



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

**Tindall Seniors Towers  
Northwest Corner of Plant Street & Alabama Street  
Macon, Bibb County, Georgia**

**Effective Date: March 16, 2015  
Report Date: April 2, 2015**

*Prepared For*

**Mr. Bruce Gerwig  
Tindall Partners I, L.P.  
P.O. Box 4928  
Macon, GA 31208**

*Prepared By*

**Novogradac & Company LLP  
2325 Lakeview Parkway  
Suite 450  
Alpharetta, Georgia 30009  
678.867.2333**

April 2, 2015

Mr. Bruce Gerwig  
Tindall Partners I, L.P.  
P.O. Box 4928  
Macon, GA 31208

**Re: Market Study for Tindall Seniors Towers located in Macon, Georgia**

Dear Mr. Gerwig:

At your request, Novogradac & Company LLP performed a market study of the rental market in the Macon, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project, the (Subject). The purpose of this market study is to assess the viability of the proposed Housing for Elderly development Tindall Seniors Towers consisting of 76 revenue generating units. Units will be age-restricted to seniors age 62 and older earning 60 percent of the AMI, or less. All of the units will operate with project-based rental assistance and tenants will pay 30 percent of their income towards rent. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions. The scope of this report meets the requirements of the Georgia Department of Community Affairs (DCA), including the following:

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

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

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

Respectfully submitted,



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



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Edward R. Mitchell  
Manager  
Novogradac & Company LLP



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Daniel W. Mabry  
Analyst  
Novogradac & Company LLP

## **ASSUMPTIONS AND LIMITING CONDITIONS**

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

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

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

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

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Addendum

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



**EXECUTIVE SUMMARY AND CONCLUSIONS**

**1. Project Description:**

Tindall Seniors Towers will be a newly constructed senior property located in Macon, Georgia, which will consist of two, three-story, elevator-serviced lowrise buildings connected by a one-story community building. The Subject is part of a broader redevelopment of Tindall Heights, the oldest and largest public housing project in Macon. The approximately 25-acre project will be redeveloped in phases over the next several years with low income projects targeting various tenancies.

The following table illustrates the unit mix including bedrooms/bathrooms, square footage, income targeting, rents, and utility allowances. Note that the Subject’s rents will be based on income (BOI).

**PROPOSED RENTS**

Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2014 LIHTC Maximum Allowable Gross Rent	HUD Fair Market Rents
<i>60% AMI - Project-Based Rental Assistance</i>							
1BR/1BA	737	66	\$542	\$120	\$662	\$582	\$616
2BR/2BA	1,160	6	\$634	\$146	\$780	\$699	\$730
2BR/2BA	1,253	4	\$634	\$146	\$780	\$699	\$730
<b>Total</b>		<b>76</b>					

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

\*Per the Georgia DCA 2015 guidelines, the market study analyst must use the maximum rent and income limits from the same year as the utility allowance. The GA DCA utility allowance is effective as of 7/1/2014; therefore, we have utilized the 2014 maximum income and rent limits.

The Subject will offer the following amenities: blinds, carpeting, central air conditioning, dishwashers, ceiling fans, garbage disposals, hand rails, microwaves, ovens, refrigerators, pull cords, washer dryer hook-ups, a business center/computer lab, a clubhouse/community room, elevators, exercise facility, central laundry, off-street parking, and on-site management. Overall, the Subject’s amenities will be competitive with those offered at the comparable properties.

**2. Site Description/Evaluation:**

The Subject site is located at the northwest corner of Plant Street and Alabama Street. Surrounding uses consist of multifamily, commercial, and single-family uses. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. However, there are a limited number of

retail uses in the Subject's immediate neighborhood. The Subject site is considered "Car-Dependent" by *Walkscore.com* with a rating of 42. The Subject site is considered a desirable building site for senior rental housing. The Subject is located in a residential neighborhood. The uses surrounding the Subject are generally in good condition and the site has good proximity to locational amenities, which are within three miles of the Subject site.

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

The PMA is defined as the City of Macon in its entirety. This area is generally known as the area northeast of Riverwood International Way, northwest of Highway 74, east of Interstate 475, and southwest of Interstate 75, southeast of the Bibb County line, and west of the Bibb County Line. This area was defined based on interviews with a member of the planning board, the local housing authority, the Macon-Bibb County Planning and Zoning Commission, and the Bureau of Inspections and Fees. Furthermore, the determination of this market area was influenced by conversations with surveyed property managers, who reported that the majority of rental traffic originates primarily from the city limits. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2015 market study guidelines, we have not accounted for leakage in our demand analysis found later in this report. The furthest PMA boundary from the Subject is approximately 5.2 miles.

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

The senior population in the PMA declined from 2000 to 2015, while the senior population in the MSA and nation experienced strong growth. This trend is expected to reverse over the next five years and the senior population in the PMA is expected to increase slightly slower than the MSA and nation through 2019. We believe the renewed growth of the senior population in the PMA is a positive indication of demand for the Subject's proposed age-restricted units. Nearly 18 percent of the population in the PMA will be age 62 and older by the projected market entry date of December 2017. The total number of senior households in the PMA decreased 1.4 percent from 2000 to 2010. Over the same period of time, the total number of senior households in the MSA increased 1.1 percent, lagging national increases. However, the total number of senior households in the PMA is expected to increase 1.2

percent, while the total number of households in the MSA increased 1.8 percent over the next five years.

Senior households earning under \$30,000 in the PMA comprise 72.2 percent of all income cohorts. Since the Subject will operate with a project-based subsidy and tenants will pay 30 percent of their income towards rent, the Subject will target households earning between \$0 and \$24,840, therefore, the Subject should be well-positioned to service this market. It should be noted that the area median income (AMI) in Bibb County has declined in 2013 and 2014. The decline of 8.5 percent in 2014 is due to AMI being based on historical ACS survey data, which currently includes the years during national recession.

Overall, the demographic data points to a growing senior population with household incomes in line with the Subject's target. We believe the expected senior population and household growth in the PMA bodes well for the Subject's proposed units.

## 5. Economic Data:

Health care/social assistance, retail trade, and educational services are the largest industries within the PMA. Combined they represent approximately 40 percent of total employment within the PMA. With the exception of retail trade, these industries have historically been stable, with health care/social assistance experiencing strong growth over the past decade. In general, the area is not overly reliant on a single industry.

According to an April 2014 article in *The Telegraph*, "Geico To Hire 520 Workers In Macon This Year," one of the largest employers in middle Georgia, Geico, will be adding a significant number of jobs in 2014. Geico employs approximately 5,700 people in middle Georgia and planned to add 520 new positions at the Macon Office, which is located approximately 8.9 miles east of the Subject site. Annual salaries for the positions range from \$28,000 to \$40,000 per year. The 10 percent increase in employment at the company is considered significant. According to a Georgia Trend article, Macon | Bibb County: Working Together," which appeared in the March 2014 issue, Kumho Tire is expecting to hire 300 workers and add 400 more over the following years, once its new production facility is completed. The facility is expected to open in January 2016. The company is investing approximately \$200 million in the new facility.

From December 2013 to December 2014 total employment in the MSA decreased 0.6 percent. In comparison, the nation has experienced a 1.9 percent increase in total employment in 2014. The unemployment rate in the MSA has remained elevated since the start of the national recession, relative to the national unemployment rate. Overall, the local economy appears slightly weaker than the national economy. Total employment in the MSA is 4.8 percent below peak total employment in 2008, while total employment in the nation is 0.8 percent above the pre-recession peak total employment. However, we do not expect the slightly underperforming local economy to affect the performance of the Subject because the Subject will target seniors age 62 and older and will operate with project-based rental assistance, where tenants will pay 30 percent of their income towards rent.

**6. Project-Specific Affordability And Demand Analysis:**

Our demand analysis indicates that there are 896 income qualified renter households in the PMA. The following table indicates the capture rates for the Subject’s units.

**CAPTURE RATE ANALYSIS CHART**

Unit Size	Income limits	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate
1BR/1BA @60% (PBRA)	\$0 to \$21,720	66	594	0	594	11.1%
2BA/2BA @60% (PBRA)	\$0 to \$24,840	10	302	0	302	3.3%
Overall @60%	\$0 to \$24,840	76	896	0	896	8.5%

All capture rates are within DCA threshold requirements and indicate demand for the Subject. Overall, we recommend the Subject as proposed.

**7. Competitive Rental Analysis:**

The availability of LIHTC data is considered good; there are 13 LIHTC properties in the PMA. However, the majority of these properties were excluded because they either operate with an additional subsidy, where tenants pay 30 percent of their income towards rent or the properties offer dissimilar unit types. The Subject will target the senior population and we have included the only two senior LIHTC properties that do not operate with an additional subsidy as comparables. Note that one of the senior LIHTC properties, Ashton Hills Apartments, is located outside of the PMA. We have also included three LIHTC properties that target the general population and offer similar unit types in comparison to the proposed Subject. Note that two of these comparable properties are located slightly outside

the PMA, but operate within the same general market at the Subject and are considered comparable to the proposed Subject. The comparable LIHTC properties are located 1.3 to 10.3 miles from the proposed Subject.

The availability of market rate data is considered good. The Subject is located in Macon and there are several market rate properties in the area. We have included four conventional properties in our analysis of the competitive market. Additionally, two of the LIHTC properties are mixed-income and offer unrestricted market rate units. All of the market rate properties are located in the PMA, between 1.7 and 2.9 miles from the Subject site. These comparables were built or renovated between the 1970s and 2003. There are a limited number of new construction market rate properties in the area. Overall, we believe the market rate properties we have used in our analysis are the most comparable. Other market rate properties were excluded based on proximity and unit types.

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

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

**Subject Comparison to Market Rents**

Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
<i>60% AMI - Project-Based Rental Assistance</i>					
1 BR @60%	BOI	\$393	\$599	\$480	N/Ap
2 BR @60%	BOI	\$404	\$760	\$550	N/Ap

The Subject will operate with 100 percent public housing subsidy and therefore will have a rental advantage over the comparables that do not offer a subsidy.

All of the comparable properties are achieving rents above the 2014 maximum allowable rent level either due to differences in their utility structure or they have been held harmless, with the exception of the two-bedroom units at Baltic Park Apartments. Three of the five comparable properties are achieving maximum allowable rents. West Club Apartments and Baltic Park Apartments are achieving rents slightly below the maximum allowable level.

Baltic Park Apartments and Tattnell Place are considered the most comparable LIHTC properties. The Subject will be age-restricted similar to Baltic Park Apartments, which is located 1.3 miles from the Subject site. Based on our site inspections and neighborhood data, the Subject site offers a similar location in comparison to the neighborhood of Baltic Park Apartments. The Subject will offer a similar in-unit amenity package and similar property amenity package. Baltic Park Apartments was built in 2003 and exhibits good condition. The Subject will be completed in 2017 and will exhibit excellent condition upon completion. Therefore, the Subject will exhibit slightly superior condition. Additionally, the Subject will offer a lowrise design with elevator service, which is generally considered slightly superior to the garden-style design that Baltic Park Apartments offers. Baltic Park Apartments offers the largest one-bedroom units in the market and the Subject's proposed one-bedroom units are 22 percent smaller. However, based on our review of the Subject's floor plans, the Subject's units appear functional and the Subject's proposed unit sizes are within the range of the comparable properties. Additionally, the Subject's proposed two-bedroom unit sizes are slightly larger than the two-bedroom units at Baltic Park Apartments. Overall, the Subject will be slightly superior in comparison to Baltic Park Apartments based largely on the anticipated slightly superior condition of the proposed Subject upon completion.

Tattnell Place, which is located 1.5 miles from the Subject, is considered slightly inferior to the proposed Subject. The unit sizes at Tattnell Place are similar to the proposed unit sizes at the Subject, which demonstrates the competitiveness of the Subject's proposed unit sizes. The Subject will offer similar property amenities. The Subject will offer similar in-unit amenities and a similar location based on our site inspection and neighborhood data. Tattnell Place was built in 2006 and exhibits good

condition. The Subject will be completed in 2017 and will exhibit excellent condition upon completion. Therefore, the Subject will exhibit slightly superior condition. Additionally, the Subject will offer a lowrise design with elevator service, which is generally considered slightly superior to the townhome and garden-style design that Tattnall Place offers.

The comparable LIHTC properties are exhibiting a weighted average vacancy rate of 3.5 percent, which is considered healthy. Ashton Hill Apartments, a senior LIHTC property, is currently exhibiting the highest vacancy rate in the market. The property recently switched management companies, which caused the elevated vacancy rate. The property manager noted that the property has historically maintained a low vacancy rate and is typically 100 percent occupied. The property manager indicated that there was strong demand for affordable senior housing and expects to fill the six vacant units within the month. Ashton Hill Apartments maintains a waiting list, which is currently being used to fill the vacant units. Baltic Park Apartments, the most comparable senior LIHTC property, is exhibiting a vacancy rate of zero percent and maintains a waiting list of 31 households. Tattnall Place is exhibiting a vacancy rate of zero percent, with five percent senior tenancy, and maintains a waiting list of two to three years in length. We believe the low vacancy rate and existence of waiting lists at the comparable properties demonstrates demand for affordable senior housing in the market. We believe the Subject is feasible as proposed, particularly with its project-based rental assistance, which is in high demand among senior households in the PMA.

**8. Absorption/Stabilization Estimate:**

We were able to obtain absorption information from three comparable properties, illustrated following. Note that we have included two additional properties that were excluded from our competitive analysis but were leased more recently than the comparable properties.

**ABSORPTION**

Property name	Rent Structure	Tenancy	Year Built	Number of Units	Units Absorbed/ Month
Bartlett Crossing	LIHTC/Public Housing	Family	2011/2012	75	8
Pearl Stephens Village	LIHTC/Market/PBRA	Senior	2009	61	31
Pinewood Park*	LIHTC/Market	Family	2006	148	23
Tattnall Place*	LIHTC/Market	Family	2006	97	12
Baltic Park Apartments*	LIHTC/PBRA	Senior	2003	82	27

\*Utilized as a comparable property

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. Bartlett Crossing was the most recent LIHTC property completed in the PMA. The property was excluded from our analysis because it offers two and three-bedroom units and the Subject will offer a majority of one-bedroom units. Bartlett Crossing experienced the slowest absorption pace of any of the comparable properties, at eight units per month. However, according to the developer, eight units were delivered per month as they were completed. Therefore, the absorption pace was limited by completion of the project and is not a reflection of the overall market. The property was stabilized within nine months. Due to the dissimilar unit types, we believe the Subject will experience a more rapid absorption rate. Pearl Stephens Village was completed in 2009. The property is age-restricted and a majority of the property's units are subsidized, similar to the Subject. Therefore, we believe the Subject will experience a similar absorption rate. In order to be conservative, we have placed the Subject's anticipated absorption pace slightly below Pearl Stephens Village, which was built in 2009. Based on the absorption pace reported by the comparable properties, the waiting lists at the LIHTC comparables, and the strong demand for affordable senior housing in Macon, we anticipate that the Subject will absorb 25 units per month, for an absorption period of three months. Note that the Subject's current tenants will be given priority to lease at the Subject. However, the developer anticipates that less than two percent of the senior households at Tindall Heights will choose to return to the Subject since they will be given Housing Choice Vouchers prior to the demolition of Tindall Heights, which will allow them to relocate.



**9. Overall Conclusion:**

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The LIHTC comparables are performing well, with a weighted vacancy rate of 2.9 percent. Additionally, a majority of the comparable LIHTC properties maintain waiting lists. Baltic Park Apartments is the most similar LIHTC property and is 100 percent occupied with a waiting list of 31 households. The Subject will offer generally similar in-unit amenities in comparison to the LIHTC and market rate comparable properties and similar property amenities. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the senior LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered slightly superior to superior in terms of condition to the majority of the comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties. In general, the Subject will be slightly superior to superior to the comparable properties. All of the Subject's units will operate with project-based rental assistance, where tenants pay 30 percent of their units towards rent. Of note, the average vacancy rate among the subsidized senior properties in the PMA is zero percent. Due to the low vacancy rates at the comparables, the waiting lists present in the market, and the reported demand for additional affordable senior housing in the Subject's market area, we believe that the Subject is feasible as proposed and will fill a void in the market and will perform well.

**Summary Table:**

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

Development Name:	<b>Tindall Seniors Towers</b>	Total # Units:	<b>76</b>
Location:	Plant Street & Alabama Street	# LIHTC Units:	<b>76</b>
	Macon, Bibb County, Georgia		
PMA Boundary:	The area northeast of Riverwood International Way, northwest of Highway 74, east of Interstate 475, and southwest of Interstate 75, southeast of the Bibb County line, and west of the Bibb County Line.		
	Farthest Boundary Distance to Subject:		<b>6.5</b>

**Rental Housing Stock (found on pages 48)**

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	44	4,079	137	96.6%
Market-Rate Housing	31	3,232	136	95.8%
<i>Assisted/Subsidized Housing not to include LIHTC</i>	7	577	0	100.0%
<b>LIHTC</b>	6	270	1	99.6%
Stabilized Comps	9	851	25	97.1%
Properties in Construction & Lease Up	2	131	131	0.0%

Subject Development					Average Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
66	1BR at 60% AMI	1	737	BOI	\$480	\$0.65	N/Ap	\$645	\$0.88
10	2BR at 60% AMI	2	1,160-1,253	BOI	\$550	\$0.44 to \$0.47	N/Ap	\$785	\$0.63 to \$0.68

**Demographic Data (found on pages 32 & 49)**

	2010		2015		Dec-17	
Renter Households	3,732	38.60%	3,910	39.40%	4,119	39.90%
Income-Qualified Renter HHs (LIHTC)	2,479	66.43%	2,597	66.43%	2,736	66.43%

**Targeted Income-Qualified Renter Household Demand (found on page 57)**

Type of Demand	30%	50%	60%	Market-rate	Other: __	Overall*
Renter Household Growth	N/Ap	N/Ap	157	N/Ap	N/Ap	157
Existing Households (Overburdened + Substandard)	N/Ap	N/Ap	913	N/Ap	N/Ap	913
Homeowner conversion (Seniors)	N/Ap	N/Ap	21	N/Ap	N/Ap	21
<b>Total Primary Market Demand</b>	<b>N/Ap</b>	<b>N/Ap</b>	<b>1091</b>	<b>N/Ap</b>	<b>N/Ap</b>	<b>1091</b>
Less Comparable/Competitive Supply	N/Ap	N/Ap	0	N/Ap	N/Ap	0
<b>Adjusted Income-qualified Renter HHs**</b>	<b>N/Ap</b>	<b>N/Ap</b>	<b>1,091</b>	<b>N/Ap</b>	<b>N/Ap</b>	<b>1,091</b>

**Capture Rates (found on page 57)**

Targeted Population	30%	50%	60%	Market-rate	Other: __	Overall
Capture Rate:	N/Ap	N/Ap	8.50%	N/Ap	N/Ap	8.50%

\*Includes LIHTC and unrestricted (when applicable)

## **B. PROJECT DESCRIPTION**

**PROJECT DESCRIPTION****Project Address and Development Location:**

The Subject site is located at the northwest corner of Plant Street and Alabama Street, Macon, Bibb County, Georgia 31201. The site is currently improved as part of the Tindall Heights public housing project, which will be razed to make way for the Subject and future phases of new construction.

**Construction Type:**

The Subject will consist of two three-story lowrise buildings, which will be connected by a one story community building.

**Occupancy Type:**

Senior age 62 and older.

**Special Population Target:**

None.

**Number of Units by Bedroom Type and AMI Level:**

See following property profile.

**Unit Size:**

See following property profile.

**Structure Type:**

See following property profile.

**Rents and Utility Allowances:**

See following property profile.

**Existing or Proposed Project Based Rental Assistance:**

All of the units operate with an additional Project-Based Rental Assistance contract and tenants will pay 30 percent of their income on rent.

**Proposed Development Amenities:** See following property profile.

Tindall Seniors Towers

**Location** Plant Street & Alabama Street  
Macon, GA 31201  
Bibb County  
(verified)

**Units** 76

**Type** Lowrise (age-restricted)

**Year Built / Renovated** 2017 / n/a

**Tenant Characteristics** Seniors age 62+



Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?
1	1	Lowrise (3 stories)	66	737	\$542	\$0	@60% (PBRA)	n/a	N/A	N/A	N/A
2	2	Lowrise (3 stories)	6	1,160	\$634	\$0	@60% (PBRA)	n/a	N/A	N/A	N/A
2	2	Lowrise (3 stories)	4	1,253	\$634	\$0	@60% (PBRA)	n/a	N/A	N/A	N/A

Amenities

<b>In-Unit</b>	Blinds Carpeting Central A/C Dishwasher Ceiling Fan Garbage Disposal Hand Rails Microwave Oven Pull Cords Refrigerator Washer/Dryer hookup	<b>Security</b>	Limited Access Perimeter Fencing Video Surveillance
<b>Property</b>	Parking spaces: 143 Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Elevators Exercise Facility Central Laundry Off-Street Parking On-Site Management	<b>Premium</b>	none
<b>Services</b>	none	<b>Other</b>	none

<b>Scope of Renovations:</b>	<b>The Subject will be new construction</b>
<b>Current Rents:</b>	<b>The Subject will be new construction</b>
<b>Current Occupancy:</b>	<b>The Subject will be new construction</b>
<b>Current Tenant Income:</b>	<b>The Subject will be new construction</b>
<b>Placed in Service Date:</b>	The Subject is expected to be completed by December 2017.
<b>Conclusion:</b>	The Subject will be an excellent-quality two building lowrise apartment complex, comparable or superior to most of the inventory in the area. As new construction, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical obsolescence.

## **C. SITE EVALUATION**

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

Edward Mitchell visited the site on March 19, 2015.

**2. Physical Features of the Site:**

The following illustrates the physical features of the site.

*Frontage:*

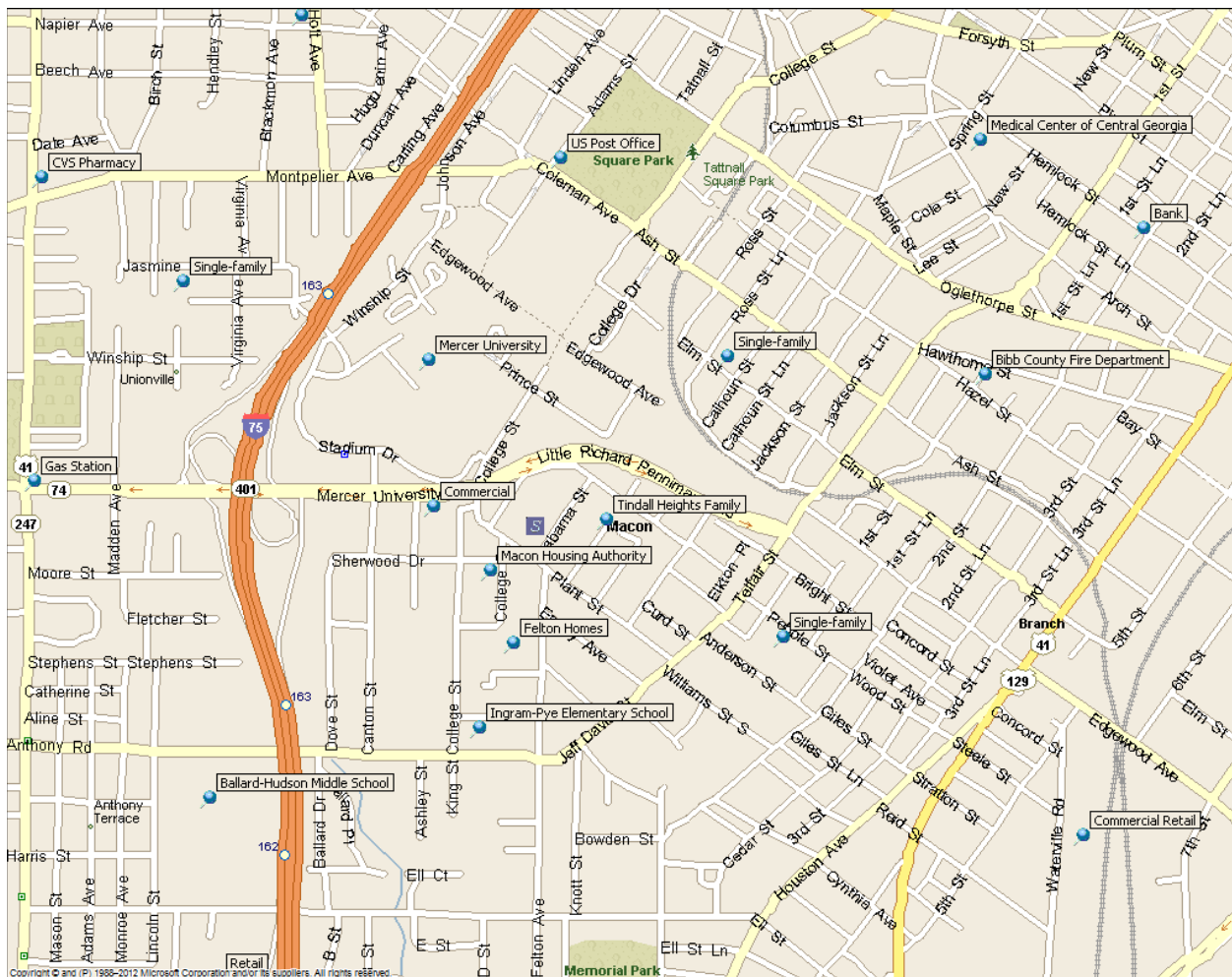
The Subject site has frontage along the north side of Plant Street and the west side of Alabama Street.

*Visibility/Views:*

The Subject will be located on the northern side of Plant Street. Visibility and views from the site will be good and initially will include vacant land following the demolition of Tindall Heights.

*Surrounding Uses:*

The following map illustrates the surrounding land uses.



The Subject site is located at the northwest corner of Plant Street and Alabama Street. The Subject site is currently occupied by an existing public housing development, which will be replaced by the Subject and future phases. Tindall



Heights was originally built in 1939 and renovated in 1980. The property currently exhibits fair condition. The Subject is the proposed first phase of the redevelopment of Tindall Heights. Tindall Heights will be demolished prior to the completion of the Subject. Further east of the Subject site are single-family homes in average to good condition. North of the Subject site is Mercer University, which exhibits good condition. Directly west of the Subject site are single-family homes, which exhibit good condition. Further west of the Subject site are light industrial commercial uses, which exhibit average condition. Directly south of the Subject site is the Macon Housing Authority, which exhibits average to good condition. Further south of the Subject site is Felton Homes, a 100-unit public housing development, which exhibits good condition. Felton Homes was excluded from our competitive rental analysis because it is 100 percent subsidized. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. However, there are a limited number of retail uses in the Subject's immediate neighborhood. The Subject site is considered "Car-Dependent" by *Walkscore* with a rating of 42. The Subject site is considered a desirable building site for senior rental housing. The Subject is located in a residential neighborhood. The uses surrounding the Subject are in good condition and the site has good proximity to locational amenities, which are within three miles of the Subject site.

*Positive/Negative Attributes of Site:* The Subject's proximity to retail and other locational amenities as well as its surrounding uses, which are in good condition, are considered positive attributes. The Subject site is located within two miles of downtown Macon. Additionally, the Subject site is within close proximity to Interstate 75, which provides convenient access to other employment centers.

### **3. Physical Proximity to Locational Amenities:**

The Subject is located within 2.7 miles of all locational amenities. Additionally, it is within two miles of downtown Macon, which offers several major employers.

4. Pictures of Site and Adjacent Uses:



*Subject site*



*Subject site*



*Subject site*



*Subject site*



*View south along Plant Street*



*View north along Plant Street*



*Macon Housing Authority*



*Macon Housing Authority*



*Single-family homes in Subject's neighborhood*



*Single-family home in Subject's neighborhood*



*Single-family home in Subject's neighborhood*



*House of worship*





*Mercer University*



*Youth center at Tindall Heights*

**5. Proximity to Locational Amenities:**

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



**LOCATIONAL AMENITIES**

#	Service or Amenity	Miles From Subject
1	Ingram-Pye Elementary School	0.5 miles
2	US Post Office	0.8 miles
3	Ballard-Hudson Middle School	0.8 miles
4	Gas Station	0.9 miles
5	Bibb County Fire Department	1.0 miles
6	Macon Police Department	1.1 miles
7	CVS Pharmacy	1.3 miles
8	Medical Center of Central Georgia	1.4 miles
9	Bank of America	1.5 miles
10	Central High School	2.1 miles
11	Middle Georgia Regional Library	2.3 miles
12	Save-A-Lot	2.7 miles

**6. Description of Land Uses:**

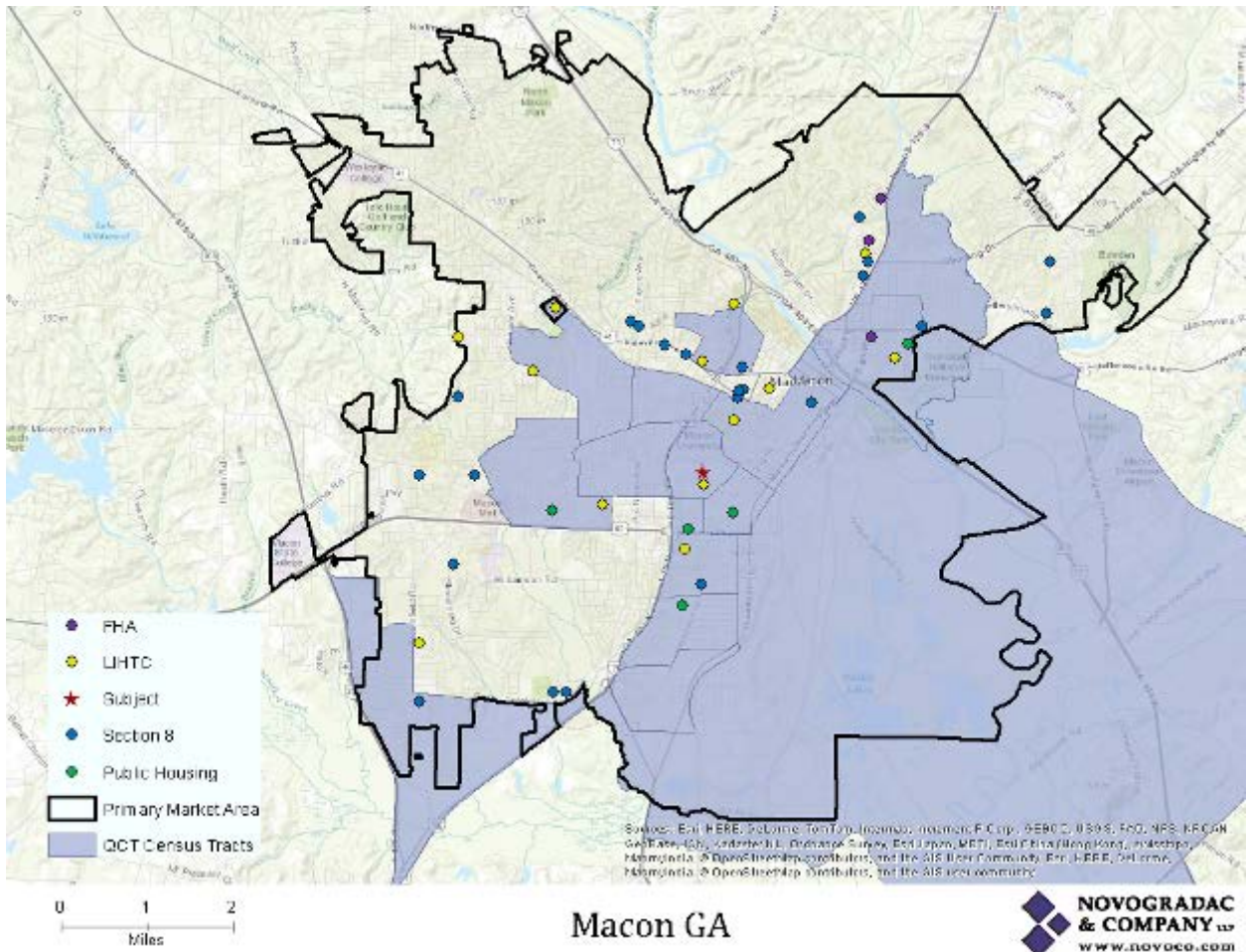
The Subject site is located at the northwest corner of Plant Street and Alabama Street. Land use directly east of the Subject site consists of Tindall Heights, which will be demolished prior to the completion of the Subject. The land is proposed for redevelopment into new affordable housing. Land use further east consists of residential uses. Land use north of the Subject consists of Mercer University. West of the Subject site are residential and commercial uses. The Macon Housing Authority is located south of the Subject site. Further south of the Subject site, land use consists of multifamily uses, which exhibits good condition. There are a limited number of retail uses in the Subject's immediate neighborhood. The Subject site is considered "Car-Dependent" by *Walkscore* with a rating of 42. The Subject is located in a residential neighborhood. The uses surrounding the Subject are in good condition and the site has good proximity to locational amenities, which are within three miles of the Subject site.

### 7. Existing Assisted Rental Housing

#### Property Map:

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

Name	Address	City	State	Zip Code	Type	Map Color	Included/Excluded	Reason for Exclusion
Tindall Seniors Towers	Plant Street & Alabama Street	Macon	GA	31201	LIHTC	Red Star	N/Ap	N/Ap
Grove Park Village	1505 Clinton Road	Macon	GA	31211	LIHTC	Yellow	Excluded	Dissimilar tenancy
Peachtree Street Homes	715 Peachtree Street	Macon	GA	31217	LIHTC		Excluded	Dissimilar unit types
Woodliff Homes	995 Washington Avenue	Macon	GA	31201	LIHTC	Yellow	Excluded	Dissimilar unit types
Tattnall Place	1188 Oglethorpe Street	Macon	GA	31201	LIHTC/Market/PBRA		Included	N/Ap
Pearl Stephens Village	3321 Napier Avenue	Macon	GA	31204	LIHTC/Market/Section 8	Yellow	Excluded	Subsidized
Baltic Park Apartments	822 Hightower Road	Macon	GA	31206	LIHTC/PBRA		Included	N/Ap
Anthony Arms	1692 Anthony Road	Macon	GA	31204	LIHTC/Section 8	Yellow	Excluded	Dissimilar unit types
Colony West Apartments	5284 Bloomfield Road	Macon	GA	31206	LIHTC/Section 8		Excluded	Subsidized
Kingston Gardens	4416 Mumford Road	Macon	GA	31204	LIHTC/Section 8	Yellow	Excluded	Subsidized
Ashton Riverside	575 Baxter Avenue	Macon	GA	31201	LIHTC/Section 8		Excluded	Subsidized
Bartlett Crossing	3027 Bonneville Drive	Macon	GA	31204	Public Housing/LIHTC	Yellow	Excluded	Dissimilar unit types
2009 Vineville	2009 Vineville Avenue	Macon	GA	31204	Public Housing/LIHTC/Market		Excluded	Mostly Subsidized
Felton Homes	2111 Felton Avenue	Macon	GA	31201	Public Housing/LIHTC/Section 8	Yellow	Excluded	Subsidized
Tinall Heights Family	Plant Street & Alabama Street	Macon	GA	31201	Public Housing		Excluded	Subsidized
Bowden Homes	2301 Houston Avenue	Macon	GA	31206	Public Housing	Green	Excluded	Subsidized
Davis Hoems	905 Main Street	Macon	GA	31217	Public Housing		Excluded	Subsidized
Mounts Homes	905 Main Street	Macon	GA	31217	Public Housing	Green	Excluded	Subsidized
Murphey Homes	900 A Street	Macon	GA	31206	Public Housing		Excluded	Subsidized
Pendleton Homes	3401 Houston Avenue	Macon	GA	31206	Public Housing	Green	Excluded	Subsidized
Anthony Homes	1793 Wren Avenue	Macon	GA	31204	Public Housing/Section 8		Excluded	Subsidized
Autumn Manor	502 Shurling Drive	Macon	GA	31211	Section 8	Blue	Excluded	Subsidized
Autumn Trace Apartments	1745 Rocky Creek Road	Macon	GA	31206	Section 8		Excluded	Subsidized
Bowden-Pendleton Homes	2301 Houston Avenue	Macon	GA	31206	Section 8	Blue	Excluded	Subsidized
Chambers Apartments	4150 Lions Place	Macon	GA	31206	Section 8		Excluded	Subsidized
Cisby Towers	2087 Vineville Avenue	Macon	GA	31204	Section 8	Blue	Excluded	Subsidized
Denspey Apartments	523 Cherry Street	Macon	GA	31201	Section 8		Excluded	Subsidized
Green Meadows Townhouses	3867 Log Cabin Drive	Macon	GA	31204	Section 8	Blue	Excluded	Subsidized
Ingleside Manor	470 Monroe Hill Lane	Macon	GA	31201	Section 8		Excluded	Subsidized
Latanya Village Apartments	2565 Millerfield Road	Macon	GA	31217	Section 8	Blue	Excluded	Subsidized
Macon Gardens Apartments	3601 Mercer University Drive	Macon	GA	31204	Section 8		Excluded	Subsidized
Magnolia Manor of Macon	200 Pierce Avenue	Macon	GA	31204	Section 8	Blue	Excluded	Subsidized
Magnolia Manor of Macon Supportive Housing	194 Pierce Avenue	Macon	GA	31204	Section 8		Excluded	Subsidized
Marc Resources I	805 Quinlan Drive	Macon	GA	31206	Section 8	Blue	Excluded	Subsidized
Marc Resources II	5593 Kiernan Drive	Macon	GA	31217	Section 8		Excluded	Subsidized
Marc Resources III	1832 Crestview Drive	Macon	GA	31211	Section 8	Blue	Excluded	Subsidized
Marc Resources IV	1612 Jefferson Road	Macon	GA	31201	Section 8		Excluded	Subsidized
Marc Resources V	145 Lake Wildwood	Macon	GA	31220	Section 8	Blue	Excluded	Subsidized
Marc VI	421 Bellerive Tree	Macon	GA	31216	Section 8		Excluded	Subsidized
Marc VII	466 Southern Oaks Drive	Macon	GA	31216	Section 8	Blue	Excluded	Subsidized
MaCafee Towers	1212 Gray Highway	Macon	GA	31211	Section 8		Excluded	Subsidized
Rockland Apartments	2295 Recreation Road	Macon	GA	31217	Section 8	Blue	Excluded	Subsidized
Saint Paul Apartments	1330 Forsyth Street	Macon	GA	31201	Section 8		Excluded	Subsidized
Saint Paul Village	1355 Forsyth Street	Macon	GA	31201	Section 8	Blue	Excluded	Subsidized
Sandy Springs Apartments	3044 Bloomfield Drive	Macon	GA	31206	Section 8		Excluded	Subsidized
Second Neighborhood	637 Bowman Street	Macon	GA	31217	Section 8	Blue	Excluded	Subsidized
Villa West Apartments	4006 Mercer University Drive	Macon	GA	31204	Section 8		Excluded	Subsidized
Vineville Christian Towers	2394 Vineville Avenue	Macon	GA	31204	Section 8	Blue	Excluded	Subsidized
Wilshire Woods Apartments	2560 Rocky Creek Road	Macon	GA	31206	Section 8		Excluded	Subsidized
Pine Ridge Apartments	1968 Clinton Road	Macon	GA	31211	FHA	Purple	Excluded	Subsidized
Overlook Gardens	1605 Clinton Road	Macon	GA	31211	FHA		Excluded	Subsidized
Laurel Baye Healthcare of Macon	505 Coliseum Drive	Macon	GA	31217	FHA	Purple	Excluded	Subsidized





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

We did not witness any road/infrastructure improvements during our field work. According to *41NBC.com*, the South Downtown Connector, which is the redevelopment on the Little Richard Penniman Boulevard, is about to start in in the Subject's neighborhood. Little Richard Penniman Boulevard is located north of the Subject site and borders the Tindall Heights public housing development. The project will involve road improvements, new street lighting, and will make the area more pedestrian friendly. The road will also offer bike lanes and help connect the west and east side of town. The project will make downtown Macon more accessible from the Subject site. The \$6.5 million project, which will start April 6, 2015, will be completed by the end of 2016, prior to the completion of the Subject.

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

The Subject site can be accessed from Plant Street, which is a two-lane neighborhood road that provides access to Mercer University Drive northwest of the Subject site. Mercer University Drive is a four-lane road that provides access to Interstate 75. Interstate 75 is located approximately 0.5 miles west of the Subject site. Overall, access and visibility are considered good.

**10. Environmental Concerns:**

None visible upon site inspection.

**11. Conclusion:**

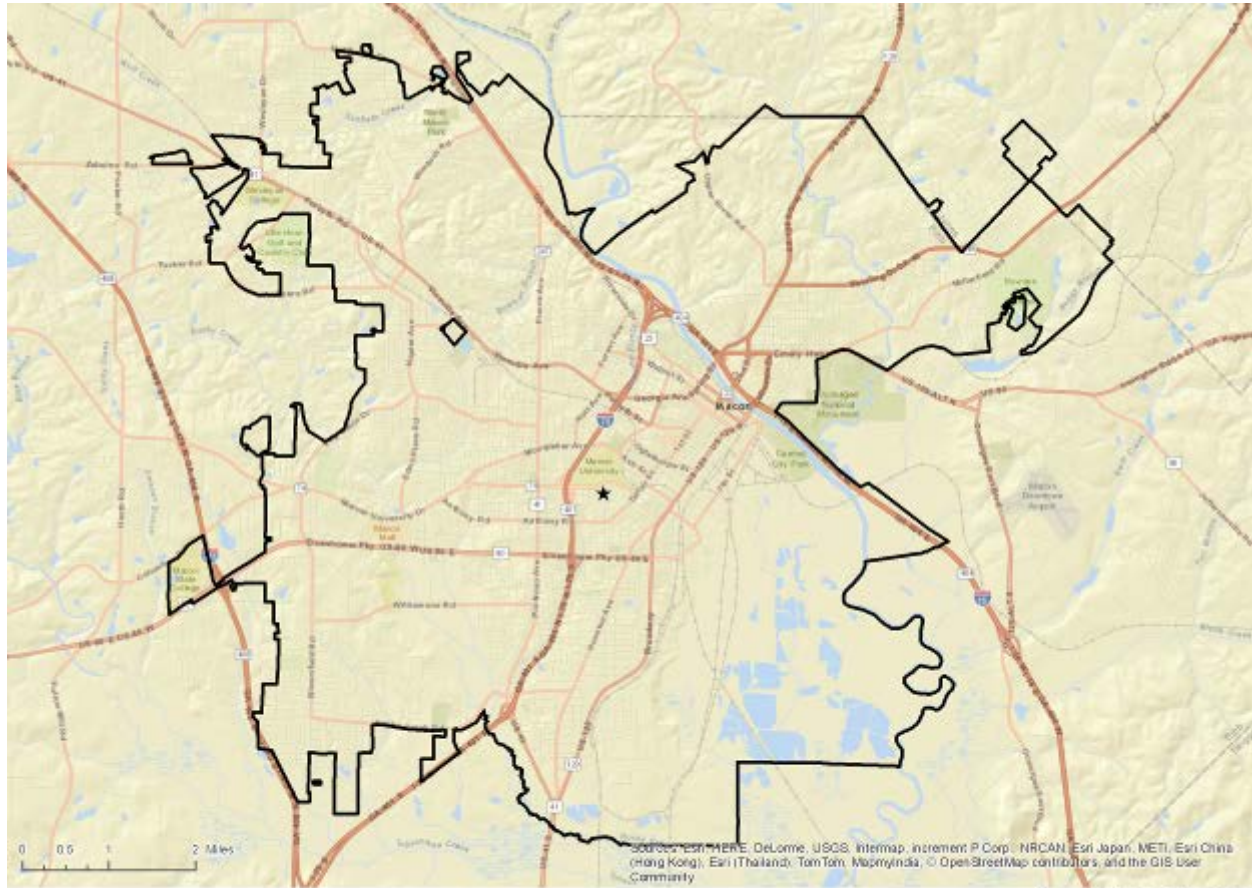
The Subject site is located at the northwest corner of Plant Street and Alabama Street. Surrounding uses consist of multifamily, commercial, and single-family uses. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. However, there are a limited number of retail uses in the Subject's immediate neighborhood. The Subject site is considered "Car-Dependent" by *Walkscore* with a rating of 42. The Subject site is considered a desirable building site for senior rental housing. The Subject is located in a residential neighborhood. The uses surrounding the Subject are in good condition and the site has good proximity to locational amenities, which are within three miles of the Subject site.

## **D. MARKET AREA**

**PRIMARY MARKET AREA**

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

**Primary Market Area Map**



Macon, GA



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

The PMA is defined as the City of Macon in its entirety. This area is generally known as the area northeast of Riverwood International Way, northwest of Highway 74, east of Interstate 475, and southwest of Interstate 75, southeast of the Bibb County line, and west of the Bibb County Line. This area was defined based on interviews with a member of the planning board, the local housing authority, the Macon-Bibb County Planning and Zoning Commission, and the Bureau of

Inspections and Fees. Furthermore, the determination of this market area was influenced by conversations with surveyed property managers, who reported that the majority of rental traffic originates primarily from the city limits.

While we do believe the Subject will experience leakage from outside the PMA boundaries; however, per the 2015 market study guidelines, we have not accounted for leakage in our demand analysis found later in this report. The furthest PMA boundary from the Subject is approximately 5.2 miles.

## **E. COMMUNITY DEMOGRAPHIC DATA**

## COMMUNITY DEMOGRAPHIC DATA

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

### 1. Population Trends

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

TOTAL POPULATION						
Year	PMA		Macon, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	97,032	-	222,367	-	281,421,906	-
2010	91,351	-0.6%	232,323	0.4%	308,745,538	1.0%
2015	90,978	-0.1%	232,323	0.0%	314,467,933	0.4%
Projected Mkt Entry December 2017	90,549	-0.2%	232,114	0.0%	321,340,837	0.9%
2019	90,268	-0.2%	231,977	0.0%	325,843,774	0.7%

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

TOTAL SENIOR POPULATION (62+)						
Year	PMA		Macon, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	15,728	-	31,881	-	41,475,021	-
2010	14,095	-1.0%	38,164	2.0%	50,358,738	2.1%
2015	15,166	1.4%	42,360	2.1%	54,877,680	1.7%
Projected Mkt Entry December 2017	16,134	2.6%	45,500	3.1%	60,236,192	4.0%
2019	16,768	2.1%	47,557	2.5%	63,746,942	3.2%

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

### POPULATION BY AGE GROUP

Age Cohort	PMA				
	2000	2010	2015	Projected Mkt Entry December 2017	2019
0-4	7,633	7,421	7,078	7,084	7,088
5-9	7,625	6,610	6,710	6,482	6,333
10-14	7,138	6,351	6,254	6,221	6,199
15-19	7,391	7,351	6,813	6,765	6,733
20-24	7,378	7,665	7,844	7,497	7,270
25-29	7,002	6,454	6,274	6,300	6,317
30-34	6,200	5,673	5,907	5,796	5,724
35-39	6,770	5,353	5,229	5,377	5,474
40-44	6,749	4,967	5,029	4,827	4,694
45-49	6,315	5,924	5,201	5,164	5,140
50-54	5,590	6,149	5,711	5,248	4,944
55-59	4,143	5,450	5,745	5,580	5,472
60-64	3,426	4,719	5,040	5,185	5,280
65-69	3,400	3,249	4,010	4,192	4,312
70-74	3,368	2,524	2,784	3,270	3,588
75-79	3,011	2,172	2,041	2,249	2,385
80-84	2,125	1,713	1,598	1,579	1,567
85+	1,768	1,606	1,709	1,733	1,748
<b>Total</b>	<b>97,032</b>	<b>91,351</b>	<b>90,977</b>	<b>90,549</b>	<b>90,268</b>

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

NUMBER OF ELDERLY AND NON-ELDERLY						
Year	PMA			Macon, GA MSA		
	Total Population	Non-Elderly	Elderly (62+)	Total Population	Non-Elderly	Elderly (62+)
2000	97,032	81,304	15,728	222,368	190,487	31,881
2010	91,351	77,256	14,095	232,293	194,129	38,164
2015	90,977	75,811	15,166	232,323	189,963	42,360
Projected Mkt Entry December 2017	90,549	74,415	16,134	232,114	186,614	45,500
2019	90,268	73,500	16,768	231,977	184,420	47,557

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

The general population in the PMA experienced a slight population decline from 2000 to 2015 and is projected to continue to decline albeit at a slightly slower rate through 2019. In comparison, the general population in the MSA increased slightly and is projected to continue to increase through 2019. The general population in the nation experienced significantly stronger population growth than the MSA and nation. The senior population in the PMA declined from 2000 to 2015, while the senior population in the MSA and nation experienced strong growth. This trend is expected to reverse over the next five years and the senior population in the PMA is expected to increase slightly slower than the MSA and nation through 2019. We believe the renewed growth of the senior population in the PMA is a positive indication of demand for the Subject’s proposed age-restricted units. Nearly 18 percent of the population in the PMA will be age 62 and older by the projected market entry date of December 2017.

## 2. Household Trends

### 2a. Total Number of Households, Average Household Size

TOTAL NUMBER OF HOUSEHOLDS				
Year	PMA		Macon, GA MSA	
	Number	Annual Change	Number	Annual Change
2000	38,934	-	85,031	-
2010	35,603	-0.9%	88,999	0.5%
2015	35,395	-0.1%	89,395	0.1%
Projected Mkt Entry December 2017	35,195	-0.2%	89,396	0.0%
2019	35,064	-0.2%	89,397	0.0%

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

TOTAL NUMBER OF SENIOR HOUSEHOLDS (62+)				
Year	PMA		Macon, GA MSA	
	Number	Annual Change	Number	Annual Change
2000	11,280	-	21,502	-
2010	9,679	-1.4%	23,804	1.1%
2015	9,924	0.5%	26,099	1.8%
Projected Mkt Entry December 2017	10,337	1.7%	27,755	2.6%
2019	10,607	1.4%	28,839	2.1%

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

AVERAGE HOUSEHOLD SIZE						
Year	PMA		Macon, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.40	-	2.54	-	2.58	-
2010	2.45	0.2%	2.52	-0.1%	2.58	0.0%
2015	2.45	0.0%	2.51	-0.1%	2.58	0.0%
Projected Mkt Entry December 2017	2.45	0.0%	2.51	0.0%	2.57	0.0%
2019	2.45	0.0%	2.51	0.0%	2.57	0.0%

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

The total number of senior households in the PMA decreased 1.4 percent from 2000 to 2010. Over the same period of time, the total number of senior households in the MSA increased 1.1 percent, lagging national increases. However, the total number of senior households in the PMA is expected to increase 1.2 percent, while the total number of households in the MSA increased 1.8 percent over the next five years. Average household size in the PMA is currently 2.45 persons; this is expected to remain constant through 2019. Overall, the projected increase in senior households age 62 and older is a positive indicator for the proposed Subject’s age-restricted units.

**2b. Households by Tenure**

The table below depicts senior household growth by tenure from 2000 through 2019.

TENURE PATTERNS - ELDERLY POPULATION (AGE 62+)								
Year	PMA				Macon, GA MSA			
	Owner-Occupied Units		Renter-Occupied Units		Owner-Occupied Units		Renter-Occupied Units	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
2000	7,352	65.2%	3,928	34.8%	16,250	75.6%	5,251	24.4%
2010	5,947	61.4%	3,732	38.6%	17,821	74.9%	5,983	25.1%
2015	6,015	60.6%	3,910	39.4%	19,487	74.7%	6,613	25.3%
Projected Mkt Entry December 2017	6,217	60.1%	4,119	39.9%	20,688	74.5%	7,066	25.5%
2019	6,350	59.9%	4,257	40.1%	21,475	74.5%	7,364	25.5%

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

Owner-occupied housing units dominate the PMA and are slightly more dominant in the MSA. However, the percent of senior renter-occupied housing in the PMA is higher than the national average of approximately 13 percent. The percentage of renter-occupied units is expected to increase slightly through 2019.

**2c. Households by Income**

The following table depicts senior household income in 2015, the projected market entry December 2017, and 2019 for the PMA.

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA (AGE 62+)						
Income Cohort	2015		Projected Mkt Entry December 2017		2019	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	1,252	32.0%	1,311	31.8%	1,349	31.7%
\$10,000-19,999	1,180	30.2%	1,220	29.6%	1,247	29.3%
\$20,000-29,999	392	10.0%	425	10.3%	447	10.5%
\$30,000-39,999	284	7.3%	298	7.2%	308	7.2%
\$40,000-49,999	180	4.6%	194	4.7%	204	4.8%
\$50,000-59,999	176	4.5%	197	4.8%	211	4.9%
\$60,000-74,999	123	3.1%	128	3.1%	132	3.1%
\$75,000-99,999	129	3.3%	139	3.4%	145	3.4%
\$100,000-124,999	63	1.6%	65	1.6%	66	1.6%
\$125,000-149,999	48	1.2%	49	1.2%	49	1.2%
\$150,000-199,999	54	1.4%	60	1.5%	63	1.5%
\$200,000+	29	0.8%	33	0.8%	36	0.8%
<b>Total</b>	<b>3,910</b>	<b>100.0%</b>	<b>4,119</b>	<b>100.0%</b>	<b>4,257</b>	<b>100.0%</b>

Source: Ribbon Demographics 2007, Novogradac & Company LLP, August 2010

Senior households earning under \$30,000 in the PMA comprise 72.2 percent of all income cohorts. Since the Subject will operate with a project-based subsidy and tenants will pay 30 percent of their income towards rent, the Subject will target households earning between \$0 and \$24,840, therefore, the Subject should be well-positioned to service this market. It should be noted that the area median income (AMI) in Bibb County has declined in 2013 and 2014. The



decline of 8.5 percent in 2014 is due to AMI being based on historical ACS survey data, which currently includes the years during national recession.

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

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

RENTER HOUSEHOLDS BY NUMBER OF PERSONS 62+ PMA										
	2000		2010		2015		Projected Mkt Entry December 2017		2019	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
With 1 Person	2,321	59.1%	2,398	55.8%	2,539	65.0%	2,670	64.8%	2,756	64.8%
With 2 Persons	1,219	31.0%	709	16.5%	742	19.0%	789	19.2%	820	19.3%
With 3 Persons	222	5.6%	261	6.1%	282	7.2%	301	7.3%	313	7.4%
With 4 Persons	91	2.3%	709	16.5%	133	3.4%	129	3.1%	127	3.0%
With 5+ Persons	76	1.9%	222	5.2%	214	5.5%	230	5.6%	240	5.6%
Total Renter Households	3,928	100.0%	4,299	100.0%	3,910	100.0%	4,119	100.0%	4,257	100.0%

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

The household size with the largest percentage of households is one person households, followed by two person households. In general, households with one and two people are expected to remain stable. The Subject will be an age-restricted development with one and two-bedroom floor plans, so this large percentage of one and two person senior households bodes well for the proposed Subject.

**Conclusion**

The senior population in the PMA declined from 2000 to 2015, while the senior population in the MSA and nation experienced strong growth. This trend is expected to reverse over the next five years and the senior population in the PMA is expected to increase slightly slower than the MSA and nation through 2019. We believe the renewed growth of the senior population in the PMA is a positive indication of demand for the Subject’s proposed age-restricted units. Nearly 18 percent of the population in the PMA will be age 62 and older by the projected market entry date of December 2017. The total number of senior households in the PMA decreased 1.4 percent from 2000 to 2010. Over the same period of time, the total number of senior households in the MSA increased 1.1 percent, lagging national increases. However, the total number of senior households in the PMA is expected to increase 1.2 percent, while the total number of households in the MSA increased 1.8 percent over the next five years.

Senior households earning under \$30,000 in the PMA comprise 72.2 percent of all income cohorts. Since the Subject will operate with a project-based subsidy and tenants will pay 30 percent of their income towards rent, the Subject will target households earning between \$0 and \$24,840, therefore, the Subject should be well-positioned to service this market. It should be noted that the area median income (AMI) in Bibb County has declined in 2013 and 2014. The decline of 8.5 percent in 2014 is due to AMI being based on historical ACS survey data, which currently includes the years during national recession.

Overall, the demographic data points to a growing senior population with household incomes in line with the Subject’s target. We believe the expected senior population and household growth in the PMA bodes well for the Subject’s proposed units.

## **F. EMPLOYMENT TRENDS**

## EMPLOYMENT TRENDS

The Subject is located in Macon, Bibb County, Georgia. The Subject, as proposed, will be a senior property with strict income limits. Therefore, we expect the majority of the tenants at the Subject will be retired or work part-time jobs. The following illustrates recent job growth and employment trends in the region.

According to the 2014 fourth quarter *Reis* report on Macon, the trade, transportation, and utilities sector is the largest sector in the local economy, with 21.2 percent of the employment. Education and Health Services, both stable industries, represent the second largest sector.

According to an April 2014 article in *The Telegraph*, “Geico To Hire 520 Workers In Macon This Year,” one of the largest employers in middle Georgia, Geico, will be adding a significant number of jobs in 2014. Geico employs approximately 5,700 people in middle Georgia and planned to add 520 new positions at the Macon Office, which is located approximately 8.9 miles east of the Subject site. Annual salaries for the positions range from \$28,000 to \$40,000 per year. The 10 percent increase in employment at the company is considered significant.

The Macon Economic Development Commission has six target industries which it works to promote in Macon; warehousing & distribution, shared services, aerospace, automotive, food processing, and advanced manufacturing. Macon is centrally located, which makes the area attractive for manufacturers and distributors. However, the area is not reliant on manufacturing as it is underrepresented in the PMA relative to the nation and only represents 5.7 percent of total employment in the PMA. Since 2000, manufacturing in the PMA has declined 3.2 percent annually. Manufacturing in the US has also slowly been declining over the past decade; however, in 2014 manufacturing growth in the US has been positive. According to a *Reuters* article, “U.S. Manufacturing Growth Slows to 13-month Low: ISM,” from March 2, 2015, the national factory activity continued to expand, but at a slightly slower rate than February 2014. There appears to be a general resurgence in manufacturing in the US, which could help the local economy grow in the future.

According to a *Georgia Trend* article, Macon | Bibb County: Working Together,” which appeared in the March 2014 issue, Kumho Tire is expecting to hire 300 workers and add 400 more over the following years, once its new production facility is completed. The facility is expected to open in January 2016. The company is investing approximately \$200 million in the new facility. The recent job expansions and high percentage of employment in stable industries are positive aspects of the local Macon economy. While, the economy has recently experienced slight total employment decline, the unemployment rate has been decreasing and we believe the region has a stable economy.

## 1. Total Jobs

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

Total Jobs in Bibb County, Georgia		
Year	Total Employment	% Change
2005	69,007	-
2006	69,189	0.26%
2007	69,376	0.27%
2008	69,802	0.61%
2009	70,265	0.66%
2010	67,122	-4.68%
2011	65,396	-2.64%
2012	66,416	1.54%
2013	66,954	0.80%
2014	67,077	0.18%
2015 YTD Average	66,677	-0.60%
Feb-14	67,203	-
Feb-15	66,802	-0.60%

Source: U.S. Bureau of Labor Statistics

YTD as of December 2015

As illustrated in the table above, Bibb County experienced a weakening economy during the national recession. The county began feeling the effects of the downturn in 2008 with its first employment decrease of the decade. Covered employment increased from 2012 to 2014. However, in year to date 2015, covered employment decreased slightly and from February 2014 and February 2015, covered employment declined by a similar amount. Boeing-Macon, Georgia, which is the 12<sup>th</sup> largest employer in Bibb County, announced a 464 worker layoff in August 2014. This is somewhat tempered, however, by the expansions and expected new jobs discussed previously. The local total employment remains below the pre-recession peak total employment.

## 2. Total Jobs by Industry

The following table illustrates the total jobs by employment sectors within Bibb County as of March 2014.

### March 2014 Covered Employment Bibb County, Georgia

	Number	Percent
<b>Total, all industries</b>	<b>3,075</b>	-
<b>Goods-producing</b>	<b>1,376</b>	-
Natural resources and mining	140	4.55%
Construction	871	28.33%
Manufacturing	365	11.87%
<b>Service-providing</b>	<b>1,699</b>	-
Trade, transportation, and utilities	725	23.58%
Information	-	-
Financial activities	100	3.25%
Professional and business services	137	4.46%
Education and health services	350	11.38%
Leisure and hospitality	278	9.04%
Other services	-	-
Unclassified	-	-

Source: Bureau of Labor Statistics, 2015

Construction is the largest industry in Bibb County, which is partially related to the new Kumho Tire production facility. Trade, transportation, and utilities are the second largest percentage of total employment in Bibb County. These industries are particularly vulnerable in economic downturns and are historically volatile industries, with the exception of utilities. Manufacturing the next largest industry within the PMA and has experienced significant declines since 2010, as previously mentioned. However, educational and health services are the fourth largest industry and is typically considered a stable industry.

## 2014 EMPLOYMENT BY INDUSTRY

Industry	<u>PMA</u>		<u>USA</u>	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Health Care/Social Assistance	6,173	17.2%	20,080,547	14.0%
Retail Trade	4,061	11.3%	16,592,605	11.6%
Educational Services	3,991	11.1%	12,979,314	9.1%
Accommodation/Food Services	3,746	10.5%	10,849,114	7.6%
Public Administration	2,411	6.7%	6,713,073	4.7%
Finance/Insurance	2,231	6.2%	6,884,133	4.8%
Other Services (excl Publ Adm)	2,135	6.0%	7,850,739	5.5%
Manufacturing	2,052	5.7%	15,162,651	10.6%
Construction	1,712	4.8%	8,291,595	5.8%
Admin/Support/Waste Mgmt Svcs	1,390	3.9%	6,316,579	4.4%
Prof/Scientific/Tech Services	1,350	3.8%	9,808,289	6.8%
Transportation/Warehousing	1,308	3.7%	5,898,791	4.1%
Real Estate/Rental/Leasing	846	2.4%	2,627,562	1.8%
Wholesale Trade	826	2.3%	3,628,118	2.5%
Information	575	1.6%	2,577,845	1.8%
Arts/Entertainment/Recreation	545	1.5%	3,151,821	2.2%
Utilities	170	0.5%	1,107,105	0.8%
Mining	166	0.5%	868,282	0.6%
Agric/Forestry/Fishing/Hunting	96	0.3%	1,800,354	1.3%
Mgmt of Companies/Enterprises	37	0.1%	97,762	0.1%
<b>Total Employment</b>	<b>35,821</b>	<b>100.0%</b>	<b>143,286,279</b>	<b>100.0%</b>

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

Health care/social assistance, retail trade, and educational services are the largest industries within the PMA. Combined they represent approximately 40 percent of total employment within the PMA. With the exception of retail trade, these industries have historically been stable, with health care/social assistance experiencing strong growth over the past decade. In general, the area is not overly reliant on a single industry. The PMA is overrepresented in the health care/social assistance, educational services, accommodation/food services, public administration, and finance/insurance industries, relative to the nation. Comparatively, the retail trade, manufacturing, and construction are underrepresented in the PMA.

### 3. Major Employers

The following table is a list of the top employers in Bibb County, GA.

#### 2015 MAJOR EMPLOYERS - BIBB COUNTY, GA

#	Company	Product	Employees
1	GEICO	Insurance	5,690
2	Naviecent Health Medical Center	Hospital	4,600
3	Macon-Bibb County Board of Education	Education	3,700
4	Macon-Bibb County	Public	2,103
5	Coliseum Health Systems	Hospital	1,400
6	Mercer University	Education	937
7	Wal-Mart Super Stores	Retail	740
8	YKK (USA) Incorporated	Zippers, Vinyl Windows	600
9	United States Postal Service	Pubic	600
10	Ricoh USA	Office Machines	575
11	Georgia Farm Bureau Federation	Insurance	525
12	The Boeing Company	Airplanes	518
13	Haeco	Airplanes	410
14	Bass Pro Shops	Retail Distribution	400
15	Armstrong World Industries	Ceiling Tiles	400

Source: Macon Economic Development Commission, March 2015

The previous table illustrates the top 15 employers in Bibb County, Georgia. A variety of major employers are represented on the list. Geico is the largest employer in the county, with a significantly higher number of employees than the remaining large employers. Additionally, the company announced a 10 percent increase in employment in 2014, which is a positive indication of health in the local economy. Two of the top five employers are in the healthcare sector, which is a stable industry and the largest employment sector in the PMA. The top 15 employers represent 23 percent of the total employment in the PMA, which is considered significant. Geico represents 5.6 percent of the total employment in the PMA. Overall, the major employers are considered diverse, similar to the overall economy, which is a positive aspect of the local economy.

#### Macon Economic Development Commission

We attempted to contact the Macon Economic Development Commission. However, our calls were not returned. According to our March 2014 interview, in January 2013, Tractor Supply Company announced the addition of 100 new positions; similarly, Bass Pro Shops announced that they would be adding 40 new positions in November 2013. New businesses in Macon include Go Green Bioproducts, which opened in June 2013 and employs 100 individuals, Aspen Products, which opened in December 2013 and employs 200 individuals, and Brasserie Circa, which opened in August. Also notable, Sonny's BBQ closed in November 2013, resulting in the loss of 40 positions.

According to the Georgia Department of Labor Worker Adjustment and Retraining Notification (WARN) list, there has been one announced layoff within the PMA since 2013. Boeing-Macon, Georgia, which is the 12<sup>th</sup> largest employer in Bibb County, announced a 464 worker layoff in August 2014. There have been no other layoffs since 2013, which is a positive sign for the local economy.

#### 4. Employment and Unemployment Trends

The following table details employment and unemployment trends for the MSA and nation from 2004 to December 2014.

##### EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

Year	Macon, GA MSA				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2004	104,116	1.4%	4.8%	0.3%	139,252,000	1.1%	5.5%	-0.5%
2005	104,739	0.6%	5.5%	0.7%	141,730,000	1.8%	5.1%	-0.4%
2006	105,357	0.6%	5.4%	0.0%	144,427,000	1.9%	4.6%	-0.5%
2007	106,421	1.0%	5.1%	-0.4%	146,047,000	1.1%	4.6%	0.0%
2008	107,219	0.8%	6.3%	1.3%	145,362,000	-0.5%	5.8%	1.2%
2009	102,232	-4.7%	9.4%	3.1%	139,877,000	-3.8%	9.3%	3.5%
2010	100,357	-1.8%	10.4%	1.0%	139,064,000	-0.6%	9.6%	0.3%
2011	101,622	1.3%	10.1%	-0.3%	139,869,000	0.6%	8.9%	-0.7%
2012	102,840	1.2%	9.4%	-0.7%	142,469,000	1.9%	8.1%	-0.8%
2013	102,353	-0.5%	8.5%	-0.8%	143,929,000	1.0%	7.4%	-0.7%
2014 YTD Average*	101,930	-0.4%	7.7%	-0.9%	146,305,333	1.7%	6.2%	-1.2%
Dec-2013	102,734	-	7.6%	-	144,423,000	-	6.5%	-
Dec-2014	102,120	-0.6%	6.8%	-0.8%	147,190,000	1.9%	5.4%	-1.1%

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

\*2014 data is through Dec

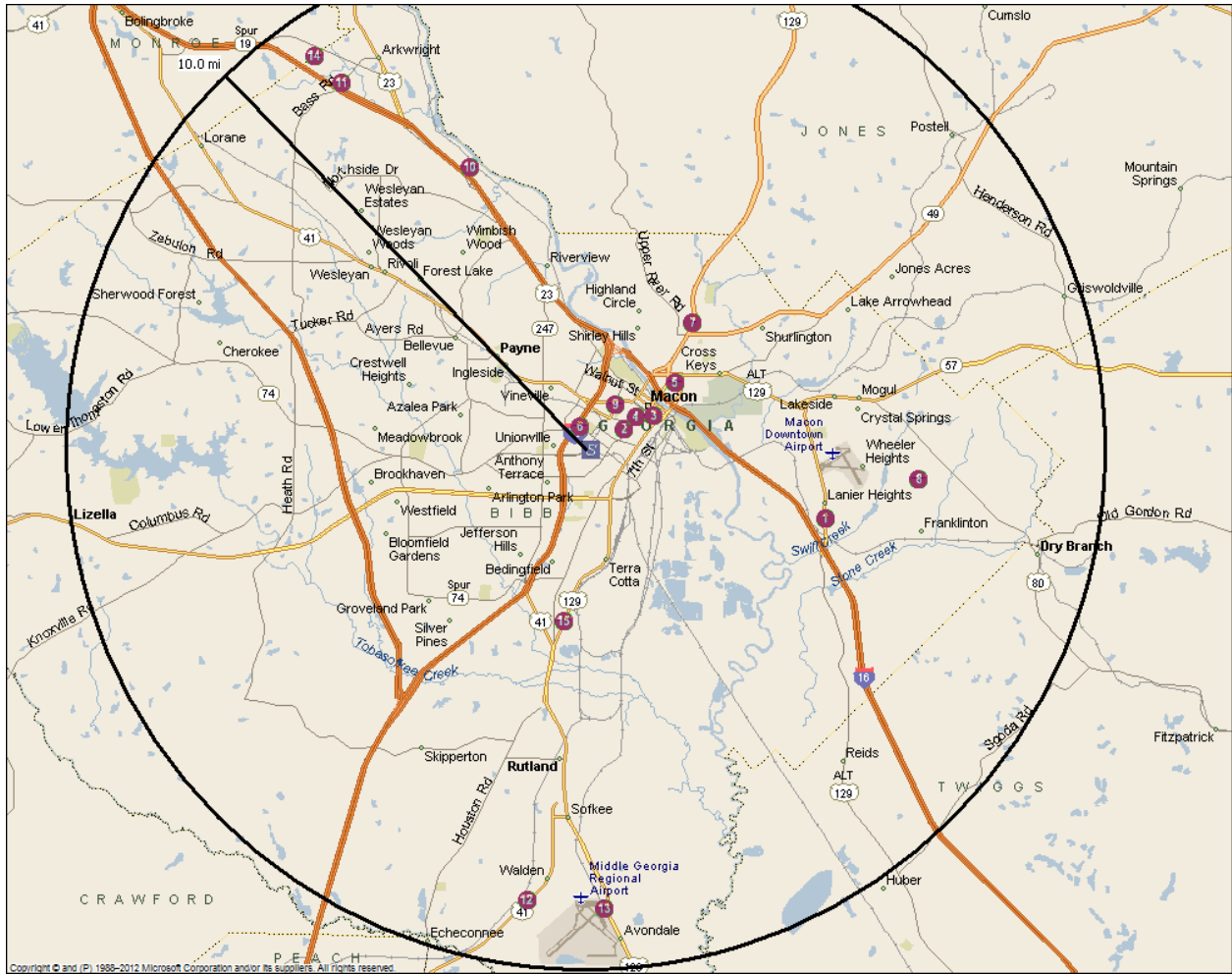
Prior to the national recession, total employment in the MSA increased at a slower rate than total employment in the nation. The area was affected by a declining manufacturing presence as manufacturing declined 3.2 percent annually from 2000 to 2014. During the national recession, the local economy experienced a higher percentage decline in total employment than the nation. From 2011 to 2012 total employment in the MSA increased 2.5 percent. However, beginning in 2013, total employment in the MSA started to decline. In the last three years, total employment in the MSA has declined 0.9 percent. From December 2013 to December 2014 total employment in the MSA decreased 0.6 percent. In comparison, the nation has experienced a 1.9 percent increase in total employment in 2014.

The unemployment rate in the MSA has remained elevated since the start of the national recession, relative to the national unemployment rate. The unemployment rate in the MSA peaked in 2010 at 10.4 percent and has since declined to 6.8 percent as of December 2014. The unemployment rate in the nation peaked in 2010 at 9.6 percent and has since declined to 5.4 percent. Overall, the local economy appears slightly weaker than the national economy. Total employment in the MSA is 4.8 percent below peak total employment in 2008, while total employment in the nation is 0.8 percent above the pre-recession peak total employment. However, we do not expect the slightly underperforming local economy to affect the performance of the Subject because the Subject will target seniors age 62 and older and will operate with project-based rental assistance, where tenants will pay 30 percent of their income towards rent.



### 5. Map of Site and Major Employment Concentrations

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



### 2015 MAJOR EMPLOYERS - BIBB COUNTY, GA

#	Company	Product	Employees
1	GEICO	Insurance	5,690
2	Naviecent Health Medical Center	Hospital	4,600
3	Macon-Bibb County Board of Education	Education	3,700
4	Macon-Bibb County	Public	2,103
5	Coliseum Health Systems	Hospital	1,400
6	Mercer University	Education	937
7	Wal-Mart Super Stores	Retail	740
8	YKK (USA) Incorporated	Zippers, Vinyl Windows	600
9	United States Postal Service	Pubic	600
10	Ricoh USA	Office Machines	575
11	Georgia Farm Bureau Federation	Insurance	525
12	The Boeing Company	Airplanes	518
13	Haeco	Airplanes	410
14	Bass Pro Shops	Retail Distribution	400
15	Armstrong World Industries	Ceiling Tiles	400

Source: Macon Economic Development Commission, March 2015

## Conclusion

Health care/social assistance, retail trade, and educational services are the largest industries within the PMA. Combined they represent approximately 40 percent of total employment within the PMA. With the exception of retail trade, these industries have historically been stable, with health care/social assistance experiencing strong growth over the past decade. In general, the area is not overly reliant on a single industry.

According to an April 2014 article in *The Telegraph*, “Geico To Hire 520 Workers In Macon This Year,” one of the largest employers in middle Georgia, Geico, will be adding a significant number of jobs in 2014. Geico employs approximately 5,700 people in middle Georgia and planned to add 520 new positions at the Macon Office, which is located approximately 8.9 miles east of the Subject site. Annual salaries for the positions range from \$28,000 to \$40,000 per year. The 10 percent increase in employment at the company is considered significant. According to a *Georgia Trend* article, Macon | Bibb County: Working Together,” which appeared in the March 2014 issue, Kumho Tire is expecting to hire 300 workers and add 400 more over the following years, once its new production facility is completed. The facility is expected to open in January 2016. The company is investing approximately \$200 million in the new facility.

From December 2013 to December 2014 total employment in the MSA decreased 0.6 percent. In comparison, the nation has experienced a 1.9 percent increase in total employment in 2014. The unemployment rate in the MSA has remained elevated since the start of the national recession, relative to the national unemployment rate. Overall, the local economy appears slightly weaker than the national economy. Total employment in the MSA is 4.8 percent below peak total employment in 2008, while total employment in the nation is 0.8 percent above the pre-recession peak total employment. However, we do not expect the slightly underperforming local economy to affect the performance of the Subject because the Subject will target seniors age 62 and older and will operate with project-based rental assistance, where tenants will pay 30 percent of their income towards rent.

## **G. PROJECT-SPECIFIC DEMAND ANALYSIS**

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

### **1. Income Restrictions**

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

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

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

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

### **2. Affordability**

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

### **3. Demand**

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

#### **3A. Demand from New Households**

The number of new households entering the market is the first level of demand calculated. We have utilized December 2017, the anticipated date of market entry, as the base year for the analysis. Therefore, 2015 household population estimates are inflated to December 2017 by interpolation of the difference between 2015 estimates and 2019 projections. This change in households is considered the gross potential demand for the Subject property. This number is adjusted for income eligibility and renter tenure. In the following tables this calculation is identified as Step 1. This is calculated as an annual demand number. In other words, this calculates the anticipated new households in December 2017. This number takes the overall

growth from 2015 to December 2017 and applies it to its respective income cohorts by percentage. This number does not reflect lower income households losing population, as this may be a result of simple dollar value inflation.

### **3B. Demand from Existing Households**

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

The second source (**2b.**) is households living in substandard housing. We will utilize this data to determine the number of current residents that are income eligible, renter tenure, overburdened and/or living in substandard housing and likely to consider the Subject. The third source (**2c.**) is those seniors likely to move from their own homes into rental housing. This source is only appropriate when evaluating senior properties and is determined by interviews with property managers in the PMA. It should be noted that per DCA guidelines, we have lowered demand from seniors who convert to homeownership to be at or below 2.0 percent of total demand.

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

### **3C. Secondary Market Area**

Per the 2015 GA DCA Qualified Allocation Plan (QAP) and Market Study Manual, GA DCA does not consider demand from outside the Primary Market Area (PMA), including the Secondary Market Area (SMA). Therefore, we have not accounted for leakage from outside the PMA boundaries in our demand analysis.

### **3D. Other**

DCA does not consider household turnover to be a source of market demand. Therefore, we have not accounted for household turnover in our demand analysis.

## **4. NET DEMAND, CAPTURE RATES AND STABILIZATION CALCULATIONS**

The following pages will outline the overall demand components added together (3(a), 3(b) and 3(c)) less the supply of competitive developments awarded and/or constructed or placed in service from 2013 to the present.

### **ADDITIONS TO SUPPLY**

Additions to supply will lower the number of potential qualified households. Pursuant to our understanding of DCA guidelines, we have deducted the following units from the demand analysis.

- Comparable/competitive LIHTC and bond units (vacant or occupied) that have been funded, are under construction, or placed in service in 2013 and 2014.
- Vacancies in projects placed in service prior to 2013 that have not reached stabilized occupancy (i.e. at least 90 percent occupied).

- Comparable/competitive conventional or market rate units that are proposed, are under construction, or have entered the market from 2013 to present. As the following discussion will demonstrate, competitive market rate units are those with rent levels that are comparable to the proposed rents at the Subject.

Per GA DCA guidelines, competitive units are defined as those units that are of similar size and configuration and provide alternative housing to a similar tenant population, at rent levels comparative to those proposed for the Subject development. There have been two properties funded, placed in service, or under construction since 2013.

A.L. Miller Village, which is being developed by Peachtree Housing, was allocated tax credits in 2014. The project will involve the rehabilitation of a historic school and the construction of nine single-family homes, which will be located 1.5 miles northwest of the Subject site. A.L. Miller Village will offer a total of 71 units; including 11 one-bedroom units, 31 two-bedroom units, and 29 three-bedroom units. The property will consist of 58 units restricted to 60 percent of the AMI and 13 units restricted to 50 percent of the AMI. Due to the family tenancy, the 71 units at A.L. Miller Village are not considered competitive with the proposed Subject and we have not deducted the proposed units from the demand analysis.

Hunt School Village, which is being developed by Hunt School Partners (In-Fill Housing, the same developer for Tindall Seniors Towers), was also allocated tax credits in 2014. Hunt School Village will consist of the rehabilitation of a vacant school, one new two-story lowrise building, and one new three-story lowrise building. The development will consist of 33 one-bedroom and 27 two-bedroom units. All 60 units will be restricted to 60 percent of the AMI and operate with project-based rental assistance. Therefore, tenants will pay 30 percent of their income towards rent. Since the property is subsidized, we have not removed the 60 units from the demand analysis.

### **PMA Occupancy**

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

PMA OCCUPANCY

Property Name	Occupancy	Type	Tenancy	Included/Excluded	Reason for Exclusion	Distance from Subject
Grove Park Village	N/A	LIHTC	Special Needs	Excluded	Dissimilar tenancy	4.9 miles
Peachtree Street Homes	100%	LIHTC	Family	Excluded	Dissimilar unit types	5.1 miles
Woodliff Homes	100%	LIHTC	Family	Excluded	Dissimilar unit types	2.4 miles
Tattnall Place	100%	LIHTC/Market/PBRA	Family	Included	N/Ap	1.5 miles
Pearl Stephens Village	100%	LIHTC/Market/Section 8	Senior	Excluded	Subsidized	2.9 miles
Baltic Park Apartments	100%	LIHTC/PBRA	Senior	Included	N/Ap	1.3 miles
Anthony Arms	100%	LIHTC/Section 8	Family	Excluded	Dissimilar unit types	1.5 miles
Colony West Apartments	100%	LIHTC/Section 8	Family	Excluded	Subsidized	4.9 miles
Kingston Gardens	100%	LIHTC/Section 8	Family	Excluded	Subsidized	4.1 miles
Ashton Riverside	100%	LIHTC/Section 8	Family	Excluded	Subsidized	3.2 miles
Bartlett Crossing	99%	Public Housing/LIHTC	Family	Excluded	Dissimilar unit types	1.8 miles
2009 Vineville	100%	Public Housing/LIHTC/Market	Senior	Excluded	Mostly Subsidized	2.0 miles
Felton Homes	100%	Public Housing/LIHTC/Section 8	Family	Excluded	Subsidized	0.2 miles
Ashley Towers Apartments	95%	Market	Family	Included	N/Ap	1.7 miles
Broadway Lofts	93%	Market	Family	Excluded	More comparable properties	1.5 miles
Brookhaven Townhomes	95%	Market	Family	Excluded	More comparable properties	4.8 miles
Brookwood Apartments	95%	Market	Family	Excluded	More comparable properties	3.5 miles
Chambers Cove Apartments	N/A	Market	Family	Excluded	Unable to contact	4.9 miles
College Park	88%	Market	Family	Excluded	More comparable properties	4.2 miles
Courtyard Apartments	100%	Market	Family	Excluded	More comparable properties	4.9 miles
Forest Pointe Apartments	97%	Market	Family	Excluded	More comparable properties	4.7 miles
Glenwood Village	98%	Market	Family	Excluded	More comparable properties	5.3 miles
Heaton Place	80%	Market	Family	Excluded	More comparable properties	5.0 miles
Hidden Lakes Apartments	100%	Market	Family	Included	N/Ap	2.5 miles
Highland Hills	97%	Market	Family	Excluded	Undergoing renovations	6.6 miles
Highland Park Apartments	90%	Market	Family	Excluded	Dissimilar unit types	4.8 miles
Kingstowne West	N/A	Market	Family	Excluded	Dissimilar unit types	4.3 miles
Lakeview Apartments	95%	Market	Family	Excluded	More comparable properties	7.4 miles
North Napier Apartments	100%	Market	Family	Excluded	More comparable properties	4.2 miles
Overlook Gardens	96%	Market	Family	Excluded	More comparable properties	5.6 miles
Pine Ridge Apartments	96%	Market	Family	Excluded	More comparable properties	5.6 miles
Ridge Point Apartments	98%	Market	Family	Included	N/Ap	2.9 miles
Riverbend Apartments	N/A	Market	Family	Excluded	Would not participate	3.0 miles
Robin Hood Village	100%	Market	Family	Excluded	More comparable properties	5.2 miles
Shadowood West Apartments	95%	Market	Family	Excluded	More comparable properties	4.4 miles
Sherwood Arms Apartments	N/A	Market	Family	Excluded	Unable to contact	4.5 miles
Summer Park	100%	Market	Family	Excluded	More comparable properties	4.7 miles
The Cliffs	99%	Market	Family	Excluded	More comparable properties	5.7 miles
The Massee	N/A	Market	Family	Excluded	Unable to contact	2.5 miles
The Summit Apartments	85%	Market	Family	Excluded	More comparable properties	3.2 miles
Vineville Garden Apartments	N/A	Market	Family	Excluded	Unable to contact	2.1 miles
Wesleyan Gardens	97%	Market	Family	Included	N/Ap	2.4 miles
Westminster	93%	Market	Family	Excluded	More comparable properties	3.2 miles
Woodcreek Apartments	93%	Market	Family	Excluded	More comparable properties	3.7 miles
<b>Average</b>	<b>97%</b>					

**Rehab Developments and PBRA**

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

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

**The Subject will benefit from a project-based rental assistance contract and tenants will pay 30 percent of their income on rent. Therefore, all units are presumed leasable.**

**Capture Rates**

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

Renter Household Income Distribution 2015-2019							
Tindall Seniors Towers							
PMA							
	2015		Projected Mkt Entry December 2017		2019		Percent Growth
	#	%	#	%	#	%	
\$0-9,999	1,252	32.0%	1,311	31.8%	1,349	31.7%	7.2%
\$10,000-19,999	1,180	30.2%	1,220	29.6%	1,247	29.3%	5.4%
\$20,000-29,999	392	10.0%	425	10.3%	447	10.5%	12.3%
\$30,000-39,999	284	7.3%	298	7.2%	308	7.2%	7.8%
\$40,000-49,999	180	4.6%	194	4.7%	204	4.8%	11.5%
\$50,000-59,999	176	4.5%	197	4.8%	211	4.9%	16.5%
\$60,000-74,999	123	3.1%	128	3.1%	132	3.1%	7.1%
\$75,000-99,999	129	3.3%	139	3.4%	145	3.4%	11.3%
\$100,000-124,999	63	1.6%	65	1.6%	66	1.6%	5.4%
\$125,000-149,999	48	1.2%	49	1.2%	49	1.2%	1.8%
\$150,000-199,999	54	1.4%	60	1.5%	63	1.5%	14.1%
\$200,000+	29	0.8%	33	0.8%	36	0.8%	18.1%
Total	3,910	100.0%	4,119	100.0%	4,257	100.0%	8.2%

Renter Household Income Distribution 2015 to Projected Market Entry December 2017					
Tindall Seniors Towers					
PMA					
	2015		Projected Mkt Entry December 2017		Percent Growth
	#	%	#	%	
\$0-9,999	1,252	32.0%	1,311	31.8%	4.5%
\$10,000-19,999	1,180	30.2%	1,220	29.6%	3.3%
\$20,000-29,999	392	10.0%	425	10.3%	7.8%
\$30,000-39,999	284	7.3%	298	7.2%	4.8%
\$40,000-49,999	180	4.6%	194	4.7%	7.3%
\$50,000-59,999	176	4.5%	197	4.8%	10.6%
\$60,000-74,999	123	3.1%	128	3.1%	4.4%
\$75,000-99,999	129	3.3%	139	3.4%	7.1%
\$100,000-124,999	63	1.6%	65	1.6%	3.4%
\$125,000-149,999	48	1.2%	49	1.2%	1.1%
\$150,000-199,999	54	1.4%	60	1.5%	9.0%
\$200,000+	29	0.8%	33	0.8%	11.7%
Total	3,910	100.0%	4,119	100.0%	5.1%

Tenure Prj Mrkt Entry December 2017	
Renter	60.1%
Owner	39.9%
Total	100.0%

Renter Household Size for Prj Mrkt Entry December 2017		
Size	Number	Percentage
1 Person	2,670	64.8%
2 Person	789	19.2%
3 Person	301	7.3%
4 Person	129	3.1%
5+ Person	230	5.6%
Total	4,119	100.0%

Renter Household Size for 2000		
Size	Number	Percentage
1 Person	6,948	35.0%
2 Person	5,424	27.3%
3 Person	3,255	16.4%
4 Person	2,201	11.1%
5+ Person	2,003	10.1%
Total	19,831	100.0%



60%AMI

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

Percent of AMI Level Minimum Income Limit Maximum Income Limit			60% \$0 \$24,840		
Income Category	Total Renter Households PMA Prj Mrkt Entry December 2017		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	1,311			
\$10,000-19,999	1,220	29.6%	\$9,999	100.0%	1,220
\$20,000-29,999	425	10.3%	\$4,840	48.4%	206
\$30,000-39,999	298	7.2%			
\$40,000-49,999	194	4.7%			
\$50,000-59,999	197	4.8%			
\$60,000-74,999	128	3.1%			
\$75,000-99,999	139	3.4%			
\$100,000-124,999	65	1.6%			
\$125,000-149,999	49	1.2%			
\$150,000-199,999	60	1.5%			
\$200,000+	33	0.8%			
	4,119	100.0%			2,736
Percent of renter households within limits versus total number of renter households					66.43%

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

Percent of AMI Level Minimum Income Limit Maximum Income Limit			60% \$0 \$24,840		
Income Category	New Renter Households - Total Change in Households PMA 2015 to Prj Mrkt Entry December 2017		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	67			
\$10,000-19,999	62	29.6%	\$9,999	100.0%	62
\$20,000-29,999	22	10.3%	\$4,840	48.4%	10
\$30,000-39,999	15	7.2%			
\$40,000-49,999	10	4.7%			
\$50,000-59,999	10	4.8%			
\$60,000-74,999	7	3.1%			
\$75,000-99,999	7	3.4%			
\$100,000-124,999	3	1.6%			
\$125,000-149,999	2	1.2%			
\$150,000-199,999	3	1.5%			
\$200,000+	2	0.8%			
	210	100.0%			139
Percent of renter households within limits versus total number of renter households					66.43%

Does the Project Benefit from Rent Subsidy? (Y/N) No  
 Type of Housing (Family vs Senior) Senior  
 Location of Subject (Rural versus Urban) Urban  
 Percent of Income for Housing \$0  
 2000 Median Income \$27,154  
 2015 Median Income \$27,636  
 Change from 2015 to Prj Mrkt Entry December 2017 \$482  
 Total Percent Change 1.8%  
 Average Annual Change 0.3%  
 Inflation Rate 0.3%  
 Maximum Allowable Income \$24,840  
 Maximum Allowable Income Inflation Adjusted \$24,840  
 Maximum Number of Occupants 2  
 Rent Income Categories 60%  
 Initial Gross Rent for Smallest Unit \$0  
 Initial Gross Rent for Smallest Unit Inflation Adjusted \$0

No		
Senior		
Urban		
\$0		
\$27,154		
\$27,636		
\$482		
1.8%		
0.3%		
0.3%	Two year adjustment	1.0000
\$24,840		
\$24,840		
2		
60%		
\$0		
\$0		

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

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2015 to Prj Mrkt Entry December 2017

Income Target Population		60%
New Renter Households PMA		210
Percent Income Qualified		66.4%
New Renter Income Qualified Households		139

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

Demand from Existing Households 2015

Demand from Rent Overburdened Households

Income Target Population		60%
Total Existing Demand		4,119
Income Qualified		66.4%
Income Qualified Renter Households		2,736
Percent Rent Overburdened Prj Mrkt Entry December 2017		32.5%
Rent Overburdened Households		889

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		2,736
Percent Living in Substandard Housing		0.7%
Households Living in Substandard Housing		19

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

Senior Households Converting from Homeownership

Income Target Population		60%
Total Senior Homeowners		4,119
Rural Versus Urban	0.50%	
Senior Demand Converting from Homeownership		21

Total Demand

Total Demand from Existing Households		928
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		928
Total New Demand		139
Total Demand (New Plus Existing Households)		1,067

Demand from Seniors Who Convert from Homeownership		21
Percent of Total Demand From Homeownership Conversion		1.9%
Is this Demand Over 2 percent of Total Demand?		No

By Bedroom Demand

One Person	64.8%	692
Two Persons	19.2%	204
Three Persons	7.3%	78
Four Persons	3.1%	33
Five Persons	5.6%	60
Total	100.0%	1,067

To place Person Demand into Bedroom Type Units		
Of one-person households in 1BR units	80%	553
Of two-person households in 1BR units	20%	41
Of one-person households in 2BR units	20%	138
Of two-person households in 2BR units	80%	164
Of three-person households in 2BR units	60%	47
Of three-person households in 3BR units	40%	31
Of four-person households in 3BR units	80%	27
Of five-person households in 3BR units	70%	42
Of four-person households in 4BR units	20%	7
Of five-person households in 4BR units	30%	18
Total Demand		1,067
Check		OK
Total Demand by Bedroom		60%
1 BR		594
2 BR		302
Total Demand		896
Additions To Supply 2015 to Proj Mrkt Entry December 2017		60%
1 BR		0
2 BR		0
Total		0
Net Demand		60%
1 BR		594
2 BR		302
Total		896
Developer's Unit Mix		60%
1 BR		66
2 BR		10
Total		76
Capture Rate Analysis		60%
1 BR		11.1%
2 BR		3.3%
Total		8.5%

Overall

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

Percent of AMI Level Minimum Income Limit Maximum Income Limit			Overall \$0 \$24,840		
Income Category	Total Renter Households PMA Prj Mrkt Entry December 2017		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	1,311			
\$10,000-19,999	1,220	29.6%	\$9,999	100.0%	1,220
\$20,000-29,999	425	10.3%	\$4,840	48.4%	206
\$30,000-39,999	298	7.2%			
\$40,000-49,999	194	4.7%			
\$50,000-59,999	197	4.8%			
\$60,000-74,999	128	3.1%			
\$75,000-99,999	139	3.4%			
\$100,000-124,999	65	1.6%			
\$125,000-149,999	49	1.2%			
\$150,000-199,999	60	1.5%			
\$200,000+	33	0.8%			
	4,119	100.0%			2,736
Percent of renter households within limits versus total number of renter households					66.43%

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

Percent of AMI Level Minimum Income Limit Maximum Income Limit			Overall \$0 \$24,840		
Income Category	New Renter Households - Total Change in Households PMA 2015 to Prj Mrkt Entry December 2017		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	67			
\$10,000-19,999	62	29.6%	\$9,999	100.0%	62
\$20,000-29,999	22	10.3%	\$4,840	48.4%	10
\$30,000-39,999	15	7.2%			
\$40,000-49,999	10	4.7%			
\$50,000-59,999	10	4.8%			
\$60,000-74,999	7	3.1%			
\$75,000-99,999	7	3.4%			
\$100,000-124,999	3	1.6%			
\$125,000-149,999	2	1.2%			
\$150,000-199,999	3	1.5%			
\$200,000+	2	0.8%			
	210	100.0%			139
Percent of renter households within limits versus total number of renter households					66.43%

Does the Project Benefit from Rent Subsidy? (Y/N)  
 Type of Housing (Family vs Senior)  
 Location of Subject (Rural versus Urban)  
 Percent of Income for Housing  
 2000 Median Income  
 2015 Median Income  
 Change from 2015 to Prj Mrkt Entry December 2017  
 Total Percent Change  
 Average Annual Change  
 Inflation Rate  
 Maximum Allowable Income  
 Maximum Allowable Income Inflation Adjusted  
 Maximum Number of Occupants  
 Rent Income Categories  
 Initial Gross Rent for Smallest Unit  
 Initial Gross Rent for Smallest Unit Inflation Adjusted

No
Senior
Urban
\$0
\$27,154
\$27,636
\$482
1.8%
0.3%
0.3%
Two year adjustment
1.0000
\$24,840
\$24,840
2
Overall
\$0
\$0

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

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2015 to Prj Mrkt Entry December 2017

Income Target Population	Overall
New Renter Households PMA	210
Percent Income Qualified	66.4%
New Renter Income Qualified Households	139

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

Demand from Existing Households 2015

Demand from Rent Overburdened Households

Income Target Population	Overall
Total Existing Demand	4,119
Income Qualified	66.4%
Income Qualified Renter Households	2,736
Percent Rent Overburdened Prj Mrkt Entry December 2017	32.5%
Rent Overburdened Households	889

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

Demand from Living in Substandard Housing

Income Qualified Renter Households	2,736
Percent Living in Substandard Housing	0.7%
Households Living in Substandard Housing	19

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

Senior Households Converting from Homeownership

Income Target Population	Overall
Total Senior Homeowners	4,119
Rural Versus Urban	0.5%
Senior Demand Converting from Homeownership	21

Total Demand

Total Demand from Existing Households	928
Adjustment Factor - Leakage from SMA	100%
Adjusted Demand from Existing Households	928
Total New Demand	139
Total Demand (New Plus Existing Households)	1,067

Demand from Seniors Who Convert from Homeownership	21
Percent of Total Demand From Homeownership Conversion	1.9%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	64.8%	692
Two Persons	19.2%	204
Three Persons	7.3%	78
Four Persons	3.1%	33
Five Persons	5.6%	60
Total	100.0%	1,067

To place Person Demand into Bedroom Type Units		
Of one-person households in 1BR units	80%	553
Of two-person households in 1BR units	20%	41
Of one-person households in 2BR units	20%	138
Of two-person households in 2BR units	80%	164
Of three-person households in 2BR units	60%	47
Of three-person households in 3BR units	40%	31
Of four-person households in 3BR units	80%	27
Of five-person households in 3BR units	70%	42
Of four-person households in 4BR units	20%	7
Of five-person households in 4BR units	30%	18
Total Demand		1,067
Check		OK
Total Demand by Bedroom		Overall
1 BR		594
2 BR		302
Total Demand		896
Additions To Supply 2015 to Proj Mrkt Entry December 2017		Overall
1 BR		0
2 BR		0
Total		0
Net Demand		Overall
1 BR		594
2 BR		302
Total		896
Developer's Unit Mix		Overall
1 BR		66
2 BR		10
Total		76
Capture Rate Analysis		Overall
1 BR		11.1%
2 BR		3.3%
Total		8.5%

### **Conclusions**

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

- The number of senior households in the PMA is expected to increase 1.4 percent between 2014 and 2019.
- This demand analysis does not measure the PMA's or Subject's ability to attract additional or latent demand into the market from elsewhere by offering an affordable option. We believe this to be moderate and therefore the demand analysis is somewhat conservative in its conclusions because this demand is not included.

**CAPTURE RATE ANALYSIS CHART**

Unit Size	Income limits	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band Min-Max	Proposed Rents
1BR/1BA @60% (PBRA)	\$0 to \$21,720	66	594	0	594	11.1%	Three months	\$543	\$456 to \$662	BOI
2BA/2BA @60% (PBRA)	\$0 to \$24,840	10	302	0	302	3.3%	Three months	\$642	\$484 to \$840	BOI
Overall @60%	\$0 to \$24,840	76	896	0	896	8.5%	Three months	-	-	BOI

**Demand and Net Demand**

	HH at 60% AMI (\$0 to \$24,840)	All Tax Credit Households
Demand from New Households (age and income appropriate)	139	139
<b>PLUS</b>	+	+
Demand from Existing Renter Households - Substandard Housing	19	19
<b>PLUS</b>	+	+
Demand from Existing Renter Housholds - Rent Overburdened Households	889	889
<b>PLUS</b>	+	+
<b>Secondary Market Demand adjustment IF ANY Subject to 15% Limitation</b>	<b>0</b>	<b>0</b>
<b>Sub Total</b>	<b>1047</b>	<b>1047</b>
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 20% where applicable)	21	21
<b>Equals Total Demand</b>	<b>1067</b>	<b>1067</b>
<b>Less</b>	-	-
Supply of comparable LIHTC or Market Rate housing units built and/or planned in the projected market	0	0
<b>Equals Net Demand</b>	<b>1067</b>	<b>1067</b>

\*Not adjusted for bedroom specific demand

As the analysis illustrates, the Subject’s capture rates at the 60 percent AMI level will range from 3.3 to 11.1 percent, with an overall capture rate of 8.5 percent. Therefore, we believe there is adequate demand for the Subject.



## **H. COMPETITIVE RENTAL ANALYSIS**

### Survey of Comparable Projects

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes nine “true” comparable properties containing 851 units. A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided in the addenda. A map illustrating the location of the Subject in relation to comparable properties is also provided in the addenda. The properties are further profiled in the following write-ups. The property descriptions include information on vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available.

The availability of LIHTC data is considered good; there are 13 LIHTC properties in the PMA. However, the majority of these properties were excluded because they either operate with an additional subsidy, where tenants pay 30 percent of their income towards rent or the properties offer dissimilar unit types. The Subject will target the senior population and we have included the only two senior LIHTC properties that do not operate with an additional subsidy as comparables. Note that one of the senior LIHTC properties, Ashton Hills Apartments, is located outside of the PMA. We have also included three LIHTC properties that target the general population and offer similar unit types in comparison to the proposed Subject. Note that two of these comparable properties are located slightly outside the PMA, but operate within the same general market as the Subject and are considered comparable to the proposed Subject. The comparable LIHTC properties are located 1.3 to 10.3 miles from the proposed Subject.

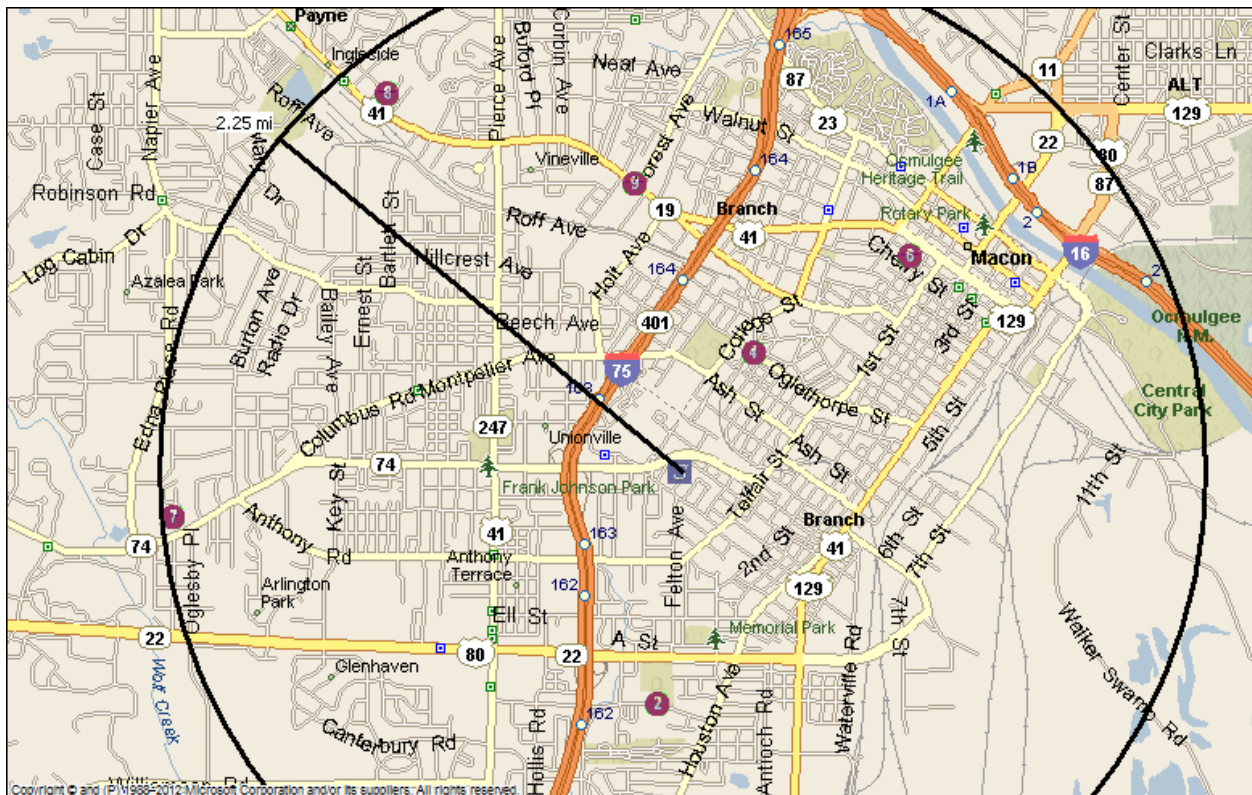
The availability of market rate data is considered good. The Subject is located in Macon and there are several market rate properties in the area. We have included four conventional properties in our analysis of the competitive market. Additionally, two of the LIHTC properties are mixed-income and offer unrestricted market rate units. All of the market rate properties are located in the PMA, between 1.7 and 2.9 miles from the Subject site. These comparables were built or renovated between the 1970s and 2003. There are a limited number of new construction market rate properties in the area. Overall, we believe the market rate properties we have used in our analysis are the most comparable. Other market rate properties were excluded based on proximity and unit types.

## Excluded Properties

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

EXCLUDED PROPERTIES					
Property Name	Occupancy	Type	Tenancy	Reason for Exclusion	Distance from Subject
Grove Park Village	N/A	LIHTC	Special Needs	Dissimilar tenancy	4.9 miles
Peachtree Street Homes	100%	LIHTC	Family	Dissimilar unit types	5.1 miles
Woodliff Homes	100%	LIHTC	Family	Dissimilar unit types	2.4 miles
Pearl Stephens Village	100%	LIHTC/Market/Section 8	Senior	Subsidized	2.9 miles
Anthony Arms	100%	LIHTC/Section 8	Family	Dissimilar unit types	1.5 miles
Colony West Apartments	100%	LIHTC/Section 8	Family	Subsidized	4.9 miles
Kingston Gardens	100%	LIHTC/Section 8	Family	Subsidized	4.1 miles
Ashton Riverside	100%	LIHTC/Section 8	Family	Subsidized	3.2 miles
Bartlett Crossing	99%	Public Housing/LIHTC	Family	Dissimilar unit types	1.8 miles
2009 Vineville	100%	Public Housing/LIHTC/Market	Senior	Mostly Subsidized	2.0 miles
Felton Homes	100%	Public Housing/LIHTC/Section 8	Family	Subsidized	0.2 miles
Broadway Lofts	93%	Market	Family	More comparable properties	1.5 miles
Brookhaven Townhomes	95%	Market	Family	More comparable properties	4.8 miles
Brookwood Apartments	95%	Market	Family	More comparable properties	3.5 miles
Chambers Cove Apartments	N/A	Market	Family	Unable to contact	4.9 miles
College Park	88%	Market	Family	More comparable properties	4.2 miles
Courtyard Apartments	100%	Market	Family	More comparable properties	4.9 miles
Forest Pointe Apartments	97%	Market	Family	More comparable properties	4.7 miles
Glenwood Village	98%	Market	Family	More comparable properties	5.3 miles
Heaton Place	80%	Market	Family	More comparable properties	5.0 miles
Highland Hills	97%	Market	Family	Undergoing renovations	6.6 miles
Highland Park Apartments	90%	Market	Family	Dissimilar unit types	4.8 miles
Kingstowne West	N/A	Market	Family	Dissimilar unit types	4.3 miles
Lakeview Apartments	95%	Market	Family	More comparable properties	7.4 miles
North Napier Apartments	100%	Market	Family	More comparable properties	4.2 miles
Overlook Gardens	96%	Market	Family	More comparable properties	5.6 miles
Pine Ridge Apartments	96%	Market	Family	More comparable properties	5.6 miles
Riverbend Apartments	N/A	Market	Family	Would not participate	3.0 miles
Robin Hood Village	100%	Market	Family	More comparable properties	5.2 miles
Shadowood West Apartments	95%	Market	Family	More comparable properties	4.4 miles
Sherwood Arms Apartments	N/A	Market	Family	Unable to contact	4.5 miles
Summer Park	100%	Market	Family	More comparable properties	4.7 miles
The Cliffs	99%	Market	Family	More comparable properties	5.7 miles
The Massee	N/A	Market	Family	Unable to contact	2.5 miles
The Summit Apartments	85%	Market	Family	More comparable properties	3.2 miles
Vineville Garden Apartments	N/A	Market	Family	Unable to contact	2.1 miles
Westminster	93%	Market	Family	More comparable properties	3.2 miles
Woodcreek Apartments	93%	Market	Family	More comparable properties	3.7 miles
<b>Average</b>	<b>96%</b>				

### Comparable Rental Property Map



**COMPARABLE PROPERTIES**

<b>#</b>	<b>Property Name</b>	<b>City</b>	<b>Type</b>	<b>Tenancy</b>	<b>Distance</b>
1	Ashton Hill Apartments	Macon	LIHTC	Senior	10.3 miles
2	Baltic Park Apartments	Macon	LIHTC/PBRA	Senior	1.3 miles
3	Pinewood Park	Macon	LIHTC/Market	Family	4.3 miles
4	Tattnall Place	Macon	LIHTC/Market	Family	1.5 miles
5	West Club Apartments	Macon	LIHTC	Family	4.4 miles
6	Ashley Towers Apartments	Macon	Market	Family	1.7 miles
7	Hidden Lakes Apartments	Macon	Market	Family	2.5 miles
8	Ridge Point Apartments	Macon	Market	Family	2.9 miles
9	Wesleyan Gardens	Macon	Market	Family	2.4 miles

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

SUMMARY MATRIX

Comp #	Project	Distance	Type / Built / Renovated	Market / Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Max Rent?	Wait List?	Units Vacant	Vacancy Rate
Subject	Tindall Seniors Towers Plant Street & Alabama Street Macon, GA 31201 Bibb County	n/a	Lowrise (age-restricted) (3 stories) 2017 / n/a	@60% (PBRA)	1BR / 1BA	66	86.80%	@60%	\$542	737	n/a		N/A	N/A
					2BR / 2BA	6	7.90%	@60%	\$634	1,160	n/a	N/A	N/A	
					2BR / 2BA	4	5.30%	@60%	\$634	1,253	n/a	N/A	N/A	
						76	100%					N/A	N/A	
1	Ashton Hill Apartments 925 Tolliver Place Macon, GA 31204 Bibb County	10.3 miles	Garden (age-restricted) (3 stories) 2001 / n/a	@50%, @60%	1BR / 1BA	46	57.50%	@50%	\$424	697	yes	Yes	6	13.00%
					1BR / 1BA	10	12.50%	@60%	\$489	697	yes	Yes	0	0.00%
					2BR / 2BA	20	25.00%	@50%	\$508	951	yes	Yes	0	0.00%
					2BR / 2BA	4	5.00%	@60%	\$565	951	yes	Yes	0	0.00%
						80	100%					6	7.50%	
2	Baltic Park Apartments 822 Hightower Road Macon, GA 31206 Bibb County	1.3 miles	Garden (age-restricted) (2 stories) 2003 / n/a	@50%, @60%, @60% (PBRA)	1BR / 1BA	4	4.90%	@50%	\$445	891	no	Yes	0	0.00%
					1BR / 1BA	41	50.00%	@60%	\$445	891	no	Yes	0	0.00%
					1BR / 1BA	13	15.90%	@60%	\$445	891	no	Yes	0	0.00%
					2BR / 1BA	2	2.40%	@50%	\$505	1,139	n/a	Yes	0	0.00%
					2BR / 1BA	11	13.40%	@60%	\$505	1,139	no	Yes	0	0.00%
					2BR / 1BA	11	13.40%	@60%	\$505	1,139	no	Yes	0	0.00%
						82	100%					0	0.00%	
3	Pinewood Park 4755 Mercer University Drive Macon, GA 31207 Bibb County	4.3 miles	Garden (3 stories) 2006 / n/a	@30%, @50%, @60%, Market	1BR / 1BA	6	4.10%	@30%	\$207	846	yes	Yes	0	0.00%
					1BR / 1BA	36	24.30%	@50%	\$393	846	yes	Yes	1	2.80%
					1BR / 1BA	4	2.70%	@60%	\$465	846	yes	Yes	0	0.00%
					1BR / 1BA	2	1.40%	Market	\$550	846	n/a	Yes	0	0.00%
					2BR / 2BA	6	4.10%	@30%	\$246	1,186	yes	Yes	0	0.00%
					2BR / 2BA	36	24.30%	@50%	\$470	1,186	yes	Yes	2	5.60%
					2BR / 2BA	6	4.10%	@60%	\$515	1,186	yes	Yes	0	0.00%
					2BR / 2BA	10	6.80%	Market	\$685	1,186	n/a	Yes	0	0.00%
					3BR / 2BA	6	4.10%	@30%	\$260	1,373	yes	Yes	0	0.00%
					3BR / 2BA	28	18.90%	@50%	\$518	1,373	yes	Yes	0	0.00%
					3BR / 2BA	4	2.70%	@60%	\$625	1,373	no	Yes	1	25.00%
					3BR / 2BA	4	2.70%	Market	\$750	1,373	n/a	Yes	0	0.00%
						148	100%					4	2.70%	
					4	Tattall Place 1188 Oglethorpe Street Macon, GA 31201 Bibb County	1.5 miles	Various (2 stories) 2006 / n/a	@60%, Market, PBRA	1BR / 1BA (Garden)	3	3.10%	@60%	\$541
1BR / 1BA (Garden)	3	3.10%	Market	\$599						690	n/a	Yes	0	0.00%
1BR / 1BA (Garden)	6	6.20%	PBRA	N/A						690	n/a	Yes	0	0.00%
2BR / 1.5BA (Garden)	4	4.10%	Market	\$760						1,308	n/a	Yes	0	0.00%
2BR / 1.5BA (Townhouse)	16	16.50%	@60%	\$645						1,245	yes	Yes	0	0.00%
2BR / 1.5BA (Townhouse)	16	16.50%	Market	\$760						1,245	n/a	Yes	0	0.00%
2BR / 1.5BA (Townhouse)	17	17.50%	PBRA	N/A						1,245	n/a	Yes	0	0.00%
2BR / 2BA (Garden)	6	6.20%	@60%	\$645						1,308	yes	Yes	0	0.00%
2BR / 2BA (Garden)	1	1.00%	Market	\$760						1,308	n/a	Yes	0	0.00%
2BR / 2BA (Garden)	1	1.00%	PBRA	N/A						1,308	n/a	Yes	0	0.00%
3BR / 2.5BA (Townhouse)	8	8.20%	@60%	\$724						1,548	yes	Yes	0	0.00%
3BR / 2.5BA (Townhouse)	3	3.10%	@60%	\$724						1,722	yes	Yes	0	0.00%
3BR / 2.5BA (Townhouse)	5	5.20%	Market	\$860						1,722	n/a	Yes	0	0.00%
3BR / 2.5BA (Townhouse)	8	8.20%	PBRA	N/A						1,548	n/a	Yes	0	0.00%
	97	100%					0	0.00%						
5	West Club Apartments 159 Steven Drive Macon, GA 31210 Bibb County	4.4 miles	Garden (2 stories) 1998 / n/a	@30%, @50%, @60%	1BR / 1BA	6	4.30%	@30%	\$171	780	no	No	N/A	N/A
					1BR / 1BA	2	1.40%	@60%	\$498	780	no	No	N/A	N/A
					2BR / 2BA	36	25.70%	@50%	\$404	1,078	no	No	N/A	N/A
					2BR / 2BA	40	28.60%	@60%	\$535	1,078	no	No	N/A	N/A
					3BR / 2BA	48	34.30%	@60%	\$682	1,212	no	Yes	N/A	N/A
					4BR / 2BA	8	5.70%	@60%	\$745	1,348	no	No	N/A	N/A
						140	100%					9	6.40%	
6	Ashley Towers Apartments 365 New Street Macon, GA 31201 Bibb County	1.7 miles	Highrise (10 stories) 1951 / 1992	Market, Non-Rental	Studio / 1BA	10	16.70%	Market	\$414	300	n/a	No	0	0.00%
					1BR / 1BA	20	33.30%	Market	\$474	450	n/a	No	3	15.00%
					1BR / 1BA	20	33.30%	Market	\$484	500	n/a	No	0	0.00%
					2BR / 1BA	9	15.00%	Market	\$580	700	n/a	No	0	0.00%
					2BR / 1BA	1	1.70%	Non-Rental	N/A	700	n/a	No	N/A	N/A
	60	100%					3	5.00%						
7	Hidden Lakes Apartments 180 Hidden Lake Court Macon, GA 31204 Bibb County	2.5 miles	Garden (2 stories) 1978 / 2003	Market	1BR / 1BA	50	34.70%	Market	\$487	890	n/a	No	0	0.00%
					2BR / 2BA	70	48.60%	Market	\$570	1,230	n/a	No	0	0.00%
					3BR / 2BA	24	16.70%	Market	\$651	1,295	n/a	No	0	0.00%
						144	100%					0	0.00%	
8	Ridge Point Apartments 2981 Ridge Avenue Macon, GA 32104 Bibb County	2.9 miles	Garden (2 stories) 1985 / n/a	Market	1BR / 1BA	16	40.00%	Market	\$522	881	n/a	No	0	0.00%
					2BR / 2BA	16	40.00%	Market	\$605	1,240	n/a	Yes	1	6.20%
					3BR / 2BA	8	20.00%	Market	\$686	1,344	n/a	Yes	0	0.00%
						40	100%					1	2.50%	
9	Wesleyan Gardens 2056 Vineville Avenue Macon, GA 31204 Bibb County	2.4 miles	Garden (2 stories) 1970s / n/a	Market	1BR / 1BA	24	40.00%	Market	\$417	675	n/a	No	1	4.20%
					2BR / 2BA	18	30.00%	Market	\$485	1,075	n/a	No	1	5.60%
					2BR / 2BA	18	30.00%	Market	\$515	1,075	n/a	No	0	0.00%
						60	100%					2	3.30%	

Tindall Seniors Towers Macon, GA; Market Study

RENT AND SQUARE FOOTAGE RANKING -- All rents adjusted for utilities and concessions extracted from the market.						
Effective Rent Date:		Mar-15	Units Surveyed:	851	Weighted Occupancy:	97.10%
			Market Rate	304	Market Rate	98.00%
			Tax Credit	547	Tax Credit	96.50%
One Bedroom One Bath			Two Bedrooms Two Bath			
RENT	Property	Average	Property	Average	Property	Average
	Tattnall Place * (M)	\$599	Tattnall Place * (M)	\$760		
	Pinewood Park * (M)	\$550	Pinewood Park * (M)	\$685		
	<b>Tindall Seniors Towers * (60%)</b>	<b>\$542</b>	Tattnall Place * (60%)	\$645		
	Tattnall Place * (60%)	\$541	<b>Tindall Seniors Towers * (60%)</b>	<b>\$634</b>		
	Ridge Point Apartments	\$522	<b>Tindall Seniors Towers * (60%)</b>	<b>\$634</b>		
	West Club Apartments * (60%)	\$498	Ridge Point Apartments	\$605		
	Ashton Hill Apartments * (60%)	\$489	Ashley Towers Apartments (1BA)	\$580		
	Hidden Lakes Apartments	\$487	Hidden Lakes Apartments	\$570		
	Ashley Towers Apartments	\$484	Ashton Hill Apartments * (60%)	\$565		
	Ashley Towers Apartments	\$474	West Club Apartments * (60%)	\$535		
	Pinewood Park * (60%)	\$465	Pinewood Park * (60%)	\$515		
	Baltic Park Apartments * (50%)	\$445	Wesleyan Gardens	\$515		
	Baltic Park Apartments * (60%)	\$445	Ashton Hill Apartments * (50%)	\$508		
	Baltic Park Apartments * (60%)	\$445	Baltic Park Apartments * (1BA 50%)	\$505		
	Ashton Hill Apartments * (50%)	\$424	Baltic Park Apartments * (1BA 60%)	\$505		
	Wesleyan Gardens	\$417	Baltic Park Apartments * (1BA 60%)	\$505		
	Pinewood Park * (50%)	\$393	Wesleyan Gardens	\$485		
	Pinewood Park * (30%)	\$207	Pinewood Park * (50%)	\$470		
	West Club Apartments * (30%)	\$171	West Club Apartments * (50%)	\$404		
			Pinewood Park * (30%)	\$246		
<b>SQUARE FOOTAGE</b>	Baltic Park Apartments * (50%)	891	Tattnall Place * (60%)	1,308		
	Baltic Park Apartments * (60%)	891	Tattnall Place * (M)	1,308		
	Baltic Park Apartments * (60%)	891	<b>Tindall Seniors Towers * (60%)</b>	<b>1,253</b>		
	Hidden Lakes Apartments	890	Ridge Point Apartments	1,240		
	Ridge Point Apartments	881	Hidden Lakes Apartments	1,230		
	Pinewood Park * (30%)	846	Pinewood Park * (30%)	1,186		
	Pinewood Park * (50%)	846	Pinewood Park * (50%)	1,186		
	Pinewood Park * (60%)	846	Pinewood Park * (60%)	1,186		
	Pinewood Park * (M)	846	Pinewood Park * (M)	1,186		
	West Club Apartments * (30%)	780	<b>Tindall Seniors Towers * (60%)</b>	<b>1,160</b>		
	West Club Apartments * (60%)	780	Baltic Park Apartments * (1BA 50%)	1,139		
	<b>Tindall Seniors Towers * (60%)</b>	<b>737</b>	Baltic Park Apartments * (1BA 60%)	1,139		
	Ashton Hill Apartments * (50%)	697	Baltic Park Apartments * (1BA 60%)	1,139		
	Ashton Hill Apartments * (60%)	697	West Club Apartments * (50%)	1,078		
	Tattnall Place * (60%)	690	West Club Apartments * (60%)	1,078		
	Tattnall Place * (M)	690	Wesleyan Gardens	1,075		
	Wesleyan Gardens	675	Wesleyan Gardens	1,075		
	Ashley Towers Apartments	500	Ashton Hill Apartments * (50%)	951		
	Ashley Towers Apartments	450	Ashton Hill Apartments * (60%)	951		
			Ashley Towers Apartments (1BA)	700		
<b>RENT PER SQUARE FOOT</b>	Ashley Towers Apartments	\$1.05	Ashley Towers Apartments (1BA)	\$0.83		
	Ashley Towers Apartments	\$0.97	Ashton Hill Apartments * (60%)	\$0.59		
	Tattnall Place * (M)	\$0.87	Tattnall Place * (M)	\$0.58		
	Tattnall Place * (60%)	\$0.78	Pinewood Park * (M)	\$0.58		
	<b>Tindall Seniors Towers * (60%)</b>	<b>\$0.74</b>	<b>Tindall Seniors Towers * (60%)</b>	<b>\$0.55</b>		
	Ashton Hill Apartments * (60%)	\$0.70	Ashton Hill Apartments * (50%)	\$0.53		
	Pinewood Park * (M)	\$0.65	<b>Tindall Seniors Towers * (60%)</b>	<b>\$0.51</b>		
	West Club Apartments * (60%)	\$0.64	West Club Apartments * (60%)	\$0.50		
	Wesleyan Gardens	\$0.62	Tattnall Place * (60%)	\$0.49		
	Ashton Hill Apartments * (50%)	\$0.61	Ridge Point Apartments	\$0.49		
	Ridge Point Apartments	\$0.59	Wesleyan Gardens	\$0.48		
	Pinewood Park * (60%)	\$0.55	Hidden Lakes Apartments	\$0.46		
	Hidden Lakes Apartments	\$0.55	Wesleyan Gardens	\$0.45		
	Baltic Park Apartments * (50%)	\$0.50	Baltic Park Apartments * (1BA 50%)	\$0.44		
	Baltic Park Apartments * (60%)	\$0.50	Baltic Park Apartments * (1BA 60%)	\$0.44		
	Baltic Park Apartments * (60%)	\$0.50	Baltic Park Apartments * (1BA 60%)	\$0.44		
	Pinewood Park * (50%)	\$0.46	Pinewood Park * (60%)	\$0.43		
	Pinewood Park * (30%)	\$0.24	Pinewood Park * (50%)	\$0.40		
	West Club Apartments * (30%)	\$0.22	West Club Apartments * (50%)	\$0.37		
			Pinewood Park * (30%)	\$0.21		

# PROPERTY PROFILE REPORT

## Ashton Hill Apartments

<b>Effective Rent Date</b>	3/11/2015
<b>Location</b>	925 Tolliver Place Macon, GA 31204 Bibb County
<b>Distance</b>	10.3 miles
<b>Units</b>	80
<b>Vacant Units</b>	6
<b>Vacancy Rate</b>	7.5%
<b>Type</b>	Garden (age-restricted) (3 stories)
<b>Year Built/Renovated</b>	2001 / N/A
<b>Marketing Began</b>	N/A
<b>Leasing Began</b>	N/A
<b>Last Unit Leased</b>	N/A
<b>Major Competitors</b>	Windsor Court, Heathrow Senior
<b>Tenant Characteristics</b>	Seniors aged 55 and older, average age is 75, most tenants are from Macon then Bibb County; all on fixed income
<b>Contact Name</b>	Jennifer
<b>Phone</b>	478.474.8890



### Market Information

<b>Program</b>	@50%, @60%
<b>Annual Turnover Rate</b>	38%
<b>Units/Month Absorbed</b>	N/A
<b>HCV Tenants</b>	28%
<b>Leasing Pace</b>	Preleased
<b>Annual Chg. in Rent</b>	None
<b>Concession</b>	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	46	697	\$424	\$0	@50%	Yes	6	13.0%	yes	None
1	1	Garden (3 stories)	10	697	\$489	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	20	951	\$508	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	4	951	\$565	\$0	@60%	Yes	0	0.0%	yes	None

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$424	\$0	\$424	\$0	\$424	1BR / 1BA	\$489	\$0	\$489	\$0	\$489
2BR / 2BA	\$508	\$0	\$508	\$0	\$508	2BR / 2BA	\$565	\$0	\$565	\$0	\$565



## Ashton Hill Apartments, continued

### Amenities

**In-Unit**

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

Blinds  
Central A/C  
Ceiling Fan  
Hand Rails  
Refrigerator

**Security**

None

**Services**

None

**Property**

Clubhouse/Meeting  
Elevators  
Central Laundry  
On-Site Management

Courtyard  
Exercise Facility  
Off-Street Parking  
Picnic Area

**Premium**

None

**Other**

Services include Bingo,

### Comments

The contact noted that turnover is typically due to death or tenants moving to assisted living facilities. The property recently switched to a new management company, which contributed to the abnormally high vacancy rate in one-bedroom units. The property is typically 100 percent occupied and maintains a waiting list that is several months long. The property manager indicated that there is strong demand for affordable senior housing in the area.

# Ashton Hill Apartments, continued

## Trend Report

### Vacancy Rates

4Q13	1Q14	2Q14	1Q15
2.5%	0.0%	0.0%	7.5%

### Trend: @50%

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	4	0.0%	\$423	\$0	\$423	\$423
2014	1	0.0%	\$423	\$0	\$423	\$423
2014	2	0.0%	\$424	\$0	\$424	\$424
2015	1	13.0%	\$424	\$0	\$424	\$424

#### 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	4	5.0%	\$501	\$0	\$501	\$501
2014	1	0.0%	\$501	\$0	\$501	\$501
2014	2	0.0%	\$508	\$0	\$508	\$508
2015	1	0.0%	\$508	\$0	\$508	\$508

### Trend: @60%

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	4	0.0%	\$488	\$0	\$488	\$488
2014	1	0.0%	\$488	\$0	\$488	\$488
2014	2	0.0%	\$489	\$0	\$489	\$489
2015	1	0.0%	\$489	\$0	\$489	\$489

#### 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	4	25.0%	\$539	\$0	\$539	\$539
2014	1	0.0%	\$539	\$0	\$539	\$539
2014	2	0.0%	\$565	\$0	\$565	\$565
2015	1	0.0%	\$565	\$0	\$565	\$565

### Trend: Comments

- 4Q13** The contact stated that the above average turnover rate can be attributed to death and tenants moving to assisted living facilities. The contact believes there is demand for additional tax credit properties in the area. The contact added that she believes if there were additional tax-credit properties in east Macon, there would be significant demand for that property. Management believed that a senior property would likely need an additional subsidy in order to be successful; however, a family property could potentially be successful without additional subsidies.
- 1Q14** The contact stated that the above average turnover rate can be attributed to death and tenants moving to assisted living facilities. The contact believes there is demand for additional tax credit properties in the area. The contact added that she believes if there were additional tax-credit properties in east Macon, there would be significant demand for that property.
- 2Q14** The contact noted that turnover is typically due to death or tenants moving to assisted living facilities.
- 1Q15** The contact noted that turnover is typically due to death or tenants moving to assisted living facilities. The property recently switched to a new management company, which contributed to the abnormally high vacancy rate in one-bedroom units. The property is typically 100 percent occupied and maintains a waiting list that is several months long. The property manager indicated that there is strong demand for affordable senior housing in the area.

# Ashton Hill Apartments, continued

## Photos



# PROPERTY PROFILE REPORT

## Baltic Park Apartments

<b>Effective Rent Date</b>	3/04/2015
<b>Location</b>	822 Hightower Road Macon, GA 31206 Bibb County
<b>Distance</b>	1.3 miles
<b>Units</b>	82
<b>Vacant Units</b>	0
<b>Vacancy Rate</b>	0.0%
<b>Type</b>	Garden (age-restricted) (2 stories)
<b>Year Built/Renovated</b>	2003 / N/A
<b>Marketing Began</b>	9/30/2003
<b>Leasing Began</b>	9/30/2003
<b>Last Unit Leased</b>	12/31/2003
<b>Major Competitors</b>	None identified
<b>Tenant Characteristics</b>	Senior property (55+), average age is 71; Majority from the Macon area
<b>Contact Name</b>	Zenobia
<b>Phone</b>	478-788-3514



### Market Information

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

### Utilities

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

### Unit Mix (face rent)

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

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$445	\$0	\$445	\$0	\$445	1BR / 1BA	\$445	\$0	\$445	\$0	\$445
2BR / 1BA	\$505	\$0	\$505	\$0	\$505	2BR / 1BA	\$505	\$0	\$505	\$0	\$505

## Baltic Park Apartments, continued

### Amenities

#### In-Unit

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

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

#### Security

Limited Access  
Perimeter Fencing

#### Services

None

#### Property

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

Clubhouse/Meeting  
Central Laundry  
On-Site Management  
Sport Court

#### Premium

None

#### Other

Gazebo, Community Garden,

### Comments

The property maintains a waiting list of 31 households. The contact indicated that there is a mix of people coming from single-family homes and rental units.

# Baltic Park Apartments, continued

## Trend Report

### Vacancy Rates

1Q11	2Q12	1Q14	1Q15
1.2%	0.0%	0.0%	0.0%

### Trend: @50%

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	1	0.0%	\$445	\$0	\$445	\$445
2015	1	0.0%	\$445	\$0	\$445	\$445

#### 2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	1	0.0%	\$505	\$0	\$505	\$505
2015	1	0.0%	\$505	\$0	\$505	\$505

### Trend: @60%

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	1	1.7%	\$430	\$0	\$430	\$430
2012	2	0.0%	\$440	\$0	\$440	\$440
2014	1	0.0%	\$445	\$0	\$445	\$445
2015	1	0.0%	\$445	\$0	\$445	\$445

#### 2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	1	0.0%	\$495	\$0	\$495	\$495
2012	2	0.0%	\$505	\$0	\$505	\$505
2014	1	0.0%	\$505	\$0	\$505	\$505
2015	1	0.0%	\$505	\$0	\$505	\$505

## Trend: Comments

- 1Q11** The one vacant unit is leased. There are 13 total households on the waiting list. In addition to these households, there is a waiting list of 10 existing tenants currently residing in one-bedroom units who are waiting for a two-bedroom vacancy.
- 2Q12** Contact reported demand to be very strong for low-income senior housing in the area.
- 1Q14** The contact noted that the two-bedroom unit is the most demanded unit type at the property. The property currently has two pre-leased vacancies. The contact added that there is a significant need for additional affordable senior housing in the area, and believes that the additional housing would need to operate with additional subsidies in order to remain at full occupancy. The contact was not familiar with the east Macon area, therefore she could not provide insight into the demand for affordable housing there.
- 1Q15** The property maintains a waiting list of 31 households. The contact indicated that there is a mix of people coming from single-family homes and rental units.



# Baltic Park Apartments, continued

## Photos



# PROPERTY PROFILE REPORT

## Pinewood Park

<b>Effective Rent Date</b>	3/13/2015
<b>Location</b>	4755 Mercer University Drive Macon, GA 31207 Bibb County
<b>Distance</b>	4.3 miles
<b>Units</b>	148
<b>Vacant Units</b>	4
<b>Vacancy Rate</b>	2.7%
<b>Type</b>	Garden (3 stories)
<b>Year Built/Renovated</b>	2006 / N/A
<b>Marketing Began</b>	12/20/2005
<b>Leasing Began</b>	4/12/2006
<b>Last Unit Leased</b>	10/31/2006
<b>Major Competitors</b>	Summer Park, West Club, Tatnall Place
<b>Tenant Characteristics</b>	Predominantly local families, 2% senior
<b>Contact Name</b>	Maria
<b>Phone</b>	478-314-1900



### Market Information

<b>Program</b>	@30%, @50%, @60%, Market
<b>Annual Turnover Rate</b>	10%
<b>Units/Month Absorbed</b>	23
<b>HCV Tenants</b>	80%
<b>Leasing Pace</b>	Decreased less than one percent
<b>Annual Chg. in Rent</b>	None
<b>Concession</b>	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	6	846	\$207	\$0	@30%	Yes	0	0.0%	yes	None
1	1	Garden (3 stories)	36	846	\$393	\$0	@50%	Yes	1	2.8%	yes	None
1	1	Garden (3 stories)	4	846	\$465	\$0	@60%	Yes	0	0.0%	yes	None
1	1	Garden (3 stories)	2	846	\$550	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (3 stories)	6	1,186	\$246	\$0	@30%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	36	1,186	\$470	\$0	@50%	Yes	2	5.6%	yes	None
2	2	Garden (3 stories)	6	1,186	\$515	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	10	1,186	\$685	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Garden (3 stories)	6	1,373	\$260	\$0	@30%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	28	1,373	\$518	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	4	1,373	\$625	\$0	@60%	Yes	1	25.0%	no	None
3	2	Garden (3 stories)	4	1,373	\$750	\$0	Market	Yes	0	0.0%	N/A	None



## Pinewood Park, continued

### Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$207	\$0	\$207	\$0	\$207	1BR / 1BA	\$393	\$0	\$393	\$0	\$393
2BR / 2BA	\$246	\$0	\$246	\$0	\$246	2BR / 2BA	\$470	\$0	\$470	\$0	\$470
3BR / 2BA	\$260	\$0	\$260	\$0	\$260	3BR / 2BA	\$518	\$0	\$518	\$0	\$518
@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$465	\$0	\$465	\$0	\$465	1BR / 1BA	\$550	\$0	\$550	\$0	\$550
2BR / 2BA	\$515	\$0	\$515	\$0	\$515	2BR / 2BA	\$685	\$0	\$685	\$0	\$685
3BR / 2BA	\$625	\$0	\$625	\$0	\$625	3BR / 2BA	\$750	\$0	\$750	\$0	\$750

### Amenities

#### In-Unit

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

Blinds  
 Central A/C  
 Dishwasher  
 Oven  
 Walk-In Closet

#### Security

Limited Access  
 Perimeter Fencing

#### Services

None

#### Property

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

Clubhouse/Meeting  
 Central Laundry  
 On-Site Management  
 Playground

#### Premium

None

#### Other

None

### Comments

The property manager indicated that the housing authority recently opened their waiting list and issued new Housing Choice Vouchers, which caused the percentage of their tenants using vouchers to increase from 35 percent to 80 percent because a significant number of their tenants received vouchers. The property manager indicated that she believes their rents were achievable in the market despite the high number of voucher holders at the property. She indicated strong demand for affordable housing in the market. The property is typically fully occupied. The slight rent decrease was a result of an increase in the properties utility allowance. The rents have remained stable in the past year.

# Pinewood Park, continued

## Trend Report

### Vacancy Rates

4Q13	1Q14	2Q14	1Q15
8.7%	0.0%	0.0%	2.7%

### Trend: @30%

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	4	0.0%	\$214	\$0	\$214	\$214
2014	1	0.0%	\$214	\$0	\$214	\$214
2014	2	0.0%	\$214	\$0	\$214	\$214
2015	1	0.0%	\$207	\$0	\$207	\$207

#### 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	4	20.0%	\$253	\$0	\$253	\$253
2014	1	0.0%	\$253	\$0	\$253	\$253
2014	2	0.0%	\$253	\$0	\$253	\$253
2015	1	0.0%	\$246	\$0	\$246	\$246

#### 3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	4	0.0%	\$271	\$0	\$271	\$271
2014	1	0.0%	\$271	\$0	\$271	\$271
2014	2	0.0%	\$271	\$0	\$271	\$271
2015	1	0.0%	\$260	\$0	\$260	\$260

### Trend: @60%

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	4	0.0%	\$465	\$0	\$465	\$465
2014	1	0.0%	\$465	\$0	\$465	\$465
2014	2	0.0%	\$465	\$0	\$465	\$465
2015	1	0.0%	\$465	\$0	\$465	\$465

#### 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	4	0.0%	\$515	\$0	\$515	\$515
2014	1	0.0%	\$515	\$0	\$515	\$515
2014	2	0.0%	\$515	\$0	\$515	\$515
2015	1	0.0%	\$515	\$0	\$515	\$515

#### 3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	4	0.0%	\$625	\$0	\$625	\$625
2014	1	0.0%	\$625	\$0	\$625	\$625
2014	2	0.0%	\$625	\$0	\$625	\$625
2015	1	25.0%	\$625	\$0	\$625	\$625

### Trend: @50%

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	4	8.6%	\$402	\$0	\$402	\$402
2014	1	0.0%	\$400	\$0	\$400	\$400
2014	2	0.0%	\$400	\$0	\$400	\$400
2015	1	2.8%	\$393	\$0	\$393	\$393

#### 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	4	8.6%	\$479	\$0	\$479	\$479
2014	1	0.0%	\$477	\$0	\$477	\$477
2014	2	0.0%	\$477	\$0	\$477	\$477
2015	1	5.6%	\$470	\$0	\$470	\$470

#### 3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	4	8.0%	\$534	\$0	\$534	\$534
2014	1	0.0%	\$529	\$0	\$529	\$529
2014	2	0.0%	\$529	\$0	\$529	\$529
2015	1	0.0%	\$518	\$0	\$518	\$518

### Trend: Market

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	4	0.0%	\$550	\$0	\$550	\$550
2014	1	0.0%	\$550	\$0	\$550	\$550
2014	2	0.0%	\$550	\$0	\$550	\$550
2015	1	0.0%	\$550	\$0	\$550	\$550

#### 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	4	22.2%	\$685	\$0	\$685	\$685
2014	1	0.0%	\$685	\$0	\$685	\$685
2014	2	0.0%	\$685	\$0	\$685	\$685
2015	1	0.0%	\$685	\$0	\$685	\$685

#### 3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	4	25.0%	\$750	\$0	\$750	\$750
2014	1	0.0%	\$750	\$0	\$750	\$750
2014	2	0.0%	\$750	\$0	\$750	\$750
2015	1	0.0%	\$750	\$0	\$750	\$750

## Pinewood Park, continued

### Trend: Comments

- 4Q13** The contact stated that there are currently 11 vacant units; three one-bedroom units, five two-bedroom units, and three three-bedroom units are available. The contact noted that the above average turnover rate is due to tenants moving jobs, getting married, or purchasing homes. The contact stated that she believes there is a significant need for affordable housing in the Macon area as the job market has been performing poorly the last few years and most of the properties in the Macon area are conventional properties. Regarding east Macon, the contact was not very familiar with the area, but reiterated her belief that there is a strong need for affordable housing in the entire Macon area.
- 1Q14** The contact indicated that only the units renting at 30 percent of the Area Median Income decreased in rent; all other rents remained the same.
- 2Q14** N/A
- 1Q15** The property manager indicated that the housing authority recently opened their waiting list and issued new Housing Choice Vouchers, which caused the percentage of their tenants using vouchers to increase from 35 percent to 80 percent because a significant number of their tenants received vouchers. The property manager indicated that she believes their rents were achievable in the market despite the high number of voucher holders at the property. She indicated strong demand for affordable housing in the market. The property is typically fully occupied. The slight rent decrease was a result of an increase in the properties utility allowance. The rents have remained stable in the past year.

# Pinewood Park, continued

## Photos



# PROPERTY PROFILE REPORT

## Tattnall Place

<b>Effective Rent Date</b>	3/04/2015
<b>Location</b>	1188 Oglethorpe Street Macon, GA 31201 Bibb County
<b>Distance</b>	1.5 miles
<b>Units</b>	97
<b>Vacant Units</b>	0
<b>Vacancy Rate</b>	0.0%
<b>Type</b>	Various (2 stories)
<b>Year Built/Renovated</b>	2006 / N/A
<b>Marketing Began</b>	1/01/2006
<b>Leasing Began</b>	2/01/2006
<b>Last Unit Leased</b>	10/01/2006
<b>Major Competitors</b>	Pinewood Park, The Summit
<b>Tenant Characteristics</b>	Mostly from Macon, two percent seniors
<b>Contact Name</b>	Carla
<b>Phone</b>	478-741-4011



### Market Information

<b>Program</b>	@60%, Market, PBRA
<b>Annual Turnover Rate</b>	31%
<b>Units/Month Absorbed</b>	12
<b>HCV Tenants</b>	3%
<b>Leasing Pace</b>	Within three weeks
<b>Annual Chg. in Rent</b>	None
<b>Concession</b>	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden	3	690	\$541	\$0	@60%	Yes	0	0.0%	yes	None
1	1	Garden	3	690	\$599	\$0	Market	Yes	0	0.0%	N/A	None
1	1	Garden	6	690	N/A	\$0	PBRA	Yes	0	0.0%	N/A	None
2	1.5	Garden (2 stories)	4	1,308	\$760	\$0	Market	Yes	0	0.0%	N/A	None
2	1.5	Townhouse (2 stories)	16	1,245	\$645	\$0	@60%	Yes	0	0.0%	yes	None
2	1.5	Townhouse (2 stories)	16	1,245	\$760	\$0	Market	Yes	0	0.0%	N/A	None
2	1.5	Townhouse (2 stories)	17	1,245	N/A	\$0	PBRA	Yes	0	0.0%	N/A	None
2	2	Garden	6	1,308	\$645	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden	1	1,308	\$760	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden	1	1,308	N/A	\$0	PBRA	Yes	0	0.0%	N/A	None
3	2.5	Townhouse (2 stories)	8	1,548	\$724	\$0	@60%	Yes	0	0.0%	yes	None
3	2.5	Townhouse (2 stories)	3	1,722	\$724	\$0	@60%	Yes	0	0.0%	yes	None
3	2.5	Townhouse (2 stories)	5	1,722	\$860	\$0	Market	Yes	0	0.0%	N/A	None
3	2.5	Townhouse (2 stories)	8	1,548	N/A	\$0	PBRA	Yes	0	0.0%	N/A	None

## Tattnall Place, continued

### Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$541	\$0	\$541	\$0	\$541	1BR / 1BA	\$599	\$0	\$599	\$0	\$599
2BR / 1.5BA	\$645	\$0	\$645	\$0	\$645	2BR / 1.5BA	\$760	\$0	\$760	\$0	\$760
2BR / 2BA	\$645	\$0	\$645	\$0	\$645	2BR / 2BA	\$760	\$0	\$760	\$0	\$760
3BR / 2.5BA	\$724	\$0	\$724	\$0	\$724	3BR / 2.5BA	\$860	\$0	\$860	\$0	\$860

PBRA	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	N/A	\$0	N/A	\$0	N/A
2BR / 1.5BA	N/A	\$0	N/A	\$0	N/A
2BR / 2BA	N/A	\$0	N/A	\$0	N/A
3BR / 2.5BA	N/A	\$0	N/A	\$0	N/A

### Amenities

#### In-Unit

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

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

#### Security

None

#### Services

None

#### Property

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

Clubhouse/Meeting  
 Central Laundry  
 On-Site Management

#### Premium

None

#### Other

None

### Comments

The waiting list is approximately two and a half to three years in length. The contact indicated that it generally takes longer to lease the one-bedroom units.

# Tattnall Place, continued

## Trend Report

### Vacancy Rates

1Q11	2Q12	1Q14	1Q15
3.1%	3.1%	3.1%	0.0%

### Trend: @60%

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	1	0.0%	\$435	\$0	\$435	\$435
2012	2	33.3%	\$435	\$0	\$435	\$435
2014	1	0.0%	\$524	\$0	\$524	\$524
2015	1	0.0%	\$541	\$0	\$541	\$541

#### 2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	1	6.2%	\$500	\$0	\$500	\$500
2012	2	0.0%	\$500	\$0	\$500	\$500
2014	1	0.0%	\$645	\$0	\$645	\$645
2015	1	0.0%	\$645	\$0	\$645	\$645

#### 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	1	0.0%	\$540	\$0	\$540	\$540
2012	2	0.0%	\$540	\$0	\$540	\$540
2014	1	16.7%	\$645	\$0	\$645	\$645
2015	1	0.0%	\$645	\$0	\$645	\$645

#### 3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	1	11.1%	\$590 - \$600	\$0	\$590 - \$600	\$590 - \$600
2012	2	0.0%	\$590 - \$600	\$0	\$590 - \$600	\$590 - \$600
2014	1	0.0%	\$600 - \$724	\$0	\$600 - \$724	\$600 - \$724
2015	1	0.0%	\$724	\$0	\$724	\$724

### Trend: Market

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	1	0.0%	\$570	\$0	\$570	\$570
2012	2	0.0%	\$590	\$0	\$590	\$590
2014	1	66.7%	\$630	\$0	\$630	\$630
2015	1	0.0%	\$599	\$0	\$599	\$599

#### 2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	1	0.0%	\$670	\$0	\$670	\$670
2012	2	5.0%	\$720	\$0	\$720	\$720
2014	1	0.0%	\$760	\$0	\$760	\$760
2015	1	0.0%	\$760	\$0	\$760	\$760

#### 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	1	100.0%	\$695	\$0	\$695	\$695
2012	2	0.0%	\$720	\$0	\$720	\$720
2014	1	0.0%	\$760	\$0	\$760	\$760
2015	1	0.0%	\$760	\$0	\$760	\$760

#### 3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	1	0.0%	\$770 - \$800	\$0	\$770 - \$800	\$770 - \$800
2012	2	20.0%	\$895	\$0	\$895	\$895
2014	1	0.0%	\$860	\$0	\$860	\$860
2015	1	0.0%	\$860	\$0	\$860	\$860

## Tattnall Place, continued

### Trend: PBRA

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	1	0.0%	N/A	\$0	N/A	N/A
2012	2	0.0%	N/A	\$0	N/A	N/A
2014	1	0.0%	N/A	\$0	N/A	N/A
2015	1	0.0%	N/A	\$0	N/A	N/A

#### 2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	1	0.0%	N/A	\$0	N/A	N/A
2012	2	0.0%	N/A	\$0	N/A	N/A
2014	1	0.0%	N/A	\$0	N/A	N/A
2015	1	0.0%	N/A	\$0	N/A	N/A

#### 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	1	0.0%	N/A	\$0	N/A	N/A
2012	2	0.0%	N/A	\$0	N/A	N/A
2014	1	0.0%	N/A	\$0	N/A	N/A
2015	1	0.0%	N/A	\$0	N/A	N/A

#### 3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	1	0.0%	N/A	\$0	N/A	N/A
2012	2	0.0%	N/A	\$0	N/A	N/A
2014	1	0.0%	N/A	\$0	N/A	N/A
2015	1	0.0%	N/A	\$0	N/A	N/A

### Trend: Comments

- 1Q11** All three vacant units are pre-leased. The waiting list is for the subsidized units.
- 2Q12** For PBRA units, contract rents are the same as the tax-credit rents. Property maintains a waiting list of 35 households for subsidized units, 12 households for tax-credit units, and 10 households for market rate units. All three vacancies are due to turnover and contact expects them to be filled from the waiting list shortly. The LIHTC units at Tattnall place haven't officially seen a rent increase in the past year. The Macon Housing Authority is currently in the process of doing a study on Utility Allowances and is going to let them know if they have the ok to increase their rents. Once they have permission to increase rents, they will perform their own market analysis to see what other LIHTC rents in the area are like and accordingly set their rents at or slightly above these levels. Unofficially, they are already leasing LIHTC units that turn over for \$20 more than the official level, since they know that this increase still leaves rents safely below the maximum allowable level.
- 1Q14** The waiting list is approximately two years in length. The leasing pace for income-based units is almost immediate while it can take closer to a month to lease market rate units.
- 1Q15** The waiting list is approximately two and a half to three years in length. The contact indicated that it generally takes longer to lease the one-bedroom units.



Photos



# PROPERTY PROFILE REPORT

## West Club Apartments

**Effective Rent Date** 3/04/2015  
**Location** 159 Steven Drive  
 Macon, GA 31210  
 Bibb County  
**Distance** 4.4 miles  
**Units** 140  
**Vacant Units** 9  
**Vacancy Rate** 6.4%  
**Type** Garden (2 stories)  
**Year Built/Renovated** 1998 / N/A  
**Marketing Began** N/A  
**Leasing Began** N/A  
**Last Unit Leased** N/A  
**Major Competitors** Shadowood West, Hidden Lakes  
**Tenant Characteristics** Predominantly local families  
**Contact Name** Sam  
**Phone** 478.476.3500



### Market Information

**Program** @30%, @50%, @60%  
**Annual Turnover Rate** 21%  
**Units/Month Absorbed** N/A  
**HCV Tenants** 85%  
**Leasing Pace** Within one week  
**Annual Chg. in Rent** None  
**Concession** Reduced rents on two-bedrooms

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	6	780	\$234	\$0	@30%	No	N/A	N/A	no	None
1	1	Garden (2 stories)	2	780	\$561	\$0	@60%	No	N/A	N/A	no	None
2	2	Garden (2 stories)	36	1,078	\$546	\$62	@50%	No	N/A	N/A	no	None
2	2	Garden (2 stories)	40	1,078	\$677	\$62	@60%	No	N/A	N/A	no	None
3	2	Garden (2 stories)	48	1,212	\$781	\$0	@60%	Yes	N/A	N/A	no	None
4	2	Garden (2 stories)	8	1,348	\$868	\$0	@60%	No	N/A	N/A	no	None

### Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$234	\$0	\$234	-\$63	\$171	2BR / 2BA	\$546	\$62	\$484	-\$80	\$404
@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent						
1BR / 1BA	\$561	\$0	\$561	-\$63	\$498						
2BR / 2BA	\$677	\$62	\$615	-\$80	\$535						
3BR / 2BA	\$781	\$0	\$781	-\$99	\$682						
4BR / 2BA	\$868	\$0	\$868	-\$123	\$745						

## West Club Apartments, continued

### Amenities

#### In-Unit

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

Carpeting  
Dishwasher  
Garbage Disposal  
Refrigerator

#### Security

Limited Access  
Perimeter Fencing

#### Services

None

#### Property

Basketball Court  
Exercise Facility  
Off-Street Parking  
Playground  
Volleyball Court

Clubhouse/Meeting  
Central Laundry  
On-Site Management  
Swimming Pool

#### Premium

None

#### Other

None

### Comments

The waiting list for the three-bedroom units consists of one household.

# West Club Apartments, continued

## Trend Report

### Vacancy Rates

2Q12	4Q13	1Q14	1Q15
7.9%	4.3%	6.4%	6.4%

### Trend: @30%

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$235	\$0	\$235	\$172
2013	4	0.0%	\$235	\$0	\$235	\$172
2014	1	0.0%	\$235	\$0	\$235	\$172
2015	1	N/A	\$234	\$0	\$234	\$171

### Trend: @50%

#### 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$546	\$0	\$546	\$466
2013	4	N/A	\$546	\$0	\$546	\$466
2014	1	0.0%	\$546	\$0	\$546	\$466
2015	1	N/A	\$546	\$62	\$484	\$404

#### 3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	4	N/A	\$690	\$0	\$690	\$591
2014	1	N/A	\$690	\$0	\$690	\$591

### Trend: @60%

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$562	\$0	\$562	\$499
2013	4	N/A	\$562	\$0	\$562	\$499
2014	1	0.0%	\$562	\$0	\$562	\$499
2015	1	N/A	\$561	\$0	\$561	\$498

#### 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$677	\$0	\$677	\$597
2013	4	N/A	\$677	\$0	\$677	\$597
2014	1	5.0%	\$677	\$0	\$677	\$597
2015	1	N/A	\$677	\$62	\$615	\$535

#### 3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$781	\$0	\$781	\$682
2013	4	N/A	\$776	\$0	\$776	\$677
2014	1	8.3%	\$776	\$0	\$776	\$677
2015	1	N/A	\$781	\$0	\$781	\$682

#### 4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$866	\$0	\$866	\$743
2013	4	0.0%	\$863	\$0	\$863	\$740
2014	1	25.0%	\$863	\$0	\$863	\$740
2015	1	N/A	\$868	\$0	\$868	\$745

### Trend: Comments

- 2Q12** Contact expects a rent change soon, when the new utility allowances arrive. Contact reported that vacancies are spread amongst all unit types, with the most being in two-bedroom units. Contact attributed the property's high vacancy rate to high turnover in February and March combined with a lack of traffic during recent months. Contact reported that this amount of vacancies is not typical, and that in the past 8 years he's been working there occupancy has stayed near 100 percent. Additionally, when asked about the high percentage of Housing Choice Voucher tenants at the property, contact reported that the property has always had a heavy reliance on Voucher tenants.
- 4Q13** The contact stated that she does not believe there is demand in Macon for additional tax-credit housing as there are already enough tax-credit properties in the area to meet demand. Although, the contact noted that if there were to be new affordable housing in east Macon, she believes there would be demand for that property.
- 1Q14** The property recently began using the LRO system and so rents change daily within the constraints of LIHTC rent limits. The contact indicated that the vacancy level is slightly higher than usual, noting that the leasing pace has been somewhat slow due to the season. The contact reported that Housing Choice Voucher usage at the property is typically high as many individuals qualifying for low-income housing require an additional form of rental assistance.
- 1Q15** The waiting list for the three-bedroom units consists of one household.

**West Club Apartments, continued**

**Photos**





# PROPERTY PROFILE REPORT

## Ashley Towers Apartments

<b>Effective Rent Date</b>	3/05/2015
<b>Location</b>	365 New Street Macon, GA 31201 Bibb County
<b>Distance</b>	1.7 miles
<b>Units</b>	60
<b>Vacant Units</b>	3
<b>Vacancy Rate</b>	5.0%
<b>Type</b>	Highrise (10 stories)
<b>Year Built/Renovated</b>	1951 / 1992
<b>Marketing Began</b>	N/A
<b>Leasing Began</b>	N/A
<b>Last Unit Leased</b>	N/A
<b>Major Competitors</b>	Terrace, Katherine Court
<b>Tenant Characteristics</b>	Mercer University students, young professionals, singles, seniors
<b>Contact Name</b>	Marge
<b>Phone</b>	478.742.0862



### Market Information

<b>Program</b>	Market, Non-Rental
<b>Annual Turnover Rate</b>	50%
<b>Units/Month Absorbed</b>	N/A
<b>HCV Tenants</b>	0%
<b>Leasing Pace</b>	Within two weeks
<b>Annual Chg. in Rent</b>	None
<b>Concession</b>	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Highrise (10 stories)	10	300	\$535	\$0	Market	No	0	0.0%	N/A	None
1	1	Highrise (10 stories)	20	450	\$635	\$0	Market	No	3	15.0%	N/A	None
1	1	Highrise (10 stories)	20	500	\$645	\$0	Market	No	0	0.0%	N/A	None
2	1	Highrise (10 stories)	9	700	\$785	\$0	Market	No	0	0.0%	N/A	None
2	1	Highrise (10 stories)	1	700	N/A	\$0	Non-Rental	N/A	N/A	N/A	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Non-Rental	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$535	\$0	\$535	-\$121	\$414	2BR / 1BA	N/A	\$0	N/A	-\$205	N/A
1BR / 1BA	\$635 - \$645	\$0	\$635 - \$645	-\$161	\$474 - \$484						
2BR / 1BA	\$785	\$0	\$785	-\$205	\$580						

## Ashley Towers Apartments, continued

### Amenities

**In-Unit**

Balcony/Patio  
Carpeting  
Ceiling Fan  
Oven

Blinds  
Dishwasher  
Garbage Disposal  
Refrigerator

**Security**

Limited Access  
Video Surveillance

**Services**

None

**Property**

Clubhouse/Meeting  
Exercise Facility  
Off-Street Parking

Elevators  
Central Laundry  
On-Site Management

**Premium**

None

**Other**

None

### Comments

The high turnover rate is due to the large number of student tenants. Management reported that all utilities are included in the rent.



# Ashley Towers Apartments, continued

## Trend Report

### Vacancy Rates

3Q13	1Q14	2Q14	1Q15
1.7%	10.2%	10.2%	5.0%

### Trend: Market

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$635 - \$645	\$0	\$635 - \$645	\$474 - \$484
2014	1	7.5%	\$635 - \$645	\$0	\$635 - \$645	\$474 - \$484
2014	2	7.5%	\$635 - \$645	\$0	\$635 - \$645	\$474 - \$484
2015	1	7.5%	\$635 - \$645	\$0	\$635 - \$645	\$474 - \$484

#### 2.5BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
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#### 2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$785	\$0	\$785	\$580
2014	1	33.3%	\$785	\$0	\$785	\$580
2014	2	33.3%	\$785	\$0	\$785	\$580
2015	1	0.0%	\$785	\$0	\$785	\$580

#### Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$535	\$0	\$535	\$414
2014	1	0.0%	\$535	\$0	\$535	\$414
2014	2	0.0%	\$535	\$0	\$535	\$414
2015	1	0.0%	\$535	\$0	\$535	\$414

### Trend: Comments

**3Q13** The property manager stated that there is currently only one vacant unit and that vacancy is typically low for the property. However, the property manager stated that approximately 75 percent of the tenants are students, which is why the turnover is so high. However, it is usually fairly quick to fill vacant units. Rents have been raised by approximately 10 percent on all unit types in the past year.

There is a \$10 difference between rents for the different one-bedroom units, which is due to a \$10 premium being added to units with a balcony.

**1Q14** The high turnover rate is due to the large number of student tenants.

**2Q14** N/A

**1Q15** The high turnover rate is due to the large number of student tenants. Management reported that all utilities are included in the rent.

# Ashley Towers Apartments, continued

## Photos



# PROPERTY PROFILE REPORT

## Hidden Lakes Apartments

**Effective Rent Date** 3/12/2015  
**Location** 180 Hidden Lake Court  
 Macon, GA 31204  
 Bibb County  
**Distance** 2.5 miles  
**Units** 144  
**Vacant Units** 0  
**Vacancy Rate** 0.0%  
**Type** Garden (2 stories)  
**Year Built/Renovated** 1978 / 2003  
**Marketing Began** N/A  
**Leasing Began** N/A  
**Last Unit Leased** N/A  
**Major Competitors** Northwood, Summer Park  
**Tenant Characteristics** Majority are from city of Macon  
**Contact Name** Phyllis  
**Phone** 478-745-6368



### Market Information

**Program** Market  
**Annual Turnover Rate** 25%  
**Units/Month Absorbed** N/A  
**HCV Tenants** 20%  
**Leasing Pace** Within two weeks  
**Annual Chg. in Rent** Increased one to two percent  
**Concession** None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	50	890	\$550	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (2 stories)	70	1,230	\$650	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden (2 stories)	24	1,295	\$750	\$0	Market	No	0	0.0%	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$550	\$0	\$550	-\$63	\$487
2BR / 2BA	\$650	\$0	\$650	-\$80	\$570
3BR / 2BA	\$750	\$0	\$750	-\$99	\$651

## Hidden Lakes Apartments, continued

### Amenities

**In-Unit**

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

Blinds  
Central A/C  
Exterior Storage  
Garbage Disposal  
Refrigerator

**Security**

Patrol

**Services**

None

**Property**

Business Center/Computer Lab  
Exercise Facility  
On-Site Management  
Swimming Pool

Clubhouse/Meeting  
Off-Street Parking  
Playground

**Premium**

None

**Other**

None

### Comments

The property manager reported that demand in the area was strong for rental housing and the property has historically maintained a low vacancy rate. The property has also discontinued its rent concession from last year, which was \$50 per month.

## Hidden Lakes Apartments, continued

### Trend Report

#### Vacancy Rates

1Q13	1Q14	2Q14	1Q15
2.8%	3.5%	0.0%	0.0%

### Trend: Market

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$540	\$0	\$540	\$477
2014	1	2.0%	\$540	\$50	\$490	\$427
2014	2	0.0%	\$540	\$50	\$490	\$427
2015	1	0.0%	\$550	\$0	\$550	\$487

#### 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	5.7%	\$640	\$0	\$640	\$560
2014	1	2.9%	\$640	\$50	\$590	\$510
2014	2	0.0%	\$640	\$50	\$590	\$510
2015	1	0.0%	\$650	\$0	\$650	\$570

#### 3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$740	\$0	\$740	\$641
2014	1	8.3%	\$740	\$50	\$690	\$591
2014	2	0.0%	\$740	\$50	\$690	\$591
2015	1	0.0%	\$750	\$0	\$750	\$651

### Trend: Comments

1Q13	The property offers a 5% discount for students and preferred employers.
1Q14	The property offers a \$25 discount for students and preferred employers. The property is offering a concession of \$300 off the second month's rent, \$200 off the third month's rent, and \$100 off the first month's rent.
2Q14	The property has no vacant units.
1Q15	The property manager reported that demand in the area was strong for rental housing and the property has historically maintained a low vacancy rate. The property has also discontinued its rent concession from last year, which was \$50 per month.



# Hidden Lakes Apartments, continued

## Photos





## **Ridge Point Apartments, continued**

### **Comments**

The contact reported that they have several households on a wait list for the two and three-bedroom units. They also maintain a waiting list for current tenants that would like to move to a first floor apartment. Turnover at the property is low because the majority of tenants have been at the property for several years.



## Ridge Point Apartments, continued

### Trend Report

#### Vacancy Rates

1Q13	1Q15
5.0%	2.5%

### Trend: Market

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	N/A	\$575	\$0	\$575	\$512
2015	1	0.0%	\$585	\$0	\$585	\$522

#### 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	N/A	\$675	\$0	\$675	\$595
2015	1	6.2%	\$685	\$0	\$685	\$605

#### 3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	0.0%	\$785	\$0	\$785	\$686

### Trend: Comments

1Q13 The contact reported that they have six households on a wait list for the two and three-bedroom units.

1Q15 The contact reported that they have several households on a wait list for the two and three-bedroom units. They also maintain a waiting list for current tenants that would like to move to a first floor apartment. Turnover at the property is low because the majority of tenants have been at the property for several years.

# Ridge Point Apartments, continued

## Photos



# PROPERTY PROFILE REPORT

## Wesleyan Gardens

**Effective Rent Date** 3/11/2015  
**Location** 2056 Vineville Avenue  
 Macon, GA 31204  
 Bibb County  
**Distance** 2.4 miles  
**Units** 60  
**Vacant Units** 2  
**Vacancy Rate** 3.3%  
**Type** Garden (2 stories)  
**Year Built/Renovated** 1970s / N/A  
**Marketing Began** N/A  
**Leasing Began** N/A  
**Last Unit Leased** N/A  
**Major Competitors** Vineville Gardens  
**Tenant Characteristics** Would not comment  
**Contact Name** Stephanie  
**Phone** (478) 745-4477



### Market Information

**Program** Market  
**Annual Turnover Rate** 25%  
**Units/Month Absorbed** N/A  
**HCV Tenants** 25%  
**Leasing Pace** Within two weeks  
**Annual Chg. in Rent** None  
**Concession** None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	24	675	\$480	\$0	Market	No	1	4.2%	N/A	None
2	2	Garden (2 stories)	18	1,075	\$565	\$0	Market	No	1	5.6%	N/A	None
2	2	Garden (2 stories)	18	1,075	\$595	\$0	Market	No	0	0.0%	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$480	\$0	\$480	-\$63	\$417
2BR / 2BA	\$565 - \$595	\$0	\$565 - \$595	-\$80	\$485 - \$515

### Amenities

In-Unit	Security	Services
Blinds	None	None
Central A/C		
Dishwasher		
Garbage Disposal		
Refrigerator		
Washer/Dryer		
Carpeting		
Coat Closet		
Ceiling Fan		
Oven		
Walk-In Closet		
Washer/Dryer hookup		
Property	Premium	Other
Central Laundry	None	None
On-Site Management		
Off-Street Parking		

## **Wesleyan Gardens, continued**

### **Comments**

In-unit washers and dryers are provided in 18 of the two-bedroom units and the rents on these units is slightly higher as a result.

## Wesleyan Gardens, continued

### Trend Report

#### Vacancy Rates

1Q11	2Q12	3Q13	1Q15
8.3%	20.0%	13.3%	3.3%

### Trend: Market

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	1	4.2%	\$450	\$19	\$431	\$368
2012	2	N/A	\$450	\$0	\$450	\$387
2013	3	N/A	\$490	\$0	\$490	\$427
2015	1	4.2%	\$480	\$0	\$480	\$417

#### 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	1	11.1%	\$535 - \$550	\$22 - \$23	\$513 - \$527	\$433 - \$447
2012	2	N/A	\$535 - \$550	\$0	\$535 - \$550	\$455 - \$470
2013	3	N/A	\$570 - \$600	\$0	\$570 - \$600	\$490 - \$520
2015	1	2.8%	\$565 - \$595	\$0	\$565 - \$595	\$485 - \$515

### Trend: Comments

- 1Q11** Management reported that none of the vacant units are leased. Turnover repairs to two of the vacant units is nearly complete and therefore they can be leased soon but one of the vacant units will be offline for longer than usual as maintenance staff needs to replace the electrical box.
- 2Q12** Wesleyan Gardens is an older market rate property located along the Vineville Avenue corridor west of downtown Macon. The property has average curb appeal and some deferred maintenance was observed such as unkept grounds. The manager reported that the current occupancy rate is only 80 percent, which is lower than the typical 90 to 95 percent. According to the manager, several tenants recently lost jobs and were forced to vacate this property. A detailed tenant profile was not available.
- 3Q13** The property manager stated that vacancy is currently at approximately 13 percent, which is lower than it was last year but still relatively high. Washers and dryers come with 18 of the units, all two-bedroom units, and the rents on these units is slightly higher as a result. Rents have been raised by approximately five percent for all unit types in the past year.
- 1Q15** In-unit washers and dryers are provided in 18 of the two-bedroom units and the rents on these units is slightly higher as a result.



Wesleyan Gardens, continued

Photos



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

### Housing Choice Vouchers

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

TENANTS WITH VOUCHERS				
Comparable Property	Rent Structure	Tenancy	Housing Choice Voucher Tenants	
Ashton Hill Apartments	LIHTC	Senior	28%	
Baltic Park Apartments	LIHTC/PBRA	Senior	33%	
Pinewood Park	LIHTC/Market	Family	80%	
Tattnall Place	LIHTC/Market	Family	3%	
West Club Apartments	LIHTC	Family	85%	
Ashley Towers Apartments	Market	Family	0%	
Hidden Lakes Apartments	Market	Family	20%	
Ridge Point Apartments	Market	Family	0%	
Wesleyan Gardens	Market	Family	25%	
<b>Average</b>			<b>30%</b>	

The voucher usage at the comparable properties ranges from zero to 85 percent. Two of the market rate properties do not accept Housing Choice Vouchers. Voucher usage among the LIHTC properties ranges from three to 85 percent. Two of the comparable LIHTC properties reported a high percentage of Housing Choice Voucher tenants. The property manager at Pinewood Park indicated that the local housing authority recently opened their waiting list and issued new Housing Choice Vouchers, which caused the percentage of their tenants using vouchers to increase from 35 percent to 80 percent because a significant number of their tenants received vouchers. The property manager indicated that she believes their rents are achievable in the market despite the high number of voucher holders at the property. The voucher usage at the comparable senior properties is 28 and 33 percent. The voucher usage in the local market appears to be moderate to high. All of the Subject's units will operate project-based rental assistance. Therefore, the Subject will not operate with any Housing Choice Vouchers.

### Lease Up History

We were able to obtain absorption information from three comparable properties, illustrated following. Note that we have included two additional properties that were excluded from our competitive analysis but were leased more recently than the comparable properties.

ABSORPTION					
Property name	Rent Structure	Tenancy	Year Built	Number of Units	Units Absorbed/ Month
Bartlett Crossing	LIHTC/Public Housing	Family	2011/2012	75	8
Pearl Stephens Village	LIHTC/Market/PBRA	Senior	2009	61	31
Pinewood Park*	LIHTC/Market	Family	2006	148	23
Tattnall Place*	LIHTC/Market	Family	2006	97	12
Baltic Park Apartments*	LIHTC/PBRA	Senior	2003	82	27

\*Utilized as a comparable property

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. Bartlett Crossing was the most recent LIHTC property completed in the PMA. The property was excluded from our analysis because it offers two and three-bedroom units and the Subject will offer a majority of one-bedroom units. Bartlett Crossing experienced the slowest absorption pace

of any of the comparable properties, at eight units per month. However, according to the developer, eight units were delivered per month as they were completed. Therefore, the absorption pace was limited by completion of the project and is not a reflection of the overall market. The property was stabilized within nine months. Due to the dissimilar unit types, we believe the Subject will experience a more rapid absorption rate. Pearl Stephens Village was completed in 2009. The property is age-restricted and a majority of the property's units are subsidized, similar to the Subject. Therefore, we believe the Subject will experience a similar absorption rate. In order to be conservative, we have placed the Subject's anticipated absorption pace slightly below Pearl Stephens Village, which was built in 2009. Based on the absorption pace reported by the comparable properties, the waiting lists at the LIHTC comparables, and the strong demand for affordable senior housing in Macon, we anticipate that the Subject will absorb 25 units per month, for an absorption period of three months. Note that the Subject's current tenants will be given priority to lease at the Subject. However, the developer anticipates that less than two percent of the senior households at Tindall Heights will choose to return to the Subject since they will be given Housing Choice Vouchers prior to the demolition of Tindall Heights, which will allow them to relocate.

**Phased Developments**

The Subject will be the first phase of the multi-phase redevelopment of Tindall Heights, an existing public housing development. Tindall Heights will be demolished prior to the completion of the Subject. Phase two, three, and four will target general households. Phase II will consist of 64 one, two, and three-bedroom garden-style apartments. Phase III will consist of 65 two and three-bedroom townhome units and Phase IV will also consist of 65 two and three-bedroom townhome units. Additionally, there is 8.5 acres of commercial land that will be vacant east of the Subject site. The following map illustrates the various planned phases.



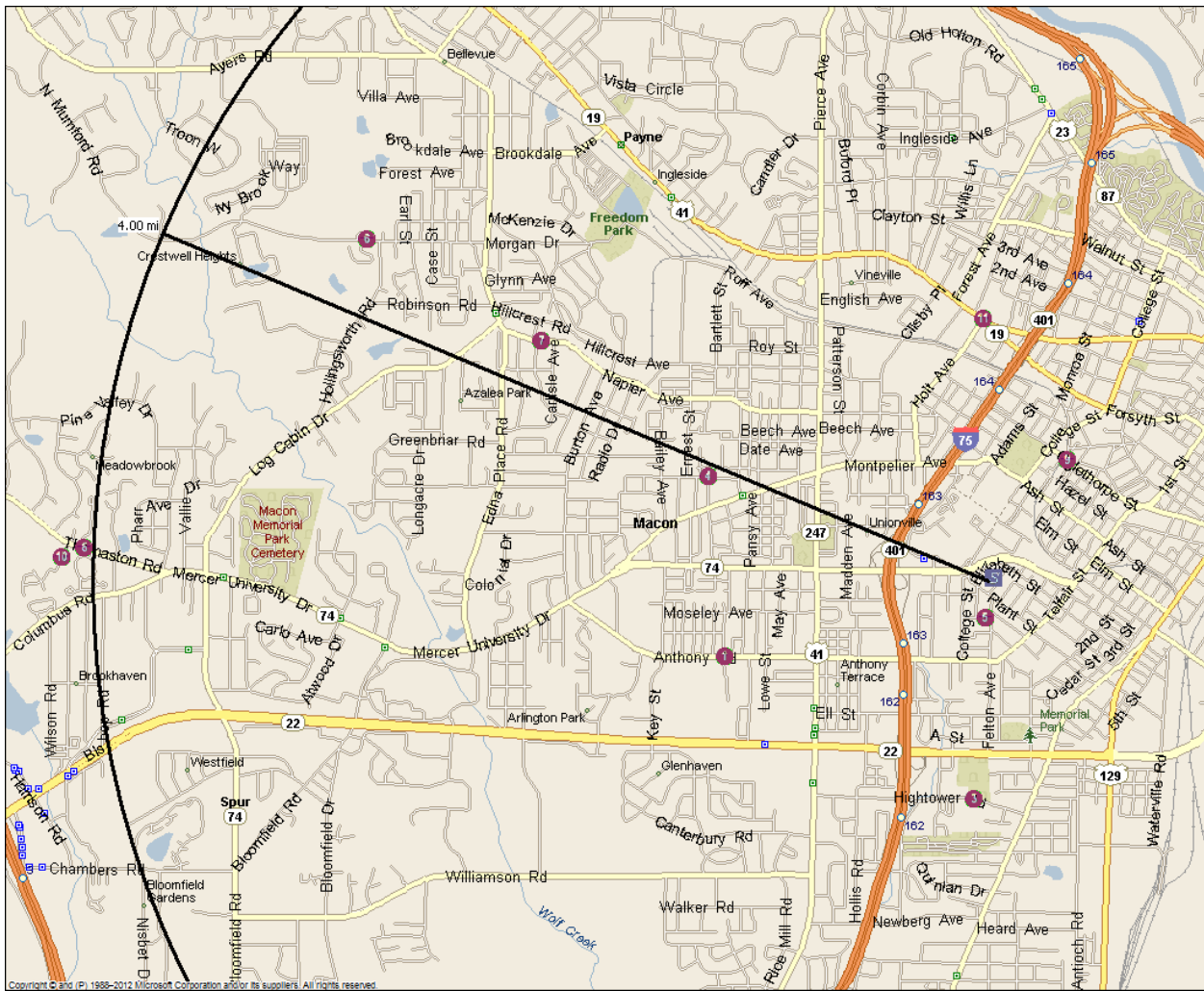


### Rural Areas

The Subject is not located in a rural area.

### 3. Competitive Project Map





**COMPETITIVE PROPERTIES**

#	Property Name	Type	Tenancy	Included/Excluded	Reason for Exclusion	Distance
S	Tindall Seniors Towers	LIHTC/PBRA	Senior	Subject	N/Ap	-
1	Anthony Arms	LIHTC/Section 8	Family	Excluded	Subsidized	1.5 miles
2	Ashton Hill Apartments	LIHTC	Senior	Included	N/Ap	10.3 miles
3	Baltic Park Apartments	LIHTC/PBRA	Senior	Included	N/Ap	1.3 miles
4	Bartlett Crossing	LIHTC/Public Housing	Family	Excluded	Dissimilar unit types	1.8 miles
5	Felton Homes	LIHTC/Public Housing	Family	Excluded	Subsidized	0.2 miles
6	Kingston Gardens Apartments	LIHTC/Section 8	Family	Excluded	Subsidized	4.1 miles
7	Pearl Stephens Village	LIHTC/Market/PBRA	Senior	Excluded	Subsidized	3.1 miles
8	Pinewood Park	LIHTC/Market	Family	Included	N/Ap	4.3 miles
9	Tattnall Place	LIHTC/Market/PBRA	Family	Included	N/Ap	1.5 miles
10	West Club Apartments	LIHTC	Family	Included	N/Ap	4.4 miles
11	2009 Vineville	Market/Public Housing	Senior	Excluded	Subsidized	2.2 miles

4. Amenities

A detailed description of amenities included in both the Subject and the comparable properties can be found in the amenity matrix below.

UNIT MATRIX REPORT										
Comp#	Tindall Seniors Towers	Ashton Hill Apartments	Baltic Park Apartments	Pinewood Park	Tattnall Place	West Club Apartments	Ashley Towers Apartments	Hidden Lakes Apartments	Ridge Point Apartments	Wesleyan Gardens
Comp#	Subject	1	2	3	4	5	6	7	8	9
<b>Property Information</b>										
Property Type	Lowrise (age-restricted) (3 stories)	Garden (age-restricted) (3 stories)	Garden (age-restricted) (2 stories)	Garden (3 stories)	Various (2 stories)	Garden (2 stories)	Highrise (10 stories)	Garden (2 stories)	Garden (2 stories)	Garden (2 stories)
Year Built / Renovated	2017 / n/a	2001 / n/a	2003 / n/a	2006 / n/a	2006 / n/a	1998 / n/a	1951 / 1992	1978 / 2003	1985 / n/a	1970s / n/a
Market (Conv./Subsidy Type)	LIHTC/PBRA	LIHTC	LIHTC/PBRA	LIHTC/Market	LIHTC/Market	LIHTC	Market	Market	Market	Market
<b>Utility Adjustments</b>										
Cooking	no	no	no	no	no	no	yes	no	no	no
Water Heat	no	no	no	no	no	no	yes	no	no	no
Heat	no	no	no	no	no	no	yes	no	no	no
Other Electric	no	no	no	no	no	no	yes	no	no	no
Water	no	no	no	no	no	yes	yes	yes	yes	yes
Sewer	no	no	no	no	no	yes	yes	yes	yes	yes
Trash Collection	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>In-Unit Amenities</b>										
Balcony/Patio	no	yes	yes	yes	yes	no	yes	yes	yes	no
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Carpeting	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Central A/C	yes	yes	yes	yes	yes	yes	no	yes	yes	yes
Coat Closet	no	no	no	yes	yes	no	no	no	no	yes
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Exterior Storage	no	no	no	no	no	no	no	yes	no	no
Ceiling Fan	yes	yes	yes	no	yes	yes	yes	yes	no	yes
Fireplace	no	no	no	no	no	no	no	no	yes	no
Garbage Disposal	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Hand Rails	yes	yes	yes	no	no	no	no	no	no	no
Microwave	yes	no	no	no	yes	no	no	no	no	no
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Pull Cords	yes	no	yes	no	no	no	no	no	no	no
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Walk-In Closet	no	no	yes	yes	yes	yes	no	no	no	yes
Washer/Dryer	no	no	no	no	no	no	no	no	no	yes
Washer/Dryer hookup	yes	yes	yes	yes	yes	no	no	yes	yes	yes
<b>Property Amenities</b>										
Basketball Court	no	no	no	no	no	yes	no	no	no	no
Business Center/Computer Lab	yes	no	yes	yes	yes	no	no	yes	no	no
Clubhouse/Meeting Room/Community Room	yes	yes	yes	yes	yes	yes	yes	yes	no	no
Courtyard	no	yes	no	no	no	no	no	no	no	no
Elevators	yes	yes	no	no	no	no	yes	no	no	no
Exercise Facility	yes	yes	yes	yes	yes	yes	yes	yes	no	no
Central Laundry	yes	yes	yes	yes	yes	yes	yes	no	no	yes
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
On-Site Management	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Picnic Area	no	yes	yes	yes	no	no	no	no	no	no
Playground	no	no	no	yes	no	yes	no	yes	no	no
Sport Court	no	no	yes	no	no	no	no	no	no	no
Swimming Pool	no	no	no	yes	yes	yes	no	yes	no	no
Volleyball Court	no	no	no	no	no	yes	no	no	no	no
<b>Security</b>										
Limited Access	yes	no	yes	yes	no	yes	yes	no	no	no
Patrol	no	no	no	no	no	no	no	yes	no	no
Perimeter Fencing	yes	no	yes	yes	no	yes	no	no	yes	no
Video Surveillance	yes	no	no	no	no	no	yes	no	no	no

The Subject will offer generally similar in-unit amenities in comparison to the LIHTC and market rate comparable properties and generally similar property amenities. The Subject will offer business centers/computer labs, which several of the comparable properties lack. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the senior LIHTC market.

## 5. Senior Tenancy

The Subject will target senior households aged 62 and older. Baltic Park Apartments is the only senior property in the PMA that does not operate with an additional subsidy. Due to the lack of senior properties within the PMA, we have also included Ashton Hill Apartments, a senior LIHTC property located north of the PMA. Additionally, we have included three multifamily LIHTC comparables and four market rate multifamily comparables. The following table illustrates the approximate percent of senior tenants at the surveyed properties.

### SENIOR TENANCY

Property Name	Percent of Senior Tenants
Ashton Hill Apartments	100%
Baltic Park Apartments	100%
Pinewood Park	2%
Tattnall Place	5%
West Club Apartments	3%
Ashley Towers Apartments	2%
Hidden Lakes Apartments	2%
Ridge Point Apartments	5%
Wesleyan Gardens	N/A

## 6. Vacancy

The following table illustrates the vacancy rates in the market.

### OVERALL VACANCY

Property name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Ashton Hill Apartments	LIHTC	Senior	80	6	7.5%
Baltic Park Apartments	LIHTC/PBRA	Senior	82	0	0.0%
Pinewood Park	LIHTC/Market	Family	148	4	2.7%
Tattnall Place	LIHTC/Market	Family	97	0	0.0%
West Club Apartments	LIHTC	Family	140	9	6.4%
Ashley Towers Apartments	Market	Family	60	3	5.0%
Hidden Lakes Apartments	Market	Family	144	0	0.0%
Ridge Point Apartments	Market	Family	40	1	2.5%
Wesleyan Gardens	Market	Family	60	2	3.3%
<b>LIHTC Average</b>			<b>547</b>	<b>19</b>	<b>3.5%</b>
<b>Market Rate Average</b>			<b>304</b>	<b>6</b>	<b>2.0%</b>
<b>Total</b>			<b>851</b>	<b>25</b>	<b>2.9%</b>

As illustrated, vacancy rates in the market range from zero to 7.5 percent, averaging 2.9 percent. Two of the comparable properties exhibit vacancy rates above five percent. Ashton Hill Apartments, a senior LIHTC property, is currently exhibiting the highest vacancy rate in the market. The property recently switched management companies, which caused the elevated vacancy rate. The property manager noted that the property has historically maintained a low vacancy rate and is typically 100 percent occupied. The property manager indicated that there was strong demand for affordable senior housing and expects to fill the six vacant units within the month. Ashton Hill Apartments maintains a waiting list, which is currently being used to fill the vacant units. West Club Apartments, a family LIHTC property, is exhibiting the second highest vacancy rate in the market. West Club Apartments has typically maintained an above average vacancy rate in the market. It is the oldest LIHTC comparable property and the slightly inferior condition relative the other LIHTC comparable properties, which has contributed to its elevated vacancy rate.

Two of the LIHTC comparable properties are exhibiting vacancy rates of zero percent, including Baltic Park Apartments, a senior LIHTC property. The LIHTC properties have a weighted vacancy rate of 3.5 percent, which indicates demand for affordable housing. Additionally, several of the LIHTC properties maintain waiting lists. Several of the LIHTC property managers indicated strong demand for affordable housing in the market, including both property managers at the senior LIHTC properties.

The market rate vacancy rate ranges from zero to five percent, averaging two percent, which is considered low. There are a total of six vacant market rate units among the comparable properties. The majority of the market rate properties reported strong demand for rental housing in the market. Ashley Towers reported the highest vacancy rate, with three vacant units. According to the property manager, the property typically maintains a low vacancy rate. Overall, we believe the conventional market is strong based on the low average vacancy rate.

We anticipate that the Subject will perform similarly to Baltic Park Apartments and will maintain a vacancy rate of five percent or less. If allocated, we do not believe that the Subject will impact the performance of the existing LIHTC properties, as they reported significant demand for affordable housing in the local market. Additionally, the Subject will operate with project-based rental assistance and tenants will pay 30 percent of their income towards rent.

## **7. Properties Under Construction and Proposed**

There were two LIHTC properties allocated tax credits in 2014 within the PMA. A.L. Miller Village, which is being developed by Peachtree Housing, was allocated tax credits in 2014. The project will involve the rehabilitation of a historic school and the construction of nine single-family homes, which will be located 1.5 miles northwest of the Subject site. A.L. Miller Village will offer a total of 71 units; including 11 one-bedroom units, 31 two-bedroom units, and 29 three-bedroom units. The property will consist of 58 units restricted to 60 percent of the AMI and 13 units restricted to 50 percent of the AMI. Due to the family tenancy, the 71 units at A.L. Miller Village are not considered competitive with the proposed Subject and we have not deducted the proposed units from the demand analysis.

Hunt School Village, which is being developed by Hunt School Partners (In-Fill Housing, the same developer for Tindall Seniors Towers), was also allocated tax credits in 2014. Hunt School Village will consist of the rehabilitation of a vacant school, one new two-story lowrise building, and one new three-story lowrise building. The development will consist of 33 one-bedroom and 27 two-bedroom units. All 60 units will be restricted to 60 percent of the AMI and operate with project-based rental assistance. Therefore, tenants will pay 30 percent of their income towards rent. Since the property is subsidized, we have not removed the 60 units from the demand analysis.

## **8. Rental Advantage**

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

Similarity Matrix

#	Property Name	Type	Property Amenities	Unit Features	Location	Age / Condition	Unit Size	Overall Comparison
1	Ashton Hill Apartments	LIHTC	Slightly Inferior	Similar	Slightly Inferior	Slightly Inferior	Similar	-15
2	Baltic Park Apartments	LIHTC/PBRA	Slightly Inferior	Similar	Similar	Slightly Inferior	Slightly Superior	-5
3	Pinewood Park	LIHTC/Market	Slightly Inferior	Similar	Slightly Superior	Slightly Inferior	Slightly Superior	0
4	Tattnall Place	LIHTC/Market	Slightly Inferior	Similar	Similar	Slightly Inferior	Similar	-10
5	West Club Apartments	LIHTC	Slightly Inferior	Slightly Inferior	Slightly Superior	Inferior	Slightly Superior	-10
6	Ashley Towers Apartments	Market	Slightly Inferior	Similar	Similar	Inferior	Slightly Inferior	-20
7	Hidden Lakes Apartments	Market	Slightly Inferior	Similar	Similar	Inferior	Slightly Superior	-10
8	Ridge Point Apartments	Market	Inferior	Similar	Similar	Inferior	Slightly Superior	-15
9	Wesleyan Gardens	Market	Inferior	Slightly Superior	Similar	Inferior	Similar	-15

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

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

LIHTC Rent Comparison - @60%

Property Name	Tenancy	1BR	2BR
<b>Tindall Seniors Towers (Subject)</b>	<b>Senior</b>	<b>BOI</b>	<b>BOI</b>
<b>2014 LIHTC Maximum (Net)</b>		<b>\$462</b>	<b>\$553</b>
<b>Hold Harmless LIHTC Maximum (Net)</b>		<b>\$534</b>	<b>\$638</b>
Ashton Hill Apartments	Senior	\$489	\$565
Baltic Park Apartments	Senior	\$445	\$505
Pinewood Park	Family	\$465	\$515
Tattnall Place	Family	\$541	\$645
West Club Apartments	Family	\$498	\$535
<b>Average (excluding Subject)</b>		<b>\$488</b>	<b>\$553</b>
<b>Achievable LIHTC Rent</b>		<b>\$462</b>	<b>\$553</b>

All of the Subject units will operate with project-based rental assistance and tenants will pay 30 percent of their income towards rent.

Since all of the comparable properties were built prior to 2012, they have been “held harmless” to the recent decrease in AMI and have a higher maximum allowable gross rent level than the Subject, which will be completed in 2017. When rents are “held harmless” a property owner is not required to decrease rents in light of a decrease in the AMI. Instead, the property may continue operating with rent restrictions based upon the higher AMI level prior to the decrease. Note that the 2014 AMI in Bibb County increased 5.8 percent, but remains below the 2012 AMI level. Per the Georgia DCA 2015 guidelines, the market study analyst must use the maximum rent and income limits from the same year as the utility allowance. The GA DCA utility allowance is effective as of 7/1/2014; therefore, we have utilized the 2014 maximum income and rent limits.

All of the comparable properties are achieving rents above the 2014 maximum allowable rent level either due to differences in their utility structure or they have been held harmless, with the

exception of the two-bedroom units at Baltic Park Apartments. Three of the five comparable properties are achieving maximum allowable rents. West Club Apartments and Baltic Park Apartments are achieving rents slightly below the maximum allowable level.

Baltic Park Apartments and Tattnall Place are considered the most comparable LIHTC properties. The Subject will be age-restricted similar to Baltic Park Apartments, which is located 1.3 miles from the Subject site. Based on our site inspections and neighborhood data, the Subject site offers a similar location in comparison to the neighborhood of Baltic Park Apartments. The Subject will offer a similar in-unit amenity package and similar property amenity package. Baltic Park Apartments was built in 2003 and exhibits good condition. The Subject will be completed in 2017 and will exhibit excellent condition upon completion. Therefore, the Subject will exhibit slightly superior condition. Additionally, the Subject will offer a lowrise design with elevator service, which is generally considered slightly superior to the garden-style design that Baltic Park Apartments offers. Baltic Park Apartments offers the largest one-bedroom units in the market and the Subject's proposed one-bedroom units are 22 percent smaller. However, based on our review of the Subject's floor plans, the Subject's units appear functional and the Subject's proposed unit sizes are within the range of the comparable properties. Additionally, the Subject's proposed two-bedroom unit sizes are slightly larger than the two-bedroom units at Baltic Park Apartments. Overall, the Subject will be slightly superior in comparison to Baltic Park Apartments based largely on the anticipated slightly superior condition of the proposed Subject upon completion.

Tattnall Place, which is located 1.5 miles from the Subject, is considered slightly inferior to the proposed Subject. The unit sizes at Tattnall Place are similar to the proposed unit sizes at the Subject, which demonstrates the competitiveness of the Subject's proposed unit sizes. The Subject will offer similar property amenities. The Subject will offer similar in-unit amenities and a similar location based on our site inspection and neighborhood data. Tattnall Place was built in 2006 and exhibits good condition. The Subject will be completed in 2017 and will exhibit excellent condition upon completion. Therefore, the Subject will exhibit slightly superior condition. Additionally, the Subject will offer a lowrise design with elevator service, which is generally considered slightly superior to the townhome and garden-style design that Tattnall Place offers.

The comparable LIHTC properties are exhibiting a weighted average vacancy rate of 3.5 percent, which is considered healthy. Ashton Hill Apartments, a senior LIHTC property, is currently exhibiting the highest vacancy rate in the market. The property recently switched management companies, which caused the elevated vacancy rate. The property manager noted that the property has historically maintained a low vacancy rate and is typically 100 percent occupied. The property manager indicated that there was strong demand for affordable senior housing and expects to fill the six vacant units within the month. Ashton Hill Apartments maintains a waiting list, which is currently being used to fill the vacant units. Baltic Park Apartments, the most comparable senior LIHTC property, is exhibiting a vacancy rate of zero percent and maintains a waiting list of 31 households. Tattnall Place is exhibiting a vacancy rate of zero percent, with five percent senior tenancy, and maintains a waiting list of two to three years in length. We believe the low vacancy rate and existence of waiting lists at the comparable properties demonstrates demand for affordable senior housing in the market. We believe the Subject is feasible as proposed, particularly with its project-based rental assistance, which is in high demand among senior households in the PMA.

**Analysis of “Market Rents”**

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

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

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

**Subject Comparison to Market Rents**

Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
<i>60% AMI - Project-Based Rental Assistance</i>					
1 BR @60%	BOI	\$393	\$599	\$480	N/Ap
2 BR @60%	BOI	\$404	\$760	\$550	N/Ap

The Subject will operate with 100 percent public housing subsidy and therefore will have a rental advantage over the comparables that do not offer a subsidy.

**9. LIHTC Competition – DCA Funded Properties within the PMA**

There were two LIHTC properties allocated tax credits in 2014 within the PMA. A.L. Miller Village, which is being developed by Peachtree Housing, was allocated tax credits in 2014. The project will involve the rehabilitation of a historic school and the construction of nine single-family homes, which will be located 1.5 miles northwest of the Subject site. A.L. Miller Village will offer a total of 71 units; including 11 one-bedroom units, 31 two-bedroom units, and 29 three-bedroom units. The property will consist of 58 units restricted to 60 percent of the AMI and 13 units restricted to 50 percent of the AMI. Due to the family tenancy, the 71 units at A.L. Miller Village are not considered competitive with the proposed Subject and we have not deducted the proposed units from the demand analysis.

Hunt School Village, which is being developed by Hunt School Partners (In-Fill Housing, the same developer for Tindall Seniors Towers), was also allocated tax credits in 2014. Hunt School Village will consist of the rehabilitation of a vacant school, one new two-story lowrise building, and one new three-story lowrise building. The development will consist of 33 one-bedroom and



27 two-bedroom units. All 60 units will be restricted to 60 percent of the AMI and operate with project-based rental assistance. Therefore, tenants will pay 30 percent of their income towards rent. Since the property is subsidized, we have not removed the 60 units from the demand analysis. However, Hunt School Village will be directly competitive with the Subject as it is a subsidized property that targets seniors. We believe there is sufficient demand for the Subject and all existing properties within the PMA.

**10. Rental Trends in the PMA**

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

**PMA TENURE PATTERNS OF SENIORS 62+**

Year	Renter-Occupied	Percentage	Owner-Occupied	Percentage
	Units	Owner-Occupied	Units	Renter-Occupied
2000	3,928	34.8%	7,352	65.2%
2010	3,732	33.7%	7,352	66.3%
2014	3,910	39.4%	6,015	60.6%
Projected Mkt Entry December 2017	4,147	39.9%	6,244	60.1%
2019	4,257	40.1%	6,350	59.9%

Source: ESRI Demographics 2014, Novogradac & Company LLP, March 2015

Owner-occupied housing units dominate the PMA and are slightly more dominant in the MSA. However, the percent of senior renter-occupied housing in the PMA is higher than the national average of approximately 13 percent. The percentage of renter-occupied units is expected to increase slightly through 2019.

*Historical Vacancy*

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

**HISTORICAL VACANCY**

Comparable Property	Rent Structure	Total Units	Historical Vacancy						
			2QTR 2009	1QTR 2010	1QTR 2011	2QTR 2012	4QTR 2013	1QTR 2014	1QTR 2015
Ashton Hill Apartments	LIHTC	80	0.0%	0.0%	0.0%	0.0%	2.5%	0.0%	7.5%
Baltic Park Apartments	LIHTC/PBRA	82	0.0%	0.0%	1.2%	0.0%	N/A	0.0%	0.0%
Pinewood Park	LIHTC/Market	148	0.0%	0.0%	2.7%	2.9%	8.7%	0.0%	2.7%
Tattnall Place	LIHTC/Market	97	2.1%	0.0%	3.1%	3.1%	N/A	3.1%	0.0%
West Club Apartments	LIHTC	140	N/A	2.1%	0.0%	7.9%	4.3%	6.4%	6.4%
Ashley Towers Apartments	Market	60	N/A	N/A	1.7%	0.0%	N/A	10.2%	5.0%
Hidden Lakes Apartments	Market	144	6.8%	0.0%	N/A	N/A	N/A	3.5%	0.0%
Ridge Point Apartments	Market	40	N/A	N/A	N/A	N/A	N/A	N/A	2.5%
Wesleyan Gardens	Market	60	N/A	6.7%	8.3%	20.0%	N/A	N/A	3.3%

As illustrated in the table, we were able to obtain the historical vacancy rates at several of the comparable properties over the last six years. However, we were not able to obtain all the historical vacancy rates for each individual year. In general, the comparable properties have maintained low vacancy rates. Ashton Hill Apartments has demonstrated a low vacancy rate since 2009, ranging from zero to 2.5 percent. Therefore, we believe the elevated vacancy rate in 2015 is an anomaly and a result of the change in management. Additionally, Wesleyan Gardens, which struggled to maintain a stabilized vacancy rate, from 2010 to 2012, is currently exhibiting a vacancy rate of 3.3 percent, which illustrates improvement in the conventional rental market. The comparable properties are generally similar to previous years of analysis. Baltic Park

Apartments, the most similar LIHTC property, has demonstrated a low vacancy rate over the past several years, which indicates a strong rental market and demand for affordable senior housing.

*Change in Rental Rates*

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

RENT GROWTH			
Comparable Property	Rent Structure	Tenancy	Rent Growth
Ashton Hill Apartments	LIHTC	Senior	None
Baltic Park Apartments	LIHTC/PBRA	Senior	Increased one percent
Pinewood Park	LIHTC/Market	Family	None
Tattnall Place	LIHTC/Market	Family	None
West Club Apartments	LIHTC	Family	None
Ashley Towers Apartments	Market	Family	None
Hidden Lakes Apartments	Market	Family	Increased one to two percent
Ridge Point Apartments	Market	Family	Increased one percent
Wesleyan Gardens	Market	Family	None

Three of the comparable properties reported rent increases. The market rate properties reported increases ranging from one to two percent, while one of the LIHTC comparables reported a rent increase of one percent. The AMI in Bibb County has decreased since 2012, which has prevented rent increases at three of the LIHTC properties that are at the maximum allowable rents. However, on March 6, 2015 HUD released the 2015 income limits, which reflect an increase in the Bibb County AMI. The 2015 AMI remains below the 2012 AMI; therefore, LIHTC properties will continue to be held harmless. The Subject’s units will all operate with a subsidy and tenants will pay 30 percent of their income towards rent.

**11. Impact of Foreclosed, Abandoned and Vacant Structures**

According to RealtyTrac.com statistics, 21 properties in the Subject site’s zip code are in some stage of foreclosure. This equates to approximately one foreclosure in every 4,447 housing units as of February 2015. Macon, where all the comparable properties are located, is experiencing one foreclosure in every 1,171 housing units. Bibb County has a similar foreclosure rate of one in every 1,171 housing units, while Georgia experienced one in every 1,414 housing units, and the nation experienced one foreclosure in every 1,295 housing units. The foreclosure rate within the PMA is similar to the national average, which indicates a healthy local housing market. Of note, the foreclosure rate in the PMA is significantly lower than the other areas of analysis.

**12. Primary Housing Void**

The Macon Housing Authority currently has 2,400 households on its waiting list and its waiting list is currently closed. The waiting list opened for one week in December 2014. Based on our interview in March 2014, the waiting list was 483 households long prior to opening in December 2014 and had been closed since 2007. The reported absorption pace of the most recent subsidized senior property, Pearl Stephens and the housing authority’s lengthy waiting list indicate a need for additional subsidized units in the market. All of the Subject’s units will operate with project-based rental assistance and the Subject’s units will help to fill the housing void in the market. Additionally, the Subject will replace the existing Tindall Heights public housing development, which will remove 412 public housing units from the market. Tindall Heights was originally built in 1939 and renovated in 1980.

### **13. Affect of Subject on Other Affordable Units in Market**

All 76 of the Subject's proposed units will operate with a subsidy. There is one proposed LIHTC property, Hunt School, which is proposed within the PMA that is age-restricted and will operate with an additional subsidy. Hunt School will offer 60 one and two-bedroom units and is located approximately 5.3 northeast of the Subject site. We believe there is adequate demand for both projects within the market. The vacancy rate among the existing LIHTC comparables is low at 3.5 percent and the properties have historically maintained a low vacancy rate. Four of the five comparable LIHTC properties maintain waiting lists. Additionally, the majority of the subsidized properties in the PMA are exhibiting vacancy rates of zero percent, which indicates a supply constrained market. Currently, there are 2,400 applicants on the housing authority's waiting list which opened for one week in December 2014 and was closed since 2007 prior to that. Given the significant number of applicants on the waiting list coupled with the low vacancy rates at the LIHTC properties, we do not believe that it will negatively impact the existing or proposed affordable rental units in the market.

### **Conclusions**

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The LIHTC comparables are performing well, with a weighted vacancy rate of 2.9 percent. Additionally, a majority of the comparable LIHTC properties maintain waiting lists. Baltic Park Apartments is the most similar LIHTC property and is 100 percent occupied with a waiting list of 31 households. The Subject will offer generally similar in-unit amenities in comparison to the LIHTC and market rate comparable properties and similar property amenities. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the senior LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered slightly superior to superior in terms of condition to the majority of the comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties. In general, the Subject will be slightly superior to superior to the comparable properties. All of the Subject's units will operate with project-based rental assistance, where tenants pay 30 percent of their units towards rent. Of note, the average vacancy rate among the subsidized senior properties in the PMA is zero percent. Due to the low vacancy rates at the comparables, the waiting lists present in the market, and the reported demand for additional affordable senior housing in the Subject's market area, we believe that the Subject is feasible as proposed and will fill a void in the market and will perform well.

# **I. ABSORPTION & STABILIZATION RATES**

### Stabilization/Absorption Rate

We were able to obtain absorption information from three comparable properties, illustrated following. Note that we have included two additional properties that were excluded from our competitive analysis but were leased more recently than the comparable properties.

ABSORPTION					
Property name	Rent Structure	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Bartlett Crossing	LIHTC/Public Housing	Family	2011/2012	75	8
Pearl Stephens Village	LIHTC/Market/PBRA	Senior	2009	61	31
Pinewood Park*	LIHTC/Market	Family	2006	148	23
Tattnall Place*	LIHTC/Market	Family	2006	97	12
Baltic Park Apartments*	LIHTC/PBRA	Senior	2003	82	27

\*Utilized as a comparable property

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. Bartlett Crossing was the most recent LIHTC property completed in the PMA. The property was excluded from our analysis because it offers two and three-bedroom units and the Subject will offer a majority of one-bedroom units. Bartlett Crossing experienced the slowest absorption pace of any of the comparable properties, at eight units per month. However, according to the developer, eight units were delivered per month as they were completed. Therefore, the absorption pace was limited by completion of the project and is not a reflection of the overall market. The property was stabilized within nine months. Due to the dissimilar unit types, we believe the Subject will experience a more rapid absorption rate. Pearl Stephens Village was completed in 2009. The property is age-restricted and a majority of the property's units are subsidized, similar to the Subject. Therefore, we believe the Subject will experience a similar absorption rate. In order to be conservative, we have placed the Subject's anticipated absorption pace slightly below Pearl Stephens Village, which was built in 2009. Based on the absorption pace reported by the comparable properties, the waiting lists at the LIHTC comparables, and the strong demand for affordable senior housing in Macon, we anticipate that the Subject will absorb 25 units per month, for an absorption period of three months. Note that the Subject's current tenants will be given priority to lease at the Subject. However, the developer anticipates that less than two percent of the senior households at Tindall Heights will choose to return to the Subject since they will be given Housing Choice Vouchers prior to the demolition of Tindall Heights, which will allow them to relocate.

## **J. INTERVIEWS**

### **Macon Housing Authority**

We spoke with Laurie Chapman, Section 8 Manager with the Macon Housing Authority. According to Ms. Chapman, the Housing Authority is allocated 3,062 Housing Choice Vouchers, but is not currently using all of the vouchers due to budget constraints. The housing authority currently has a waiting list of 2,400 households. The waiting list is currently closed; it was open for one week in December 2014. Previous to this, the last time the waiting list was open was 2007. Ms. Chapman believes the waiting list should open up again within the next two to three years. The current payment standard for Macon-Bibb County can be found in the following table.

<b>Payment Standards</b>	
1BR	\$610
2BR	\$700

Source: Macon Housing Authority, March 2015

The Subject will operate with 100 percent subsidy, where tenants pay 30 percent of their income towards rent. Therefore, the Subject will not accept Housing Choice Vouchers.

### **Planning**

We spoke with Jacqueline West, Zoning Clerk with the Macon-Bibb County Planning and Zoning Commission. According to Ms. West, there are no multifamily projects proposed within the PMA. Based on our online research, there are no new market rate multifamily projects under construction within the PMA.

### **Macon Economic Development Commission**

We attempted to contact the Macon Economic Development Commission. However, our calls were not returned. According to our March 2014 interview, in January 2013, Tractor Supply Company announced the addition of 100 new positions; similarly, Bass Pro Shops announced that they would be adding 40 new positions in November 2013. New businesses in Macon include Go Green Bioproducts, which opened in June 2013 and employs 100 individuals, Aspen Products, which opened in December 2013 and employs 200 individuals, and Brasserie Circa, which opened in August. Also notable, Sonny's BBQ closed in November 2013, resulting in the loss of 40 positions.

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

## **K. CONCLUSIONS AND RECOMMENDATIONS**



## Conclusions

- The senior population in the PMA declined from 2000 to 2015, while the senior population in the MSA and nation experienced strong growth. This trend is expected to reverse over the next five years and the senior population in the PMA is expected to increase slightly slower than the MSA and nation through 2019. We believe the renewed growth of the senior population in the PMA is a positive indication of demand for the Subject's proposed age-restricted units. Nearly 18 percent of the population in the PMA will be age 62 and older by the projected market entry date of December 2017. The total number of senior households in the PMA decreased 1.4 percent from 2000 to 2010. Over the same period of time, the total number of senior households in the MSA increased 1.1 percent, lagging national increases. However, the total number of senior households in the PMA is expected to increase 1.2 percent, while the total number of households in the MSA increased 1.8 percent over the next five years.

Senior households earning under \$30,000 in the PMA comprise 72.2 percent of all income cohorts. Since the Subject will operate with a project-based subsidy and tenants will pay 30 percent of their income towards rent, the Subject will target households earning between \$0 and \$24,840, therefore, the Subject should be well-positioned to service this market. It should be noted that the area median income (AMI) in Bibb County has declined in 2013 and 2014. The decline of 8.5 percent in 2014 is due to AMI being based on historical ACS survey data, which currently includes the years during national recession.

Overall, the demographic data points to a growing senior population with household incomes in line with the Subject's target. We believe the expected senior population and household growth in the PMA bodes well for the Subject's proposed units.

- Health care/social assistance, retail trade, and educational services are the largest industries within the PMA. Combined they represent approximately 40 percent of total employment within the PMA. With the exception of retail trade, these industries have historically been stable, with health care/social assistance experiencing strong growth over the past decade. In general, the area is not overly reliant on a single industry.

According to an April 2014 article in *The Telegraph*, "Geico To Hire 520 Workers In Macon This Year," one of the largest employers in middle Georgia, Geico, will be adding a significant number of jobs in 2014. Geico employs approximately 5,700 people in middle Georgia and planned to add 520 new positions at the Macon Office, which is located approximately 8.9 miles east of the Subject site. Annual salaries for the positions range from \$28,000 to \$40,000 per year. The 10 percent increase in employment at the company is considered significant. According to a *Georgia Trend* article, Macon | Bibb County: Working Together," which appeared in the March 2014 issue, Kumho Tire is expecting to hire 300 workers and add 400 more over the following years, once its new production facility is completed. The facility is expected to open in January 2016. The company is investing approximately \$200 million in the new facility.

From December 2013 to December 2014 total employment in the MSA decreased 0.6 percent. In comparison, the nation has experienced a 1.9 percent increase in total employment in 2014. The unemployment rate in the MSA has remained elevated since the start of the national recession, relative to the national unemployment rate. Overall, the local economy appears slightly weaker than the national economy. Total employment in the MSA is 4.8 percent below peak total employment in 2008, while total employment in the nation is 0.8 percent above the pre-recession peak total employment. However, we do not expect the slightly underperforming local economy to affect the performance of the Subject because the Subject will target seniors age 62 and older and will operate with project-based rental assistance, where tenants will pay 30 percent of their income towards rent.

- The Subject’s capture rates at the 60 percent AMI level will range from 3.3 to 11.1 percent, with an overall capture rate of 8.5 percent. Therefore, we believe there is adequate demand for the Subject.
- We were able to obtain absorption information from three comparable properties, illustrated following. Note that we have included two additional properties that were excluded from our competitive analysis but were leased more recently than the comparable properties.

**ABSORPTION**

Property name	Rent Structure	Tenancy	Year Built	Number of Units	Units Absorbed/ Month
Bartlett Crossing	LIHTC/Public Housing	Family	2011/2012	75	8
Pearl Stephens Village	LIHTC/Market/PBRA	Senior	2009	61	31
Pinewood Park*	LIHTC/Market	Family	2006	148	23
Tattnall Place*	LIHTC/Market	Family	2006	97	12
Baltic Park Apartments*	LIHTC/PBRA	Senior	2003	82	27

\*Utilized as a comparable property

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. Bartlett Crossing was the most recent LIHTC property completed in the PMA. The property was excluded from our analysis because it offers two and three-bedroom units and the Subject will offer a majority of one-bedroom units. Bartlett Crossing experienced the slowest absorption pace of any of the comparable properties, at eight units per month. The property was stabilized within nine months. Due to the dissimilar unit types, we believe the Subject will experience a more rapid absorption rate. Pearl Stephens Village was completed in 2009. The property is age-restricted and a majority of the property’s units are subsidized, similar to the Subject. Therefore, we believe the Subject will experience a similar absorption rate. However, due to the recent slow absorption of Bartlett Crossing, we have placed the Subject’s anticipated absorption pace below Pearl Stephens Village. Based on the absorption pace reported by the comparable properties, the waiting lists at the LIHTC comparables, and the strong demand for affordable senior housing in Macon, we anticipate that the Subject will absorb 25 units per month, for an absorption period of three months. Note that the Subject’s current tenants will be given priority to lease at the Subject. However, the developer anticipates that less than two percent of the senior households at Tindall Heights will choose to return to the Subject since they will be given

Housing Choice Vouchers prior to the demolition of Tindall Heights, which will allow them to relocate.

- Vacancy rates in the market range from zero to 7.5 percent, averaging 2.9 percent. Two of the comparable properties exhibit vacancy rates above five percent. Ashton Hill Apartments, a senior LIHTC property, is currently exhibiting the highest vacancy rate in the market. The property recently switched management companies, which caused the elevated vacancy rate. The property manager noted that the property has historically maintained a low vacancy rate and is typically 100 percent occupied. The property manager indicated that there was strong demand for affordable senior housing and expects to fill the six vacant units within the month. Ashton Hill Apartments maintains a waiting list, which is currently being used to fill the vacant units. West Club Apartments, a family LIHTC property, is exhibiting the second highest vacancy rate in the market. West Club Apartments has typically maintained an above average vacancy rate in the market. It is the oldest LIHTC comparable property and the slightly inferior condition relative the other LIHTC comparable properties, which has contributed to its elevated vacancy rate.

Two of the LIHTC comparable properties are exhibiting vacancy rates of zero percent, including Baltic Park Apartments, a senior LIHTC property. The LIHTC properties have a weighted vacancy rate of 3.5 percent, which indicates demand for affordable housing. Additionally, several of the LIHTC properties maintain waiting lists. Several of the LIHTC property managers indicated strong demand for affordable housing in the market, including both property managers at the senior LIHTC properties.

The market rate vacancy rate ranges from zero to five percent, averaging two percent, which is considered low. There are a total of six vacant market rate units among the comparable properties. The majority of the market rate properties reported strong demand for rental housing in the market. Ashley Towers reported the highest vacancy rate, with three vacant units. According to the property manager, the property typically maintains a low vacancy rate. Overall, we believe the conventional market is strong based on the low average vacancy rate.

We anticipate that the Subject will perform similarly to Baltic Park Apartments and will maintain a vacancy rate of five percent or less. If allocated, we do not believe that the Subject will impact the performance of the existing LIHTC properties, as they reported significant demand for affordable housing in the local market. Additionally, the Subject will operate with project-based rental assistance and tenants will pay 30 percent of their income towards rent.

- Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The LIHTC comparables are performing well, with a weighted vacancy rate of 2.9 percent. Additionally, a majority of the comparable LIHTC properties maintain waiting lists. Baltic Park Apartments is the most similar LIHTC property and is 100 percent occupied with a waiting list of 31 households. The Subject will offer generally similar in-unit amenities in comparison to the LIHTC and market rate comparable properties and similar property amenities. Overall, we believe that the proposed amenities will allow the Subject to effectively

compete in the senior LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered slightly superior to superior in terms of condition to the majority of the comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties. In general, the Subject will be slightly superior to superior to the comparable properties. All of the Subject's units will operate with project-based rental assistance, where tenants pay 30 percent of their units towards rent. Of note, the average vacancy rate among the subsidized senior properties in the PMA is zero percent. Due to the low vacancy rates at the comparables, the waiting lists present in the market, and the reported demand for additional affordable senior housing in the Subject's market area, we believe that the Subject is feasible as proposed and will fill a void in the market and will perform well.

**Recommendations**

- We recommend the Subject as proposed.

## **L. SIGNED STATEMENT REQUIREMENTS**

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



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H. Blair Kincer, MAI  
Partner  
Novogradac & Company LLP  
4-2-2015  
Date



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Edward R. Mitchell  
Senior Real Estate Analyst  
Novogradac & Company LLP  
4-2-2015  
Date



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Daniel W. Mabry  
Analyst  
Novogradac & Company LLP  
4-2-2015  
Date

## **M. MARKET STUDY REPRESENTATION**

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



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H. Blair Kincer, MAI  
Partner  
Novogradac & Company LLP  
4-2-2015  
Date



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Edward R. Mitchell  
Senior Real Estate Analyst  
Novogradac & Company LLP  
4-2-2015  
Date



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Daniel W. Mabry  
Analyst  
Novogradac & Company LLP  
4-2-2015  
Date



## **N. QUALIFICATIONS**

# STATEMENT OF PROFESSIONAL QUALIFICATIONS

## H. BLAIR KINCER, MAI, CRE

### I. Education

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

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

### II. Licensing and Professional Affiliation

Member of the Appraisal Institute (MAI)  
Member, The Counselors of Real Estate (CRE)  
LEED Green Associate  
Member, National Council of Housing Market Analysts (NCHMA)  
Past Member Frostburg Housing Authority

Certified General Real Estate Appraiser, No. RCG1046 – State of Connecticut  
Certified General Real Estate Appraiser, No 4206 – State of Kentucky  
Certified General Real Estate Appraiser, No. 1326 – State of Maryland  
Certified General Real Estate Appraiser, No. GA-805 – State of Mississippi  
Certified General Real Estate Appraiser, No. 46000039124 – State of New York  
Certified General Real Estate Appraiser, No. A6765 – State of North Carolina  
Certified General Real Estate Appraiser, No. GA001407L – Commonwealth of Pennsylvania  
Certified General Real Estate Appraiser, No. 5930 – State of South Carolina  
Certified General Real Estate Appraiser, No. 3918 – State of Tennessee  
Certified General Real Estate Appraiser, No. 4001004822 – Commonwealth of Virginia  
Certified General Real Estate Appraiser, No. 1101008 – State of Washington  
Certified General Real Estate Appraiser, No. CG360 – State of West Virginia  
Certified General Real Estate Appraiser, No. 1081 – State of Wyoming

### III. Professional Experience

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

#### **IV. Professional Training**

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

Obtained the MAI designation in 1998 and maintained continuing education requirements since. Completed additional professional development programs administered by the Appraisal Institute in the following topic areas:

- 1) Valuation of the Components of a Business Enterprise
- 2) Valuation of Sustainable Buildings

#### **V. Real Estate Assignments – Examples**

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

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

## **H. Blair Kincer**

### **Qualifications**

**Page 3**

are developed with special methodologies included to value tax credit equity, below market financing and Pilot agreements.

- Performed numerous appraisals in 17 states of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing program. These appraisals meet the requirements outlined in HUD Handbook 4465.1 and Chapter 7 of the HUD MAP Guide.
- Performed numerous market study/appraisals assignments for USDA RD properties in several states in conjunction with acquisition rehabilitation redevelopments. Documents are used by states, FannieMae, USDA and the developer in the underwriting process. Market studies are compliant to State, FannieMae and USDA requirements. Appraisals are compliant to FannieMae and USDA HB-1-3560 Chapter 7 and Attachments.
- Completed numerous FannieMae appraisals of affordable and market rate multi-family properties for Fannie DUS Lenders. Currently have ongoing assignment relationships with several DUS Lenders.
- In accordance with HUD's Section 8 Renewal Policy and Chapter 9, Mr. Kincer has completed numerous Rent Comparability Studies for various property owners and local housing authorities. The properties were typically undergoing recertification under HUD's Mark to Market Program.
- Completed Fair Market Value analyses for solar panel installations, wind turbine installations, and other renewable energy assets in connection with financing and structuring analyses performed by various clients. The clients include lenders, investors, and developers. The reports are used by clients and their advisors to evaluate certain tax consequences applicable to ownership. Additionally, the reports have been used in the ITC funding process and in connection with the application for the federal grant identified as Section 1603 American Recovery & Reinvestment Act of 2009.

# STATEMENT OF PROFESSIONAL QUALIFICATIONS

## EDWARD R. MITCHELL

### I. Education

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

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

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

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

### II. Work History

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

### III. Relevant Experience

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

### IV. Licensure

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

**STATEMENT OF PROFESSIONAL QUALIFICATIONS  
DANIEL W. MABRY**

**I. Education**

Marist College – Poughkeepsie, NY  
Bachelor of Arts, Economics  
Bachelor of Science, Business Administration

**II. Professional Experience**

*Novogradac & Company LLP* – July 2013 - Present  
Real Estate Analyst

**III. Real Estate Assignments**

A representative sample of work on various types of projects:

- Prepared market studies for proposed new construction and existing Low Income Housing Tax Credit, Section 8, and market rate developments for use by real estate developers, governmental entities, and financial institutions. Property types included special needs and age restricted developments. Studies included property screenings, market and demographic analysis, comparable rent surveys, and supply and demand analysis.
- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low-Income Housing Tax Credit properties, and market rate multifamily developments. Analysis includes property screenings, expense comparability analysis, demographic and economic analysis.
- Performed all aspects of data collection and data mining for use in market studies, feasibility studies, and appraisals.