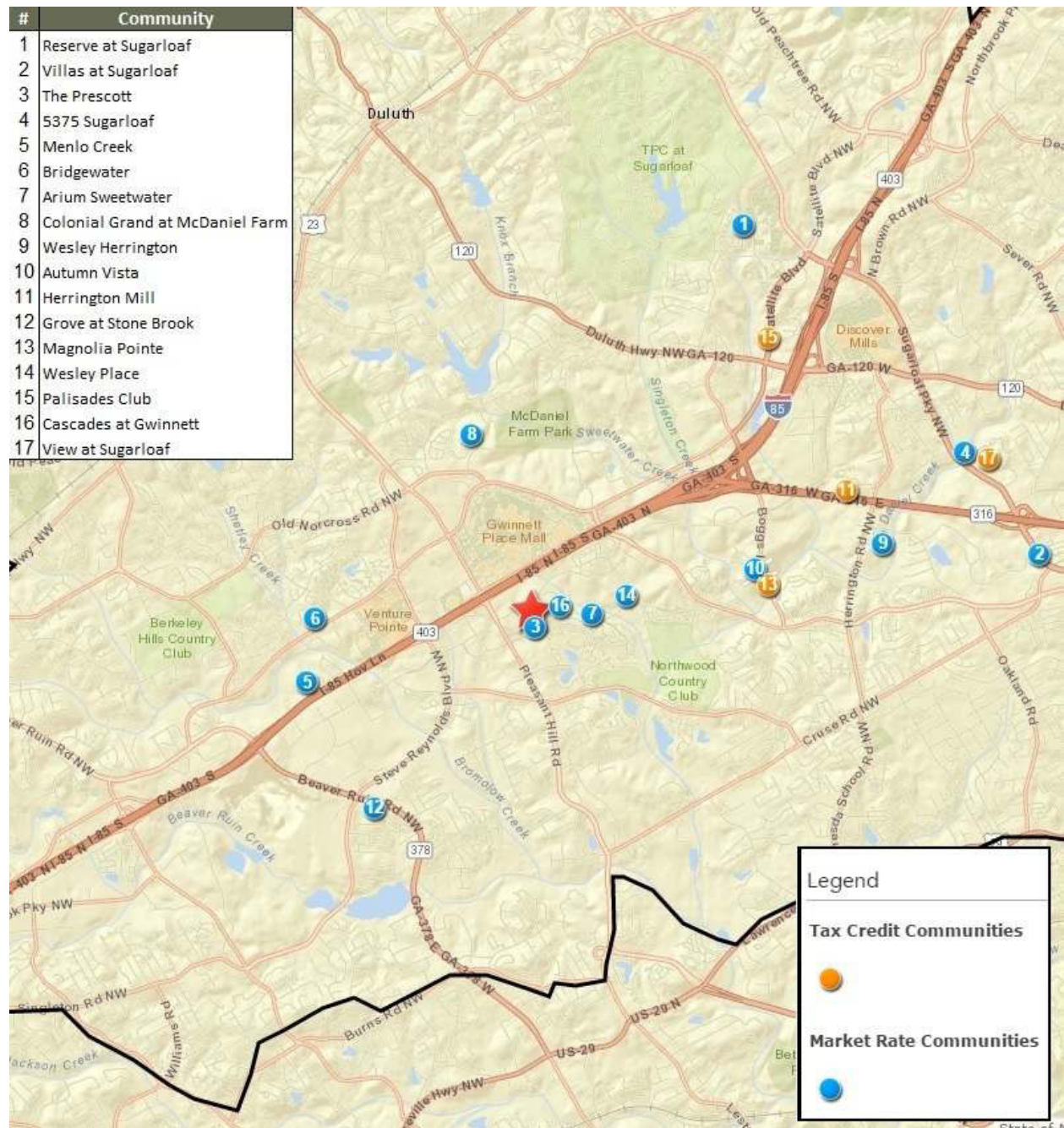
(1) Rent is adjusted to include only Trash and incentives

Source: Field Survey, Real Property Research Group, Inc. May 2015.





**Map 7 Surveyed General Occupancy Rental Communities**



## 6. DCA Average Market Rent

To determine average “market rents” as outlined in DCA’s 2015 Market Study Manual, market rate rents were averaged at the most comparable communities to the proposed Breckinridge Oaks. These include market rate units at two senior rental communities and six general occupancy communities in the Breckinridge Oaks Market Area. It is important to note, “average market rents” are not adjusted to reflect differences in age, unit size, or amenities relative to the subject property.

The “average market rent” among comparable communities is \$1,068 for one bedroom units and \$1,290 for two bedroom units (Table 25). All of the subject property’s proposed rents are well below these average market rents with rent advantages of at least 18 percent for all units and an overall weighted average rent advantage of 44.6 percent.

**Table 25 Average Market Rent, Most Comparable Communities**

Community	One Bedroom Units			Two Bedroom Units		
	Rent(1)	SF	Rent/SF	Rent(1)	SF	Rent/SF
Subject - 50% AMI	\$440	752	\$0.59	\$520	1,015	\$0.55
Subject - 60% AMI	\$560	752	\$0.74	\$665	1,015	\$0.71
Subject - Market	\$850	752	\$1.13	\$1,050	1,015	\$1.11
<b>Senior Rental Communities:</b>						
Hearthside Sugarloaf	\$1,350	752	\$1.80	\$1,622	976	\$1.66
Sweetwater Terraces	\$1,255	764	\$1.64	\$1,420	905	\$1.57
<b>General Occupancy Rental Communities:</b>						
Reserve at Sugarloaf	\$1,071	760	\$1.41	\$1,430	1,324	\$1.08
Villas at Sugarloaf	\$1,234	840	\$1.47	\$1,388	1,257	\$1.10
Prescott, The	\$1,004	856	\$1.17	\$1,185	1,234	\$0.96
5375 Sugarloaf	\$887	827	\$1.07	\$1,171	1,220	\$0.96
Menlo Creek	\$938	878	\$1.07	\$1,148	1,293	\$0.89
Wesley Herrington	\$807	920	\$0.88	\$959	1,280	\$0.75
	<b>\$1,068</b>	<b>825</b>	<b>\$1.30</b>	<b>\$1,290</b>	<b>1186</b>	<b>\$1.09</b>

(1) Rent is adjusted to include only Trash and incentives

Source: Field Survey, Real Property Research Group, Inc. May 2015.

**Table 26 Average Market Rent and Rent Advantage Summary**

	1 BR Units	2 BR Units
<b>Average Market Rent</b>	<b>\$1,068</b>	<b>\$1,290</b>
Proposed 50% Rent	\$440	\$520
Advantage (\$)	\$628	\$770
Advantage (%)	58.8%	59.7%
Total Units	8	14
Proposed 60% Rent	\$560	\$665
Advantage (\$)	\$508	\$625
Advantage (%)	47.6%	48.5%
Total Units	24	42
Proposed Market Rent	\$850	\$1,050
Advantage (\$)	\$218	\$240
Advantage (%)	20.4%	18.6%
Total Units	8	14
<b>Overall Rent Advantage</b>		<b>44.6%</b>



## E. Interviews

Primary information gathered through field and phone interviews was used throughout the various sections of this report. The interviewees included rental community property managers, planning/building officials with Lawrenceville, Duluth, Norcross, Berkeley Lake, and Gwinnett County.

## F. Multi-Family Pipeline

Based on information provided by county/city planning and zoning officials and DCA's list of LIHTC allocations, no comparable senior rental communities were identified as pipeline in the Breckinridge Oaks Market Area; however, the senior LIHTC community Hearthside Sugarloaf did recently finish construction in the Breckinridge Oaks Market Area and is considered pipeline for purposes of DCA demand estimates.

## G. Existing Low Income Rental Housing

The table and map on the following pages show the location of the subject site in relation to existing low-income rental housing properties, including those with tax credits.

**Table 27 Subsidized Communities, Breckinridge Oaks Market Area**

Community	Subsidy	Type	Address	City	State	Distance
Sweetwater Terraces	LIHTC	Senior	3555 Sweetwater Rd.	Duluth	GA	0.9 mile
Magnolia Pointe	LIHTC	General	1475 Boggs Rd.	Duluth	GA	2.9 miles
Herrington Mill	LIHTC	General	1564 Herrington Rd.	Lawrenceville	GA	3 miles
Palisades Club	LIHTC	General	2255 Satellite Blvd.	Duluth	GA	3.5 miles
Bradford Gwinett	Sec. 8	Family	100A Castor Dr.	Norcross	GA	3.9 miles
Hearthside Sugarloaf	LIHTC	Senior	5600 Sugarloaf Pkwy.	Lawrenceville	GA	3.5 miles
View at Sugarloaf	LIHTC	General	5355 Sugarloaf Pkwy.	Lawrenceville	GA	5.1 miles

## H. Housing Authority Data

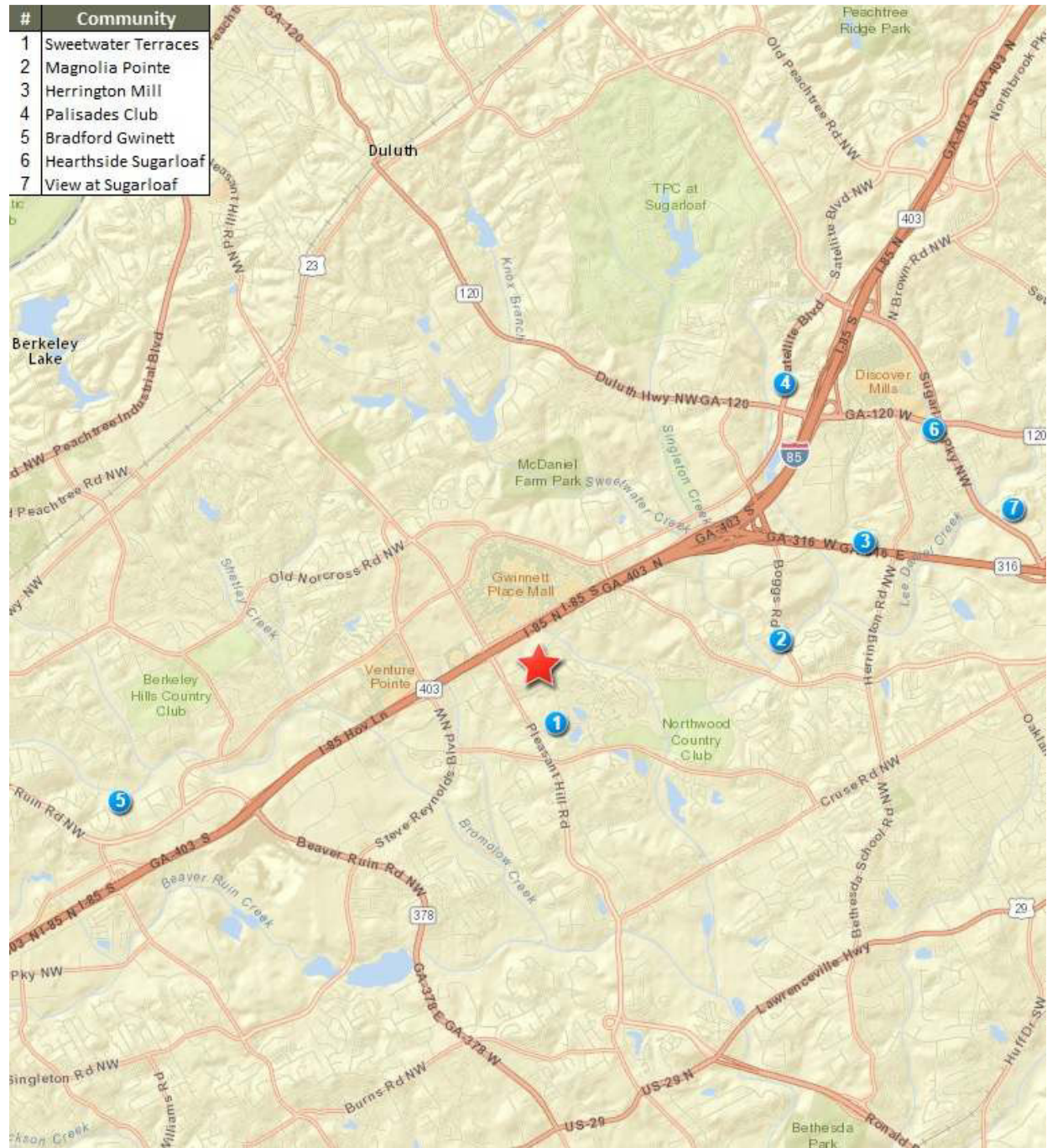
The closest housing authority to the subject site is the Lawrenceville Housing Authority, which operates 212 public housing units. At the time of this report, all of these units were occupied or in the process of being filled from the housing authority's waiting list, which is currently closed. The Lawrenceville Housing Authority does not manage any Section 8 Housing Choice Vouchers.





**Map 8 Subsidized Rental Communities**

#	Community
1	Sweetwater Terraces
2	Magnolia Pointe
3	Herrington Mill
4	Palisades Club
5	Bradford Gwinett
6	Hearthside Sugarloaf
7	View at Sugarloaf







## I. Impact of Abandoned, Vacant, or Foreclosed Homes

Based on field observations, very limited abandoned / vacant single and multi-family homes exist in the Breckinridge Oaks Market Area. To understand the state of foreclosure in the community around the subject site, we tapped data available through RealtyTrac, a web site aimed primarily at assisting interested parties in the process of locating and purchasing properties in foreclosure and at risk of foreclosure. RealtyTrac classifies properties in its database into several different categories, among them three that are relevant to our analysis: 1.) pre-foreclosure property – a property with loans in default and in danger of being repossessed or auctioned, 2.) auction property – a property that lien holders decide to sell at public auctions, once the homeowner’s grace period has expired, in order to dispose of the property as quickly as possible, and 3.) bank-owned property – a unit that has been repossessed by lenders. We included properties within these three foreclosure categories in our analysis. We queried the RealtyTrac database for ZIP code 30096 in which the subject property will be located and the broader areas of Duluth, Gwinnett County, Georgia, and the United States for comparison purposes.

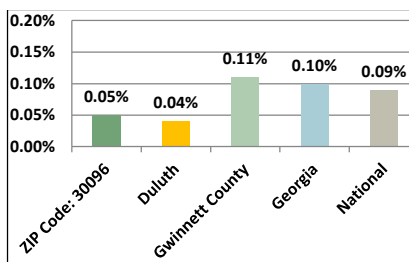
Our RealtyTrac search revealed 0.05 percent of units were in a state of foreclosure within the subject property’s ZIP code (30096) in April of 2015, the most recent month data was available. By comparison, Duluth, Gwinnett County, Georgia and the nation reported monthly foreclosure rates of 0.04 percent, 0.11 percent, 0.10 percent, and 0.09 percent, respectively (Table 28). Over the past year, the number of foreclosures in the subject property’s ZIP Code ranged from a high of 18 in July 2014 to 7 in September 2014.

While the conversion of such properties can affect the demand for new multi-family rental housing in some markets, the impact on senior oriented communities is typically limited. In many instances, senior householders “downsize” living accommodations (move from a larger unit to a smaller unit) due to the higher upkeep and long-term cost. As such, the convenience of on-site amenities and the more congregate style living offered at age restricted communities is preferable to lower density unit types, such as single-family detached homes, most common to abandonment and/or foreclosure. Overall, we do not believe foreclosed, abandoned, or vacant single/multi-family homes will impact the subject property’s ability to lease its units.

**Table 28 Foreclosure Rate and Recent Foreclosure Activity, ZIP Code 30096**

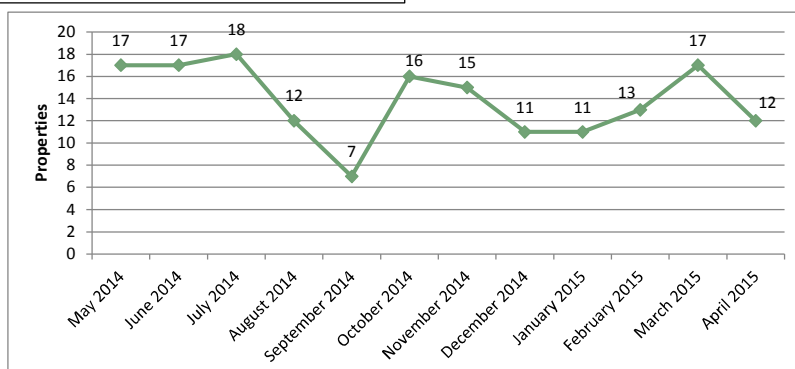
Geography	April 2015 Foreclosure Rate
ZIP Code: 30096	0.05%
Duluth	0.04%
Gwinnett County	0.11%
Georgia	0.10%
National	0.09%

Source: Realtytrac.com



ZIP Code: 30096	
Month	# of Foreclosures
May 2014	17
June 2014	17
July 2014	18
August 2014	12
September 2014	7
October 2014	16
November 2014	15
December 2014	11
January 2015	11
February 2015	13
March 2015	17
April 2015	12

Source: Realtytrac.com



## 8. FINDINGS AND CONCLUSIONS

### A. Key Findings

Based on the preceding review of the subject project and demographic and competitive housing trends in the Breckinridge Oaks Market Area, RPRG offers the following key findings:

#### 1. Site and Neighborhood Analysis

The subject site is a suitable location for affordable senior rental housing as it is compatible with surrounding land uses, has sufficient visibility from major thoroughfares, and has ample access to amenities, services, public transportation, and major thoroughfares.

- The site for Breckinridge Oaks is located at the southwest corner of the Breckinridge Boulevard and Center Drive NW intersection, approximately one-quarter mile east of Interstate 85, in Duluth, Gwinnett County, Georgia. Bordering land uses include Studio 6 (extended stay hotel), Breckinridge office park, Ferguson Elementary School, DeVry University Duluth, and Kruti Plaza (shopping center).
- Community services, neighborhood shopping centers, medical services, and recreational venues are all located in the subject site's immediate vicinity including both convenience and comparison shopping opportunities within one mile. Public bus transportation is also available through the Gwinnett County Transit System from a bus stop adjacent to the subject site.
- Breckinridge Oaks will have sufficient visibility and accessibility from Centerview Drive NW and Breckinridge Boulevard, the latter of which connects to Pleasant Hill Road and Interstate 85 (via Pleasant Hill Road) within one-quarter mile.
- The subject site's surrounding land use characteristics, which include a mixture of commercial, residential, and institutional development, are comparable to senior rental communities in the Breckinridge Oaks Market Area and compatible with a senior-oriented multi-family community.

#### 2. Economic Context

Over the past four years, Gwinnett County's economy has shown some signs of stabilization with declining unemployment rates and steady job growth following a notable decline during and immediately following the national recession of the late 2000's.

- After reaching a high of 9.2 percent in 2010, following the most recent national recession, Gwinnett County's unemployment rate steadily declined to 6.1 percent in 2014. This was lower than 2014 unemployment rates in both the state (7.2 percent) and the nation (6.2 percent).
- Following steady growth from 2000 to 2007, Gwinnett County lost nearly 30,000 jobs over a three-year span (2008 to 2010) during the course of the most recent national recession; however, the county recouped 15,326 jobs from 2011 to 2013 (52.1 percent) and added an additional 11,122 jobs through the third quarter of 2014.
- We do not expect current economic conditions in Gwinnett County to negatively impact the proposed development of Breckinridge Oaks.



### 3. Population and Household Trends

The Breckinridge Oaks Market Area experienced strong population and household growth from 2000 to 2015, a trend expected to continue through 2017. Senior household growth is also expected to outpace total household growth on a percentage basis during this period.

- Between 2000 and 2010 Census counts, the Breckinridge Oaks Market Area added 37,585 people (21.2 percent) and 10,572 households (16.6 percent). Through 2017, the population and household bases of the market area are projected to increase at annual rates of 1.4 percent and 1.2 percent, respectively.
- Between 2015 and 2017, households with householders age 62+ are projected to increase by 4.4 percent or 555 households per year. This would bring the total number of households with householders age 62+ in the Breckinridge Oaks Market Area to 13,350.

### 4. Demographic Trends

- Seniors (persons age 62 and older) constitute 9.8 percent of the population in the Breckinridge Oaks Market Area and 11.4 percent of the population in Gwinnett County.
- Approximately 33 percent of the households in the Breckinridge Oaks Market Area have at least two adults, but no children. This includes 20.2 percent of market area households that are married without children, such as empty-nesters and young couples. Single person households account for 23 percent of the Breckinridge Oaks Market Area's households.
- As of the 2010 Census, 45.1 percent of all households in the Breckinridge Oaks Market Area were renters, compared to 29.6 percent in Gwinnett County. Based on Esri estimates and projections, the Breckinridge Oaks Market Area's renter percentage increased to 48.1 percent in 2015 and is projected to grow to 49.1 percent by 2017.
- The 2015 renter percentages for households with a householder 62+ are 26.5 percent in the Breckinridge Oaks Market Area and 17.9 percent in Gwinnett County. Fifteen percent of all renter householders in the Breckinridge Oaks Market Area are age 55 or older and 5.8 percent are age 65 or older.
- The 2015 median income of households in the Breckinridge Oaks Market Area is \$55,398, which is 13.0 percent lower than Gwinnett County's median household income of \$63,657. The 2015 median income for senior householders (age 62 and older) in the Breckinridge Oaks Market Area is \$41,084 for renters and \$54,732 for owners. Roughly 20 percent of all senior renter householders in the Breckinridge Oaks Market Area have an income from \$15,000 to \$34,999 per year and 40.9 percent earn \$35,000 to \$74,999 annually.

### 5. Competitive Housing Analysis

RPRG surveyed two senior rental communities and 17 general occupancy rental communities in the Breckinridge Oaks Market Area including a total of six LIHTC communities (two senior and four general occupancy). RPRG also surveyed two senior LIHTC communities just outside the market area to supplement the analysis.

#### Senior Rental Communities:

- The only stabilized senior rental community in the Breckinridge Oaks Market Area, Sweetwater Terraces, was fully occupied at the time of our survey with a waiting list as long as nine months for some units. The other senior rental community in the market area, Hearthside Sugarloaf, opened April 20<sup>th</sup> of this year and has leased 40 of its 110 units (37 percent) within the first month of opening; however, given pre-leasing activity four to five



months prior to construction completion and the differences in pre-construction and post-construction lease rates, we estimate Hearthside Sugarloaf's true absorption rate was roughly 10 to 11 units per month.

- The two senior rental communities outside the market area reported a combined four of 241 units vacant, a rate of just 1.7 percent. In both cases, each community reported significant waiting lists for all units.
- Net rents, unit sizes, and rents per square foot for the surveyed senior rental units are as follows:
  - **One bedroom units** in the market area had an average effective rent of \$912, an average unit size of 757 square feet, and an average rent per square foot of \$1.21. At the two senior rental communities outside the market area, one bedroom units had an average effective rent of \$713, an average unit size of 703, and an average rent per square foot of \$1.01.
  - **Two bedroom units** in the market area had an average effective rent of \$1,051, an average unit size of 948 square feet, and an average rent per square foot of \$1.11. At the two senior rental communities outside the market area, two bedroom units had an average effective rent of \$827, an average unit size of 939 square feet, and an average rent per square foot of \$0.88.

#### **General Occupancy Rental Communities:**

- The 17 general occupancy rental communities surveyed combine to offer 5,869 units, 203 of which or 3.5 percent were reported vacant. Among the four LIHTC communities, just 10 of 932 units (1.1 percent) were available at the time of our survey.
- Among surveyed general occupancy rental communities, net rents, unit sizes, and rents per square foot are as follows:
  - **One-bedroom units** had an average effective rent of \$842, an average unit size of 817 square feet, and an average rent per square foot of \$1.03 across all communities.
  - **Two-bedroom units** had an average effective rent of \$973, an average unit size of 1,155 square feet, and an average rent per square foot of \$0.84 across all communities.
- The “average market rent” among comparable communities is \$1,068 for one bedroom units and \$1,290 for two bedroom units. All of the subject property's proposed rents are well below these average market rents with rent advantages of at least 18 percent for all units and an overall weighted average rent advantage of 44.6 percent.

## B. Affordability Analysis

### 1. Methodology

The Affordability Analysis tests the percentage of age and income-qualified households (62+) in the market area that the subject community must capture in order to achieve full occupancy.

The first component of the Affordability Analyses involves looking at the total household income distribution and renter household income distribution among Breckinridge Oaks Market Area households for the target year of 2017. RPRG calculated the income distribution for both total households and renter households based on the relationship between owner and renter household incomes by income cohort from the 2009-2013 American Community Survey along with estimates and projected income growth by Esri (Table 29).

A particular housing unit is typically said to be affordable to households that would be expending a certain percentage of their annual income or less on the expenses related to living in that unit. In the case of rental units, these expenses are generally of two types – monthly contract rents paid to landlords and payment of utility bills for which the tenant is responsible. The sum of the contract rent and utility bills is referred to as a household’s ‘gross rent burden’. For the Affordability Analysis of this age restricted community, RPRG employs a 40 percent gross rent burden.

HUD has computed a 2015 median household income of \$68,300 for the Atlanta-Sandy Springs-Marietta, GA MSA. Based on that median income, adjusted for household size, the maximum income limit and minimum income requirements are computed for each floor plan (Table 30). The minimum income limits are calculated assuming up to 40 percent of income is spent on total housing cost (rent plus utilities). The maximum allowable incomes for LIHTC units are based on a maximum household size of two persons for two bedroom units. Maximum gross rents, however, are based on the federal regulation of 1.5 persons per bedroom.

**Table 29 2017 Total and Renter Income Distribution**

Breckinridge Oaks Market Area		Total Households		Renter Households	
		#	%	#	%
less than	\$15,000	1,320	9.9%	464	12.8%
	\$15,000	1,314	9.8%	462	12.7%
	\$25,000	1,605	12.0%	529	14.6%
	\$35,000	2,070	15.5%	667	18.4%
	\$50,000	2,854	21.4%	846	23.3%
	\$75,000	1,483	11.1%	331	9.1%
	\$100,000	1,565	11.7%	235	6.5%
	\$150,000	1,137	8.5%	96	2.6%
<b>Total</b>		<b>13,350</b>	<b>100%</b>	<b>3,630</b>	<b>100%</b>
<b>Median Income</b>		<b>\$53,195</b>		<b>\$43,102</b>	

Source: American Community Survey 2009-2013 Projections, RPRG, Inc.





**Table 30 2015 LIHTC Income and Rent Limits, Breckinridge Oaks**

HUD 2015 Median Household Income										
Atlanta-Sandy Springs-Marietta, GA HUD Metro FMR Area		\$68,300								
Very Low Income for 4 Person Household		\$34,100								
2015 Computed Area Median Gross Income		<b>\$68,200</b>								
Utility Allowance: 1 Bedroom		\$171								
2 Bedroom		\$217								
<b>LIHTC Household Income Limits by Household Size:</b>										
	Household Size	30%	40%	50%	60%	80%	100%	150%		
	1 Person	\$14,340	\$19,120	\$23,900	\$28,680	\$38,240	\$47,800	\$71,700		
	2 Persons	\$16,380	\$21,840	\$27,300	\$32,760	\$43,680	\$54,600	\$81,900		
	3 Persons	\$18,420	\$24,560	\$30,700	\$36,840	\$49,120	\$61,400	\$92,100		
	4 Persons	\$20,460	\$27,280	\$34,100	\$40,920	\$54,560	\$68,200	\$102,300		
	5 Persons	\$22,110	\$29,480	\$36,850	\$44,220	\$58,960	\$73,700	\$110,550		
	6 Persons	\$23,760	\$31,680	\$39,600	\$47,520	\$63,360	\$79,200	\$118,800		
<b>Imputed Income Limits by Number of Bedrooms:</b>										
<b>Assumes max 2.0 person hhlds</b>	Persons	Bedrooms	30%	40%	50%	60%	80%	100%	150%	
	1	0	\$14,340	\$19,120	\$23,900	\$28,680	\$38,240	\$47,800	\$71,700	
	1.5	1	\$15,360	\$20,480	\$25,600	\$30,720	\$40,960	\$51,200	\$76,800	
	2	2	\$16,380	\$21,840	\$27,300	\$32,760	\$43,680	\$54,600	\$81,900	
	2	3	\$16,380	\$21,840	\$27,300	\$32,760	\$43,680	\$54,600	\$81,900	
	2	4	\$16,380	\$21,840	\$27,300	\$32,760	\$43,680	\$54,600	\$81,900	
<b>LIHTC Tenant Rent Limits by Number of Bedrooms:</b>										
<i>Assumes 1.5 Persons per bedroom</i>										
# Persons	30%		40%		50%		60%		80%	
	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net
1 Bedroom	\$384	\$213	\$512	\$341	\$640	\$469	\$768	\$597	\$1,024	\$853
2 Bedroom	\$461	\$244	\$614	\$397	\$767	\$550	\$921	\$704	\$1,228	\$1,011

Source: U.S. Department of Housing and Urban Development

## 2. Affordability Analysis

The analysis looks at the affordability of the proposed 110 units at the subject property (Table 31). The steps in the affordability analysis are as follows:

- As an example, we walk through the steps to test affordability for one bedroom 50 percent units at Breckinridge Oaks. The overall shelter cost for a one bedroom 50 percent unit would be \$611 (\$440 net rent plus a \$171 allowance to cover all utility costs except trash removal).
- By applying a 40 percent rent burden to this gross rent, we determined that a one bedroom unit at 50 percent AMI would be affordable to households earning at least \$18,330 per year. A projected 11,592 households (62+) in the Breckinridge Oaks Market Area will earn at least this amount in 2017.
- The maximum income limit for a one bedroom unit at 50 percent AMI is \$25,600 based on an average household size of 1.5 persons. According to the interpolated income distribution for 2017, 10,619 households (62+) in the Breckinridge Oaks Market Area will have incomes above this maximum income.
- Subtracting the 10,619 households (62+) with incomes above the maximum income limit from the 11,592 households (62+) that could afford to rent this unit, RPRG computes that an estimated 973 households (62+) in the Breckinridge Oaks Market Area will be within the target income segment for the one bedroom units at 50 percent AMI. The capture rate for the eight one bedroom units at 50 percent AMI is 0.8 percent for all households (62+).



- We then determined that 340 renter households (62+) with incomes between the minimum income required and maximum income allowed will reside in the market in 2017. The subject property will need to capture 2.4 percent of these renter households to lease up the eight units in this floor plan.
- Capture rates are also calculated for other floor plans and for the project overall. The remaining renter capture rates by floor plan range from 0.6 percent to 12.6 percent. By AMI level, renter capture rates are 5.1 percent for 50 percent units, 12.0 percent for all 60 percent units, 12.3 percent for all LIHTC units, 1.5 percent for market rate units, and 5.4 percent for the project overall.

**Table 31 2017 Breckinridge Oaks Affordability Analysis**

50% Units		One Bedroom		Two Bedroom	
		Min.	Max.	Min.	Max.
Number of Units	8			14	
Net Rent	\$440			\$520	
Gross Rent	\$611			\$737	
% Income for Shelter	40%			40%	
Income Range (Min, Max)	\$18,330	\$25,600		\$22,110	\$27,300
<b>Total Households</b>					
Range of Qualified Hhlds	11,592	10,619		11,095	10,346
# Qualified Households		973			749
<b>Total HH Capture Rate</b>		<b>0.8%</b>			<b>1.9%</b>
<b>Renter Households</b>					
Range of Qualified Hhlds	3,012	2,672		2,837	2,582
# Qualified Hhlds		340			255
<b>Renter HH Capture Rate</b>		<b>2.4%</b>			<b>5.5%</b>

60% Units		One Bedroom		Two Bedroom	
		Min.	Max.	Min.	Max.
Number of Units	24			42	
Net Rent	\$560			\$665	
Gross Rent	\$731			\$882	
% Income for Shelter	40%			40%	
Income Range (Min, Max)	\$21,930	\$30,720		\$26,460	\$32,760
<b>Total Households</b>					
Range of Qualified Hhlds	11,119	9,797		10,481	9,470
# Qualified Households		1,322			1,011
<b>Unit Total HH Capture Rate</b>		<b>1.8%</b>			<b>4.2%</b>
<b>Renter Households</b>					
Range of Qualified Hhlds	2,845	2,401		2,627	2,294
# Qualified Hhlds		444			333
<b>Renter HH Capture Rate</b>		<b>5.4%</b>			<b>12.6%</b>

120% Units		One Bedroom		Two Bedroom	
		Min.	Max.	Min.	Max.
Number of Units	8			14	
Net Rent	\$850			\$1,050	
Gross Rent	\$1,021			\$1,267	
% Income for Shelter	40%			40%	
Income Range (Min, Max)	\$30,630	\$61,440		\$38,010	\$65,520
<b>Total Households</b>					
Range of Qualified Hhlds	9,812	5,734		8,695	5,268
# Qualified Households		4,078			3,427
<b>Total HH Capture Rate</b>		<b>0.2%</b>			<b>0.4%</b>
<b>Renter Households</b>					
Range of Qualified Hhlds	2,406	1,121		2,041	983
# Qualified Renter		1,285			1,059
<b>Renter HH Capture Rate</b>		<b>0.6%</b>			<b>1.3%</b>

Income Target	Units	All Households = 13,350				Renter Households = 3,630			
		Income	Band of Qualified Hhlds	# Qualified HHs	Capture Rate	Band of Qualified Hhlds	# Qualified HHs	Capture Rate	
50% Units	22	\$18,330	\$27,300	1,246	1.8%	\$18,330	\$27,300	430	5.1%
		<i>Households</i>	11,592	10,346			3,012	2,582	
60% Units	66	\$21,930	\$32,760	1,649	4.0%	\$21,930	\$32,760	552	12.0%
		<i>Households</i>	11,119	9,470			2,845	2,294	
LIHTC Units	88	\$18,330	\$32,760	2,122	4.1%	\$18,330	\$32,760	718	12.3%
		<i>Households</i>	11,592	9,470			3,012	2,294	
120% Units	22	\$30,630	\$65,520	4,544	0.5%	\$30,630	\$65,520	983	1.5%
		<i>Households</i>	9,812	5,268			2,406	983	
Total Units	110	\$18,330	\$65,520	6,324	1.7%	\$18,330	\$65,520	2,029	5.4%
		<i>Households</i>	11,592	5,268			3,012	983	

Source: 2010 U.S. Census, Esri, Estimates, RPRG, Inc.



### 3. Conclusions on Affordability

All affordability capture rates are within reasonable and achievable levels for a senior-oriented rental community.

## C. Demand Estimates and Capture Rates

### 1. Methodology

DCA's demand methodology for elderly communities (62+) consists of four components:

- The first component of demand is household growth. This number is the number of income-qualified senior renter households (62+) anticipated to move into the market area between the base year (2013) and subject property's first full placed-in-service year (2017).
- The second component is income qualified renter households living in substandard housing. "Substandard" is defined as having more than 1.01 persons per room and/or lacking complete plumbing facilities. According to U.S. Census ACS data, the percentage of renter occupied households in the Breckinridge Oaks Market Area that are "substandard" is 8.7 percent (Table 32).
- The third component of demand is cost burdened renters, which is defined as those renter households paying more than 40 percent of household income for housing costs. According to 2009-2013 American Community Survey (ACS) data, 48.3 percent of the Breckinridge Oaks Market Area's senior renter households (65+) are categorized as cost burdened (Table 32). This cost burdened percentage is applied to the current senior household base (62+).
- The final component of demand (only applicable to senior-oriented rental communities) is from homeowners converting to rental housing. There is a lack of detailed local or regional information regarding the movership of elderly homeowners to rental housing. According to the American Housing Survey conducted for the U.S. Census Bureau in 2011, 3.0 percent of elderly households move each year in the Atlanta MSA. Of those moving within the past twelve months, 31.8 percent moved from owned to rental housing (Table 33); thus, 1.0 percent of total senior households convert from owned to rental housing each year. Given the lack of local information, this source is considered the most current and accurate.

The data assumptions used in the calculation of these demand estimates are detailed at the bottom of Table 34. Income qualification percentages are derived by using the Affordability Analysis detailed in Table 31.

The first three components of DCA demand are augmented by 10 percent to account for secondary market demand. While no longer specifically part of DCA's demand methodology, this component of demand is relevant for senior-oriented communities that often attract a significant proportion of tenants from well beyond primary market area boundaries.

### 2. Demand Analysis

According to DCA's demand methodology, all units built or approved between the base year (2013) and the projected placed-in-service year (2017) are to be subtracted from the demand estimates to arrive at a net demand. Only one such rental community, Hearthside Sugarloaf, meets this criterion.

Breckinridge Oaks' capture rates by AMI level are 7.6 percent for 50 percent units, 19.7 percent for 60 percent units, 20.1 percent for all LIHTC units, 2.2 percent for market rate units, and 8.2 percent for the project overall. By floor plan, capture rates range from 1.9 percent to 22.1 percent (Table 35). All of these capture rates are within DCA's mandated threshold of 30 percent and are reasonable for an age restricted rental community.



**Table 32 Substandard and Cost Burdened Calculations**

Rent Cost Burden		
Total Households	#	%
Less than 10.0 percent	585	1.6%
10.0 to 14.9 percent	2,738	7.7%
15.0 to 19.9 percent	4,160	11.7%
20.0 to 24.9 percent	4,166	11.7%
25.0 to 29.9 percent	4,532	12.7%
30.0 to 34.9 percent	3,577	10.0%
35.0 to 39.9 percent	2,612	7.3%
40.0 to 49.9 percent	3,671	10.3%
50.0 percent or more	8,373	23.5%
Not computed	1,255	3.5%
<b>Total</b>	<b>35,669</b>	<b>100%</b>
<b>&gt; 35% income on rent</b>	<b>14,656</b>	<b>42.6%</b>

Households 65+		
Total Households	#	%
Less than 20.0 percent	254	17.0%
20.0 to 24.9 percent	51	3.4%
25.0 to 29.9 percent	231	15.4%
30.0 to 34.9 percent	36	2.4%
35.0 percent or more	815	54.5%
Not computed	109	7.3%
<b>Total</b>	<b>1,496</b>	<b>100%</b>
<b>&gt; 35% income on rent</b>	<b>815</b>	<b>58.8%</b>
<b>&gt; 40% income on rent</b>		<b>48.3%</b>

Substandardness	
Total Households	
<b>Owner occupied:</b>	
Complete plumbing facilities:	39,025
1.00 or less occupants per room	38,309
1.01 or more occupants per room	716
Lacking complete plumbing facilities:	21
Overcrowded or lacking plumbing	737
<b>Renter occupied:</b>	
Complete plumbing facilities:	35,452
1.00 or less occupants per room	32,561
1.01 or more occupants per room	2,891
Lacking complete plumbing facilities:	217
Overcrowded or lacking plumbing	3,108
<b>Substandard Housing</b>	<b>3,845</b>
<b>% Total Stock Substandard</b>	<b>5.1%</b>
<b>% Rental Stock Substandard</b>	<b>8.7%</b>

Source: American Community Survey 2009-2013

**Table 33 Senior Homeowner Conversion, Atlanta MSA**

Homeownership to Rental Housing Conversion		
Tenure of Previous Residence - Renter Occupied Units Senior Households 65+	Atlanta MSA	
	#	%
Total Households	293,600	
<b>Total Households Moving within the Past Year</b>	<b>8,800</b>	<b>3.0%</b>
Total Moved from Home, Apt., Mfg./Mobile Home	8,500	96.6%
<b>Moved from Owner Occupied Housing</b>	<b>2,700</b>	<b>31.8%</b>
Moved from Renter Occupied Housing	5,800	68.2%
Total Moved from Other Housing or Not Reported	300	3.4%
<b>% of Senior Households Moving Within the Past Year</b>		<b>3.0%</b>
<b>% of Senior Movers Converting from Homeowners to Renters</b>		<b>31.8%</b>
<b>% of Senior Households Converting from Homeowners to Renters</b>		<b>1.0%</b>

Source: American Housing Survey, 2011



**Table 34 DCA Demand by Income Level**

	Income Target	50% Units	60% Units	LIHTC Units	120% Units	Total Units
	Minimum Income Limit	\$18,330	\$21,930	\$18,330	\$30,630	\$18,330
	Maximum Income Limit	\$27,300	\$32,760	\$32,760	\$65,520	\$65,520
<b>(A) Renter Income Qualification Percentage</b>		<b>11.8%</b>	<b>15.2%</b>	<b>19.8%</b>	<b>39.2%</b>	<b>55.9%</b>
Demand from New Renter Households <i>Calculation (C-B) *F*A</i>		81	104	136	269	384
<b>PLUS</b>						
Demand from Existing Renter HHs (Substandard) <i>Calculation B*D*F*A</i>		29	38	49	98	139
<b>PLUS</b>						
Demand from Existing Renter HHs (Overburdened) <i>Calculation B*E*F*A</i>		163	210	273	541	771
<b>PLUS</b>						
Secondary Market Demand Adjustment (10%)*		27	35	46	91	129
<b>SUBTOTAL</b>		<b>301</b>	<b>387</b>	<b>504</b>	<b>998</b>	<b>1,423</b>
<b>PLUS</b>						
Demand Elderly Homeowner Conversion* (Max. 2%)		6	8	10	20	28
<b>TOTAL DEMAND</b>		<b>307</b>	<b>395</b>	<b>514</b>	<b>1,018</b>	<b>1,451</b>
<b>LESS</b>						
Comparable Units Built or Planned Since 2013		17	59	76	32	108
<b>Net Demand</b>		<b>290</b>	<b>336</b>	<b>438</b>	<b>986</b>	<b>1,343</b>
Proposed Units		22	66	88	22	110
<b>Capture Rate</b>		<b>7.6%</b>	<b>19.7%</b>	<b>20.1%</b>	<b>2.2%</b>	<b>8.2%</b>

\* Limited to 10% of Total Demand

Demand Calculation Inputs	
A). % of Renter Hhlds with Qualifying Income	see above
B). 2013 Senior Households (62+)	10,764
C). 2017 Senior Households (62+)	13,350
D). Substandard Housing (% of Rental Stock)	8.7%
E). Rent Overburdened (% Senior Households)	48.3%
F). Renter Percentage (Senior Households)	26.5%
G). Elderly Homeowner Turnover	1.0%

**Table 35 DCA Demand by Floor Plan (No Overlap) and Capture Rate Analysis Chart**

Income/Unit Size	Income Limits	Units Proposed	Renter Income Qualification %	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band	Proposed Rents
<b>50% Units</b>	<b>\$18,330 - \$27,300</b>										
One Bedroom Units	\$18,330 - \$21,749	8	4.3%	113	5	108	7.4%	1 month	\$1,068	\$807 - \$1350	\$440
Two Bedroom Units	\$22,110 - \$27,300	14	7.0%	182	12	170	8.2%	1 - 2 months	\$1,290	\$959 - \$1,622	\$520
<b>60% Units</b>	<b>\$21,930 - \$32,760</b>										
One Bedroom Units	\$21,930 - \$26,099	24	5.5%	143	11	132	18.2%	2 months	\$1,068	\$807 - \$1350	\$560
Two Bedroom Units	\$26,460 - \$32,760	42	9.2%	238	48	190	22.1%	3-4 months	\$1,290	\$959 - \$1,622	\$665
<b>120% Units</b>	<b>\$30,630 - \$65,520</b>										
One Bedroom Units	\$30,630 - \$37,649	8	9.6%	250	9	241	3.3%	1 month	\$1,068	\$807 - \$1350	\$850
Two Bedroom Units	\$38,010 - \$65,520	14	29.2%	757	23	734	1.9%	1-2 months	\$1,290	\$959 - \$1,622	\$1,050
<b>Project Total</b>	<b>\$18,330 - \$65,520</b>										
50% Units	\$18,330 - \$27,300	22	11.8%	307	17	290	7.6%	1-2 months			
60% Units	\$21,930 - \$32,760	66	15.2%	395	59	336	19.7%	5-6 months			
LIHTC Units	\$18,330 - \$32,760	88	19.8%	514	76	438	20.1%	7-8 months			
120% Units	\$30,630 - \$65,520	22	39.2%	1,018	32	986	2.2%	1-2 months			
Total Units	\$18,330 - \$65,520	110	55.9%	1,451	108	1,343	8.2%	9-10 months			





## D. Product Evaluation

Considered in the context of the competitive environment, the relative position of Breckinridge Oaks is as follows:

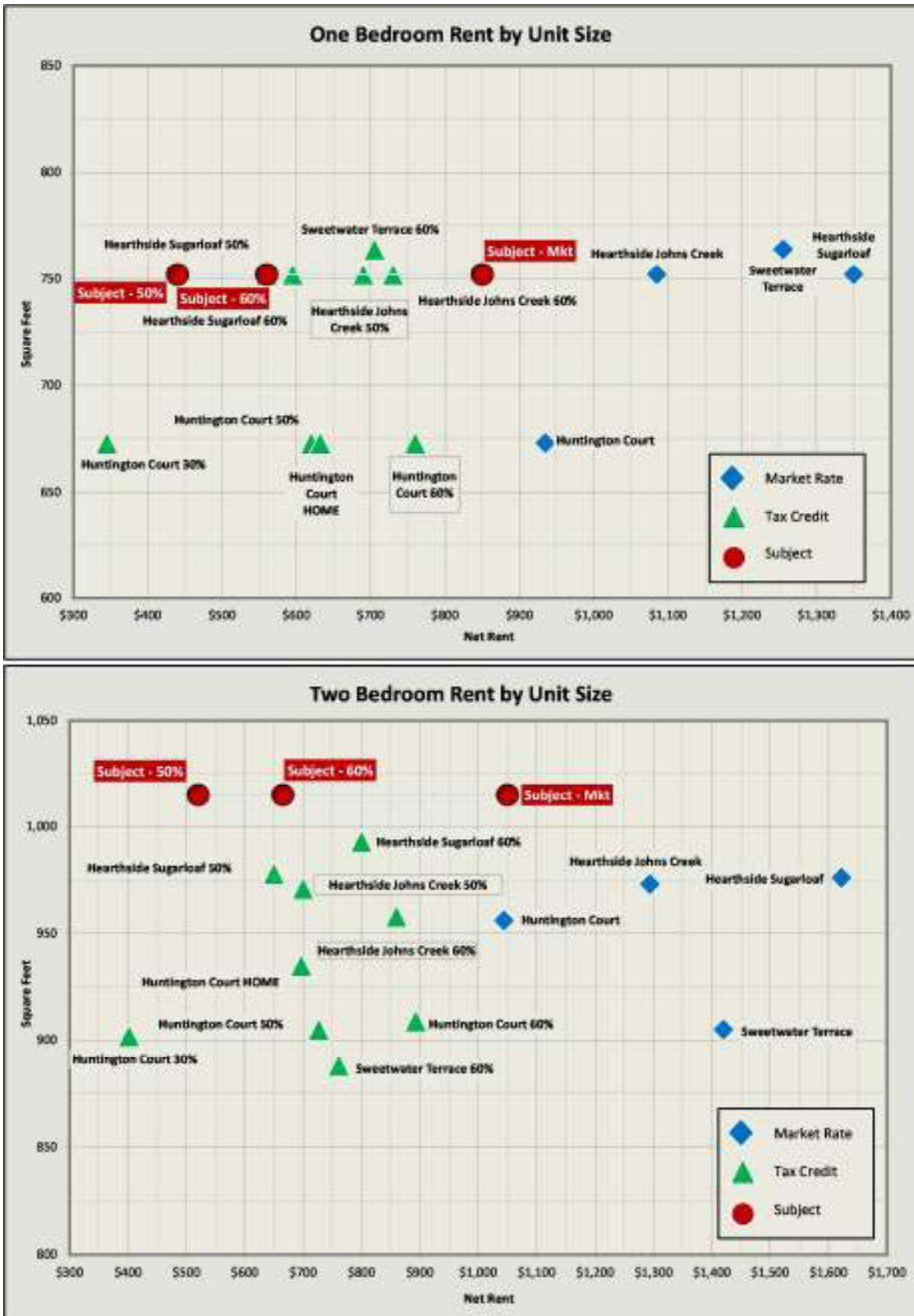
- **Site:** The subject site is acceptable for a rental housing development targeted to low and moderate income senior households. Surrounding land uses are compatible with multi-family development and are appropriate for senior-oriented housing. The subject site is also convenient to major thoroughfares and community amenities including healthcare facilities, retail centers, public transportation (adjacent to subject site), and recreational facilities.
- **Unit Distribution:** The proposed unit mix for Breckinridge Oaks includes 40 one bedroom units (36 percent) and 70 two bedroom units (64 percent). This unit distribution is comparable to the two senior rental communities in the Breckinridge Oaks Market Area and more evenly balanced among one and two bedroom units than the two senior rental communities just outside the market area. Both one and two bedroom units are common at all four senior rental communities in and just outside of the Breckinridge Oaks Market Area. As such, the proposed unit distribution appears appropriate for the target market.
- **Unit Size:** The proposed unit sizes at Breckinridge Oaks are 752 square feet for one bedroom units and 1,015 square feet for two bedroom units. Both of these proposed unit sizes are comparable to or larger than unit sizes offered at surveyed senior rental communities and will be competitive in the Breckinridge Oaks Market Area.
- **Unit Features:** In-unit features offered at the subject property will include a range, range hood, refrigerator, dishwasher, microwave, washer/dryer connections, ceiling fans, nine foot ceilings, entertainment bars, and walk-in closets. These unit features are comparable to all surveyed senior rental communities in and outside of the Breckinridge Oaks Market Area.
- **Community Amenities:** Breckinridge Oaks' community amenity package will include a community room, fitness center, computer center, covered picnic pavilion with tables and chairs, community garden, arts and crafts room, theater room, library, beauty salon, community laundry area, and covered entrance. This amenity package will be competitive with surveyed senior rental communities in the Breckinridge Oaks Market Area and will appeal to senior households more than the family-oriented community amenities typically found at general occupancy properties.
- **Marketability:** The subject property will offer an attractive product that is suitable for the target market.

## E. Price Position

As shown in Figure 7, the proposed rents for the one and two bedroom units will be comparable to or below floor plans offered at all senior LIHTC communities in and just outside of the Breckinridge Oaks Market Area. Based on reasonable proposed unit sizes, all of the units proposed at the subject property will also be competitive on a rent per square foot basis.



Figure 7 Price Position – One and Two Bedroom Units





## F. Absorption Estimate

One senior LIHTC community (Hearthside Sugarloaf) is in initial lease-up in the Breckinridge Oaks Market Area and has leased 40 of its 110 units (37 percent) within the first month of opening; however, given pre-leasing activity four to five months prior to construction completion and the differences in pre-construction and post-construction lease rates, we estimate Hearthside Sugarloaf's true absorption rate was roughly 10 to 11 units per month. In addition to the experiences of recently constructed rental communities, the subject property's projected absorption rate is based on projected senior household growth, age and income-qualified renter households in the market area, demand estimates, rental market conditions, and the marketability of the proposed site/product.

- Between 2015 and 2017, households with householders age 62+ are projected to increase at an annual rate of 4.4 percent or 555 households.
- Over 2,000 renter households (62+) will be income-qualified for one or more units proposed at Breckinridge Oaks by 2017. All DCA demand capture rates are also within acceptable thresholds of 30 percent for all units.
- Despite Hearthside Sugarloaf being in initial lease-up, the only stabilized senior LIHTC community in the Breckinridge Oaks Market Area (Sweetwater Terraces) was fully occupied with a waiting list of nine months. The two senior LIHTC communities just outside the market area also reported a low combined vacancy rate of just 1.7 percent.
- Upon completion, Breckinridge Oaks will offer an attractive product that will be among the most attractive rental communities in the Breckinridge Oaks Market Area.

Based on the product to be constructed and the factors discussed above, we expect Breckinridge Oaks to lease-up at a rate of at least 11 units per month comparable to Hearthside Sugarloaf. At this rate, the subject property will reach a stabilized occupancy of at least 93 percent within nine and half months.

## G. Impact on Existing Market

Given the limited vacancies and waiting lists at senior and general occupancy rental communities in the Breckinridge Oaks Market Area, projected senior household growth over the next five years, and reasonable affordability/demand estimates, we do not expect Breckinridge Oaks to have negative impact on existing rental communities in the Breckinridge Oaks Market Area including those with tax credits.

## H. Final Conclusions and Recommendations

Strong senior rental market conditions and reasonable affordability and demand estimates indicate sufficient demand will exist in the Breckinridge Oaks Market Area by 2017 to support the proposed 110 units at Breckinridge Oaks. As such, RPRG believes Breckinridge Oaks will be able to reach and maintain a stabilized occupancy of at least 93 percent following its entrance into the rental market. The subject property will be competitively positioned with existing senior and general occupancy rental communities in the Breckinridge Oaks Market Area and will be well received by the target market. We recommend proceeding with the project as planned.

Handwritten signature of Michael Riley in black ink.

---

Michael Riley  
Analyst

Handwritten signature of Tad Scepaniak in black ink.

---

Tad Scepaniak  
Principal



## APPENDIX 1 UNDERLYING ASSUMPTIONS AND LIMITING CONDITIONS

In conducting the analysis, we will make the following assumptions, except as otherwise noted in our report:

1. There are no zoning, building, safety, environmental or other federal, state or local laws, regulations or codes which would prohibit or impair the development, marketing or operation of the subject project in the manner contemplated in our report, and the subject project will be developed, marketed and operated in compliance with all applicable laws, regulations and codes.
2. No material changes will occur in (a) any federal, state or local law, regulation or code (including, without limitation, the Internal Revenue Code) affecting the subject project, or (b) any federal, state or local grant, financing or other program which is to be utilized in connection with the subject project.
3. The local, national and international economies will not deteriorate, and there will be no significant changes in interest rates or in rates of inflation or deflation.
4. The subject project will be served by adequate transportation, utilities and governmental facilities.
5. The subject project will not be subjected to any war, energy crisis, embargo, strike, earthquake, flood, fire or other casualty or act of God.
6. The subject project will be on the market at the time and with the product anticipated in our report, and at the price position specified in our report.
7. The subject project will be developed, marketed and operated in a highly professional manner.
8. No projects will be developed which will be in competition with the subject project, except as set forth in our report.
9. There are no existing judgments nor any pending or threatened litigation, which could hinder the development, marketing or operation of the subject project.



The analysis will be subject to the following limiting conditions, except as otherwise noted in our report:

1. The analysis contained in this report necessarily incorporates numerous estimates and assumptions with respect to property performance, general and local business and economic conditions, the absence of material changes in the competitive environment and other matters. Some estimates or assumptions, however, inevitably will not materialize, and unanticipated events and circumstances may occur; therefore, actual results achieved during the period covered by our analysis will vary from our estimates and the variations may be material.
2. Our absorption estimates are based on the assumption that the product recommendations set forth in our report will be followed without material deviation.
3. All estimates of future dollar amounts are based on the current value of the dollar, without any allowance for inflation or deflation.
4. We have no responsibility for considerations requiring expertise in other fields. Such considerations include, but are not limited to, legal matters, environmental matters, architectural matters, geologic considerations, such as soils and seismic stability, and civil, mechanical, electrical, structural and other engineering matters.
5. Information, estimates and opinions contained in or referred to in our report, which we have obtained from sources outside of this office, are assumed to be reliable and have not been independently verified.
6. The conclusions and recommendations in our report are subject to these Underlying Assumptions and Limiting Conditions and to any additional assumptions or conditions set forth in the body of our report.





## APPENDIX 2 ANALYST CERTIFICATIONS/REPRESENTATIONS

I certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and is my personal, unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report, and I have no personal interest or bias with respect to the parties involved.
- My compensation is not contingent on an action or event resulting from the analysis, opinions, or conclusions in, or the use of, this report.
- The market study was not based on tax credit approval or approval of a loan. My compensation is not contingent upon the reporting of a predetermined demand that favors the cause of the client, the attainment of a stipulated result, or the occurrence of a subsequent event.
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and the Standards of Professional Practice as set forth in the Uniform Standards of Professional Appraisal Practice (USPAP) as adopted by the Appraisal Standards Board of the Appraisal Foundation.
- **I affirm that I have made a physical inspection of the market area and the subject property and that information has been used in the full study of the need and demand for the proposed units. The report was written according to DCA's market study requirements, the information in the report is accurate, and the report can be relied upon by DCA as a true assessment of the low-income housing rental market.**
- **To the best of my knowledge, the market can support the proposed project as shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in DCA's rental housing programs. I also affirm that I have no interest in the project or relationship with the ownership entity, and my compensation is not contingent on this project being funded.**
- **DCA may rely on the representation made in the market study provided and this document is assignable to other lenders that are parties to the DCA loan transaction.**

A handwritten signature in black ink, appearing to read 'Michael Riley', written over a horizontal line.

Michael Riley  
Analyst  
Real Property Research Group, Inc.

Warning: Title 18 U.S.C. 1001, provides in part that whoever knowingly and willfully makes or uses a document containing any false, fictitious, or fraudulent statement or entry, in any manner in the jurisdiction of any department or agency of the United States, shall be fined not more than \$10,000 or imprisoned for not more than five years or both.



I certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and is my personal, unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report, and I have no personal interest or bias with respect to the parties involved.
- My compensation is not contingent on an action or event resulting from the analysis, opinions, or conclusions in, or the use of, this report.
- The market study was not based on tax credit approval or approval of a loan. My compensation is not contingent upon the reporting of a predetermined demand that favors the cause of the client, the attainment of a stipulated result, or the occurrence of a subsequent event.
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and the Standards of Professional Practice as set forth in the Uniform Standards of Professional Appraisal Practice (USPAP) as adopted by the Appraisal Standards Board of the Appraisal Foundation.
- **The report was written according to DCA's market study requirements, the information in the report is accurate, and the report can be relied upon by DCA as a true assessment of the low-income housing rental market.**
- **To the best of my knowledge, the market can support the proposed project as shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in DCA's rental housing programs. I also affirm that I have no interest in the project or relationship with the ownership entity, and my compensation is not contingent on this project being funded.**
- **DCA may rely on the representation made in the market study provided and this document is assignable to other lenders that are parties to the DCA loan transaction.**

A handwritten signature in black ink, appearing to read 'Tad Scepaniak', is written over a horizontal line.

Tad Scepaniak  
Principal  
Real Property Research Group, Inc.

Warning: Title 18 U.S.C. 1001, provides in part that whoever knowingly and willfully makes or uses a document containing any false, fictitious, or fraudulent statement or entry, in any manner in the jurisdiction of any department or agency of the United States, shall be fined not more than \$10,000 or imprisoned for not more than five years or both.



## APENDIX 3 NCHMA CERTIFICATION

This market study has been prepared by Real Property Research Group, Inc., a member in good standing of the National Council of Housing Market Analysts (NCHMA). This study has been prepared in conformance with the standards adopted by NCHMA for the market analysts' industry. These standards include the Standard Definitions of Key Terms Used in Market Studies for Affordable Housing Projects and Model Content Standards for the Content of Market Studies for Affordable Housing Projects. These Standards are designed to enhance the quality of market studies and to make them easier to prepare, understand, and use by market analysts and by the end users. These Standards are voluntary only, and no legal responsibility regarding their use is assumed by the National Council of Housing Market Analysts.

Real Property Research Group, Inc. is duly qualified and experienced in providing market analysis for Affordable Housing. The company's principals participate in NCHMA educational and information sharing programs to maintain the highest professional standards and state-of-the-art knowledge. Real Property Research Group, Inc. is an independent market analyst. No principal or employee of Real Property Research Group, Inc. has any financial interest whatsoever in the development for which this analysis has been undertaken.

While the document specifies Real Property Research Group, Inc., the certification is always signed by the individual completing the study and attesting to the certification.

**Real Property Research Group, Inc.**



Tad Scepianiak  
Name

Principal  
Title

May 7, 2015  
Date



## APPENDIX 4 ANALYST RESUMES

### ROBERT M. LEFENFELD

Mr. Lefenfeld is the Managing Principal of the firm with over 30 years of experience in the field of residential market research. Before founding Real Property Research Group in February, 2001, Bob served as an officer of research subsidiaries of Reznick Fedder & Silverman and Legg Mason. Between 1998 and 2001, Bob was Managing Director of RF&S Realty Advisors, conducting residential market studies throughout the United States. From 1987 to 1995, Bob served as Senior Vice President of Legg Mason Realty Group, managing the firm's consulting practice and serving as publisher of a Mid-Atlantic residential data service, Housing Market Profiles. Prior to joining Legg Mason, Bob spent ten years with the Baltimore Metropolitan Council as a housing economist. Bob also served as Research Director for Regency Homes between 1995 and 1998, analyzing markets throughout the Eastern United States and evaluating the company's active building operation.

Bob oversees the execution and completion of all of the firm's research assignments, ranging from a strategic assessment of new development and building opportunities throughout a region to the development and refinement of a particular product on a specific site. He combines extensive experience in the real estate industry with capabilities in database development and information management. Over the years, he has developed a series of information products and proprietary databases serving real estate professionals.

Bob has lectured and written extensively on the subject of residential real estate market analysis. Bob serves as an adjunct professor for the Graduate Programs in Real Estate Development, School of Architecture, Planning and Preservation, University of Maryland College Park. He has served as National Chair of the National Council of Housing Market Analysts (NCHMA) and currently serves as Chair of the Organization's FHA Committee. Bob is also a member of the Baltimore chapter of Lambda Alpha Land Economics Society.

#### Areas of Concentration:

- Strategic Assessments: Mr. Lefenfeld has conducted numerous corridor analyses throughout the United States to assist building and real estate companies in evaluating development opportunities. Such analyses document demographic, economic, competitive, and proposed development activity by submarket and discuss opportunities for development.
- Feasibility Analysis: Mr. Lefenfeld has conducted feasibility studies for various types of residential developments for builders and developers. Subjects for these analyses have included for-sale single-family and townhouse developments, age-restricted rental and for-sale developments, large multi-product PUDs, urban renovations and continuing care facilities for the elderly.
- Information Products: Bob has developed a series of proprietary databases to assist clients in monitoring growth trends. Subjects of these databases have included for sale housing, pipeline information, and rental communities.

#### Education:

Master of Urban and Regional Planning; The George Washington University.  
Bachelor of Arts - Political Science; Northeastern University.



## TAD SCEPANIAK

Tad Scepianiak directs the Atlanta office of Real Property Research Group and leads the firm's affordable housing practice. Tad directs the firm's efforts in the southeast and south central United States and has worked extensively in North Carolina, South Carolina, Georgia, Florida, Tennessee, Iowa, and Michigan. He specializes in the preparation of market feasibility studies for rental housing communities, including market-rate apartments developed under the HUD 221(d)(4) program and affordable housing built under the Low-Income Housing Tax Credit program. Along with work for developer clients, Tad is the key contact for research contracts with the North Carolina, South Carolina, Georgia, Michigan, and Iowa Housing Finance agencies. Tad is also responsible for development and implementation of many of the firm's automated systems.

Tad is Vice Chair of the National Council of Housing Market Analysts (NCHMA) and previously served as the Co-Chair of Standards Committee. He has taken a lead role in the development of the organization's Standard Definitions and Recommended Market Study Content, and he has authored and co-authored white papers on market areas, derivation of market rents, and selection of comparable properties. Tad is also a founding member of the Atlanta chapter of the Lambda Alpha Land Economics Society.

### Areas of Concentration:

- Low Income Tax Credit Rental Housing: Mr. Scepianiak has worked extensively with the Low Income Tax Credit program throughout the United States, with special emphasis on the Southeast and Mid-Atlantic regions.
- Senior Housing: Mr. Scepianiak has conducted feasibility analysis for a variety of senior oriented rental housing. The majority of this work has been under the Low Income Tax Credit program; however his experience includes assisted living facilities and market rate senior rental communities.
- Market Rate Rental Housing: Mr. Scepianiak has conducted various projects for developers of market rate rental housing. The studies produced for these developers are generally used to determine the rental housing needs of a specific submarket and to obtain financing.
- Public Housing Authority Consultation: Tad has worked with Housing Authorities throughout the United States to document trends rental and for sale housing market trends to better understand redevelopment opportunities. He has completed studies examining development opportunities for housing authorities through the Choice Neighborhood Initiative or other programs in Florida, Georgia, North Carolina, South Carolina, Texas and Tennessee.

### Education:

Bachelor of Science – Marketing; Berry College – Rome, Georgia



**MICHAEL RILEY**

Michael Riley entered the field of Real Estate Market Research in 2006, joining Real Property Research Group's (RPRG) Atlanta office as a Research Associate upon college graduation. During Michael's time as a Research Associate, he gathered economic, demographic, and competitive data for market feasibility analyses and other consulting projects completed by the firm. Since 2007, Michael has served as an Analyst for RPRG, conducting a variety of market analyses for affordable and market rate rental housing communities throughout the United States. In total, Michael has conducted work in eleven states and the District of Columbia with particular concentrations in the Southeast and Midwest regions.

**Areas of Concentration:**

- Low Income Housing Tax Credit Rental Housing – Michael has worked extensively with the Low Income Housing Tax Credit program, evaluating general occupancy, senior oriented, and special needs developments for State allocating agencies, lenders, and developers. His work with the LIHTC program has spanned a wide range of project types, including newly constructed communities, adaptive reuses, and rehabilitations. Michael also has extensive experience analyzing multiple subsidy projects, such as those that contain rental assistance through the HUD Section 8/202 and USDA Section 515 programs.
- Market Rate Rental Housing – Michael has analyzed various projects for lenders and developers of market rate rental housing including those compliant with HUD MAP guidelines under the FHA 221(d)(4) program. The market rate studies produced are often used to determine the rental housing needs of a specific submarket and to obtain financing.

In addition to market analysis responsibilities, Michael has also assisted in the development of research tools for the organization, including a rent comparability table incorporated in many RPRG analyses.

**Education:**

Bachelor of Business Administration – Finance; University of Georgia, Athens, GA




## APPENDIX 5 DCA CHECKLIST

I understand that by initializing (or checking) the following items, I am stating that those items are included and/or addressed in the report. If an item is not checked, a full explanation is included in the report. A list listing of page number(s) is equivalent to check or initializing.

The report was written according to DCA's market study requirements, that the information included is accurate and that the report can be relied upon by DCA as a true assessment of the low-income housing rental market.

I also certify that I have inspected the subject property as well as all rent comparables.

Signed: 

Date: May 7, 2015

Michael Riley

### A. Executive Summary

1. Project Description:		
i. Brief description of the project location including address and/or position relative to the closest cross-street.....	Page(s)	v
ii. Construction and Occupancy Types .....	Page(s)	v
iii. Unit mix, including bedrooms, bathrooms, square footage, Income targeting, rents, and utility allowance .....	Page(s)	v
iv. Any additional subsidies available, including project based rental assistance (PBRA) .....	Page(s)	v
v. Brief description of proposed amenities and how they compare with existing properties .....	Page(s)	v
2. Site Description/Evaluation:		
i. A brief description of physical features of the site and adjacent parcels.....	Page(s)	v
ii. A brief overview of the neighborhood land composition (residential, commercial, industrial, agricultural).....	Page(s)	v
iii. A discussion of site access and visibility .....	Page(s)	v
iv. Any significant positive or negative aspects of the subject site.....	Page(s)	v
v. A brief summary of the site's proximity to neighborhood services including shopping, medical care, employment concentrations, public transportation, etc .....	Page(s)	v
vi. An overall conclusion of the site's appropriateness for the proposed development.....	Page(s)	v
3. Market Area Definition:		
i. A brief definition of the primary market area (PMA) including boundaries and their approximate distance from the subject site .....	Page(s)	vi
4. Community Demographic Data:		
i. Current and projected household and population counts for the PMA.....	Page(s)	vi
ii. Household tenure including any trends in rental rates. ....	Page(s)	vi
iii. Household income level. ....	Page(s)	vi



iv.	Discuss Impact of foreclosed, abandoned / vacant, single and multi-family homes, and commercial properties in the PMA of the proposed development. ....	Page(s)	vi
5.	Economic Data:		
i.	Trends in employment for the county and/or region.....	Page(s)	vii
ii.	Employment by sector for the primary market area. ....	Page(s)	vii
iii.	Unemployment trends for the county and/or region for the past five years.....	Page(s)	vii
iv.	Brief discussion of recent or planned employment contractions or expansions.....	Page(s)	vii
v.	Overall conclusion regarding the stability of the county's economic environment. ....	Page(s)	vii
6.	Project Specific Affordability and Demand Analysis:		
i.	Number of renter households income qualified for the proposed development. For senior projects, this should be age and income qualified renter households.....	Page(s)	vii
ii.	Overall estimate of demand based on DCA's demand methodology.....	Page(s)	vii
iii.	Capture rates for the proposed development including the overall project, all LIHTC units (excluding any PBRA or market rate units), and a conclusion regarding the achievability of these capture rates.....	Page(s)	vii
7.	Competitive Rental Analysis		
i.	An analysis of the competitive properties in the PMA. ....	Page(s)	viii
ii.	Number of properties.....	Page(s)	viii
iii.	Rent bands for each bedroom type proposed. ....	Page(s)	viii
iv.	Average market rents.....	Page(s)	viii
8.	Absorption/Stabilization Estimate:		
i.	Expected absorption rate of the subject property (units per month).....	Page(s)	viii
ii.	Expected absorption rate by AMI targeting. ....	Page(s)	viii
iii.	Months required for the project to reach a stabilized occupancy of 93 percent. ....	Page(s)	viii
9.	Overall Conclusion:		
i.	A narrative detailing key conclusions of the report including the analyst's opinion regarding the proposed development's potential for success.....	Page(s)	viii
10.	Summary Table.....	Page(s)	x

**B. Project Description**

1.	Project address and location.....	Page(s)	5
2.	Construction type.....	Page(s)	5
3.	Occupancy Type.....	Page(s)	3, 5
4.	Special population target (if applicable).....	Page(s)	5
5.	Number of units by bedroom type and income targeting (AMI).....	Page(s)	5
6.	Unit size, number of bedrooms, and structure type.....	Page(s)	3, 5
7.	Rents and Utility Allowances.....	Page(s)	5
8.	Existing or proposed project based rental assistance.....	Page(s)	5
9.	Proposed development amenities.....	Page(s)	3, 5
10.	For rehab proposals, current occupancy levels, rents, tenant incomes (if applicable), and scope of work including an estimate of the total and per unit construction cost.....	Page(s)	N/A
11.	Projected placed-in-service date.....	Page(s)	4, 5

**C. Site Evaluation**

1.	Date of site / comparables visit and name of site inspector.....	Page(s)	1
2.	Site description		
i.	Physical features of the site.....	Page(s)	6
ii.	Positive and negative attributes of the site.....	Page(s)	6



iii. Detailed description of surrounding land uses including their condition.....	Page(s)	6
3. Description of the site’s physical proximity to surrounding roads, transportation, amenities, employment, and community services.....	Page(s)	13-16
4. Color photographs of the subject property, surrounding neighborhood, and street scenes with a description of each vantage point.....	Page(s)	9-10
5. Neighborhood Characteristics		
i. Map identifying the location of the project.....	Page(s)	7
ii. List of area amenities including their distance (in miles) to the subject site.....	Page(s)	14
iii. Map of the subject site in proximity to neighborhood amenities.....	Page(s)	15
6. Surrounding land use concentrations near the subject site and their condition.....	Page(s)	11
7. Public safety of the site’s immediate area.....	Page(s)	11
8. Map identifying existing low-income housing projects located within the PMA and their distance from the subject site.....	Page(s)	43
9. Road or infrastructure improvements planned or under construction in the PMA.....	Page(s)	13
10. Discussion of accessibility, ingress/egress, and visibility of the subject site.....	Page(s)	13
11. Overall conclusions about the subject site, as it relates to the marketability of the proposed development.....	Page(s)	16

**D. Market Area**

1. Definition of the primary market area (PMA) including boundaries and their approximate distance from the subject site.....	Page(s)	17
2. Map Identifying subject property’s location within market area.....	Page(s)	18

**E. Community Demographic Data**

1. Population Trends		
i. Total Population.....	Page(s)	27
ii. Population by age group.....	Page(s)	29
iii. Number of elderly and non-elderly.....	Page(s)	29
iv. Special needs population (if applicable).....	Page(s)	27
2. Household Trends		
i. Total number of households and average household size.....	Page(s)	27
ii. Household by tenure.....	Page(s)	30
iii. Households by income.....	Page(s)	32
iv. Renter households by number of persons in the household.....	Page(s)	31

**F. Employment Trends**

1. Total jobs in the county or region.....	Page(s)	21
2. Total jobs by industry – numbers and percentages.....	Page(s)	22
3. Major current employers, product or service, total employees, anticipated expansions/contractions, as well as newly planned employers and their impact on employment in the market area.....	Page(s)	23
4. Unemployment trends, total workforce figures, and number and percentage unemployed for the county over the past five years.....	Page(s)	19
5. Map of the site and location of major employment concentrations.....	Page(s)	19
6. Analysis of data and overall conclusions relating to the impact on housing demand.....	Page(s)	25

**G. Project-specific Affordability and Demand Analysis**



1. Income Restrictions / Limits .....	Page(s)	50
2. Affordability estimates .....	Page(s)	51
3. Components of Demand		
i. Demand from new households.....	Page(s)	54
ii. Demand from existing households.....	Page(s)	54
iii. Elderly Homeowners likely to convert to rentership.....	Page(s)	54
iv. Other sources of demand (if applicable).....	Page(s)	54
4. Net Demand, Capture Rate, and Stabilization Calculations		
i. Net demand		
1. By AMI Level .....	Page(s)	54
2. By floor plan .....	Page(s)	54
ii. Capture rates		
1. By AMI level .....	Page(s)	54
2. By floor plan .....	Page(s)	54
3. Capture rate analysis chart .....	Page(s)	viii

**H. Competitive Rental Analysis**

1. Detailed project information for each competitive rental community surveyed		
i. Charts summarizing competitive data including a comparison of the proposed project's rents, square footage, amenities, to comparable rental communities in the market area.....	Page(s)	35
2. Additional rental market information		
i. An analysis of voucher and certificates available in the market area.....	Page(s)	43
ii. Lease-up history of competitive developments in the market area.....	Page(s)	N/A
iii. Tenant profile and waiting list of existing phase (if applicable).....	Page(s)	N/A
iv. Competitive data for single-family rentals, mobile homes, etc. in rural areas if lacking sufficient comparables (if applicable).....	Page(s)	N/A
3. Map showing competitive projects in relation to the subject property.....	Page(s)	41
4. Description of proposed amenities for the subject property and assessment of quality and compatibility with competitive rental communities.....	Page(s)	38
5. For senior communities, an overview / evaluation of family properties in the PMA.....	Page(s)	35
6. Subject property's long-term impact on competitive rental communities in the PMA.....	Page(s)	56
7. Competitive units planned or under construction the market area		
i. Name, address/location, owner, number of units, configuration, rent structure, estimated date of market entry, and any other relevant information.....	Page(s)	43
8. Narrative or chart discussing how competitive properties compare with the proposed development with respect to total units, rents, occupancy, location, etc.....	Page(s)	55
i. Average market rent and rent advantage.....	Page(s)	42
9. Discussion of demand as it relates to the subject property and all comparable DCA funded projects in the market area.....	Page(s)	43
10. Rental trends in the PMA for the last five years including average occupancy trends and projection for the next two years.....	Page(s)	App. 7 if available
11. Impact of foreclosed, abandoned, and vacant single and multi-family homes as well commercial properties in the market area.....	Page(s)	45
12. Discussion of primary housing voids in the PMA as they relate to the subject property.....	Page(s)	N/A

**I. Absorption and Stabilization Rates**

1. Anticipated absorption rate of the subject property.....	Page(s)	56
---	---------	----





2. Stabilization period.....	Page(s)	56
<b>J. Interviews.....</b>	Page(s)	43
<b>K. Conclusions and Recommendations</b>		
1. Conclusion as to the impact of the subject property on PMA.....	Page(s)	56
2. Recommendation as the subject property's viability in PMA.....	Page(s)	57
<b>L. Signed Statement Requirements.....</b>	Page(s)	App. 2
<b>M. Market Study Representation .....</b>	Page(s)	App. 2



## APPENDIX 6 NCHMA CHECKLIST

**Introduction:** Members of the National Council of Housing Market Analysts provides a checklist referencing all components of their market study. This checklist is intended to assist readers on the location and content of issues relevant to the evaluation and analysis of market studies. The page number of each component referenced is noted in the right column. In cases where the item is not relevant, the author has indicated "N/A" or not applicable. Where a conflict with or variation from client standards or client requirements exists, the author has indicated a "V" (variation) with a comment explaining the conflict. More detailed notations or explanations are also acceptable.

<b>Component (*First occurring page is noted)</b>		<b>*Page(s)</b>
<b>Executive Summary</b>		
1.	Executive Summary	
<b>Project Summary</b>		
2.	Project description with exact number of bedrooms and baths proposed, income limitation, proposed rents, and utility allowances	3,5
3.	Utilities (and utility sources) included in rent	3, 5
4.	Project design description	3,5
5.	Unit and project amenities; parking	3,5
6.	Public programs included	3
7.	Target population description	3
8.	Date of construction/preliminary completion	4
9.	If rehabilitation, existing unit breakdown and rents	N/A
10.	Reference to review/status of project plans	3
<b>Location and Market Area</b>		
11.	Market area/secondary market area description	17
12.	Concise description of the site and adjacent parcels	6
13.	Description of site characteristics	6
14.	Site photos/maps	7 - 10
15.	Map of community services	15
16.	Visibility and accessibility evaluation	13
17.	Crime information	11
<b>Employment and Economy</b>		
18.	Employment by industry	21
19.	Historical unemployment rate	19
20.	Area major employers	22
21.	Five-year employment growth	21



22.	Typical wages by occupation	N/A
23.	Discussion of commuting patterns of area workers	20
<b>Demographic Characteristics</b>		
24.	Population and household estimates and projections	26
25.	Area building permits	26
26.	Distribution of income	30
27.	Households by tenure	30
<b>Competitive Environment</b>		
28.	Comparable property profiles	73
29.	Map of comparable properties	41
30.	Comparable property photos	73
31.	Existing rental housing evaluation	33
32.	Comparable property discussion	33
33.	Area vacancy rates, including rates for tax credit and government-subsidized communities	40
34.	Comparison of subject property to comparable properties	55
35.	Availability of Housing Choice Vouchers	43
36.	Identification of waiting lists	39
37.	Description of overall rental market including share of market-rate and affordable properties	39
38.	List of existing LIHTC properties	73
39.	Discussion of future changes in housing stock	43
40.	Discussion of availability and cost of other affordable housing options, including homeownership	33
41.	Tax credit and other planned or under construction rental communities in market area	43
<b>Analysis/Conclusions</b>		
42.	Calculation and analysis of Capture Rate	52
43.	Calculation and analysis of Penetration Rate	33
44.	Evaluation of proposed rent levels	55
45.	Derivation of Achievable Market Rent and Market Advantage	42
46.	Derivation of Achievable Restricted Rent	N/A
47.	Precise statement of key conclusions	46
48.	Market strengths and weaknesses impacting project	55
49.	Recommendation and/or modification to project description	55, if applicable
50.	Discussion of subject property's impact on existing housing	55
51.	Absorption projection with issues impacting performance	56



52.	Discussion of risks or other mitigating circumstances impacting project	46, if applicable
53.	Interviews with area housing stakeholders	43
<b>Certifications</b>		
54.	Preparation date of report	Cover
55.	Date of field work	1
56.	Certifications	App.
57.	Statement of qualifications	62
58.	Sources of data not otherwise identified	N/A
59.	Utility allowance schedule	N/A



## APPENDIX 7 RENTAL COMMUNITY PROFILES

Community	Address	City	State	Phone Number	Date Surveyed	Contact
Reserve at Sugarloaf	2605 Meadow Church	Duluth	GA	678-475-1005	5/11/2015	Property Manager
Villas at Sugarloaf	4975 Sugarloaf Pkwy.	Lawrenceville	GA	770-334-9711	5/11/2015	Property Manager
The Prescott	1655 Centerview Dr.	Duluth	GA	770-638-0440	5/11/2015	Property Manager
5375 Sugarloaf	5375 Sugarloaf Pkwy.	Lawrenceville	GA	770-822-5900	5/11/2015	Property Manager
Menlo Creek	4370 Satellite Blvd.	Duluth	GA	770-409-1399	5/12/2015	Property Manager
Bridgewater	1500 Ridge Brook Tra	Duluth	GA	770-446-3700	5/11/2015	Property Manager
Arium Sweetwater	3355 Sweetwater Rd.	Lawrenceville	GA	770-806-6656	5/11/2015	Property Manager
Colonial Grand at McDaniel Farm	3355 McDaniel Rd.	Duluth	GA	770-814-4100	5/12/2015	Property Manager
Wesley Herrington	1400 Herrington Rd.	Lawrenceville	GA	770-277-8484	5/11/2015	Property Manager
Autumn Vista	1500 Boggs Rd.	Duluth	GA	770-564-9005	5/11/2015	Property Manager
Herrington Mill	1564 Herrington Rd.	Lawrenceville	GA	770-338-0642	5/11/2015	Property Manager
Grove at Stonebrook	1405 Beaver Ruin Rd.	Norcross	GA	770-381-1115	5/11/2015	Property Manager
Magnolia Pointe	1475 Boggs Rd.	Duluth	GA	770-717-5353	5/11/2015	Property Manager
Wesley Place	3250 Sweetwater Rd.	Lawrenceville	GA	770-279-8832	5/11/2015	Property Manager
Palisades Club	2255 Satellite Blvd.	Duluth	GA	770-623-8588	5/11/2015	Property Manager
Cascades at Gwinnett	3450 Breckinridge Blv	Duluth	GA	770-381-2787	5/12/2015	Property Manager
View at Sugarloaf	5355 Sugarloaf Pkwy.	Lawrenceville	GA	770-339-6800	5/11/2015	Property Manager
Hearthside Sugarloaf	5600 Sugarloaf Pkwy.	Lawrenceville	GA	678-442-1112	5/11/2015	Property Manager
Sweetwater Terraces	3555 Sweetwater Rd.	Duluth	GA	770-717-7575	5/11/2015	Property Manager
Hearthside Johns Creek	11340 Medlock Bridge	Johns Creek	GA	770-418-0555	5/11/2015	Property Manager
Huntington Court	4115 S Lee St.	Buford	GA	770-904-4808	5/11/2015	Property Manager



# Sweetwater Terraces

## Senior Community Profile

3555 Sweetwater Rd.  
Duluth, GA

Community Type: LIHTC - Elderly  
Structure Type: 4-Story Mid Rise

165 Units      0.0% Vacant (0 units vacant) as of 3/30/2015

Opened in 2008



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Gardening:
Eff	5.5%	\$693	496	\$1.40	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One	47.3%	\$755	764	\$0.99	<input checked="" type="checkbox"/>	Library: <input checked="" type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Arts&Crafts: <input checked="" type="checkbox"/>
Two	44.8%	\$853	890	\$0.96	Elevator: <input checked="" type="checkbox"/>	Health Rms: <input checked="" type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	Guest Suite: <input type="checkbox"/>
Three	2.4%	\$1,313	1,158	\$1.13	Hot Tub: <input checked="" type="checkbox"/>	Conv Store: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input checked="" type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
					Walking Pth: <input type="checkbox"/>	Beauty Salon: <input checked="" type="checkbox"/>

Features	
Standard: Dishwasher; Disposal; Microwave; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Grabbar; Emergency Response; Van/Transportation	
Select Units:	--
Optional(\$):	--
Security: Gated Entry; Keyed Bldg Entry; Cameras	
Parking: Free Surface Parking	

### Comments

Community also has juice bar, mail center, & chapel. Began leasing in 05/2008 & leased up in 03/2010.

Wait list of 9 months.

Property Manager: LEDIC Management Group      Owner: --

Floorplans (Published Rents as of 3/30/2015) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Mid Rise - Elevator	--	Eff	1	1	\$945	496	\$1.91	Market	3/30/15	0.0%	\$755	\$853	\$1,313
Mid Rise - Elevator	--	Eff	1	8	\$760	496	\$1.53	LIHTC/ 60%	5/6/14	0.0%	\$738	\$882	\$1,165
Mid Rise - Elevator	--	1	1	5	\$1,375	764	\$1.80	Market	3/28/14	1.2%	\$738	\$882	\$1,165
Mid Rise - Elevator	--	1	1	73	\$825	764	\$1.08	LIHTC/ 60%	8/15/12	1.8%	\$755	\$911	\$1,313
Mid Rise - Elevator	--	2	1	54	\$895	879	\$1.02	LIHTC/ 60%					
Mid Rise - Elevator	--	2	1	4	\$1,545	879	\$1.76	Market	<b>Initial Absorption</b> Opened: 5/14/2008      Months: 22.0 Closed: 3/1/2010      7.9 units/month				
Mid Rise - Elevator	--	2	2	12	\$985	930	\$1.06	LIHTC/ 60%					
Mid Rise - Elevator	--	2	2	4	\$1,595	930	\$1.72	Market	<b>Adjustments to Rent</b> Incentives: None Utilities in Rent:      Heat Fuel: Electric Heat: <input checked="" type="checkbox"/> Cooking: <input checked="" type="checkbox"/> Wtr/Swr: <input checked="" type="checkbox"/> Hot Water: <input checked="" type="checkbox"/> Electricity: <input checked="" type="checkbox"/> Trash: <input checked="" type="checkbox"/>				
Mid Rise - Elevator	--	3	2	2	\$1,795	1,158	\$1.55	Market					
Mid Rise - Elevator	--	3	2	2	\$1,150	1,158	\$0.99	LIHTC/ 60%					

Sweetwater Terraces

GA117-012234

© 2015 Real Property Research Group, Inc.

(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.

# Hearthside Johns Creek

## Senior Community Profile

11340 Medlock Bridge Rd.  
Johns Creek, GA

Community Type: LIHTC - Elderly  
Structure Type: 4-Story Mid Rise

89 Units      2.2% Vacant (2 units vacant) as of 3/30/2015

Opened in 2012



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Gardening:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	21.3%	\$773	752	\$1.03	<input checked="" type="checkbox"/>	Library: <input checked="" type="checkbox"/>
One/Den	--	--	--	--	<input checked="" type="checkbox"/>	Arts&Crafts: <input checked="" type="checkbox"/>
Two	78.7%	\$901	962	\$0.94	<input checked="" type="checkbox"/>	Health Rms: <input checked="" type="checkbox"/>
Two/Den	--	--	--	--	<input checked="" type="checkbox"/>	Guest Suite: <input type="checkbox"/>
Three	--	--	--	--	<input type="checkbox"/>	Conv Store: <input type="checkbox"/>
Four+	--	--	--	--	<input type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
					<input type="checkbox"/>	Beauty Salon: <input checked="" type="checkbox"/>

Features	
Standard: Dishwasher; Disposal; Microwave; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Grabbar; Emergency Response	
Select Units:	--
Optional(\$):	--
Security:	Keyed Bldg Entry
Parking:	Free Surface Parking

### Comments

1 non-rental unit.

Wait list.

Property Manager: --

Owner: --

Floorplans (Published Rents as of 3/30/2015) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Mid Rise - Elevator	--	1	1	4	\$610	752	\$0.81	LIHTC/ 50%	3/30/15	2.2%	\$773	\$901	--
Mid Rise - Elevator	--	1	1	12	\$745	752	\$0.99	LIHTC/ 60%	4/22/14	0.0%	\$733	\$870	--
Mid Rise - Elevator	--	1	1	3	\$1,100	752	\$1.46	Market					
Mid Rise - Elevator	--	2	2	4	\$720	1,014	\$0.71	LIHTC/ 50%					
Mid Rise - Elevator	--	2	2	12	\$880	1,014	\$0.87	LIHTC/ 60%					
Mid Rise - Elevator	--	2	2	3	\$1,400	1,014	\$1.38	Market					
Mid Rise - Elevator	--	2	1	6	\$720	942	\$0.76	LIHTC/ 50%	Opened: 12/1/2012				Months: 10.0
Mid Rise - Elevator	--	2	1	41	\$880	942	\$0.93	LIHTC/ 60%	Closed: 10/31/2013				8.1 units/month
Mid Rise - Elevator	--	2	1	4	\$1,250	942	\$1.33	Market					
									<b>Initial Absorption</b>				
									<b>Adjustments to Rent</b>				
									Incentives: None				
									Utilities in Rent:      Heat Fuel: Electric				
									Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input checked="" type="checkbox"/>				
									Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>				

Hearthside Johns Creek

GA121-020101

© 2015 Real Property Research Group, Inc.

(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.

# Hearthside Sugarloaf

## Senior Community Profile

5600 Sugarloaf Pkwy.  
Lawrenceville, GA 30043

Community Type: LIHTC - Elderly

Structure Type: Mid Rise

108 Units      63.0% Vacant (68 units vacant) as of 5/19/2015

Opened in 2015



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Gardening:
Eff	--	--	--	--	<input type="checkbox"/>	<input checked="" type="checkbox"/>
One	23.1%	\$917	752	\$1.22	<input checked="" type="checkbox"/>	Library: <input checked="" type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Arts&Crafts: <input checked="" type="checkbox"/>
Two	76.9%	\$1,026	986	\$1.04	Elevator: <input checked="" type="checkbox"/>	Health Rms: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	Guest Suite: <input type="checkbox"/>
Three	--	--	--	--	Hot Tub: <input type="checkbox"/>	Conv Store: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
					Walking Pth: <input checked="" type="checkbox"/>	Beauty Salon: <input checked="" type="checkbox"/>

Features	
Standard: Dishwasher; Disposal; Microwave; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Emergency Response	
Select Units: Patio/Balcony	
Optional(\$): --	
Security: Keyed Bldg Entry	
Parking: Free Surface Parking	

### Comments

Opened 04/20/2015.2- 2/1 non rental units not included in total.

Property Manager: --

Owner: --

Floorplans (Published Rents as of 5/19/2015) (2)										Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$	
Mid Rise - Elevator	--	1	1	9	\$1,350	752	\$1.80	Market	5/19/15*	63.0%	\$917	\$1,026	--	
Mid Rise - Elevator	--	1	1	5	\$560	752	\$.74	LIHTC/ 50%						
Mid Rise - Elevator	--	1	1	11	\$690	752	\$.92	LIHTC/ 60%						
Mid Rise - Elevator	--	2	2	6	\$650	1,014	\$.64	LIHTC/ 50%						
Mid Rise - Elevator	--	2	2	34	\$800	1,014	\$.79	LIHTC/ 60%						
Mid Rise - Elevator	--	2	2	11	\$1,700	1,014	\$1.68	Market						
Mid Rise - Elevator	--	2	1	6	\$650	942	\$.69	LIHTC/ 50%						
Mid Rise - Elevator	--	2	1	14	\$800	942	\$.85	LIHTC/ 60%						
Mid Rise - Elevator	--	2	1	12	\$1,550	942	\$1.65	Market						

Adjustments to Rent	
Incentives: None	
Utilities in Rent:      Heat Fuel: Electric	
Heat: <input type="checkbox"/>	Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>
Hot Water: <input type="checkbox"/>	Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>

Hearthside Sugarloaf

GA135-021357

© 2015 Real Property Research Group, Inc.

(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.



# Huntington Court

## Senior Community Profile

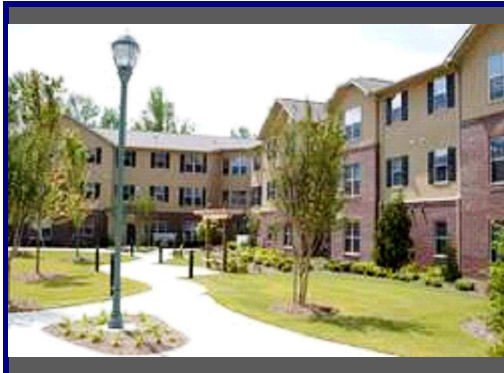
4115 S Lee St.  
Buford, GA

Community Type: LIHTC - Elderly

Structure Type: Mid Rise

152 Units 1.3% Vacant (2 units vacant) as of 3/30/2015

Opened in 2005



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Gardening:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	21.1%	\$741	673	\$1.10	<input checked="" type="checkbox"/>	Library: <input checked="" type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Arts&Crafts: <input checked="" type="checkbox"/>
Two	78.9%	\$879	919	\$0.96	Elevator: <input checked="" type="checkbox"/>	Health Rms: <input checked="" type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	Guest Suite: <input type="checkbox"/>
Three	--	--	--	--	Hot Tub: <input type="checkbox"/>	Conv Store: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
					Walking Pth: <input checked="" type="checkbox"/>	Beauty Salon: <input checked="" type="checkbox"/>

Features	
Standard: Dishwasher; Disposal; Microwave; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Grabbar; Emergency Response	
Select Units: --	
Optional(\$): --	
Security: Gated Entry; Keyed Bldg Entry	
Parking: Free Surface Parking	

### Comments

Waitlist of 5 years for 1BR units. Wait list of 6 months - 1 year for 2BR units.

Property Manager: Prism Realty Management

Owner: --

Floorplans (Published Rents as of 3/30/2015) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Mid Rise - Elevator	--	1	1	3	\$360	673	\$0.53	LIHTC/ 30%	3/30/15	1.3%	\$741	\$879	--
Mid Rise - Elevator	--	1	1	2	\$635	673	\$0.94	LIHTC/ 50%	4/11/14	3.3%	\$622	\$763	--
Mid Rise - Elevator	--	1	1	21	\$775	673	\$1.15	LIHTC/ 60%	8/15/12	3.3%	\$617	\$739	--
Mid Rise - Elevator	--	1	1	4	\$950	673	\$1.41	Market	4/19/12	3.9%	\$617	\$747	--
Mid Rise - Elevator	--	1	1	2	\$647	673	\$0.96	HOME					
Mid Rise - Elevator	--	2	1	9	\$420	894	\$0.47	LIHTC/ 30%					
Mid Rise - Elevator	--	2	1	4	\$745	894	\$0.83	LIHTC/ 50%					
Mid Rise - Elevator	--	2	1	54	\$910	894	\$1.02	LIHTC/ 60%					
Mid Rise - Elevator	--	2	1	6	\$1,000	894	\$1.12	Market					
Mid Rise - Elevator	--	2	1	1	\$630	894	\$0.70	HOME					
Mid Rise - Elevator	--	2	2	4	\$425	920	\$0.46	LIHTC/ 30%					
Mid Rise - Elevator	--	2	2	3	\$750	920	\$0.82	LIHTC/ 50%					
Mid Rise - Elevator	--	2	2	7	\$925	920	\$1.01	LIHTC/ 60%					
Mid Rise - Elevator	--	2	2	5	\$1,025	920	\$1.11	Market					
Mid Rise - Elevator	--	2	2	1	\$760	920	\$0.83	HOME					
Cottage / Single story	--	2	2	9	\$925	990	\$0.93	LIHTC/ 60%					
Cottage / Single story	--	2	2	16	\$1,100	990	\$1.11	Market					

Adjustments to Rent	
Incentives: None	
Utilities in Rent:	Heat Fuel: Electric
Heat: <input type="checkbox"/>	Cooking: <input type="checkbox"/> Wtr/Swr: <input checked="" type="checkbox"/>
Hot Water: <input type="checkbox"/>	Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>

# Huntington Court

## Senior Community Profile

Cottage / Single story	--	2	2	1	\$760	990	\$.77	HOME
------------------------	----	---	---	---	-------	-----	-------	------

Huntington Court

GA117-012235

© 2015 Real Property Research Group, Inc.

(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.



# 5375 Sugarloaf

## Multifamily Community Profile

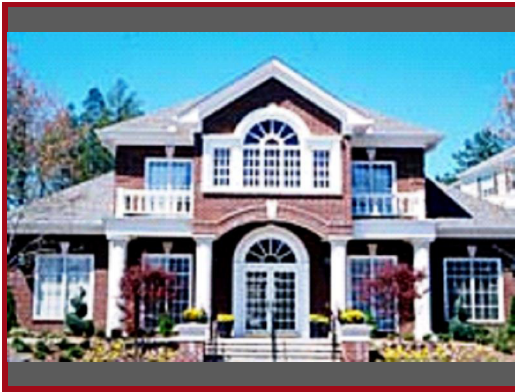
5375 Sugarloaf Pkwy  
Lawrenceville, GA 30043

Community Type: Market Rate - General

Structure Type: Garden

406 Units 3.0% Vacant (12 units vacant) as of 5/11/2015

Opened in 2001



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	% Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	41.4%	\$902	827	\$1.09	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input checked="" type="checkbox"/>
Two	48.3%	\$1,191	1,220	\$0.98	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	10.3%	\$1,327	1,510	\$0.88	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	

Features	
Standard: Dishwasher; Disposal; Ceiling Fan; In Unit Laundry (Full Size); Central A/C; Patio/Balcony	
Select Units: Fireplace	
Optional(\$): --	
Security: Unit Alarms; Gated Entry	
Parking 1: Free Surface Parking Fee: --	Parking 2: Detached Garage Fee: \$85
Property Manager: -- Owner: --	

### Comments

Dog park, continental breakfast, valet dry cleaning, laundry svc, BBQ/picnic area.

Floorplans (Published Rents as of 5/11/2015) (2)										Historic Vacancy & Eff. Rent (1)			
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
The Hialeah / Garden	--	1	1	56	\$831	742	\$1.12	Market	5/11/15	3.0%	\$902	\$1,191	\$1,327
The Santa Anita / Garden	--	1	1	70	\$897	858	\$1.05	Market	5/1/12	6.9%	\$807	\$1,005	\$1,241
The Saratoga / Garden	--	1	1	42	\$904	890	\$1.02	Market	5/1/07	7.9%	\$824	\$1,011	\$1,268
The Belmont / Garden	--	2	1	28	\$957	1,071	\$.89	Market					
The Delmar / Garden	--	2	2	84	\$1,165	1,225	\$.95	Market					
The Meadowlands / Gard	--	2	2	84	\$1,225	1,265	\$.97	Market					
The Churchill Downs / G	--	3	2	42	\$1,292	1,510	\$.86	Market					

### Adjustments to Rent

Incentives:

None

Utilities in Rent: Heat Fuel: Electric

Heat:  Cooking:  Wtr/Swr:

Hot Water:  Electricity:  Trash:

5375 Sugarloaf

GA135-009854

# Arium Sweetwater

## Multifamily Community Profile

3355 Sweetwater Rd.  
Lawrenceville, GA 30044

CommunityType: Market Rate - General

Structure Type: 3-Story Garden

308 Units 9.1% Vacant (28 units vacant) as of 5/11/2015

Last Major Rehab in 2014 Opened in 1999



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	33.1%	\$941	847	\$1.11	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	45.5%	\$1,066	1,239	\$0.86	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input checked="" type="checkbox"/>
Three	18.2%	\$1,211	1,509	\$0.80	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	

Features	
Standard: Dishwasher; Disposal; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; HighCeilings; Cable TV	
Select Units: Microwave; Fireplace	
Optional(\$): --	
Security: Fence; Gated Entry	
Parking 1: Free Surface Parking Fee: --	Parking 2: Detached Garage Fee: \$100
Property Manager: -- Owner: --	

### Comments

Rent includes trash & cable.  
Community has valet trash service & on site fitness classes.  
FKA Camden Sweetwater.

### Floorplans (Published Rents as of 5/11/2015) (2)

### Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	102	\$926	847	\$1.09	Market	5/11/15	9.1%	\$941	\$1,066	\$1,211
Garden	--	2	2	140	\$1,046	1,239	\$.84	Market	5/16/14	4.9%	\$814	\$1,004	\$1,131
Garden	--	3	2	56	\$1,186	1,509	\$.79	Market	5/1/12	6.8%	\$636	\$801	\$934
									9/23/09	11.4%	\$660	\$793	\$1,123

### Adjustments to Rent

Incentives:

None

Utilities in Rent: Heat Fuel: Electric

Heat:  Cooking:  Wtr/Swr:

Hot Water:  Electricity:  Trash:

# Autumn Vista

## Multifamily Community Profile

1500 Boggs Rd.  
Duluth, GA 30096

CommunityType: Market Rate - General

Structure Type: Garden

280 Units 2.1% Vacant (6 units vacant) as of 5/11/2015

Opened in 1998



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	--	\$805	717	\$1.12	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Two	--	\$920	1,165	\$0.79	<input type="checkbox"/>	<input type="checkbox"/>
Two/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Three	--	\$1,050	1,318	\$0.80	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Four+	--	--	--	--	<input type="checkbox"/>	<input checked="" type="checkbox"/>
					Playground:	<input type="checkbox"/>

Features	
Standard: Dishwasher; Disposal; Ice Maker; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony	
Select Units: Fireplace	
Optional(\$): --	
Security: Gated Entry	
Parking 1: Free Surface Parking Fee: --	Parking 2: Detached Garage Fee: \$95
Property Manager: -- Owner: --	

### Comments

Dog park.

FKA Autumn Village. New owners 4/2014.

### Floorplans (Published Rents as of 5/11/2015) (2)

### Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	--	\$790	717	\$1.10	Market	5/11/15	2.1%	\$805	\$920	\$1,050
Garden	--	2	2	--	\$900	1,165	\$0.77	Market	5/13/14	1.1%	\$690	\$830	\$950
Garden	--	3	2	--	\$1,025	1,318	\$0.78	Market	5/1/12	3.2%	\$680	\$775	\$895
									9/23/09	8.9%	\$638	\$795	\$925

### Adjustments to Rent

Incentives:

None

Utilities in Rent: Heat Fuel: Electric

Heat:  Cooking:  Wtr/Swr:

Hot Water:  Electricity:  Trash:

Autumn Vista

GA135-012447



# Bridgewater

## Multifamily Community Profile

1500 Ridge Brook Trail  
Duluth, GA 30096

Community Type: Market Rate - General

Structure Type: Garden

532 Units      3.9% Vacant (21 units vacant) as of 5/11/2015

Opened in 1997



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	% Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	--	\$981	903	\$1.09	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input checked="" type="checkbox"/>
Two	--	\$1,148	1,283	\$0.89	Elevator: <input type="checkbox"/>	Volleyball: <input checked="" type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	--	\$1,424	1,620	\$0.88	Hot Tub: <input checked="" type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	

Features	
Standard: Dishwasher; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Carpet	
Select Units: Fireplace	
Optional(\$): --	
Security: Gated Entry	
Parking 1: Free Surface Parking Fee: --	Parking 2: Detached Garage Fee: \$100
Property Manager: -- Owner: --	

### Comments

--	--	--	--	--	--	--	--	--	--

Floorplans (Published Rents as of 5/11/2015) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
The Liberty / Garden	--	1	1	--	\$966	903	\$1.07	Market	5/11/15	3.9%	\$981	\$1,148	\$1,424
The Hamilton/The Lincol	--	2	2	--	\$1,118	1,242	\$0.90	Market	6/26/06	10.0%	\$720	\$805	\$905
The Wakefield/The Winch	Garage	2	2	--	\$1,138	1,324	\$0.86	Market	1/4/06	11.1%	\$750	\$825	\$915
The Madison / Garden	--	3	2	--	\$1,380	1,518	\$0.91	Market					
The Bridgewater/The Mo	Garage	3	3	--	\$1,418	1,723	\$0.82	Market					

### Adjustments to Rent

Incentives:

None

Utilities in Rent:      Heat Fuel: Electric

Heat:       Cooking:       Wtr/Swr:

Hot Water:       Electricity:       Trash:

# Cascades at Gwinnett

## Multifamily Community Profile

3450 Breckenridge Blvd.  
Duluth, GA 30096

CommunityType: Market Rate - General

Structure Type: Garden

400 Units      3.5% Vacant (14 units vacant) as of 5/12/2015

Opened in 1984



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	27.3%	\$710	722	\$0.98	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input checked="" type="checkbox"/>
Two	17.3%	\$795	1,023	\$0.78	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	27.0%	\$883	1,083	\$0.81	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	

Features	
Standard: Dishwasher; Disposal; Microwave; Ceiling Fan; In Unit Laundry (Hooks-ups); Central A/C; Patio/Balcony	
Select Units: Fireplace	
Optional(\$): --	
Security: Patrol	
Parking 1: Free Surface Parking Fee: --	Parking 2: -- Fee: --
Property Manager: -- Owner: --	

### Comments

--	--	--	--	--	--	--	--	--	--

Floorplans (Published Rents as of 5/12/2015) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	109	\$695	722	\$.96	Market	5/12/15	3.5%	\$710	\$795	\$883
Garden	--	2	2	69	\$775	1,023	\$.76	Market					
Garden	--	3	2	108	\$858	1,083	\$.79	Market					

### Adjustments to Rent

Incentives:	
None	
Utilities in Rent:	Heat Fuel: Electric
Heat: <input type="checkbox"/>	Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>
Hot Water: <input type="checkbox"/>	Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>



**Colonial Grand at McDaniel Farm**

*Multifamily Community Profile*

3355 McDaniel Rd.  
Duluth, GA 30096

CommunityType: Market Rate - General

Structure Type: Garden

424 Units 4.2% Vacant (18 units vacant) as of 5/12/2015

Opened in 1998



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	--	\$1,006	911	\$1.10	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One/Den	--	--	--	--	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Two	--	\$1,055	1,159	\$0.91	<input type="checkbox"/>	<input type="checkbox"/>
Two/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Three	--	\$1,388	1,381	\$1.01	<input type="checkbox"/>	<input type="checkbox"/>
Four+	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
					<input checked="" type="checkbox"/>	<input type="checkbox"/>

Features	
Standard: Dishwasher; Disposal; Ice Maker; Ceiling Fan; In Unit Laundry (Full Size); Central A/C; Patio/Balcony	
Select Units: Fireplace	
Optional(\$): --	
Security: Gated Entry	
Parking 1: Free Surface Parking Fee: --	Parking 2: Detached Garage Fee: \$60
Property Manager: MAA Owner: --	

**Comments**

Breakdown of # of units by floorplan not available.

Floorplans (Published Rents as of 5/12/2015) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	--	\$991	911	\$1.09	Market	5/12/15	4.2%	\$1,006	\$1,055	\$1,388
Garden	--	2	1	--	\$984	1,094	\$0.90	Market					
Garden	--	2	2	--	\$1,087	1,223	\$0.89	Market					
Garden	--	3	2	--	\$1,363	1,381	\$0.99	Market					

**Adjustments to Rent**

Incentives:

None

Utilities in Rent: Heat Fuel: Electric

Heat:  Cooking:  Wtr/Swr:

Hot Water:  Electricity:  Trash:

# Grove at Stone Brook

## Multifamily Community Profile

1405 Beaver Ruin Rd  
Norcross, GA 30093

CommunityType: Market Rate - General

Structure Type: Garden/TH

188 Units 4.3% Vacant (8 units vacant) as of 5/11/2015

Opened in 1982



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	--	\$763	780	\$0.98	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input checked="" type="checkbox"/>
Two	--	\$870	1,050	\$0.83	Elevator: <input type="checkbox"/>	Volleyball: <input checked="" type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input type="checkbox"/>	

Features	
Standard: Dishwasher; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Wood-burning Fireplace; Patio/Balcony; Carpet	
Select Units: HighCeilings	
Optional(\$): --	
Security: Gated Entry	
Parking 1: Free Surface Parking Fee: --	Parking 2: -- Fee: --
Property Manager: -- Owner: --	

### Comments

Unit mix not available.

### Floorplans (Published Rents as of 5/11/2015) (2)

### Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	--	\$709	660	\$1.07	Market	5/11/15	4.3%	\$763	\$870	--
Townhouse	--	1	1	--	\$766	900	\$0.85	Market	6/26/06	0.0%	\$806	\$910	--
Garden	--	2	2	--	\$810	1,000	\$0.81	Market	1/4/06	18.1%	\$609	\$699	--
Garden	--	2	2	--	\$869	1,100	\$0.79	Market					

### Adjustments to Rent

Incentives:

None

Utilities in Rent: Heat Fuel: Natural Gas

Heat:  Cooking:  Wtr/Swr:

Hot Water:  Electricity:  Trash:

# Herrington Mill

## Multifamily Community Profile

1564 Herrington Rd.  
Lawrenceville, GA 30043

CommunityType: LIHTC - General  
Structure Type: 3-Story Garden

292 Units      0.7% Vacant (2 units vacant) as of 5/11/2015

Opened in 2003



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	19.2%	\$734	975	\$0.75	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input checked="" type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	72.6%	\$847	1,175	\$0.72	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input checked="" type="checkbox"/>
Three	8.2%	\$997	1,350	\$0.74	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	

Features	
Standard: Dishwasher; Disposal; Microwave; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; HighCeilings; Storage (In Unit)	
Select Units:	--
Optional(\$):	--
Security:	Gated Entry
Parking 1:	Free Surface Parking Fee: --
Parking 2:	Detached Garage Fee: \$100
Property Manager:	--
Owner:	--

### Comments

Free after school program.  
Wait list for 1BR's & 2BR's.

### Floorplans (Published Rents as of 5/11/2015) (2)

### Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	56	\$734	975	\$.75	LIHTC/ 60%	5/11/15	0.7%	\$734	\$847	\$997
Garden	--	2	2	212	\$847	1,175	\$.72	LIHTC/ 60%	5/6/14	4.1%	\$727	\$865	\$986
Garden	--	3	2	24	\$997	1,350	\$.74	LIHTC/ 60%	5/1/12	2.1%	\$635	\$724	\$890

### Adjustments to Rent

Incentives:

None

Utilities in Rent:      Heat Fuel: Electric

Heat:       Cooking:       Wtr/Swr:

Hot Water:       Electricity:       Trash:

Herrington Mill

GA135-017015



# Magnolia Pointe

## Multifamily Community Profile

1475 Boggs Rd.  
Duluth, GA 30096

CommunityType: LIHTC - General  
Structure Type: Garden

242 Units      3.3% Vacant (8 units vacant) as of 5/11/2015

Opened in 1999



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	25.2%	\$719	737	\$0.98	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	45.5%	\$836	1,008	\$0.83	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	29.3%	\$913	1,163	\$0.78	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	

Features	
Standard: Dishwasher; Disposal; Ice Maker; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; HighCeilings	
Select Units:	--
Optional(\$):	--
Security:	Patrol
Parking 1:	Free Surface Parking
Fee:	--
Parking 2:	--
Fee:	--
Property Manager:	JRK Property Manag
Owner:	--

### Comments

Water, sewer, & trash is a flat fee of \$25/month included in rent.  
Wait list for TC units.

Floorplans (Published Rents as of 5/11/2015) (2)										Historic Vacancy & Eff. Rent (1)			
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	36	\$770	737	\$1.04	Market	5/11/15	3.3%	\$719	\$836	\$913
Garden	--	1	1	13	\$595	737	\$.81	LIHTC/ 50%	5/16/14	0.0%	\$684	\$804	\$910
Garden	--	1	1	12	\$700	737	\$.95	LIHTC/ 60%	5/1/12	5.0%	\$583	\$703	\$792
Garden	--	2	2	22	\$699	1,008	\$.69	LIHTC/ 50%	9/23/09	11.2%	\$449	\$549	\$630
Garden	--	2	2	17	\$770	1,008	\$.76	LIHTC/ 60%					
Garden	--	2	2	71	\$895	1,008	\$.89	Market					
Garden	--	3	2	39	\$975	1,163	\$.84	Market					
Garden	--	3	2	15	\$799	1,163	\$.69	LIHTC/ 50%					
Garden	--	3	2	17	\$870	1,163	\$.75	LIHTC/ 60%					

### Adjustments to Rent

Incentives:  
None

Utilities in Rent:      Heat Fuel: Electric

Heat:       Cooking:       Wtr/Swr:

Hot Water:       Electricity:       Trash:

# Menlo Creek

## Multifamily Community Profile

4370 Satellite Blvd.  
Duluth, GA 30096

CommunityType: Market Rate - General

Structure Type: Garden

372 Units 0.8% Vacant (3 units vacant) as of 5/12/2015

Opened in 2007



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	31.2%	\$953	878	\$1.08	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	53.8%	\$1,168	1,293	\$0.90	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	15.1%	\$1,365	1,422	\$0.96	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	

Features	
Standard: Dishwasher; Microwave; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony	
Select Units:	--
Optional(\$):	--
Security:	--
Parking 1: Free Surface Parking Fee: --	Parking 2: Detached Garage Fee: \$100
Property Manager: Simpson Property Gr Owner: --	

### Comments

30 detached garages.

Floorplans (Published Rents as of 5/12/2015) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	116	\$928	878	\$1.06	Market	5/12/15	0.8%	\$953	\$1,168	\$1,365
Garden	--	2	2	200	\$1,138	1,293	\$0.88	Market					
Garden	--	3	2	56	\$1,330	1,422	\$0.94	Market					

Adjustments to Rent	
Incentives: None	
Utilities in Rent:	Heat Fuel: Electric
Heat: <input type="checkbox"/>	Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>
Hot Water: <input type="checkbox"/>	Electricity: <input type="checkbox"/> Trash: <input type="checkbox"/>

Menlo Creek

GA135-021288



# Palisades Club

## Multifamily Community Profile

2255 Satellite Blvd.  
Duluth, GA 30097

CommunityType: LIHTC - General  
Structure Type: Garden

268 Units      0.0% Vacant (0 units vacant) as of 5/11/2015

Opened in 2001



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	35.8%	\$674	814	\$0.83	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	38.8%	\$799	1,080	\$0.74	Elevator: <input type="checkbox"/>	Volleyball: <input checked="" type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input checked="" type="checkbox"/>
Three	22.4%	\$905	1,250	\$0.72	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Four+	3.0%	\$975	1,450	\$0.67	Sauna: <input type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	

Features	
Standard: Dishwasher; Disposal; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Carpet / Ceramic	
Select Units:	--
Optional(\$):	--
Security:	--
Parking 1: Free Surface Parking	Parking 2: --
Fee: --	Fee: --
Property Manager: Concord Mgt.	
Owner: --	

### Comments

--	--	--	--	--	--	--	--	--	--	--	--	--	--

Floorplans (Published Rents as of 5/11/2015) (2)										Historic Vacancy & Eff. Rent (1)			
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	48	\$659	814	\$.81	LIHTC/ 60%	5/11/15	0.0%	\$674	\$799	\$905
Garden	--	1	1	48	\$659	814	\$.81	LIHTC/ 60%	5/1/12	6.0%	\$630	\$749	\$852
Garden	--	2	2	52	\$779	1,080	\$.72	LIHTC/ 60%	1/14/11	10.1%	\$559	\$720	\$831
Garden	--	2	2	52	\$779	1,080	\$.72	LIHTC/ 60%	5/12/10	3.7%	\$564	\$669	\$804
Garden	--	3	2	30	\$880	1,250	\$.70	LIHTC/ 60%					
Garden	--	3	2	30	\$880	1,250	\$.70	LIHTC/ 60%					
Garden	--	4	3	4	\$945	1,450	\$.65	LIHTC/ 60%					
Garden	--	4	3	4	\$945	1,450	\$.65	LIHTC/ 60%					

Adjustments to Rent	
Incentives:	None
Utilities in Rent:	Heat Fuel: Natural Gas
Heat: <input type="checkbox"/>	Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>
Hot Water: <input type="checkbox"/>	Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>

**Prescott, The**

*Multifamily Community Profile*

1655 Centerview Dr  
Duluth, GA 30096

CommunityType: Market Rate - General

Structure Type: Garden

384 Units 3.1% Vacant (12 units vacant) as of 5/11/2015

Opened in 2000



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	--	\$1,019	856	\$1.19	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Two	--	\$1,205	1,234	\$0.98	<input type="checkbox"/>	<input type="checkbox"/>
Two/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Three	--	\$1,485	1,482	\$1.00	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Four+	--	--	--	--	<input type="checkbox"/>	<input checked="" type="checkbox"/>
					Playground:	<input type="checkbox"/>

Features	
Standard: Dishwasher; Disposal; Microwave; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony	
Select Units: Fireplace	
Optional(\$): --	
Security: --	
Parking 1: Free Surface Parking Fee: --	Parking 2: -- Fee: --
Property Manager: -- Owner: --	

**Comments**

Mgt could not provide a breakdown of the # of units by floor plan.  
Dog park, picnic/grilling areas.

Floorplans (Published Rents as of 5/11/2015) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	--	\$943	773	\$1.22	Market	5/11/15	3.1%	\$1,019	\$1,205	\$1,485
Garden	--	1	1	--	\$1,045	940	\$1.11	Market	5/16/14	1.8%	\$804	\$1,054	\$1,267
Garden	--	2	2	--	\$1,160	1,142	\$1.02	Market	5/1/12	2.9%	\$807	\$1,056	\$1,236
Garden	--	2	2	--	\$1,133	1,159	\$.98	Market	7/8/05	4.2%	\$730	\$912	\$1,132
Garden	--	2	2	--	\$1,233	1,400	\$.88	Market					
Garden	--	3	2	--	\$1,484	1,472	\$1.01	Market					
Garden	--	3	2	--	\$1,415	1,491	\$.95	Market					

**Adjustments to Rent**

Incentives:

None

Utilities in Rent: Heat Fuel: Electric

Heat:  Cooking:  Wtr/Swr:

Hot Water:  Electricity:  Trash:

# Reserve at Sugarloaf

## Multifamily Community Profile

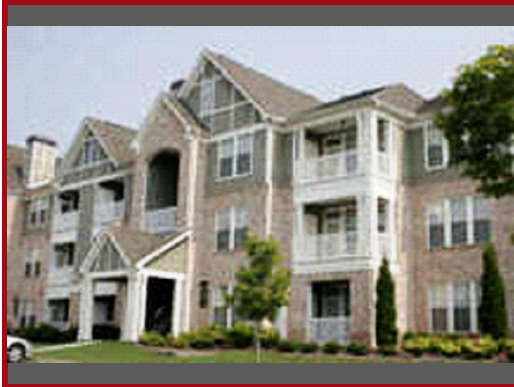
2605 Meadow Church Rd  
Duluth, GA 30097

Community Type: Market Rate - General

Structure Type: Garden/TH

333 Units 6.0% Vacant (20 units vacant) as of 5/11/2015

Opened in 2001



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	% Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	--	\$1,086	760	\$1.43	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Two	--	\$1,450	1,324	\$1.10	<input type="checkbox"/>	<input type="checkbox"/>
Two/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Three	--	\$1,635	1,599	\$1.02	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Four+	--	\$2,434	2,172	\$1.12	<input type="checkbox"/>	<input checked="" type="checkbox"/>
					<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

Features	
Standard: Dishwasher; Disposal; Microwave; Ice Maker; Ceiling Fan; In Unit Laundry (Full Size); Central A/C; Patio/Balcony	
Select Units: Fireplace	
Optional(\$): --	
Security: Unit Alarms; Gated Entry	
Parking 1: Free Surface Parking Fee: --	Parking 2: Detached Garage Fee: \$115
Property Manager: -- Owner: --	

### Comments

Valet trash.  
Unit mix not available.

### Floorplans (Published Rents as of 5/11/2015) (2)

### Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	--	\$1,055	677	\$1.56	Market	5/11/15	6.0%	\$1,086	\$1,450	\$1,635
Garden	--	1	1	--	\$1,086	843	\$1.29	Market	5/1/12	5.1%	\$831	\$1,267	\$1,440
Garden	--	2	1	--	\$1,223	1,127	\$1.09	Market	5/2/07	5.1%	\$857	\$1,133	\$1,425
Garden	--	2	2	--	\$1,425	1,335	\$1.07	Market					
Garden	--	2	2	--	\$1,470	1,362	\$1.08	Market					
Garden	--	2	2	--	\$1,486	1,381	\$1.08	Market					
Garden	Garage	2	2	--	\$1,548	1,414	\$1.09	Market					
Garden	--	3	2	--	\$1,584	1,599	\$.99	Market					
Garden	Garage	3	2	--	\$1,635	1,599	\$1.02	Market					
Townhouse	--	4	2.5	--	\$2,404	2,172	\$1.11	Market					

Adjustments to Rent	
Incentives: None	
Utilities in Rent: Heat Fuel: Electric	
Heat: <input type="checkbox"/>	Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>
Hot Water: <input type="checkbox"/>	Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>

Reserve at Sugarloaf

GA135-009865

# View at Sugarloaf

## Multifamily Community Profile

5355 Sugarloaf Pkwy.  
Lawrenceville, GA 30043

CommunityType: LIHTC - General  
Structure Type: 3-Story Garden

130 Units      0.0% Vacant (0 units vacant) as of 5/11/2015

Opened in 1994



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt		
Eff	--	--	--	--	Clubhouse: <input checked="" type="checkbox"/>	Pool-Outdr: <input type="checkbox"/>
One	--	--	--	--	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input checked="" type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	40.0%	\$740	974	\$0.76	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	60.0%	\$860	1,143	\$0.75	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	

Features	
Standard: Dishwasher; Disposal; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Storage (In Unit)	
Select Units:	--
Optional(\$):	--
Security:	--
Parking 1: Free Surface Parking	Parking 2: --
Fee: --	Fee: --
Property Manager:	--
Owner:	--

### Comments

Waitlist.

FKA Tanglewood Park.

Floorplans (Published Rents as of 5/11/2015) (2)										Historic Vacancy & Eff. Rent (1)			
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	2	2	52	\$740	974	\$.76	LIHTC/ 60%	5/11/15	0.0%	--	\$740	\$860
Garden	--	3	2	78	\$860	1,143	\$.75	LIHTC/ 60%	5/1/12	0.0%	--	\$650	\$700
Garden	--	3	2	--	\$860	1,197	\$.72	LIHTC/ 60%					

### Adjustments to Rent

Incentives:

None

Utilities in Rent:      Heat Fuel: Electric

Heat:       Cooking:       Wtr/Swr:

Hot Water:       Electricity:       Trash:

View at Sugarloaf

GA135-017018



# Villas at Sugarloaf

## Multifamily Community Profile

4975 Sugarloaf Pkwy.  
Lawrenceville, GA 30044

Community Type: Market Rate - General

Structure Type: Garden

260 Units 2.7% Vacant (7 units vacant) as of 5/11/2015

Opened in 2007



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	% Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	--	\$1,249	840	\$1.49	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Two	--	\$1,408	1,257	\$1.12	<input type="checkbox"/>	<input type="checkbox"/>
Two/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Three	--	\$1,461	1,516	\$0.96	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Four+	--	--	--	--	<input type="checkbox"/>	<input checked="" type="checkbox"/>
					<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

Features	
Standard: Dishwasher; Disposal; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony	
Select Units:	--
Optional(\$):	--
Security:	Unit Alarms; Gated Entry
Parking 1:	Free Surface Parking
Fee:	--
Parking 2:	Attached Garage
Fee:	--
Property Manager:	--
Owner:	--

### Comments

Select units have attached garages

### Floorplans (Published Rents as of 5/11/2015) (2)

### Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	--	\$1,108	791	\$1.40	Market	5/11/15	2.7%	\$1,249	\$1,408	\$1,461
1/1 with Att. Garage / Gar	Garage	1	1	--	\$1,341	890	\$1.51	Market	5/1/12	1.9%	\$912	\$1,124	\$1,294
2/2 with Att. Garage / Gar	Garage	2	2	--	\$1,446	1,255	\$1.15	Market					
Garden	--	2	2	--	\$1,310	1,259	\$1.04	Market					
Garden	--	3	2	--	\$1,330	1,491	\$.89	Market					
3/2 with Att. Garage / Gar	Garage	3	2	--	\$1,523	1,540	\$.99	Market					

### Adjustments to Rent

Incentives:

None

Utilities in Rent: Heat Fuel: Electric

Heat:  Cooking:  Wtr/Swr:

Hot Water:  Electricity:  Trash:



# Wesley Herrington

## Multifamily Community Profile

1400 Herrington Rd  
Lawrenceville, GA

CommunityType: Market Rate - General

Structure Type: Garden

540 Units 6.1% Vacant (33 units vacant) as of 5/11/2015

Opened in 2002



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	48.0%	\$822	920	\$0.89	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input type="checkbox"/>	Tennis: <input checked="" type="checkbox"/>
Two	48.1%	\$979	1,280	\$0.76	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	3.9%	\$1,230	1,525	\$0.81	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
					Playground: <input type="checkbox"/>	

Features	
Standard: Dishwasher; Disposal; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony	
Select Units: Fireplace	
Optional(\$): --	
Security: Gated Entry	
Parking 1: Free Surface Parking Fee: --	Parking 2: Detached Garage Fee: \$100
Property Manager: -- Owner: --	

### Comments

Trash is billed with water.

No wait list.

### Floorplans (Published Rents as of 5/11/2015) (2)

### Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	259	\$807	920	\$.88	Market	5/11/15	6.1%	\$822	\$979	\$1,230
Garden	--	2	2	260	\$959	1,280	\$.75	Market	5/16/14	7.0%	\$819	\$922	\$1,205
Garden	--	3	2	21	\$1,205	1,525	\$.79	Market	2/7/14	10.9%	\$774	\$905	\$1,183
									5/1/12	8.0%	\$708	\$848	\$1,088

### Adjustments to Rent

Incentives:

\$125 off lease.

Utilities in Rent: Heat Fuel: Electric

Heat:  Cooking:  Wtr/Swr:

Hot Water:  Electricity:  Trash:

# Wesley Place

## Multifamily Community Profile

3250 Sweetwater Road NW  
Lawrenceville, GA 30044

CommunityType: Market Rate - General

Structure Type: Garden

510 Units 2.2% Vacant (11 units vacant) as of 5/11/2015

Opened in 1993



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	46.7%	\$722	743	\$0.97	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input checked="" type="checkbox"/>
Two	53.3%	\$859	1,173	\$0.73	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	

Features	
Standard: Dishwasher; Disposal; Microwave; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Storage (In Unit); Carpet	
Select Units: Fireplace; HighCeilings	
Optional(\$): --	
Security: Unit Alarms; Gated Entry	
Parking 1: Free Surface Parking Fee: --	Parking 2: Detached Garage Fee: \$100
Property Manager: -- Owner: --	

### Comments

--	--	--	--	--	--	--	--	--	--

Floorplans (Published Rents as of 5/11/2015) (2)										Historic Vacancy & Eff. Rent (1)			
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	122	\$660	657	\$1.00	Market	5/11/15	2.2%	\$722	\$859	--
Garden	--	1	1	116	\$735	834	\$0.88	Market	5/1/12	10.0%	\$624	\$808	--
Garden	--	2	2	168	\$790	1,283	\$0.62	Market	2/10/05	11.0%	\$605	\$741	--
Garden	--	2	1	104	\$892	995	\$0.90	Market	5/10/04	21.0%	\$581	\$702	--

### Adjustments to Rent

Incentives:

None

Utilities in Rent: Heat Fuel: Electric

Heat:  Cooking:  Wtr/Swr:

Hot Water:  Electricity:  Trash: