



A MARKET FEASIBILITY STUDY OF

PHOENIX HOUSE
1296 MURPHY AVENUE SW
ATLANTA, FULTON COUNTY, GEORGIA 30310

Effective Date: March 19, 2015
Report Date: June 4, 2015

Prepared For

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Assignment Code: TAP600V.003

Prepared By

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June 4, 2015

Mr. Jon Toppen
Tapestry Development Group
321 West Hill Street, Suite 2
Decatur, GA 30030

Re: Market Study for Phoenix House, located in Atlanta, Fulton County, Georgia

Dear Mr. Toppen:

At your request, Novogradac & Company LLP (“Novoco”) has performed a study of the multifamily rental market in the Atlanta, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project.

The purpose of this market study is to assess the viability of the proposed 69-unit LIHTC project known as Phoenix House. It involves the demolition and replacement of an existing 44-unit special needs Shelter Plus Care property targeted towards formerly homeless adults with a disability that provides housing for 69 households. Post-construction, the Shelter Plus Care subsidy will not remain. There will be 65 units with Project-Based Rental Assistance (PBRA) and four units with no additional subsidy. All of the units will target households earning up to 60 percent of the Area Median Income (AMI), or less. The following report will provide support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions. We performed a market study for the development in 2010, an appraisal and RCS in 2013 and a market study in March 2015. The scope of this report meets the requirements of Tapestry Development Group, including the following:

- Inspecting the site of the proposed Subject, and its general location.
- Analyzing the appropriateness of the proposed unit mix, rent levels, unit and complex amenities, and site.
- Estimating the market rents, absorption rates and stabilized occupancy levels for the market area.
- Investigating the general economic health and conditions of the multifamily rental 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’s Primary and Secondary Market Area(s), if applicable.
- Surveying competing projects, both 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 depth of discussion contained in the report is specific to the needs of the client.

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

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

Respectfully submitted,



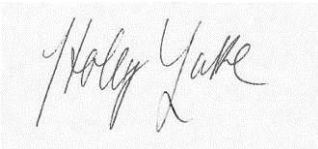
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ASSUMPTIONS AND LIMITING CONDITIONS

1. In the event that the client provided a legal description, building plans, title policy and/or survey, etc., the consultant has relied extensively upon such data in the formulation of all analyses.
2. The legal description as supplied by the client is assumed to be correct and the consultant assumes no responsibility for legal matters, and renders no opinion of property title, which is assumed to be good and merchantable.
3. All information contained in the report, which others furnished, was assumed to be true, correct, and reliable. A reasonable effort was made to verify such information, but the author assumes no responsibility for its accuracy.
4. The report was made assuming responsible ownership and capable management of the property. The analyses and projections are based on the basic assumption that the apartment complex will be managed and staffed by competent personnel and that the property will be professionally advertised and aggressively promoted
5. The sketches, photographs, and other exhibits in this report are solely for the purpose of assisting the reader in visualizing the property. The author made no property survey, and assumes no liability in connection with such matters. It was also assumed there is no property encroachment or trespass unless noted in the report.
6. The author of this report assumes no responsibility for hidden or unapparent conditions of the property, subsoil or structures, or the correction of any defects now existing or that may develop in the future. Equipment components were assumed in good working condition unless otherwise stated in this report.
7. It is assumed that there are no hidden or unapparent conditions for the property, subsoil, or structures, which would render it more or less valuable. No responsibility is assumed for such conditions or for engineering, which may be required to discover such factors. The investigation made it reasonable to assume, for report purposes, that no insulation or other product banned by the Consumer Product Safety Commission has been introduced into the Subject premises. Visual inspection by the consultant did not indicate the presence of any hazardous waste. It is suggested the client obtain a professional environmental hazard survey to further define the condition of the Subject soil if they deem necessary.
8. A consulting analysis market study for a property is made as of a certain day. Due to the principles of change and anticipation the value estimate is only valid as of the date of valuation. The real estate market is non-static and change and market anticipation is analyzed as of a specific date in time and is only valid as of the specified date.
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10. Disclosure of the contents of this report is governed by the Bylaws and Regulations of the professional appraisal organization with which the appraiser is affiliated: specifically, the Appraisal Institute.
11. The author of this report is not required to give testimony or attendance in legal or other proceedings relative to this report or to the Subject property unless satisfactory additional arrangements are made prior to the need for such services.
12. The opinions contained in this report are those of the author and no responsibility is accepted by the author for the results of actions taken by others based on information contained herein.
13. All applicable zoning and use regulations and restrictions are assumed to have been complied with, unless nonconformity has been stated, defined, and considered in the appraisal report.
14. It is assumed that all required licenses, permits, covenants or other legislative or administrative authority from any local, state, or national governmental or private entity or organization have been or can be obtained or renewed for any use on which conclusions contained in this report is based.
15. On all proposed developments, Subject to satisfactory completion, repairs, or alterations, the consulting report is contingent upon completion of the improvements in a workmanlike manner and in a reasonable period of time with good quality materials.
16. All general codes, ordinances, regulations or statutes affecting the property have been and will be enforced and the property is not Subject to flood plain or utility restrictions or moratoriums except as reported to the consultant and contained in this report.
17. The party for whom this report is prepared has reported to the consultant there are no original existing condition or development plans that would Subject this property to the regulations of the Securities and Exchange Commission or similar agencies on the state or local level.
18. Unless stated otherwise, no percolation tests have been performed on this property. In making the appraisal, it has been assumed the property is capable of passing such tests so as to be developable to its highest and best use, as detailed in this report.

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

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A. EXECUTIVE SUMMARY AND CONCLUSION

EXECUTIVE SUMMARY AND CONCLUSIONS

Subject Property Description:

Phoenix House (the Subject) is an existing 44-unit property that serves 69 formerly homeless adults with a disability. The units consist of studios and two and four-bedroom SRO suites. Currently, of the 69 households, 50 of the households operate with a Shelter Plus Care (S+C or SPC) subsidy. All 69 households pay 30 percent of their income towards the monthly rent, regardless of whether the households operate under the Shelter Plus Care program. All units target formerly homeless adults with a disability and these households benefit from supportive services offered at this property free of charge. The existing improvements are to be razed and replaced with new construction. The newly constructed buildings will consist of 69 studios. Of the 69 households, 65 units will operate with project-based rental assistance (PBRA). These 65 households will pay 30 percent of their income towards the monthly rent. The remaining four units will be restricted to 60 percent of are median income (AMI). All units will continue to target formerly homeless adults with a disability and other single-person households and benefit from supportive services offered at this property free of charge. The property is currently 94 percent occupied in its current condition. The client has entered into a PBRA agreement with the Atlanta Housing Authority. The PBRA contract has rents based on the 2015 maximum allowable LIHTC limits. According to DCA guidelines, the year of the maximum allowable rent must match the year the utility allowance was published for LIHTC units. The 2014 utility allowance schedule is the most recently available. As such we have used the 2014 maximum allowable rents for the four LIHTC units in this report.

PROPOSED RENTS

Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance	Gross Rent	LIHTC Maximum Allowable Gross Rent ¹	HUD Fair Market Rents ¹
<i>60% AMI/Project Based Rental Assistance (PBRA)</i>							
Studio (PBRA)*	292	21	\$642	\$75	\$717	\$717	\$708
Studio (PBRA)*	378	44	\$642	\$75	\$717	\$717	\$708
<i>60% AMI</i>							
Studio	378	4	\$601	\$75	\$676	\$676	\$693
Total		69					

*Tenants will pay 30% of income towards rent

¹PBRA units held to 2015 standards while LIHTC units held to 2014 standards

The Subject will offer the following amenities: Blinds, balcony/patio, vinyl flooring, central air conditioning, coat closet, dishwasher, furnishings, hand rails, microwave, oven, refrigerator, business center and computer lab, clubhouse/meeting room/conference center, exercise facility, central laundry, off-street parking, on-site management, picnic area, service coordination, shuttle service, tutoring, and an adult education program. The Subject will be competitive with the comparable properties in terms of amenities.

2. Site Description/Evaluation:

The Subject's neighborhood is considered to be an average location, with many community services within walking distance. All critical neighborhood services and amenities are located within 2.5 miles of the Subject, and are all easily accessible by bus or automobile. Additionally, the Oakland City MARTA station is located 0.2 miles south of the Subject. Access to this station will allow tenants to easily access downtown Atlanta and the airport. The Subject has average accessibility off of Murphy Avenue SW, which is a lightly trafficked arterial comprised primarily of commercial and light industrial uses. There are bus stops located along Murphy Avenue SW with the closest bus stop located less than 0.1 miles south of the Subject. The surrounding uses are in poor to good condition. The Subject is considered a generally compatible use and the proposed units will be an improvement to the existing neighborhood.

North of the Subject, along Murphy Avenue SW, are industrial uses in average condition and appear to be 95 percent occupied. Further north of the Subject are single-family homes in average to good condition. At the time of our inspection, there was no noticeable traffic noise.

Directly east of the Subject is a salvage yard and commercial uses along Sylvan Road SW in poor condition. Northeast of the Subject is an automotive shop in average condition. Further east of the Subject are single-family homes in average condition. Southeast of the Subject are single-family homes in average condition. Further east of the Subject are Sparlin Health Care Center, A-1 Food Mart, Reggie's Food Mart and other commercial uses in poor to average condition and appear to be 70 percent occupied.

West of the Subject is Murphy Avenue SW, which is a lightly trafficked secondary arterial. Directly west of

Murphy Avenue SW are a freight rail line and MARTA rail lines. The Subject's residential buildings are set back from the road and are separated from the traffic by a tree line. Further west of the Subject are single-family homes in good condition and Oakland City Park.

Directly south of the Subject is a large commercial use in good condition. Further south, along Arden Avenue SW, are single-family homes in fair condition. Less than 0.2 miles southwest of the Subject is the MARTA Oakland City Station, which provides access to the red and gold lines. Further south along Murphy Avenue SW is a Kraft Foods Manufacturing plant.

3. Market Area Definition:

The boundaries of the PMA are as follows:

North – Moores Mill Road/ Interstate I-85/ Hospitality Highway

South – Interstate 285

East – Candler Road

West – Interstate 285

The PMA is defined as the southwest portion of Atlanta, Georgia, as defined by the above map. This area was defined based on conversations with local property managers, city officials, natural physical barriers and anticipated similarities in overall market characteristics. For the purposes of this study, it is estimated that 85 percent of the income qualified demand for the Subject will be generated from within the PMA.

4. Community Demographic Data:

The PMA is expected to experience population and household growth from 2014 through 2019. Population growth in the PMA is expected to increase at an annual rate of 1.1 percent from 2014 through 2019, which is considered moderate. Population growth in the PMA is similar to the MSA and will be greater than the national rate through 2019. Renter-occupied housing units represent 59.3 percent of households in the PMA which is significantly higher than the national average of 36.4 percent nationally. The percentage of renter occupied households in the PMA is projected to increase through market entry and 2019. The Subject will target households earning \$0 to \$32,760. Approximately 45 percent of renter households in the PMA earned incomes between \$0 and

\$29,999 in 2014. For the projected market entry date of September 2017, this percentage is projected to increase to 47 percent. As the population and number of households increase, there is expected to be a greater number of lower-income renters seeking affordable housing.

According to www.RealtyTrac.com, one in every 1,132 homes in Atlanta, GA was in foreclosure, as of March 2015. Nationally, one in every 1,082 homes was in foreclosure and one in every 1,085 homes in Georgia was in foreclosure. As indicated, Atlanta has a lower foreclosure rate than Georgia and the nation as a whole. The median list price for a home in Atlanta is \$239,500 compared to \$172,900 in Georgia and \$199,000 in the nation. Overall, it appears that the local market is faring slightly better than the nation as a whole in terms of foreclosure and growth in home prices.

5. Economic Data:

Total employment in the MSA decreased from 2008 to 2010 and currently sits at 2,641,634 as of February 2015. Employment is trending upward and is currently above pre-recessionary levels. Similar to what occurred throughout the nation, the unemployment rate increased significantly in 2008 and 2009 and reached a peak rate of 10.5 percent in 2010. The unemployment rate in the MSA and nation has been decreasing since 2011. As of February 2015, the unemployment rate was 0.3 percentage points above the unemployment rate of the nation. The largest industries in the PMA are educational services, prof/scientific/tech services, healthcare/social assistance, and accommodation/food services. The redevelopment of Fort McPherson is projected to bring in 7,000 jobs, with another 5,000 to 6,000 indirect jobs from the development. Plans remain for 158 acres to be redeveloped by the city of Atlanta into green space and housing for homeless veterans. Given this mixture of industries offering both stable employment and low paying jobs, there is likely to be high demand for the Subject's affordable units.

6. Project-Specific Affordability And Demand Analysis:

The following table illustrates the Subject's capture rates.

CAPTURE RATE ANALYSIS CHART

Unit Size	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band Min-Max	Proposed Rents
0 BR @ 60% AMI	4	4,153	0	4,153	0.1%	2 months	\$884	\$577-\$1,158	\$601
Overall	69	4,153	0	4,153	0.1%	2 months	\$884	\$577-\$1,158	\$601

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

7. Competitive Rental Analysis:

The availability of family LIHTC data for studios in the PMA is limited. As such, we have included three family LIHTC properties located in the PMA, and one family LIHTC property outside of the PMA. Two of the LIHTC comparables offer LIHTC and market rate units and two of the seven also offer subsidized units. The availability of market rate data is considered good. In addition to the two mixed-income properties utilized in our analysis, we have also included three properties that solely offer market rate units, all of which are located within the PMA.

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 LIHTC Rents	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
Studio @ 60% (PBRA)	\$642	\$593	\$1,074	\$920	43%
Studio @ 60%	\$601	\$593	\$1,074	\$920	53%

The Subject's proposed PBRA and LIHTC rents for units restricted to 60 percent of AMI are within the range of comparables but well below the average. The majority of the market rate properties required several adjustments in the similarity matrix for various features. The Subject's PBRA rent advantage compared to average market rents is 43 percent, while the rent advantage for the Subject's LIHTC units compared to average market rents is 53 percent. As new construction, the Subject will be superior to all of the market rate comparables in terms of age and condition. However, all of the market rate comparables will offer superior common area amenities to the Subject. Similarly, the subject will offer smaller unit sizes than the market rate comparables. Overall, the Subject's proposed rents are on the lower end of the range and appear to be feasible in the market given the low vacancy rates and presence of waiting lists at the comparable properties.

8. Absorption/Stabilization Estimate:

We were able to obtain absorption information from several LIHTC and market rate properties in Atlanta. Several of these properties have been used as comparables in our report.

ABSORPTION

Property	Rent Structure	Year Built/ Renovated	Number of Units	Units Absorbed / Month
Commons At Imperial Hotel*	LIHTC/PBRA	1910/2014	90	30
Crogman School Lofts*	LIHTC/PBRA/Market	1923/2003	105	5
GE Towers	LIHTC/PBRA/Market	2004	201	20
Ashley Collegetown	LIHTC/PBRA/Market	2005	112	10
Heritage Station	LIHTC/PBRA/Market	2006	220	19
Avalon Ridge	LIHTC/Market	2008	222	19
Average				17

*Utilized as a comparable

As illustrated in the previous table, the properties constructed or renovated between 2003 and 2014 reported absorption rates of five to 30 units per month, with an average of 17 units per month. Avalon Ridge is the newest LIHTC property in the market. This property experienced an absorption rate of 19 units per month. Absorption at the properties ranges between five to 30 units per month and averages 17 units per month. Further, as a subsidized property, the developer has indicated that all of the current tenants will be income-qualified under the 60 percent AMI restriction that will be in place post-construction. We believe the Subject will have an absorption pace of approximately 20 units per month. The Subject will undergo construction in phases. Therefore, absorption of the property's newly constructed units should take approximately two months to achieve 95 percent occupancy. Given overall market performance, we believe this rate is reasonable.

9. Overall Conclusion:

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. Approximately 59.7 percent of the persons in the PMA will be renters as of the Subject's market entry date, which is considerably higher than the national rate at 36.4 percent. Further, there are no planned or proposed LIHTC developments in the Subject's PMA that will directly compete with the Subject. The Subject's strengths include its location and age/condition. The Subject's primary weaknesses are its small unit sizes, limited parking and lack of in-unit amenities that are offered by the majority of the properties in the market. However, the Subject will be located near many locational amenities, including a MARTA station, offer generally superior property wide amenities compared to the market and offer excellent condition as a newly constructed property. The comparable properties reported vacancy rates

of zero to 7.5 percent, with an average of 2.3 percent. The presence of waiting lists at the two of the comparables is a positive indication of demand in the rental market. We believe that the Subject's proposed rents are reasonable and achievable.

Summary Table:

Development Name:	Phoenix House		69
Location:	1296 Murphy Avenue SW	# LIHTC Units:	69
	Atlanta, GA 30310		
PMA Boundary:	North: Moores Mill Road/Interstate I-85/Hospitality Highway; South: Interstate 285; East: Candler Road; West: Interstate 28		
	Farthest Boundary Distance to Subject:		9.3 miles

Rental Housing Stock (found on pages 98)

Type	# Properties*	Total Units	Vacant Units	Average Occupancy
All Rental Housing	6	1,002	26	97.4%
Market-Rate Housing	3	669	15	97.8%
Assisted/Subsidized Housing not to include LIHTC	1	132	0	100.0%
LIHTC	2	201	11	94.5%
Stabilized Comps	6	1,002	26	97.4%
Properties in Construction & Lease Up	N/Ap	N/Ap	N/Ap	N/Ap

*Only includes properties in PMA

Subject Development					Average Market Rent			Highest Unadjusted	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
21	OBR at 60% AMI (PBRA)	1	292	\$642	\$904	\$3.10	41%	\$950	\$1.27
44	OBR at 60% AMI (PBRA)	1	378	\$642	\$904	\$2.39	41%	\$950	\$1.27
4	OBR at 60% AMI	1	378	\$601	\$904	\$2.39	50%	\$950	\$1.27

Demographic Data (found on page 30)

	2014		Sep-17		2019	
Renter Households	124,449	59.30%	130,694	59.70%	134,310	59.90%
Income-Qualified Renter HHs (LIHTC)	24,604	19.77%	25,838	19.77%	26,553	19.77%

Targeted Income-Qualified Renter Household Demand (found on pages 43-58)

Type of Demand	30%	50%	60%	Market-rate	Subsidized	Overall
Renter Household Growth	N/Ap	N/Ap	691	N/Ap	37,444	37,444
Existing Households (Overburdened + Substandard)	N/Ap	N/Ap	4,826	N/Ap	26,143	26,143
Homeowner conversion (Seniors)	N/Ap	N/Ap	0	N/Ap	0	0
Total Primary Market Demand						
Less Comparable/Competitive Supply	N/Ap	N/Ap	0	N/Ap	0	0
Adjusted Income-qualified Renter HHs**	N/Ap	N/Ap	5,517	N/Ap	29,887	29,887

Capture Rates (found on page 58)


Targeted Population	30%	50%	60%	Market-rate	Subsidized	Overall
Capture Rate:	N/Ap	N/Ap	0.10%	N/Ap	N/Ap	0.10%

**Includes LIHTC and unrestricted (when applicable)

B. PROJECT DESCRIPTION

PROJECT DESCRIPTION

Project Address:	The proposed Subject will consist of three one and two-story buildings and a community building located at 1296 Murphy Avenue SW in Atlanta, Georgia.
Occupancy Type:	Formerly homeless adults with a disability and other single-person households.
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:	Post-construction, 65 of the units will operate with Project-Based Rental Assistance for a total of 65 subsidized units.
Proposed Development Amenities:	See following property profile.

Property Profile Report												
Phoenix House - As Complete												
Comp#	Subject											
Effective Rent Date	5/11/2015											
Location	1296 Murphy Avenue SW Atlanta, GA 30310 Fulton County											
Distance	n/a											
Units	69											
Vacant Units	N/A											
Vacancy Rate	N/A											
Type	Garden (2 stories)											
Year Built / Renovated	Proposed - 2017											
Contact Name	Katie Crippen											
Phone	404.500.2649											
Market												
Program	@60% (PBRA), @60%				Leasing Pace	N/A						
Annual Turnover Rate	N/A				Change in Rent (Past Year)	N/A						
Units/Month Absorbed	N/A				Concession	N/A						
Section 8 Tenants	N/A											
Utilities												
A/C	included -- wall				Other Electric	included						
Cooking	included -- electric				Water	included						
Water Heat	included -- electric				Sewer	included						
Heat	included -- electric				Trash Collection	included						
Unit Mix (face rent)												
Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?	
0	1	Garden (2 stories)	21	292	\$642	\$0	@ 60% (PBRA)	N/A	N/A	N/A	yes	
0	1	Garden (2 stories)	44	378	\$642	\$0	@ 60% (PBRA)	N/A	N/A	N/A	yes	
0	1	Garden (2 stories)	4	378	\$601	\$0	@ 60%	N/A	N/A	N/A	yes	
Amenities												
In-Unit	Balcony/Patio Blinds Carpeting Central A/C Coat Closet Dishwasher Furnishing Hand Rails Microwave Oven Refrigerator				Property	Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Exercise Facility Central Laundry Off-Street Parking On-Site Management Picnic Area Service Coordination						
Services	Adult Education Shuttle Service Tutoring				Security	Limited Access Patrol Perimeter Fencing						
Premium	Medical Professional				Other	Gazebo, Gardens, Supportive Services						
Comments												
The Subject targets formerly homeless adults with disabilities. All tenants are paying 30 percent of income towards rent. The law requires that all multifamily units have to be sub-metered and pass water bills on to tenants. Therefore, all utilities except water and sewer are included. Utility allowances at the property will be \$75. Renovations will include the destruction of the property's existing buildings.												
The unit mix above reflects the property post-renovations. The property currently consists of 35 SRO studios, one two-bedroom SRO shared suite, and eight four-bedroom SRO shared suites for a total of 44 units and 69 households. Post-renovation the property will consist of 69 studio units.												

Current Rents:

According to the Subject's rent roll dated February 28, 2015, rents at the Subject are currently \$303 for the Shelter Plus Care units and \$757 for the remaining units.

Current Occupancy:

The Subject is currently operating at 94.2 percent occupancy.

Current Tenant Income: Not applicable.

Placed in Service Date: According to the client, the Subject will enter the market in September 2017.

Conclusion: The Subject will consist of new construction. We believe that the Subject will be in excellent condition following construction. We assume that 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:

Ed Mitchell visited the site on March 19, 2015.

2. Physical Features of the Site:

The following illustrates the physical features of the site.

Frontage:

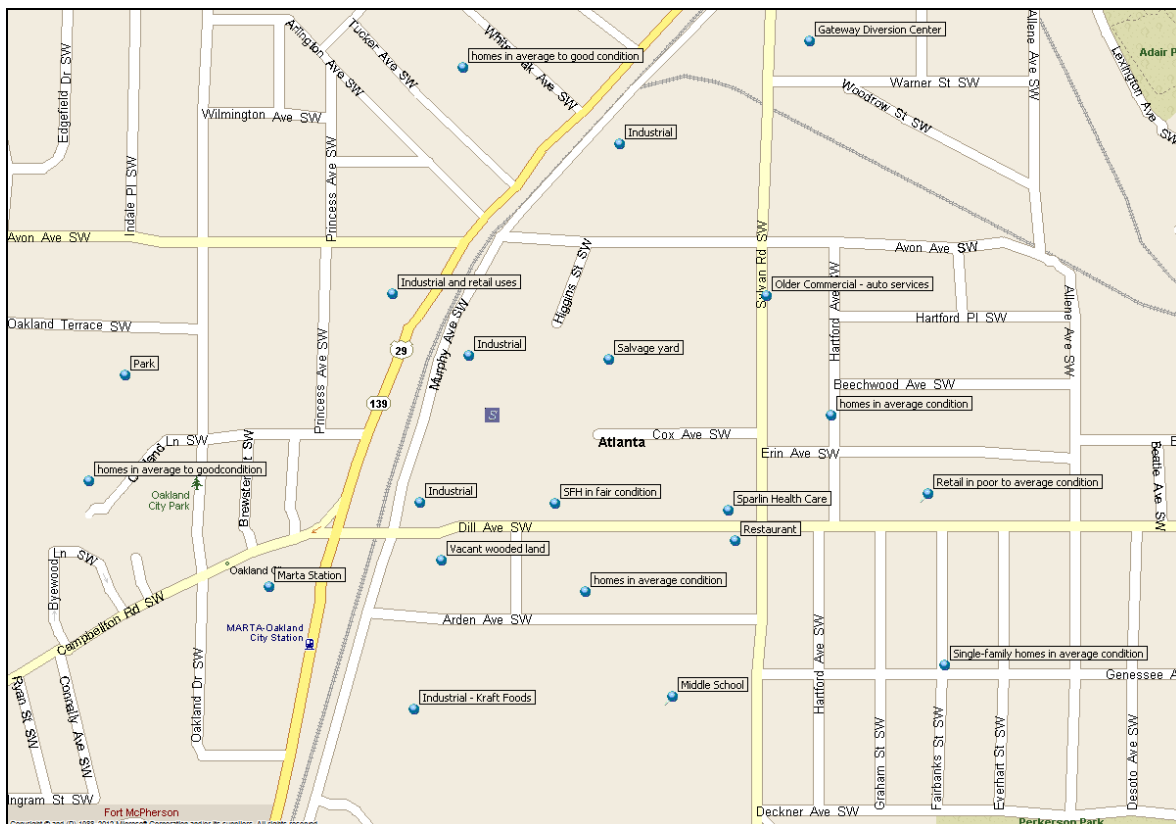
The Subject has frontage along Murphy Avenue SW.

Visibility/Views:

The residential buildings are in a campus-like setting, where visibility and views are of the Subject grounds. Visibility and views along Murphy Avenue SW are of the freight rail lines to the west, wooded land to the east and industrial uses to the north and south. The Subject site will offer poor visibility from Murphy Avenue SW, as it is slightly elevated from the roadway with limited signage. Views are considered to be poor and include railroad tracks and commercial uses.

Surrounding Uses:

The following map and pictures illustrate the surrounding land uses.



The surrounding uses are in poor to good condition. The Subject is considered a generally compatible use and the proposed units will be an improvement to the existing neighborhood.

Positive/Negative Attributes of Site: Positive attributes of the site will include condition, as the existing buildings will be demolished and new buildings will be constructed. Additionally, the project is located in an average location within a reasonable walking distance to some community services. There is one negative attribute of the site. The Subject will offer slightly inferior unit size when compared to studios at both the LIHTC and market rate comparable properties. We have accounted for these differences in the achievable rents and recommend no changes to the development as currently proposed.

3. Physical Proximity to Locational Amenities:

The Subject's neighborhood is considered to be an average location, with many community services within walking distance. All critical neighborhood services and amenities are located within 2.5 miles of the Subject, and are all easily accessible by bus or automobile. Additionally, the Oakland City MARTA station is located 0.2 miles south of the Subject. Access to this station will allow tenants to easily access downtown Atlanta and the airport. The Subject has average accessibility off of Murphy Avenue SW, which is a lightly trafficked arterial comprised primarily of commercial and light industrial uses. There are bus stops located along Murphy Avenue SW with the closest bus stop located less than 0.1 miles south of the Subject. The surrounding uses are in poor to good condition

Overall, the Subject will have poor visibility and the community presents a good location for an affordable multifamily development. The Subject is projected to have a positive impact on the local neighborhood.

4. Pictures of Subject and Adjacent Uses:



Subject Signage and community building



Subject two-story walkup residential building



Subject one-story residential building



Subject clubhouse



Security



Picnic Area



Office



Community kitchen



Community bathroom



Office



Subject laundry facility



Community building



Typical unit living area



Typical unit - kitchen



Typical unit – private bath



Typical unit - bedroom



Typical single family homes



Typical single family homes



Typical single family homes



MARTA train station



Industrial uses north on Murphy Ave SW



Industrial uses north on Murphy Ave SW



Adjacent use to the south



View south on Murphy Ave SW



View north on Murphy Ave SW



View of Subject from Murphy Ave SW



Freight rail line/MARTA rail line along Murphy Ave SW



Industrial uses north on Murphy Ave SW



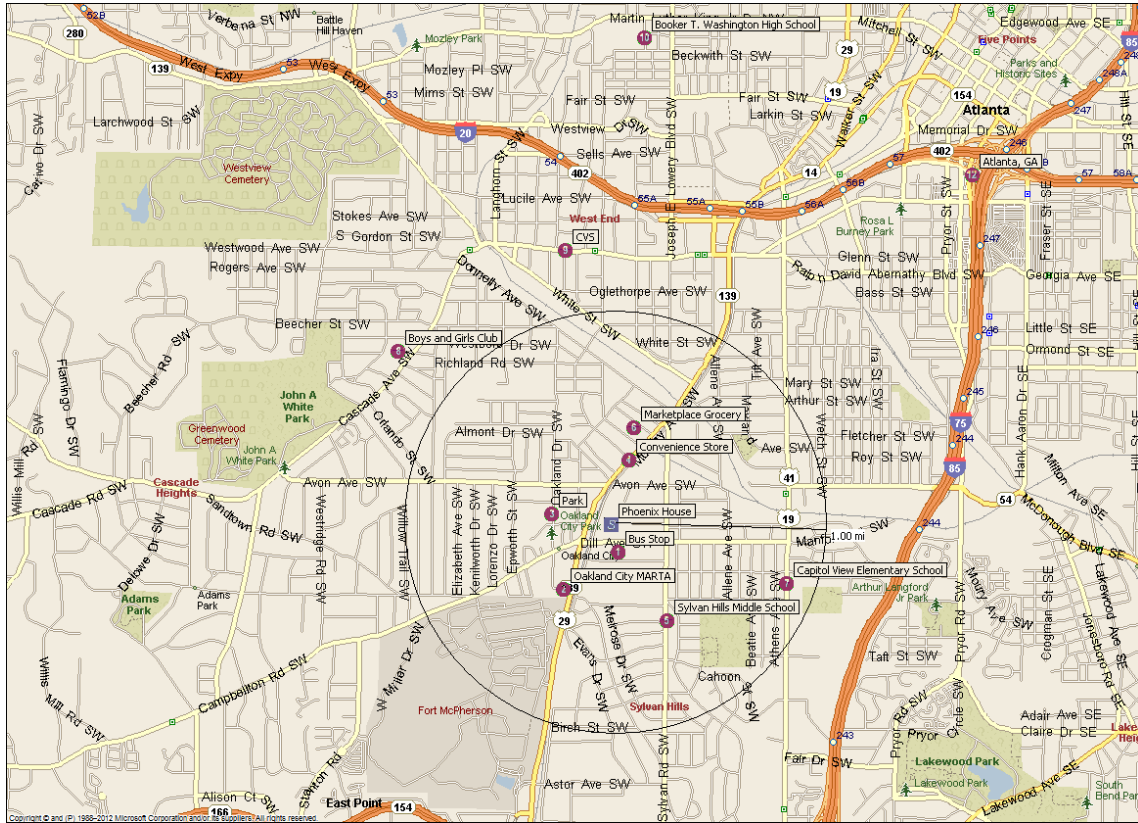
Industrial uses north on Murphy Ave SW



Industrial uses north on Murphy Ave SW

5. Proximity to Locational Amenities:

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



LOCATIONAL AMENITIES

Map #	Amenity	Service	Distance from Subject
1	Murphy Avenue Bus Station	Public Transportation	Adjacent
2	MARTA Rail Station-Oakland City	Public Transportation	0.2 miles
3	Oakland City Park	Local Park	0.4 miles
4	Lee Street Convenience Store	Convenience Store/Gas Station	0.5 miles
5	Sylvan Hills Middle School	Middle School	0.6 miles
6	Marketplace Grocery	Grocery	0.6 miles
7	Capitol View Elementary School	Elementary School	1.1 miles
8	WW Woolfolk Boys and Girls Club	Community Center	2.1 miles
9	CVA Pharmacy	Pharmacy	2.5 miles
10	Booker T. Washington High School	High School	3.2 miles
11	Regency Hospital	Hospital	3.4 miles
12	Downtown Atlanta	Employment Center	3.8 miles

6. Public Transportation

The Subject has excellent access to public transportation, being adjacent to a bus stop and within walking distance of a MARTA rail station. The majority of tenants at the

Subject will likely rely on public transportation as a primary means of transportation.

7. Crime Statistics

The following table illustrates crime statistics in the Subject's PMA compared to the MSA. The table shows crime indices in comparison to that of the nation. A crime index below 100 is below the national average, whereas anything over 100 is above the national average. For example, a crime index of 75 in a PMA would be 25 percent below the national average while a crime rate of 200 would be twice that of the national average. As the table demonstrates, all crime indices in the PMA are significantly above the MSA. Additionally, all of the crime rates in the PMA are above the nation. The Subject will offer security features including limited access, perimeter fencing and patrol, which is considered slightly superior or superior to the rest of the comparables. Given the Subject's location, lack of security measures at comparable properties, and high occupancy rates in the market, we expect the measures taken will provide adequate levels of security for residents of the Subject.

We spoke with the property managers at Fulton Cotton Mill Lofts and Harmony Park in regards to the high crime rates in Fulton County. Our contact at Harmony Park stated that she has not seen occupancy affected as a result of crime, nor has she ever had to lower rental rates. However, she believes this is partially due to the fact that the average household size is smaller (one to two people) than most properties in the area. Additionally, our contact at Fulton Cotton Mill Lofts reported that although they are in a high crime area, she has not seen occupancy or rental rates suffer.

2014 CRIME RISK INDICES

	PMA	Atlanta-Sandy Springs- Roswell, GA MSA
Total Crime*	438	156
Personal Crime*	443	133
Murder	599	163
Rape	238	93
Robbery	609	176
Assault	421	123
Property Crime*	375	158
Burglary	324	147
Larceny	314	145
Motor Vehicle Theft	487	182

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

*Unweighted aggregations

8. Description of Land Uses:

The Subject's neighborhood is considered to be an average location, with many community services within walking distance. All critical neighborhood services and amenities are located within 2.5 miles of the Subject, and are all easily accessible by bus or automobile. Additionally, the Oakland City MARTA station is located 0.2 miles south of the Subject. Access to this station will allow tenants to easily access downtown Atlanta and the airport. The Subject has average accessibility off of Murphy Avenue SW, which is a lightly trafficked arterial comprised primarily of commercial and light industrial uses. There are bus stops located along Murphy Avenue SW with the closest bus stop located less than 0.1 miles south of the Subject. The surrounding uses are in poor to good condition. The Subject is considered a generally compatible use and the proposed units will be an improvement to the existing neighborhood.

9. Existing Assisted Rental Housing Property Map:

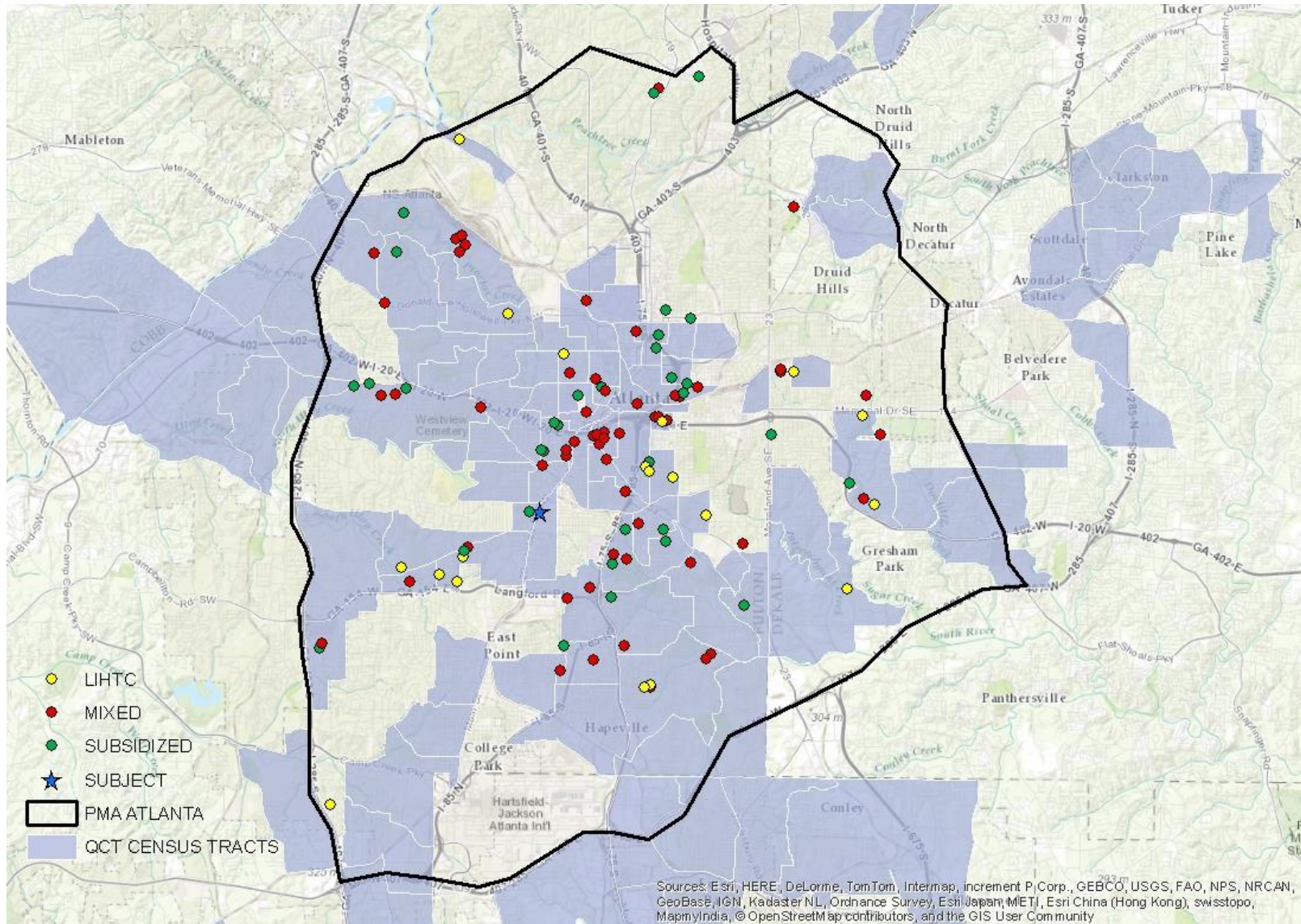
The following map and list identifies all assisted rental housing properties in the PMA.

QCT LIST

Property	Address	City	State	Target Tenancy	Type	Map Color	Included/ Excluded	Reason for Exclusion	Distance from Subject
Phoenix House	1296 Murphy Avenue SW	Atlanta	GA	Disabled/Formerly homeless	LIHTC/PBRA		SUBJECT	-	-
Baptist Gardens	1928 Delowe Drive SW	Atlanta	GA	Senior	LIHTC		Excluded	Tenancy not compatible	2.8 miles
Brentwood Village Apartments	1935 Alison Court	Atlanta	GA	Family	LIHTC		Excluded	More comparable properties	
Capitol Towers	830 Crew Street SW	Atlanta	GA	Senior	LIHTC		Excluded	Tenancy not compatible	3.1 miles
Columbia Mechanicsville Scattered Site	555 McDaniel Street	Atlanta	GA	Senior	LIHTC		Excluded	Tenancy not compatible	2.5 miles
Columbia Mill	2229 Flat Shoals Rd Se	Atlanta	GA	Family	LIHTC		Excluded	Unit sizes not comparable	8.6 miles
Columbia Peopletown	222 Tuskegee Street	Atlanta	GA	Family	LIHTC		Excluded	Unit sizes not comparable	3.5 miles
Courtyards At Glenview	2035 Memorial Drive	Atlanta	GA	Family	LIHTC		Excluded	Unit sizes not comparable	7.5 miles
Eagles Run Apartments	2000 Bouldercrest Road	Atlanta	GA	Family	LIHTC		Excluded	Unit sizes not comparable	10.2 miles
Gladstone Apartments	1326 Roberts Drive SE	Atlanta	GA	Family	LIHTC		Excluded	Unit sizes not comparable	4.1 miles
MLK Village Tower	380 Martin Street	Atlanta	GA	Family	LIHTC		Excluded	Unit sizes not comparable	2.7 miles
Moore's Mill Village	2452 Coronet Way	Atlanta	GA	Family	LIHTC		Excluded	Unit sizes not comparable	9.1 miles
Overlook Atlanta	1401 Bankhead Highway	Atlanta	GA	Family	LIHTC		Excluded	Unit sizes not comparable	5.0 miles
QLS Garden	1870 Campbellton Road	Atlanta	GA	Family	LIHTC		Excluded	Unit sizes not comparable	1.7 miles
QLS Haven	1840 Campbellton Road	Atlanta	GA	Senior	LIHTC		Excluded	Tenancy not compatible	1.6 miles
Quest Village III	871-879 Rock Street	Atlanta	GA	Family	LIHTC		Excluded	Unit sizes not comparable	2.6 miles
Retreat At Edgewood	150 Hutchinson Street, NE	Atlanta	GA	Family	LIHTC		Excluded	Unit sizes not comparable	5.1 miles
Robins Creste	4171 Washington Road	Atlanta	GA	Family	LIHTC		Excluded	Unit sizes not comparable	9.7 miles
Terraces At Highbury Court	50 Mt. Zion Rd. SE	Atlanta	GA	Family	LIHTC		Excluded	Unit sizes not comparable	5.7 miles
The Square At Peopletown	875 Hank Aaron Drive	Atlanta	GA	Family	LIHTC		Excluded	Unit sizes not comparable	3.1 miles
Wells Court Apartments	1856 Wells Drive SW	Atlanta	GA	Family	LIHTC		Excluded	Unit sizes not comparable	2.9 miles
Woods At Glenrose	50 Mount Zion Road SW	Atlanta	GA	Family	LIHTC		Excluded	Unit sizes not comparable	3.3 miles
Brookside Park	565 St. John's Avenue	Atlanta	GA	Family	LIHTC/Market		Excluded	Unit sizes not comparable	2.3 miles
Centennial Place Apartments	526 Centennial Olympic Park Drive	Atlanta	GA	Family	LIHTC/Market		Excluded	Unit sizes not comparable	4.4 miles
City Plaza	133 Trinity Avenue	Atlanta	GA	Family	LIHTC/Market		Excluded	Unit sizes not comparable	3.0 miles
Colonial Square	2637 Old Hapeville Road	Atlanta	GA	Family	LIHTC/Market		Excluded	Unit sizes not comparable	4.9 miles
Columbia Cithomes	165 Marion Place NE	Atlanta	GA	Family	LIHTC/Market		Excluded	Unit sizes not comparable	6.5 miles
Enclave At Webster Park	2640 Martin Luther King Drive	Atlanta	GA	Family	LIHTC/Market		Excluded	Unit sizes not comparable	4.8 miles
Grant Park Commons	1940 Fisher Road SE	Atlanta	GA	Family	LIHTC/Market		Excluded	Unit sizes not comparable	4.6 miles
Heritage Greene	2891 Springdale Road	Atlanta	GA	Family	LIHTC/Market		Excluded	Dissimilar AMI levels	3.3 miles
Kirkwood Gardens	1929 Hosea L Williams Dr SE	Atlanta	GA	Family	LIHTC/Market		Excluded	Unit sizes not comparable	7.8 miles
Lakewood Christian Manor	2141 Springdale Road	Atlanta	GA	Senior	LIHTC/Market		Excluded	Tenancy not compatible	3.0 miles
Lillie R. Campbell House	1830 Campbellton Rd SW	Atlanta	GA	Senior	LIHTC/Market		Excluded	Tenancy not compatible	1.5 miles
M Street Apartments	950 Marietta Street	Atlanta	GA	Family	LIHTC/Market		Included	N/A	4.6 miles
Northside Plaza Apartments	440 Markham Street SW	Atlanta	GA	Family	LIHTC/Market		Excluded	Unit sizes not comparable	2.8 miles
Oglethorpe Place	835 Oglethorpe Av. SW	Atlanta	GA	Family	LIHTC/Market		Excluded	Unit sizes not comparable	1.5 miles
Pavilion Place	532 Cleveland Avenue SW	Atlanta	GA	Family	LIHTC/Market		Excluded	Unit sizes not comparable	3.7 miles
Peaks At West Atlanta	1212 James Jackson Pkwy	Atlanta	GA	Family	LIHTC/Market		Excluded	Unit sizes not comparable	7.8 miles
Preserve At Bent Creek	1994 Bent Creek Way SW	Atlanta	GA	Family	LIHTC/Market		Excluded	Unit sizes not comparable	3.0 miles
Retreat At Edgewood Phase II	1281 Caroline St. N.E.	Atlanta	GA	Family	LIHTC/Market		Excluded	Unit sizes not comparable	5.0 miles
The Courtyard At Maple	55 Maple Street Nw	Atlanta	GA	Family	LIHTC/Market		Excluded	Unit sizes not comparable	3.1 miles
The Station At Richmond Hill	1770 Richmond Circle SE	Atlanta	GA	Family	LIHTC/Market		Excluded	Unit sizes not comparable	5.0 miles
The Villages At Carver	174 Moury Avenue	Atlanta	GA	Family	LIHTC/Market		Excluded	Unit sizes not comparable	2.0 miles
The Villages At Castleberry Hill	600 Greensferry Avenue, SW	Atlanta	GA	Family	LIHTC/Market		Excluded	Unit sizes not comparable	2.1 miles
The Villas At Lakewood	1700 Giben Road SW	Atlanta	GA	Family	LIHTC/Market		Excluded	Unit sizes not comparable	3.0 miles
Vineyards At Flat Shoals Apartments	2125 Flat Shoals Road SE	Atlanta	GA	Family	LIHTC/Market		Excluded	Unit sizes not comparable	5.8 miles
Vineyards Of Browns Mill	2738 Vineyards Drive SE	Atlanta	GA	Family	LIHTC/Market		Excluded	Unit sizes not comparable	4.1 miles
Adair Park	608 Murphy Street	Atlanta	GA	Family	PBRA/Market		Excluded	Unit sizes not comparable	1.5 miles
Ashley Auburn Pointe	357 Auburn Pointe Drive	Atlanta	GA	Family	PBRA/Market		Excluded	Subsidized	3.3 miles
Ashley Auburn Pointe Phase II	100 Bell Street	Atlanta	GA	Family	PBRA/Market		Excluded	Subsidized	3.0 miles
Ashton Browns Mill Apartments	500 Cleveland Ave SE	Atlanta	GA	Senior	PBRA/Market		Excluded	Tenancy not compatible	6.3 miles
Campbell Stone Apartments	2911 Pharr Court South NW	Atlanta	GA	Senior	PBRA/Market		Excluded	Tenancy not compatible	12.6 miles
City Views At Rosa Burney Park	259 Richards on Street	Atlanta	GA	Family	PBRA/Market		Excluded	Unit sizes not comparable	2.5 miles
Hampton Oaks Apartments	1955 Ladawn Lane	Atlanta	GA	Family	PBRA/Market		Excluded	Unit sizes not comparable	11.1 miles
Mechanicsville Crossing	565 Wells Street	Atlanta	GA	Family	PBRA/Market		Excluded	Unit sizes not comparable	2.0 miles
Renaissance At Park Place South	240 Amal Drive SW	Atlanta	GA	Senior	PBRA/Market		Excluded	Tenancy not compatible	3.0 miles
Mechanicsville Station	520 Fulton Street	Atlanta	GA	Family	PBRA/PHA/Market		Excluded	Unit sizes not comparable	2.7 miles
Parkside At Mechanicsville	565 McDaniel Street SW	Atlanta	GA	Family	PBRA/PHA/Market		Excluded	Unit sizes not comparable	1.6 miles

OCT LIST Continued

Property	Address	City	State	Target Tenancy	Type	Map Color	Included/ Excluded	Reason for Exclusion	Distance from Subject
Villages Of East Lake I And II	460 East Lake Blvd.	Atlanta	GA	Family	LIHTC/PBRA/ Market	Red	Excluded	Unit sizes not comparable	6.1 miles
Ashley Collegetown Apartments	387 Joseph E. Lowery Homes Blvd.	Atlanta	GA	Family	LIHTC/PBRA/Market		Excluded	Unit sizes not comparable	2.4 miles
Ashley West End	717 Lee Street SW	Atlanta	GA	Family	LIHTC/PBRA/Market		Excluded	Unit sizes not comparable	1.4 miles
Auburn Glenn	49 Boulevard Avenue SE	Atlanta	GA	Family	LIHTC/PBRA/Market		Excluded	Unit sizes not comparable	5.4 miles
Avalon Ridge (Ika Terraces III)	183 Mount Zion Road SE	Atlanta	GA	Family	LIHTC/PBRA/Market		Excluded	Unit sizes not comparable	5.8 miles
Capitol Gateway Phase I	89 Woodward Avenue SE	Atlanta	GA	Family	LIHTC/PBRA/Market		Excluded	Unit sizes not comparable	4.2 miles
Capitol Gateway Phase II	79 Woodward Avenue SE	Atlanta	GA	Family	LIHTC/PBRA/Market		Excluded	Unit sizes not comparable	4.2 miles
Columbia At Sylvan Hills	1150 Astor Ave	Atlanta	GA	Family	LIHTC/PBRA/Market		Excluded	Unit sizes not comparable	1.4 miles
Columbia Colony Senior Residences	2999 Continental Colony Pkwy SW	Atlanta	GA	Senior	LIHTC/PBRA/Market		Excluded	Tenancy not compatible	6.1 miles
Columbia Commons	2524 Martin Luther King Drive	Atlanta	GA	Family	LIHTC/PBRA/Market		Excluded	Unit sizes not comparable	4.6 miles
Columbia Crest	1903 Drew Dr NW	Atlanta	GA	Family	LIHTC/PBRA/Market		Excluded	Unit sizes not comparable	7.8 miles
Columbia Estates	1710 Noel Street NW	Atlanta	GA	Family	LIHTC/PBRA/Market		Excluded	Unit sizes not comparable	8.4 miles
Columbia Grove Apartments	1783 Johnson Road NW	Atlanta	GA	Family	LIHTC/PBRA/Market		Excluded	Unit sizes not comparable	6.4 miles
Columbia Park Citi	921 Westmoreland Circle	Atlanta	GA	Family	LIHTC/PBRA/Market		Excluded	Unit sizes not comparable	6.8 miles
Columbia Senior Residences At Mechanicsville	555 Mcdaniel St	Atlanta	GA	Family	LIHTC/PBRA/Market		Excluded	Unit sizes not comparable	2.7 miles
Columbia Senior Residences At MLK	125 Logan Street	Atlanta	GA	Senior	LIHTC/PBRA/Market		Excluded	Tenancy not compatible	4.0 miles
Crogman School Lofts	1093 West Avenue SW	Atlanta	GA	Family	LIHTC/PBRA/Market		Included	N/A	2.1 miles
GE Tower Apartments	490 Glenn Street SW	Atlanta	GA	Family	LIHTC/PBRA/Market		Excluded	Unit sizes not comparable	2.1 miles
Heritage Station	765 Mcdaniel St	Atlanta	GA	Senior	LIHTC/PBRA/Market		Excluded	Unit sizes not comparable	2.5 miles
Heritage Station I	765 Mc Daniel Street	Atlanta	GA	Family	LIHTC/PBRA/Market		Excluded	Unit sizes not comparable	2.5 miles
Vineyards West Apartments	954 Hamilton E Holmes Dr	Atlanta	GA	Family	LIHTC/PBRA/Market		Excluded	Subsidized	4.1 miles
Magnolia Park Apartments	60 Paschal Street Sw	Atlanta	GA	Family	LIHTC/PHA/Market		Excluded	Unit sizes not comparable	3.9 miles
Mechanicsville Family	500 Mcdaniel Street	Atlanta	GA	Family	LIHTC/PHA/Market		Excluded	Unit sizes not comparable	2.6 miles
Cathedral Towers	2820 Peachtree Rd Nw	Atlanta	GA	Family	Section 202		Excluded	Unit sizes not comparable	12.2 miles
Asbury Harris Epworth Towers	3033 Continental Colony Pkwy	Atlanta	GA	Senior	Section 236		Excluded	Tenancy not compatible	6.1 miles
Columbia Blackshear Senior Residences	14 Meldon Avenue SW	Atlanta	GA	Senior	LIHTC/PBRA		Excluded	Tenancy not compatible	3.2 miles
Columbia High Point Senior	220 Bowen Circle SW	Atlanta	GA	Senior	LIHTC/PBRA		Excluded	Tenancy not compatible	2.6 miles
Columbia Senior Residences At Edgewood	1281 Caroline Street	Atlanta	GA	Senior	LIHTC/PBRA		Excluded	Tenancy not compatible	6.7 miles
Commons At Imperial Hotel	355 Peachtree Street NE	Atlanta	GA	Disabled/Formerly homeless	LIHTC/PBRA		Included	N/A	7.0 miles
Constitution Apartments	960 Constitution Road	Atlanta	GA	Family	LIHTC/PBRA		Excluded	Unit sizes not comparable	6.4 miles
O'hem House	16 MW Holmes Border Dr NE	Atlanta	GA	Family	LIHTC/PBRA		Excluded	Dissimilar AMI levels	4.8 miles
Peaks Of MLK	2423 Martin Luther King Drive	Atlanta	GA	Family	LIHTC/PBRA		Excluded	Unit sizes not comparable	4.5 miles
Seven Courts Apartments	2800 Martin Luther King Jr Blvd	Atlanta	GA	Family	LIHTC/PBRA		Excluded	Unit sizes not comparable	5.1 miles
SRO On Peachtree	477 Peachtree Street	Atlanta	GA	Family	LIHTC/PBRA	Excluded	Subsidized	13.9 miles	
Betmar Village Apartments	345 Ashwood Avenue	Atlanta	GA	Senior	LIHTC/Section 8	Excluded	Tenancy not compatible	2.0 miles	
Commons At Nelms	2488 Lakewood Avenue SW	Atlanta	GA	Family	PBRA	Excluded	Subsidized	2.3 miles	
Martin Manor	2950 MaLK Jr. Drive SW	Atlanta	GA	Disabled	PBRA	Excluded	Unit sizes not comparable	5.4 miles	
The Safety Net	2045 Graham Circle	Atlanta	GA	Family	PBRA	Excluded	Subsidized	8.2 miles	
The Veranda At Collegetown	372 Legacy Dr	Atlanta	GA	Senior	PBRA	Excluded	Tenancy not compatible	2.5 miles	
Veranda At Carver	217 Thirkield Avenue SW	Atlanta	GA	Senior	PBRA	Excluded	Tenancy not compatible	2.7 miles	
Abemathy Towers	1059 Oglethrope Avenue SW	Atlanta	GA	Family	Section 8	Excluded	Subsidized	1.1 miles	
Bethel Tower Apartments	210 Auburn Avenue NE	Atlanta	GA	Family	Section 8	Excluded	Subsidized	4.8 miles	
Branan Towers	1200 Glenwood Ave Se	Atlanta	GA	Senior	Section 8	Excluded	Tenancy not compatible	6.3 miles	
Calvin Court	479 E. Paces Ferry Road, NE	Atlanta	GA	Senior	Section 8	Excluded	Tenancy not compatible	11.8 miles	
Capitol Avenue Apartments	811 Capitol Avenue	Atlanta	GA	Senior	Section 8	Excluded	Tenancy not compatible	3.1 miles	
Community Friendship Housing Services	395 Ponce De Leon Ave Ne	Atlanta	GA	Family	Section 8	Excluded	Subsidized	4.6 miles	
Community Friendship Housing Services II	684 Lawton St	Atlanta	GA	Disabled	Section 8	Excluded	Subsidized	1.7 miles	
Flipper Temple	2479 Abner Terrace NW	Atlanta	GA	Family	Section 8	Excluded	Subsidized	7.6 miles	
Friendship Towers	35 Northside Dr Sw	Atlanta	GA	Senior	Section 8	Excluded	Tenancy not compatible	2.1 miles	
John O Chiles	435 Joseph E. Lowery	Atlanta	GA	Senior	Section 8	Excluded	Tenancy not compatible	2.3 miles	
Lutheran Towers	727 Juniper Street	Atlanta	GA	Family	Section 8	Excluded	Subsidized	6.3 miles	
Oakland City I And II	1191 Oakland Lane SW	Atlanta	GA	Family	Section 8	Excluded	Subsidized	0.3 miles	
Qls Haven	1840 Campbellton Rd Sw	Atlanta	GA	Family	Section 8	Excluded	Subsidized	1.6 miles	
Rolling Bends Apartments	2500 Center St. NW	Atlanta	GA	Family	Section 8	Excluded	Subsidized	7.9 miles	
Trinity Towers	2611 Springdale Road SW	Atlanta	GA	Senior	Section 8	Excluded	Subsidized	2.5 miles	
Veranda At Auburn Pointe	115 Hilliard St	Atlanta	GA	Family	Section 8	Excluded	Subsidized	3.4 miles	
Veranda At Scholars Landing	130 Lawsyhe Street SW	Atlanta	GA	Senior	Section 8	Excluded	Tenancy not compatible	2.3 miles	



Sources: Esri, HERE, DeLorme, TomTom, Intermap, increment P Corp., GEBCO, USGS, FAO, NPS, NRCAN, GeoBase, IGN, Kadaster NL, Ordnance Survey, Esri Japan, METI, Esri China (Hong Kong), swisstopo, MapmyIndia, © OpenStreetMap contributors, and the GIS User Community



Atlanta, GA



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

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

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

The Subject is accessed via Murphy Avenue SW, which is a lightly trafficked secondary arterial. Traffic flow is limited and appeared light. Sidewalks in the Subject's neighborhood appear to be well maintained. While few amenities are within walking distance of the Subject, tenants can walk to the bus stop less than 0.1 mile from the Subject or the Oakland MARTA station located 0.4 miles from the Subject. Overall, vehicular access, pedestrian access and ingress/egress are considered adequate.

10. Walkability:

The site is designated as "car-dependent" by WalkScore with a score of 35.

11. Environmental Concerns:

None visible upon site inspection.

12. Conclusion:

The Subject is located along the east side of Murphy Avenue SW. Immediate surrounding uses include single-family homes, a health care facility, active railroad tracks a four-lane highway, and a local market. The surrounding land uses are in poor to good condition. The Subject will be compatible use within the immediate neighborhood.

D. MARKET AREA

PRIMARY MARKET AREA

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

Primary Market Area Map



The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households, and growth patterns will be studied to determine if Fulton County and the primary market area are areas of growth or contraction.

The boundaries of the PMA are as follows:

- North – Moors Mill Road/Interstate I-85/Hospitality Highway
- South – Interstate 285
- East – Candler Road
- West – Interstate 285

The PMA is defined as the southwest portion of Atlanta, Georgia, as defined by the above map. This area was defined based on conversations with local property managers, city officials, natural physical barriers and anticipated similarities in overall market characteristics. For the purposes of this study, it is estimated that 85 percent of the income qualified demand for the Subject will be generated from within the PMA.

E. COMMUNITY DEMOGRAPHIC DATA

COMMUNITY DEMOGRAPHIC DATA

The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied to determine if the Primary Market Area (PMA) and the Atlanta, GA 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 the MSA, the PMA and nationally from 2000 through 2019.

TOTAL POPULATION

Year	PMA		Atlanta-Sandy Springs-Roswell, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	491,774	-	4,263,438	-	281,421,906	-
2010	468,613	-0.5%	5,286,728	2.4%	308,745,538	1.0%
2014	486,935	0.9%	5,467,379	0.8%	314,467,933	0.4%
Projected Mkt Entry September 2017	503,648	1.1%	5,672,164	1.2%	321,672,632	0.7%
2019	513,324	1.1%	5,790,724	1.2%	325,843,774	0.7%

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

POPULATION BY AGE GROUP

Age Cohort	PMA				
	2000	2010	2014	Projected Mkt Entry September 2017	2019
0-4	32,333	30,619	29,874	30,818	31,365
5-9	33,317	25,150	27,319	27,396	27,440
10-14	30,090	22,036	23,741	25,111	25,904
15-19	37,190	33,360	33,311	34,521	35,222
20-24	48,610	50,832	49,803	50,522	50,938
25-29	51,001	49,059	49,047	49,868	50,343
30-34	44,690	42,133	44,212	44,795	45,132
35-39	40,520	36,781	36,546	37,930	38,732
40-44	35,673	31,805	33,369	32,461	31,935
45-49	31,776	30,144	30,404	31,106	31,513
50-54	27,367	27,747	29,034	28,944	28,892
55-59	19,225	24,580	26,493	27,786	28,534
60-64	15,187	20,998	22,928	24,682	25,698
65-69	12,273	14,493	18,287	19,861	20,773
70-74	10,687	10,381	12,481	15,049	16,536
75-79	8,771	7,412	8,406	10,025	10,962
80-84	6,589	5,529	5,727	6,398	6,786
85+	6,476	5,554	5,953	6,375	6,620
Total	491,775	468,613	486,935	503,649	513,325

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

NUMBER OF ELDERLY AND NON-ELDERLY

Year	PMA			Atlanta-Sandy Springs-Roswell, GA MSA		
	Total Population	Non-Elderly	Elderly (65+)	Total Population	Non-Elderly	Elderly (65+)
2000	491,775	446,979	44,796	4,263,438	3,934,848	328,590
2010	468,613	425,244	43,369	5,286,728	4,812,201	474,527
2014	486,935	436,081	50,854	5,467,379	4,896,815	570,564
Projected Mkt Entry September 2017	503,649	445,940	57,709	5,672,164	5,019,528	652,636
2019	513,325	451,648	61,677	5,790,724	5,090,572	700,152

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

Total population in the PMA is projected to increase at a 1.1 percent annual rate from 2014 to 2019, a growth rate similar to that of the MSA and higher than the nation as a whole during the same time period. In 2014, approximately 43.8 percent of the PMA's population was 29 years old or younger. The PMA demonstrates a larger 20 to 29 age population when compared to other age cohorts.

2. Household Trends**2a. Total Number of Households, Average Household Size****TOTAL NUMBER OF HOUSEHOLDS**

Year	PMA		Atlanta-Sandy Springs-Roswell, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	195,731	-	1,566,711	-	105,991,193	-
2010	200,245	0.2%	1,943,885	2.4%	116,716,292	1.0%
2014	209,829	1.1%	2,010,072	0.8%	118,979,182	0.5%
Projected Mkt Entry September 2017	219,018	1.4%	2,087,489	1.2%	121,820,134	0.8%
2019	224,338	1.4%	2,132,309	1.2%	123,464,895	0.8%

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

AVERAGE HOUSEHOLD SIZE

Year	PMA		Atlanta-Sandy Springs-Roswell, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.34	-	2.67	-	2.58	-
2010	2.16	-0.8%	2.68	0.0%	2.58	0.0%
2014	2.14	-0.2%	2.68	0.0%	2.58	0.0%
Projected Mkt Entry September 2017	2.13	-0.2%	2.68	0.0%	2.57	0.0%
2019	2.12	-0.2%	2.68	0.0%	2.57	0.0%

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

Total household growth in the PMA is projected to increase at a rate slightly above that of the MSA from 2014 to 2019. Additionally, total household growth in the PMA and MSA will be significantly higher than the nation as a whole over the same time period. The average household size in the PMA is projected to decline slightly in the PMA with a nominal annual change of -0.2 percent through 2019. The average household sizes in the MSA and nation are projected to remain over the same time period.

2b. Households by Tenure

The following table illustrates household growth by tenure from 2000 through 2019.

TENURE PATTERNS PMA				
Year	Owner-Occupied	Percentage	Renter-Occupied	Percentage
	Units	Owner-Occupied	Units	Renter-Occupied
2000	82,926	42.4%	112,805	57.6%
2014	85,380	40.7%	124,449	59.3%
Projected Mkt Entry September 2017	88,324	40.3%	130,694	59.7%
2019	90,028	40.1%	134,310	59.9%

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

Renter-occupied housing units represent 59.3 percent of households in the PMA which is significantly higher than the national average of 36.4 percent nationally. The percentage of renter occupied households in the PMA is projected to increase through market entry and 2019.

2c. Households by Income

The following table depicts household income distribution in 2014, market entry, and 2019 for the PMA.

Income Cohort	HOUSEHOLD INCOME DISTRIBUTION - PMA					
	2014		Projected Mkt Entry September 2017		2019	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	35,588	17.0%	38,907	17.8%	40,829	18.2%
\$10,000-19,999	32,103	15.3%	34,573	15.8%	36,002	16.0%
\$20,000-29,999	26,435	12.6%	28,380	13.0%	29,506	13.2%
\$30,000-39,999	20,741	9.9%	21,894	10.0%	22,562	10.1%
\$40,000-49,999	16,794	8.0%	17,582	8.0%	18,038	8.0%
\$50,000-59,999	14,243	6.8%	14,504	6.6%	14,655	6.5%
\$60,000-74,999	15,330	7.3%	15,460	7.1%	15,535	6.9%
\$75,000-99,999	17,371	8.3%	17,563	8.0%	17,674	7.9%
\$100,000-124,999	10,448	5.0%	10,103	4.6%	9,903	4.4%
\$125,000-149,999	5,071	2.4%	5,002	2.3%	4,962	2.2%
\$150,000-199,999	7,377	3.5%	6,913	3.2%	6,645	3.0%
\$200,000+	8,329	4.0%	8,138	3.7%	8,027	3.6%
Total	209,829	100.0%	219,018	100.0%	224,338	100.0%

Source: Ribbon Demographics 2014, Novogradac & Company LLP, May 2015

The Subject will target households earning \$0 to \$32,760. Approximately 45 percent of renter households in the PMA earned incomes between \$0 and \$29,999 in 2014. For the projected market entry date of September 2017, this percentage is projected to increase to 47 percent. The large percentage of income qualified households in the PMA bodes well for the Subject's units.

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 - PMA

Household Size	2010		2014		Projected Mkt Entry September 2017		2019	
	Total Renter Households	Percentage	Total Renter Households	Percentage	Total Renter Households	Percentage	Total Renter Households	Percentage
1 Person	51,543	46.4%	60,163	48.3%	64,210	49.1%	66,553	49.6%
2 Persons	28,539	25.7%	31,623	25.4%	32,991	25.2%	33,784	25.2%
3 Persons	13,329	12.0%	14,396	11.6%	14,909	11.4%	15,206	11.3%
4 Persons	8,202	7.4%	8,634	6.9%	8,839	6.8%	8,958	6.7%
5+ Persons	9,362	8.4%	9,634	7.7%	9,745	7.5%	9,810	7.3%
Total	110,975	100.0%	124,449	100.0%	130,694	100.0%	134,310	100.0%

Source: Ribbon Demographics 2014, Novogradac & Company LLP, May 2015

The largest renter household cohort has remained a one-person household since 2010, followed by two and three-person households. These three cohorts are projected to remain the largest through projected market entry and 2019. In 2014, the one-person households accounted for approximately 48.3 percent of renter households in the PMA. The Subject will target one-person households. Therefore, the strong presence of one-person renter households in the PMA bodes well for the Subject's units.

2e and f. Elderly and HFOP

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

Conclusion

The PMA is expected to experience population and household growth from 2014 through 2019. Population growth in the PMA is expected to increase at an annual rate of 1.1 percent from 2014 through 2019, which is considered moderate. Population growth in the PMA is similar to the MSA and will be greater than the national rate through 2019. Renter-occupied housing units represent 59.3 percent of households in the PMA which is significantly higher than the national average of 36.4 percent nationally. The percentage of renter occupied households in the PMA is projected to increase through market entry and 2019. The Subject will target households earning \$0 to \$32,760. Approximately 45 percent of renter households in the PMA earned incomes between \$0 and \$29,999 in 2014. For the projected market entry date of September 2017, this percentage is projected to increase to 47 percent. As the population and number of households increase, there is expected to be a greater number of lower-income renters seeking affordable housing.

F. EMPLOYMENT TRENDS

EMPLOYMENT TRENDS

The Atlanta MSA is comprised of Barrow, Bartow, Butts, Carroll, Cherokee, Clayton, Cobb, Coweta, Dawson, DeKalb, Douglas, Fayette, Forsyth, Fulton, and Gwinnett Counties, and is the largest metropolitan area in the state of Georgia. It is also the ninth largest metropolitan area in the nation, and, as of the 2010 Census, it consists of nearly two million households. At the heart of the MSA are Fulton and DeKalb counties with a combined population of over 1.6 million. The city of Atlanta is the capital of Georgia and its most populous city. The population of the city of Atlanta totals 447,841; however, as of the 2010 census, the population of the greater metropolitan area was approximately 5.3 million. It is the ninth largest urban area in the country, behind Dallas-Fort Worth-Arlington, Texas and Washington, District of Columbia-Virginia-Maryland, among others.

The regional economy is diverse, with professional services, healthcare, transportation, public administration, retail trade, and education all accounting for a large percentage of the employment base. Atlanta is home to 15 Fortune 500 headquarters, such as Home Depot, United Parcel Service, and Coca-Cola. According to the Development Authority of Fulton County, the revenues of these firms totaled \$288 billion in 2014. The Atlanta region is also home to numerous international companies and the Hartsfield-Jackson International Airport. Since 1998, Atlanta International Airport has been the busiest passenger airport in the world, averaging 230,000 passengers daily.

1. Total Jobs

The following table illustrates the total jobs (also known as “covered employment”) in Fulton County.

Total Jobs in Fulton County, Georgia		
Year	Total Employment	% Change
2005	430,634	-
2006	448,380	3.96%
2007	465,409	3.66%
2008	465,380	-0.01%
2009	437,746	-6.31%
2010	434,315	-0.79%
2011	447,939	3.04%
2012	464,310	3.53%
2013	474,995	2.25%
2014	469,099	-1.26%
2014 YTD Average	478,429	1.95%
Mar-14	473,945	-
Mar-15	478,153	0.88%

Source: U.S. Bureau of Labor Statistics
YTD as of December 2015

As the table above illustrates, total employment in Fulton County declined between 2008 and 2010, as a result of the national recession. Total employment increased between 2011 and 2013. Total employment in the county decreased again in 2014. From March 2014 to March 2015, total employment increased 0.88 percent. The employment gains experienced over the past several

years signal that the county has recovered from the recession. As of March 2015, total employment in Fulton County was higher than pre-recession levels.

2. Total Jobs by Industry

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

March 2014 Covered Employment Fulton County, Georgia

	Number	Percent
Total, all industries	656,769	-
Goods-producing	40,779	-
Natural resources and mining	299	0.05%
Construction	15,190	2.31%
Manufacturing	25,290	3.85%
Service-providing	615,990	-
Trade, transportation, and utilities	131,394	20.01%
Information	46,517	7.08%
Financial activities	65,851	10.03%
Professional and business services	173,101	26.36%
Education and health services	91,587	13.95%
Leisure and hospitality	83,704	12.74%
Other services	21,265	3.24%
Unclassified	2,571	0.39%

Source: Bureau of Labor Statistics, 2015

The largest sectors in Fulton County are professional and business services and trade, transportation and utilities. These industries are somewhat vulnerable in economic downturns and are historically volatile industries. However, educational and health services are the third largest industry and are typically considered stable industries. Overall, the county's employment base seems to be fairly diversified. It should be noted that differences in the total jobs and total jobs by industry are due to rounding.

2014 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Educational Services	24,368	11.3%	12,979,314	9.1%
Prof/Scientific/Tech Services	23,780	11.0%	9,808,289	6.8%
Health Care/Social Assistance	22,779	10.6%	20,080,547	14.0%
Accommodation/Food Services	21,563	10.0%	10,849,114	7.6%
Retail Trade	18,816	8.7%	16,592,605	11.6%
Admin/Support/Waste Mgmt Svcs	12,670	5.9%	6,316,579	4.4%
Transportation/Warehousing	12,114	5.6%	5,898,791	4.1%
Public Administration	11,314	5.2%	6,713,073	4.7%
Other Services (excl Publ Adm)	10,964	5.1%	7,850,739	5.5%
Construction	10,294	4.8%	8,291,595	5.8%
Manufacturing	9,535	4.4%	15,162,651	10.6%
Finance/Insurance	9,530	4.4%	6,884,133	4.8%
Information	8,458	3.9%	2,577,845	1.8%
Real Estate/Rental/Leasing	6,803	3.2%	2,627,562	1.8%
Wholesale Trade	5,561	2.6%	3,628,118	2.5%
Arts/Entertainment/Recreation	5,009	2.3%	3,151,821	2.2%
Utilities	909	0.4%	1,107,105	0.8%
Agric/Forestry/Fishing/Hunting	679	0.3%	1,800,354	1.3%
Mgmt of Companies/Enterprises	576	0.3%	97,762	0.1%
Mining	51	0.0%	868,282	0.6%
Total Employment	215,773	100.0%	143,286,279	100.0%

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

The largest industries in the PMA are educational services, professional/scientific/technology services, healthcare/social assistance, and accommodation/food services. Together, these four industries comprise 42.9 percent of employment in the PMA. Educational services, professional/scientific/technology, and information are overrepresented in the PMA when compared to the nation, while the healthcare/social assistance, manufacturing, and retail trade sectors are underrepresented in the nation when compared to the PMA.

3. Major Employers

The diversification of the Atlanta economic base is indicated by the following list of the Atlanta metro area's 10 largest employers.

MAJOR EMPLOYERS - ATLANTA

#	Employer	Industry	Number Employed
1	Delta Airlines, Inc.	Transportation	31,237
2	Emory University/Emory Healthcare	Education/Healthcare	29,937
3	Wal-Mart Stores, Inc.	Retail	20,532
4	The Home Depot, Inc.	Retail	20,000
5	AT&T Inc.	Communications	17,882
6	The Kroger Company	Food and Beverage	14,753
7	Publix Super Markets, Inc.	Food and Beverage	9,494
8	Northside Hospital	Healthcare	9,016
9	The Coca-Cola Company	Manufacturing	8,761
10	United parcel Service, Inc.	Shipping and Logistics	8,727
TOTAL			170,339

Source: City of Atlanta Chamber of Commerce, 12/9/2014; retrieved 3/2015

As illustrated in the previous table, the top employers within the MSA are concentrated in the healthcare, retail trade, and food and beverage industries. The largest employer in Atlanta, Delta Air Lines, maintains its world headquarters in the city, in addition to operating its largest hub at Hartsfield-Jackson Atlanta International Airport. Delta's operating revenue totaled \$37.8 billion in 2014, and it is the 81st largest Fortune 500 Company in the country. Other major employers include the county-wide public education systems and retail trade companies within the MSA.

Expansions/Contractions

The following table details recent WARN notifications for the city of Atlanta over the past two years.

Fulton County WARN Notifications 2013 to 2015 Year-to-Date

Effective Date	Employer	City	Employees Affected
6/12/2015	New Breed Leasing of New Jersey, Inc.	Atlanta	89
4/30/2015	Generation Mortgage Company	Atlanta	64
3/31/2015	Sony	Atlanta	100
3/6/2015	Infosys McCamish Systems, LLC.	Atlanta	61
2/27/2015	Generation Mortgage Company	Atlanta	25
2/1/2015	Affinity Specialty Apparel, Inc.	Atlanta	60
3/8/2013	Conifer Health Solutions	Atlanta	87
3/4/2013	Georgia State University	Atlanta	30
3/1/2013	Ryder	Atlanta	15
2/21/2013	Mercury Insurance Group	Atlanta	42
2/21/2013	Department of Public Health	Atlanta	50
2/13/2013	Verizon	Atlanta	72
2/12/2013	Allstate Insurance Company	Atlanta	46
1/28/2013	Pinnacle Airlines, Inc./Atlanta Airport	Atlanta	391
1/24/2013	Unilever	Atlanta	125

Source: Georgia Workforce Division, 5/2015

As illustrated in the previous table, the city of Atlanta experienced 15 WARN filings from 2013 to 2015 and a total of 1,257 jobs were affected.

Atlanta Department of Planning and Community Development

We contacted Lanii Thomas, Senior Public Relations Manager for the City of Atlanta Department of Planning and Community Development. Mrs. Thomas reported that there are a number of expansions planned in the Atlanta area. The Atlanta BeltLine Project is a City of Atlanta development that will include green space, trails, transit, and new housing along 22-mile historic rail lines that loop around the urban core. The BeltLine development is projected to cost approximately \$2.8 billion and take approximately 25 years to complete. There will also be a 33-mile network of multi-use trails and the BeltLine will increase Atlanta's green space by nearly 40 percent as the project will add 1,300 acres of new parks and green space. The Atlanta BeltLine is projected to generate more than \$20 billion of new economic development throughout 25 years of the Tax Allocation District and approximately 30,000 new jobs. The most recent BeltLine development in the Subject's larger neighborhood is the dedication of the Southwest Atlanta BeltLine Connector Trail system, was completed in August 2013. The trail consists of 4.5 miles, connects various neighborhoods and provides pedestrian access to residents. Per the Atlanta BeltLine website, the first 1.15 mile portion of the Southwest Connector Trail system is complete and it provides easier access from Beecher Hills and Westwood Terrace neighborhoods to Beecher Hills Elementary and the existing Lionel Hampton BeltLine trail.

Fort McPherson is located 0.5 miles southwest of the Subject. As part of the 2005 Base Realignment and Closure (BRAC), Fort McPherson closed in 2011. This closure is estimated to have resulted in a net loss of 4,141 jobs, including 1,881 civilian jobs and 2,260 military jobs. However, the fort is proposed for redevelopment. Fort McPherson covers approximately 488 acres, 350 more than the Atlantic Steel redevelopment which resulted in Atlanta Station, a massive mixed-use community in the Midtown neighborhood in Atlanta. Fort McPherson already features a bowling alley, movie theater, gymnasium, library, baseball field, community center, and older residential space.

The Fort McPherson Reuse Plan includes the following: a 35-acre high-density, mixed-use retail area along Lee Street to create a "Main Street" district with approximately 400,000 square feet of retail space; a 115-acre Employment District adjacent to the Main Street district that includes 4 million square feet of office and bio-science research space; a Historic District with approximately 40-acres on the National Historic Register that will have residential, commercial, and public uses; Linear Park that will wrap around the property, connecting a Metropolitan Atlanta Rapid Transit Authority station on the north side to a MARTA station on the southern portion of the property; an Event Space with 30-acres; a Parade Ground for public use; and, approximately 4,600 new housing units in the remaining area.

The redevelopment of Fort McPherson is projected to bring in 7,000 jobs, with another 5,000 to 6,000 indirect jobs from the development. This would bring in new jobs and investment into an older section of the city that has suffered from vacant retail centers and deteriorating housing. Recent news articles have reported that Tyler Perry will not purchase 330 acres to build a new studio, as had been originally planned. The expansion was projected to bring 8,000 new jobs to the region. Plans remain for 158 acres to be redeveloped by the city of Atlanta into green space and housing for homeless veterans.

4. Employment and Unemployment Trends

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

EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

Year	Atlanta-Sandy Springs-Roswell, GA MSA				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2001	2,329,891	-	3.7%	-	136,933,000	-	4.7%	-
2002	2,324,880	-0.2%	5.0%	1.3%	136,485,000	-0.3%	5.8%	1.1%
2003	2,347,173	1.0%	4.9%	-0.2%	137,736,000	0.9%	6.0%	0.2%
2004	2,382,163	1.5%	4.8%	-0.1%	139,252,000	1.1%	5.5%	-0.5%
2005	2,445,674	2.7%	5.4%	0.6%	141,730,000	1.8%	5.1%	-0.4%
2006	2,538,141	3.8%	4.7%	-0.7%	144,427,000	1.9%	4.6%	-0.5%
2007	2,618,825	3.2%	4.4%	-0.2%	146,047,000	1.1%	4.6%	0.0%
2008	2,606,822	-0.5%	6.2%	1.7%	145,362,000	-0.5%	5.8%	1.2%
2009	2,452,057	-5.9%	9.9%	3.8%	139,877,000	-3.8%	9.3%	3.5%
2010	2,389,549	-2.5%	10.5%	0.5%	139,064,000	-0.6%	9.6%	0.3%
2011	2,428,103	1.6%	10.1%	-0.3%	139,869,000	0.6%	8.9%	-0.7%
2012	2,487,638	2.5%	9.0%	-1.1%	142,469,000	1.9%	8.1%	-0.8%
2013	2,513,530	1.0%	7.9%	-1.1%	143,929,000	1.0%	7.4%	-0.7%
2014	2,552,790	1.6%	7.0%	-1.0%	146,305,000	1.7%	6.2%	-1.2%
2015 YTD Average*	2,636,456	3.3%	6.2%	-0.8%	147,101,667	0.5%	5.8%	-0.4%
Feb-2014	2,533,810	-	7.2%	-	144,134,000	-	7.0%	-
Feb-2015	2,641,634	4.3%	6.1%	-1.1%	147,118,000	2.1%	5.8%	-1.2%

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

*2015 data is through Dec

The Atlanta-Sandy Springs Marietta, GA MSA experienced fairly strong employment growth prior to the advent of the recession in 2008. The MSA experienced a significant decrease in total employment between 2008 and 2010, in line with the most recent national recession. The nation as a whole experienced a smaller decline in total employment than the MSA from 2008 to 2010. The MSA experienced strong employment growth in 2011 and 2012 but slightly decreased in 2013. As of February 2015, total employment in the MSA is above pre-recessionary levels.

Between 2008 and 2009 the area experienced a 5.5 percent increase in the unemployment rate, compared with a 4.7 percent increase in the nation. The unemployment rate in the MSA reached a high of 10.5 percent in 2010. Unemployment has steadily declined since 2010, reaching 6.2 percent as of 2015 year-to-date, which is 1.5 percentage points above pre-recessionary levels. As of February 2015, the unemployment rate in the MSA is 6.1 percent, 0.3 percentage points higher than the national average.

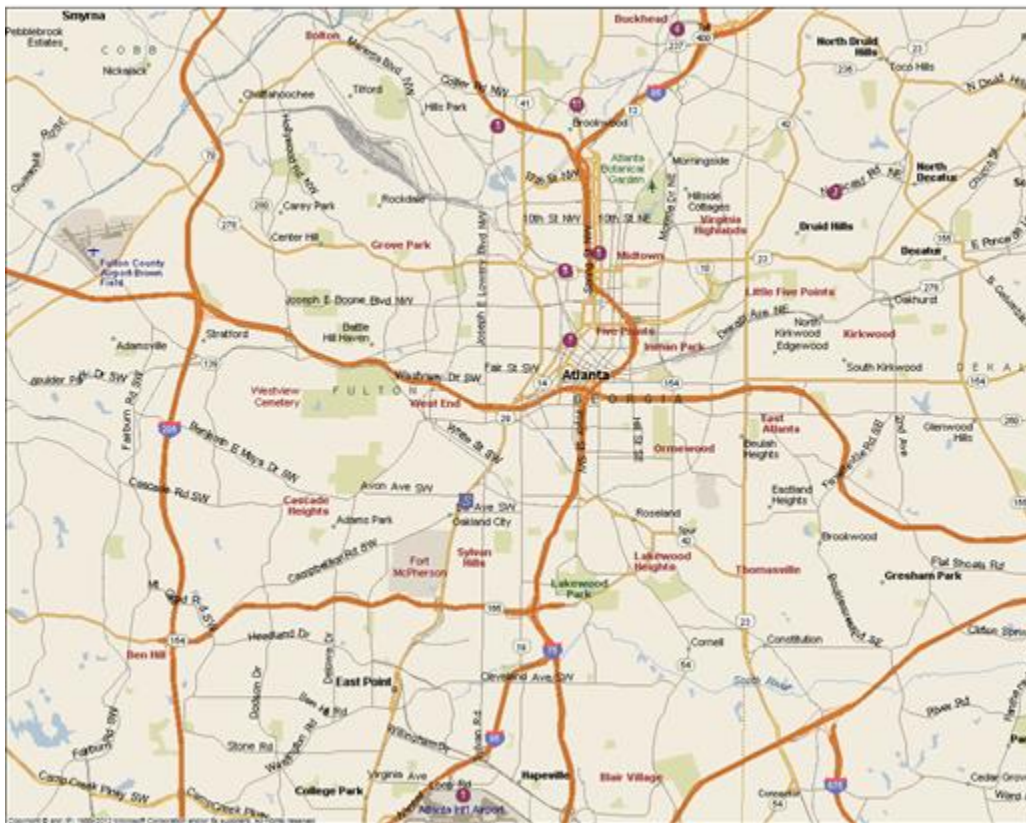
5. Map of Site and Major Employment Concentrations

The following tables detail the largest private sector employers in Atlanta. It is the most recent list produced by the Atlanta Chamber of Commerce.

MAJOR EMPLOYERS - ATLANTA

#	Employer	Industry	Number Employed
1	Delta Airlines, Inc.	Transportation	31,237
2	Emory University/Emory Healthcare	Educational Healthcare	29,937
3	Wal-Mart Stores, Inc.	Retail	20,532
4	The Home Depot, Inc.	Retail	20,000
5	AT&T Inc.	Communications	17,882
6	The Kroger Company	Food and Beverage	14,753
7	Publix Super Markets, Inc.	Food and Beverage	9,494
8	Northside Hospital	Healthcare	9,016
9	The Coca-Cola Company	Manufacturing	8,761
10	United parcel Service, Inc.	Shipping and Logistics	8,727
11	Piedmont Healthcare	Healthcare	8,539

Source: City of Atlanta Chamber of Commerce, 12/9/2014; retrieved 3/2015



Conclusion

Total employment in the MSA decreased from 2008 to 2010 and currently sits at 2,641,634 as of February 2015. Employment is trending upward and is currently above pre-recessionary levels. Similar to what occurred throughout the nation, the unemployment rate increased significantly in 2008 and 2009 and reached a peak rate of 10.5 percent in 2010. The unemployment rate in the MSA and nation has been decreasing since 2011. As of February 2015, the unemployment rate was 0.3 percentage points above the unemployment rate of the nation. The largest industries in the PMA are educational services, prof/scientific/tech services, healthcare/social assistance, and accommodation/food services. The redevelopment of Fort McPherson is projected to bring in 7,000 jobs, with another 5,000 to 6,000 indirect jobs from the development. Plans remain for 158 acres to be redeveloped by the city of Atlanta into green space and housing for homeless

veterans. Given this mixture of industries offering both stable employment and low paying jobs, there is likely to be high demand for the Subject's affordable units.

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).

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

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

2. Affordability

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

3. Demand

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

3A. Demand from New Households

The number of new households entering the market is the first level of demand calculated. We have utilized 2017, the anticipated date of market entry, as the base year for the analysis. Therefore, 2014 household population estimates are inflated to 2017 by interpolation of the difference between 2014 estimates and 2017 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 2017. This number takes the overall growth from 2014 to 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 from 2013 to 2015.
- 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 several LIHTC properties that have been allocated and/or placed-in-service in from 2013 to present. However, none of the allocated projects will compete with the Subject in terms of unit size, target tenancy and AMI level. As such, no units have been removed 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

#	Comparable Property	Rent Structure	Location	Tenancy	Total Units	Occupied Units	Occupancy Rate
1	Commons At Imperial Hotel	LIHTC/PBRA	Atlanta	Disabled/Formerly Homeless	90	90	100.0%
2	Crogman School Lofts	LIHTC/PBRA/Market	Atlanta	Family	105	105	100.0%
3	M Street Apartments	LIHTC/Market	Atlanta	Family	308	285	92.5%
4	Donnelly Gardens	Market	Atlanta	Family	250	248	99.2%
5	Freeman Ford/ Fairlie Poplar Lofts	Market	Atlanta	Family	42	42	100.0%
6	Fulton Cotton Mill Lofts	Market	Atlanta	Family	207	206	99.5%

The previous table illustrates occupancy in the PMA, not including subsidized properties. Overall, vacancy is considered low. Therefore, we believe a PMA occupancy rate of 95 percent or higher is reasonable.

Rehab Developments and PBRA

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

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

As detailed previously, 65 of the Subject's 69 studio units will operate with project-based subsidy. As such, we have excluded these units from the demand analysis. The only units in the demand analysis are the Subject's four proposed studios restricted to 60 percent of AMI.

Capture Rates

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

Renter Household Income Distribution 2014 to Projected Market Entry September 2017					
Phoenix House					
PMA					
	2014		Projected Mkt Entry September 2017		Percent Growth
	#	%	#	%	
\$0-9,999	28,042	22.5%	30,434	23.3%	7.9%
\$10,000-19,999	23,023	18.5%	24,576	18.8%	6.3%
\$20,000-29,999	18,139	14.6%	19,353	14.8%	6.3%
\$30,000-39,999	13,763	11.1%	14,417	11.0%	4.5%
\$40,000-49,999	9,781	7.9%	10,179	7.8%	3.9%
\$50,000-59,999	7,995	6.4%	8,110	6.2%	1.4%
\$60,000-74,999	7,885	6.3%	7,938	6.1%	0.7%
\$75,000-99,999	7,278	5.8%	7,334	5.6%	0.8%
\$100,000-124,999	3,726	3.0%	3,614	2.8%	-3.1%
\$125,000-149,999	1,509	1.2%	1,493	1.1%	-1.1%
\$150,000-199,999	1,941	1.6%	1,893	1.4%	-2.5%
\$200,000+	1,368	1.1%	1,353	1.0%	-1.2%
Total	124,449	100.0%	130,694	100.0%	4.8%

Renter Household Income Distribution Projected Market Entry September 2017			
Phoenix House			
	PMA		
	Projected Mkt Entry September 2017		Change 2014 to Prj Mrkt Entry September 2017
	#	%	#
\$0-9,999	30,434	23.3%	1,454
\$10,000-19,999	24,576	18.8%	1,174
\$20,000-29,999	19,353	14.8%	925
\$30,000-39,999	14,417	11.0%	689
\$40,000-49,999	10,179	7.8%	486
\$50,000-59,999	8,110	6.2%	388
\$60,000-74,999	7,938	6.1%	379
\$75,000-99,999	7,334	5.6%	350
\$100,000-124,999	3,614	2.8%	173
\$125,000-149,999	1,493	1.1%	71
\$150,000-199,999	1,893	1.4%	90
\$200,000+	1,353	1.0%	65
Total	130,694	100.0%	6,245

Tenure Prj Mrkt Entry September 2017	
Renter	59.7%
Owner	40.3%
Total	100.0%

Renter Household Size for Prj Mrkt Entry September 2017		
Size	Number	Percentage
1 Person	64,210	49.1%
2 Person	32,991	25.2%
3 Person	14,909	11.4%
4 Person	8,839	6.8%
5+ Person	9,745	7.5%
Total	130,694	100.0%

Renter Household Size for 2000		
Size	Number	Percentage
1 Person	45,428	40.3%
2 Person	30,847	27.3%
3 Person	15,140	13.4%
4 Person	9,574	8.5%
5+ Person	11,817	10.5%
Total	112,805	100.0%

60% AMI

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

Percent of AMI Level			60%		
Minimum Income Limit			\$20,606		
Maximum Income Limit			\$32,760		
Income Category	New Renter Households - Total Change in Households PMA 2014 to Prj Mrkt Entry		Income Brackets	Percent within Cohort	Renter Households within Bracket
	September 2017				
\$0-9,999	1454.33	23.3%		0.0%	0
\$10,000-19,999	1174.36	18.8%		0.0%	0
\$20,000-29,999	924.79	14.8%	9,393	93.9%	869
\$30,000-39,999	688.91	11.0%	2,760	27.6%	190
\$40,000-49,999	486.39	7.8%		0.0%	0
\$50,000-59,999	387.56	6.2%		0.0%	0
\$60,000-74,999	379.34	6.1%		0.0%	0
\$75,000-99,999	350.45	5.6%		0.0%	0
\$100,000-124,999	172.71	2.8%		0.0%	0
\$125,000-149,999	71.35	1.1%		0.0%	0
\$150,000-199,999	90.47	1.4%		0.0%	0
\$200,000+	64.64	1.0%		0.0%	0
	6,245	100.0%			1,059
Percent of renter households within limits versus total number of renter households					16.96%

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

Percent of AMI Level			60%		
Minimum Income Limit			\$20,606		
Maximum Income Limit			\$32,760		
Income Category	Total Renter Households PMA Prj Mrkt Entry September 2017		Income Brackets	Percent within Cohort	Households within Bracket
\$0-9,999	30,434	23.3%		0.0%	0
\$10,000-19,999	24,576	18.8%		0.0%	0
\$20,000-29,999	19,353	14.8%	\$9,393	93.9%	18,181
\$30,000-39,999	14,417	11.0%	\$2,760	27.6%	3,979
\$40,000-49,999	10,179	7.8%		0.0%	0
\$50,000-59,999	8,110	6.2%		0.0%	0
\$60,000-74,999	7,938	6.1%		0.0%	0
\$75,000-99,999	7,334	5.6%		0.0%	0
\$100,000-124,999	3,614	2.8%		0.0%	0
\$125,000-149,999	1,493	1.1%		0.0%	0
\$150,000-199,999	1,893	1.4%		0.0%	0
\$200,000+	1,353	1.0%		0.0%	0
	130,694	100.0%			22,160
Percent of renter households within limits versus total number of renter households					16.96%

Does the Project Benefit from Rent Subsidy? (Y/N)	Yes
Type of Housing (Family vs Senior)	Family
Location of Subject (Rural versus Urban)	Urban
Percent of Income for Housing	35%
2000 Median Income	\$33,608
2014 Median Income	\$43,560
Change from 2014 to Prj Mrkt Entry September 2017	\$9,952
Total Percent Change	22.8%
Average Annual Change	0.3%
Inflation Rate	0.3%
Maximum Allowable Income	\$32,760
Maximum Allowable Income Inflation Adjusted	\$32,760
Maximum Number of Occupants	2
Rent Income Categories	60%
Initial Gross Rent for Smallest Unit	\$601
Initial Gross Rent for Smallest Unit Inflation Adjusted	\$601.00
	Two year adjustment
	1.0000

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	100%	0%	0%	0%	0%	0%	100%
2	0%	0%	0%	0%	0%	0%	0%
3	0%	0%	0%	0%	0%	0%	0%
4	0%	0%	0%	0%	0%	0%	0%
5+	0%	0%	0%	0%	0%	0%	0%

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2014 to Prj Mrkt Entry September 2017

Income Target Population		60%
New Renter Households PMA		6,245
Percent Income Qualified		17.0%
New Renter Income Qualified Households		1,059

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

Demand from Existing Households 2014

Demand from Rent Overburdened Households

Income Target Population		60%
Total Existing Demand		130,694
Income Qualified		17.0%
Income Qualified Renter Households		22,160
Percent Rent Overburdened Prj Mrkt Entry September 2017		32.6%
Rent Overburdened Households		7232

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		22,160
Percent Living in Substandard Housing		0.7%
Households Living in Substandard Housing		163

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

Senior Households Converting from Homeownership

Income Target Population		60%
Total Senior Homeowners		0
Rural Versus Urban	2.0%	
Senior Demand Converting from Homeownership		0

Total Demand

Total Demand from Existing Households		7,395
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		7395
Total New Demand		1,059
Total Demand (New Plus Existing Households)		8,454

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

By Bedroom Demand

One Person	49.1%	4,153
Two Persons	25.2%	2,134
Three Persons	11.4%	964
Four Persons	6.8%	572
Five Persons	7.5%	630
Total	100.0%	8,454

To place Person Demand into Bedroom Type Units		
Of one-person households in studio units	100%	4,153
Total Demand		4,153
Total Demand by Bedroom		
0 BR		4,153
Total Demand		4,153
Additions To Supply 2014 to Prj Mrkt Entry September 2017		
0 BR		0
Total		454
Net Demand		
0 BR		4,153
Total		4,153
Net Demand		
0 BR		4,153
Total		4,153
Developer's Unit Mix		
0 BR		4
Total		4
Capture Rate Analysis		
0 BR		0.1%
Total		0.1%

OVERALL

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

Percent of AMI Level			Overall		
Minimum Income Limit			\$20,606		
Maximum Income Limit			\$32,760		
New Renter Households - Total Change in Households PMA 2014 to Pj Mrkt Entry September 2017			2		
Income Category			Income Brackets	Percent within Cohort	Renter Households within Bracket
\$0-9,999	1454.33	23.3%		0.0%	0
\$10,000-19,999	1174.36	18.8%		0.0%	0
\$20,000-29,999	924.79	14.8%	9,393	93.9%	869
\$30,000-39,999	688.91	11.0%	2,760	27.6%	190
\$40,000-49,999	486.39	7.8%		0.0%	0
\$50,000-59,999	387.56	6.2%		0.0%	0
\$60,000-74,999	379.34	6.1%		0.0%	0
\$75,000-99,999	350.45	5.6%		0.0%	0
\$100,000-124,999	172.71	2.8%		0.0%	0
\$125,000-149,999	71.35	1.1%		0.0%	0
\$150,000-199,999	90.47	1.4%		0.0%	0
\$200,000+	64.64	1.0%		0.0%	0
	6,245	100.0%			1,059
Percent of renter households within limits versus total number of renter households					16.96%

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

Percent of AMI Level			Overall		
Minimum Income Limit			\$20,606		
Maximum Income Limit			\$32,760		
Total Renter Households PMA Pj Mrkt Entry September 2017			2		
Income Category			Income Brackets	Percent within Cohort	Households within Bracket
\$0-9,999	30,434	23.3%		0.0%	0
\$10,000-19,999	24,576	18.8%		0.0%	0
\$20,000-29,999	19,353	14.8%	\$9,393	93.9%	18,181
\$30,000-39,999	14,417	11.0%	\$2,760	27.6%	3,979
\$40,000-49,999	10,179	7.8%		0.0%	0
\$50,000-59,999	8,110	6.2%		0.0%	0
\$60,000-74,999	7,938	6.1%		0.0%	0
\$75,000-99,999	7,334	5.6%		0.0%	0
\$100,000-124,999	3,614	2.8%		0.0%	0
\$125,000-149,999	1,493	1.1%		0.0%	0
\$150,000-199,999	1,893	1.4%		0.0%	0
\$200,000+	1,353	1.0%		0.0%	0
	130,694	100.0%			22,160
Percent of renter households within limits versus total number of renter households					16.96%

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

2014 Median Income

Change from 2014 to Pj Mrkt Entry September 2017

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

Yes		
Family		
Urban		
35%		
\$33,608		
\$43,560		
\$9,952		
22.8%		
0.3%		
0.3%	Two year adjustment	1.0000
\$32,760		
\$32,760		
\$2		
Overall		
\$601		
\$601.00		

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	100%	0%	0%	0%	0%	0%	100%
2	0%	0%	0%	0%	0%	0%	0%
3	0%	0%	0%	0%	0%	0%	0%
4	0%	0%	0%	0%	0%	0%	0%
5+	0%	0%	0%	0%	0%	0%	0%

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2014 to Prj Mrkt Entry September 2017

Income Target Population		Overall
New Renter Households PMA		6,245
Percent Income Qualified		17.0%
New Renter Income Qualified Households		1,059

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

Demand from Existing Households 2014

Demand from Rent Overburdened Households

Income Target Population		Overall
Total Existing Demand		130,694
Income Qualified		17.0%
Income Qualified Renter Households		22,160
Percent Rent Overburdened Prj Mrkt Entry September 2017		32.6%
Rent Overburdened Households		7232

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		22,160
Percent Living in Substandard Housing		0.7%
Households Living in Substandard Housing		163

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

Senior Households Converting from Homeownership

Income Target Population		Overall
Total Senior Homeowners		0
Rural Versus Urban	2.0%	
Senior Demand Converting from Homeownership		0

Total Demand

Total Demand from Existing Households		7,395
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		7395
Total New Demand		1,059
Total Demand (New Plus Existing Households)		8,454

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

By Bedroom Demand

One Person	49.1%	4,153
Two Persons	25.2%	2,134
Three Persons	11.4%	964
Four Persons	6.8%	572
Five Persons	7.5%	630
Total	100.0%	8,454

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	100%	4,153
Total Demand		4,153
Check		Problem
Total Demand by Bedroom		Overall
0 BR		4,153
Total Demand		4,153
Additions To Supply 2014 to Proj Mkt Entry September 2017		Overall
0 BR		0
Total		0
Net Demand		Overall
0 BR		4,153
Total		4,153
Net Demand		Overall
0 BR		4,153
Total		4,153
Developer's Unit Mix		Overall
0 BR		4
Total		4
Capture Rate Analysis		Overall
0 BR		0.1%
Total		0.1%

Conclusions

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

- The number of households in the PMA is expected to increase 1.1 percent between 2014 and September 2017.
- This demand analysis does not measure the PMA's or Subject's ability to attract additional or latent demand into the market from outside of the PMA by offering an affordable option. We believe this to be moderate and therefore the demand analysis is somewhat conservative in its conclusions because this demand is not included.

CAPTURE RATE ANALYSIS CHART

Unit Size	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band Min-Max	Proposed Rents
0 BR @ 60% AMI	4	4,153	0	4,153	0.1%	2 months	\$884	\$577-\$1,158	\$601
Overall	69	4,153	0	4,153	0.1%	2 months	\$884	\$577-\$1,158	\$601

Demand and Net Demand

	HH at 60% AMI (\$24,583 to \$32,760)	All Tax Credit Households
Demand from New Households (age and income appropriate)	691	691
PLUS	+	+
Demand from Existing Renter Households - Substandard Housing	106	106
PLUS	+	+
Demand from Existing Renter Households - Rent Overburdened Households	4,720	4,720
=		
Sub Total	5,517	5,517
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 20% where applicable)	0	0
Equals Total Demand	5,517	5,517
Less	-	-
New Supply	0	0
Equals Net Demand	5,517	5,517

As the analysis illustrates, the Subject's capture rates for the 60 percent AMI units without subsidy is 0.1 percent. Similarly, the overall capture rate for the Subject's 60 percent units is 0.1 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, e.g., building type, building age/quality, the level of common amenities, absorption rates, and similarity in rent structure. We attempted to compare the Subject to properties from the competing market in order to provide a picture of the general economic health and available supply in the market

To evaluate the competitive position of the Subject, 1,120 units in seven rental properties were surveyed in depth. All but one of these properties is fewer than 4.1 miles from the Subject. One comparable, Harmony Park, is located 11.6 miles west of the Subject. We have utilized this property as a comparable given the limited supply of affordable studios without subsidies or age-restrictions in the PMA. Harmony Park has a generally similar neighborhood to the Subject. We have considered differences between the Harmony Park and the Subject and adjusted achievable rents accordingly. We have also visited and surveyed a few other properties that were excluded from the market survey, either because they are not considered comparable to the Subject or they would not participate in the survey. Property managers were interviewed for information on unit mix, sizes, absorption rates, unit features, project amenities, tenant profiles, and market trends in general.

As there are no true comparable properties given the Subject's tenancy, we used LIHTC non-homeless properties and nearby conventional market rate properties to test the market. The availability of comparable data is considered adequate based on LIHTC and market rate data for studio units based on the general population. However, none of the comparables target the same tenancy as the Subject. Therefore, we have used nearby market rate and LIHTC properties that offer studio units.

The availability of family LIHTC data for studios in the PMA is limited. As such, we have included three family LIHTC properties located in the PMA, and one family LIHTC property outside of the PMA. The LIHTC comparable properties were all built or renovated within the last 10 years with the exception of Harmony Park, which was built in 1986. Management reported that units are renovated as tenants move out. All comparables are of good quality for this market. We have also included three market rate properties in our analysis that are located less than four miles from the Subject.

Excluded Properties

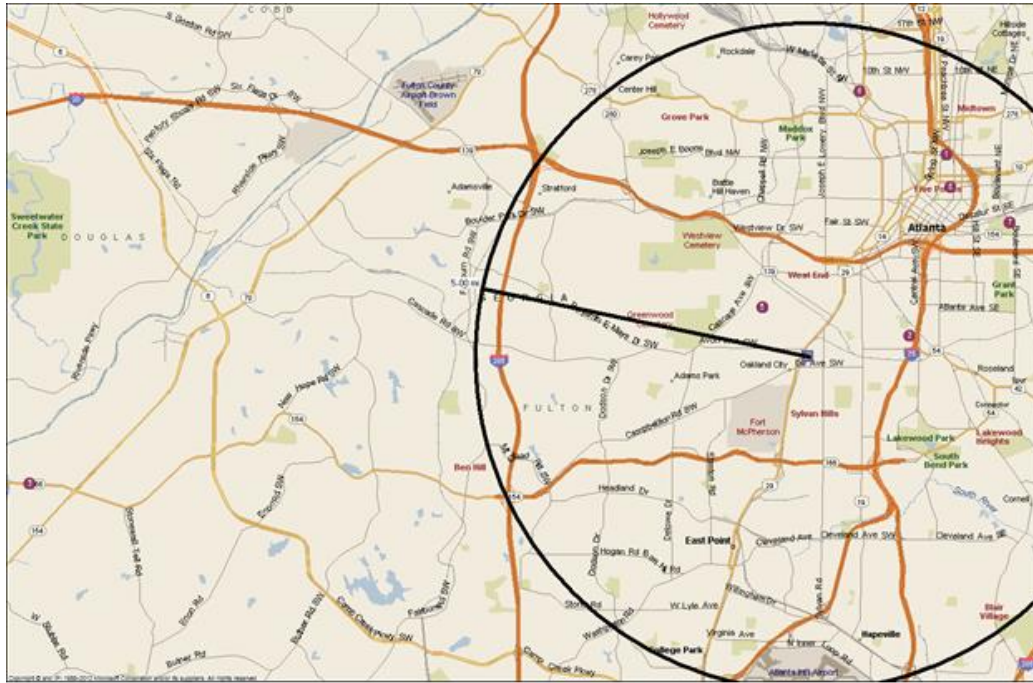
The following table illustrates properties within the PMA that have been excluded from our analysis.

EXCLUDED PROPERTIES				
Property	City	Type	Tenancy	Reason for Exclusion
Baptist Gardens	Atlanta	LIHTC	Senior	Tenancy not compatible
Brentwood Village Apartments	Atlanta	LIHTC	Family	More comparable properties
Capitol Towers	Atlanta	LIHTC	Senior	Tenancy not compatible
Columbia Mechanicsville Scattered Site	Atlanta	LIHTC	Senior	Tenancy not compatible
Columbia Mill	Atlanta	LIHTC	Family	Unit sizes not comparable
Columbia Peopletown	Atlanta	LIHTC	Family	Unit sizes not comparable
Courtyards At Glenview	Atlanta	LIHTC	Family	Unit sizes not comparable
Eagles Run Apartments	Atlanta	LIHTC	Family	Unit sizes not comparable
Gladstone Apartments	Atlanta	LIHTC	Family	Unit sizes not comparable
MLK Village Tower	Atlanta	LIHTC	Family	Unit sizes not comparable
Moore's Mill Village	Atlanta	LIHTC	Family	Unit sizes not comparable
Overlook Atlanta	Atlanta	LIHTC	Family	Unit sizes not comparable
QLS Garden	Atlanta	LIHTC	Family	Unit sizes not comparable
QLS Haven	Atlanta	LIHTC	Senior	Tenancy not compatible
Quest Village III	Atlanta	LIHTC	Family	Unit sizes not comparable
Retreat At Edgewood	Atlanta	LIHTC	Family	Unit sizes not comparable
Robins Creste	Atlanta	LIHTC	Family	Unit sizes not comparable
Terraces At Highbury Court	Atlanta	LIHTC	Family	Unit sizes not comparable
The Square At Peopletown	Atlanta	LIHTC	Family	Unit sizes not comparable
Wells Court Apartments	Atlanta	LIHTC	Family	Unit sizes not comparable
Woods At Glenrose	Atlanta	LIHTC	Family	Unit sizes not comparable
Brookside Park	Atlanta	LIHTC/Market	Family	Unit sizes not comparable
Centennial Place Apartments	Atlanta	LIHTC/Market	Family	Unit sizes not comparable
City Plaza	Atlanta	LIHTC/Market	Family	Unit sizes not comparable
Colonial Square	Atlanta	LIHTC/Market	Family	Unit sizes not comparable
Columbia CitiHomes	Atlanta	LIHTC/Market	Family	Unit sizes not comparable
Enclave At Webster Park	Atlanta	LIHTC/Market	Family	Unit sizes not comparable
Grant Park Commons	Atlanta	LIHTC/Market	Family	Unit sizes not comparable
Heritage Greene	Atlanta	LIHTC/Market	Family	Dissimilar AMI levels
Kirkwood Gardens	Atlanta	LIHTC/Market	Family	Unit sizes not comparable
Lakewood Christian Manor	Atlanta	LIHTC/Market	Senior	Tenancy not compatible
Lillie R. Campbell House	Atlanta	LIHTC/Market	Senior	Tenancy not compatible
Northside Plaza Apartments	Atlanta	LIHTC/Market	Family	Unit sizes not comparable
Oglethorpe Place	Atlanta	LIHTC/Market	Family	Unit sizes not comparable
Pavilion Place	Atlanta	LIHTC/Market	Family	Unit sizes not comparable
Peaks At West Atlanta	Atlanta	LIHTC/Market	Family	Unit sizes not comparable
Preserve At Bent Creek	Atlanta	LIHTC/Market	Family	Unit sizes not comparable
Retreat At Edgewood Phase II	Atlanta	LIHTC/Market	Family	Unit sizes not comparable
The Courtyard At Maple	Atlanta	LIHTC/Market	Family	Unit sizes not comparable
The Station At Richmond Hill	Atlanta	LIHTC/Market	Family	Unit sizes not comparable
The Villages At Carver	Atlanta	LIHTC/Market	Family	Unit sizes not comparable
The Villages At Castleberry Hill	Atlanta	LIHTC/Market	Family	Unit sizes not comparable
The Villas At Lakewood	Atlanta	LIHTC/Market	Family	Unit sizes not comparable
Vineyards At Flat Shoals Apartments	Atlanta	LIHTC/Market	Family	Unit sizes not comparable
Vineyards Of Browns Mill	Atlanta	LIHTC/Market	Family	Unit sizes not comparable
Adair Park	Atlanta	PBRA/Market	Family	Unit sizes not comparable
Ashley Auburn Pointe	Atlanta	PBRA/Market	Family	Subsidized
Ashley Auburn Pointe Phase II	Atlanta	PBRA/Market	Family	Subsidized
Ashton Browns Mill Apartments	Atlanta	PBRA/Market	Senior	Tenancy not compatible
Campbell Stone Apartments	Atlanta	PBRA/Market	Senior	Tenancy not compatible
City Views At Rosa Burney Park	Atlanta	PBRA/Market	Family	Unit sizes not comparable
Hampton Oaks Apartments	Atlanta	PBRA/Market	Family	Unit sizes not comparable
Mechanicsville Crossing	Atlanta	PBRA/Market	Family	Unit sizes not comparable
Renaissance At Park Place South	Atlanta	PBRA/Market	Senior	Tenancy not compatible

EXCLUDED PROPERTIES Continued

Property	City	Type	Tenancy	Reason for Exclusion
Mechanicsville Station	Atlanta	PBRA/PHA/Market	Family	Unit sizes not comparable
Parkside At Mechanicsville	Atlanta	PBRA/PHA/Market	Family	Unit sizes not comparable
Villages Of East Lake I And II	Atlanta	LIHTC/PBRA/ Market	Family	Unit sizes not comparable
Ashley Collegetown Apartments	Atlanta	LIHTC/PBRA/Market	Family	Unit sizes not comparable
Ashley West End	Atlanta	LIHTC/PBRA/Market	Family	Unit sizes not comparable
Auburn Glenn	Atlanta	LIHTC/PBRA/Market	Family	Unit sizes not comparable
Avalon Ridge (fka Terraces III)	Atlanta	LIHTC/PBRA/Market	Family	Unit sizes not comparable
Capitol Gateway Phase I	Atlanta	LIHTC/PBRA/Market	Family	Unit sizes not comparable
Capitol Gateway Phase II	Atlanta	LIHTC/PBRA/Market	Family	Unit sizes not comparable
Columbia At Sylvan Hills	Atlanta	LIHTC/PBRA/Market	Family	Unit sizes not comparable
Columbia Colony Senior Residences	Atlanta	LIHTC/PBRA/Market	Senior	Tenancy not compatible
Columbia Commons	Atlanta	LIHTC/PBRA/Market	Family	Unit sizes not comparable
Columbia Crest	Atlanta	LIHTC/PBRA/Market	Family	Unit sizes not comparable
Columbia Estates	Atlanta	LIHTC/PBRA/Market	Family	Unit sizes not comparable
Columbia Grove Apartments	Atlanta	LIHTC/PBRA/Market	Family	Unit sizes not comparable
Columbia Park Citi	Atlanta	LIHTC/PBRA/Market	Family	Unit sizes not comparable
Columbia Senior Residences At Mechanicsville	Atlanta	LIHTC/PBRA/Market	Family	Unit sizes not comparable
Columbia Senior Residences At MLK	Atlanta	LIHTC/PBRA/Market	Senior	Tenancy not compatible
GE Tower Apartments	Atlanta	LIHTC/PBRA/Market	Family	Unit sizes not comparable
Heritage Station	Atlanta	LIHTC/PBRA/Market	Senior	Unit sizes not comparable
Heritage Station I	Atlanta	LIHTC/PBRA/Market	Family	Unit sizes not comparable
Vineyards West Apartments	Atlanta	LIHTC/PBRA/Market	Family	Subsidized
Magnolia Park Apartments	Atlanta	LIHTC/PHA/Market	Family	Unit sizes not comparable
Mechanicsville Family	Atlanta	LIHTC/PHA/Market	Family	Unit sizes not comparable
Cathedral Towers	Atlanta	Section 202	Family	Unit sizes not comparable
Asbury Harris Epworth Towers	Atlanta	Section 236	Senior	Tenancy not compatible
Columbia Blackshear Senior Residences	Atlanta	LIHTC/PBRA	Senior	Tenancy not compatible
Columbia High Point Senior	Atlanta	LIHTC/PBRA	Senior	Tenancy not compatible
Columbia Senior Residences At Edgewood	Atlanta	LIHTC/PBRA	Senior	Tenancy not compatible
Constitution Apartments	Atlanta	LIHTC/PBRA	Family	Unit sizes not comparable
O'hem House	Atlanta	LIHTC/PBRA	Family	Disimilar AMI levels
Peaks Of MLK	Atlanta	LIHTC/PBRA	Family	Unit sizes not comparable
Seven Courts Apartments	Atlanta	LIHTC/PBRA	Family	Unit sizes not comparable
SRO On Peachtree	Atlanta	LIHTC/PBRA	Family	Subsidized
Betmar Village Apartments	Atlanta	LIHTC/Section 8	Senior	Tenancy not compatible
Commons At Nelms	Atlanta	PBRA	Family	Subsidized
Martin Manor	Atlanta	PBRA	Disabled	Unit sizes not comparable
The Safety Net	Atlanta	PBRA	Family	Subsidized
The Veranda At Collegetown	Atlanta	PBRA	Senior	Tenancy not compatible
Veranda At Carver	Atlanta	PBRA	Senior	Tenancy not compatible
Abernathy Towers	Atlanta	Section 8	Family	Subsidized
Bethel Tower Apartments	Atlanta	Section 8	Family	Subsidized
Branan Towers	Atlanta	Section 8	Senior	Tenancy not compatible
Calvin Court	Atlanta	Section 8	Senior	Tenancy not compatible
Capitol Avenue Apartments	Atlanta	Section 8	Senior	Tenancy not compatible
Community Friendship Housing Services	Atlanta	Section 8	Family	Subsidized
Community Friendship Housing Services II	Atlanta	Section 8	Disabled	Subsidized
Flipper Temple	Atlanta	Section 8	Family	Subsidized
Friendship Towers	Atlanta	Section 8	Senior	Tenancy not compatible
John O Chiles	Atlanta	Section 8	Senior	Tenancy not compatible
Lutheran Towers	Atlanta	Section 8	Family	Subsidized
Oakland City I And II	Atlanta	Section 8	Family	Subsidized
Qls Haven	Atlanta	Section 8	Family	Subsidized
Rolling Bends Apartments	Atlanta	Section 8	Family	Subsidized
Trinity Towers	Atlanta	Section 8	Senior	Subsidized
Veranda At Auburn Pointe	Atlanta	Section 8	Family	Subsidized
Veranda At Scholars Landing	Atlanta	Section 8	Senior	Tenancy not compatible

Comparable Rental Property Map



COMPARABLE PROPERTIES

#	Property Name	Rent Structure	City	Tenancy	Distance
1	Commons At Imperial Hotel	@30%, PBRA	Atlanta	Disable/Formerly Homeless	3.7 miles
2	Crogman School Lofts	@60%, PBRA, Market	Atlanta	Family	1.6 miles
3	Harmony Park	@60%	Atlanta	Family	11.6 miles
3	M Street Apartments	@50%, Market	Atlanta	Family	4.1 miles
4	Donnelly Gardens	Market	Atlanta	Family	1.0 miles
5	Freeman Ford/ Fairlie Poplar Lofts	Market	Atlanta	Family	3.3 miles
6	Fulton Cotton Mill Lofts	Market	Atlanta	Family	3.6 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	Phoenix House - As Complete 1296 Murphy Avenue SW Atlanta, GA 30310 Fulton County	n/a	Garden (2 stories) Proposed-2017	@ 60%, @ 60% S+C, @ 60% PBRA	Studio / 1BA	21	30.4%	@ 60% (PBRA)	\$642	292	yes		N/A	N/A
					Studio / 1BA	44	63.8%	@ 60%	\$642	370	yes		N/A	N/A
					Studio / 1BA	4	4.4%	@ 60% (PBRA)	\$601	370	yes		N/A	N/A
					69	100%								
1	Commons At Imperial Hotel 355 Peachtree Street NE Atlanta, GA 30308 Fulton County	3.7 miles	Highrise (8 stories) 1910 / 2014	@ 30%, PBRA	Studio / 1BA	90	100%	@ 30%	\$828	395	yes	Yes	0	0.0%
						90	100%							
2	Crogman School Lofts 1093 West Avenue SW Atlanta, GA 30315 Fulton County	1.6 miles	Conversion (3 stories) 1923 / 2003	@ 60%, PBRA, Market	Studio / 1BA	6	5.7%	@ 60%	\$738	540	no	No	0	0.0%
					1BR / 1BA	27	25.7%	@ 60%	\$834	729	no	No	0	0.0%
					1BR / 1BA	10	9.5%	Market	\$886	729	n/a	No	0	0.0%
					1BR / 1BA	20	19.0%	Section 8	\$811	729	n/a	No	0	0.0%
					2BR / 1BA	5	4.8%	@ 60%	\$974	916	no	No	0	0.0%
					2BR / 1BA	2	1.9%	Market	\$1,141	916	n/a	No	0	0.0%
					2BR / 1BA	6	5.7%	Section 8	\$982	916	n/a	No	0	0.0%
					2BR / 2BA	7	6.7%	@ 60%	\$983	991	no	No	0	0.0%
					2BR / 2BA	2	1.9%	Market	\$1,103	991	n/a	No	0	0.0%
					2BR / 2BA	11	10.5%	Section 8	\$982	991	n/a	No	0	0.0%
					3BR / 2BA	2	1.9%	@ 60%	\$1,175	1,048	no	No	0	0.0%
					3BR / 2BA	2	1.9%	Market	\$1,175	1,048	n/a	No	0	0.0%
						3BR / 2BA	5	4.8%	Section 8	\$1,175	1,048	n/a	No	0
		105	100%								0	0.0%		
3	Hamony Park 7250 Campbellton Road Atlanta, GA 30331 Fulton County	11.6 miles	One-story 1986 / n/a	@ 60%	Studio / 1BA	46	39.0%	@ 60%	\$553	300	no	No	0	0.0%
					1BR / 1BA	62	52.5%	@ 60%	\$668	600	no	No	0	0.0%
					2BR / 1BA	8	6.8%	@ 60%	\$802	900	no	No	0	0.0%
					2BR / 2BA	2	1.7%	@ 60%	\$822	900	no	No	0	0.0%
						118	100%							
4	M Street Apartments 950 Marietta Street Atlanta, GA 30318 Fulton County	4.1 miles	Garden (3 stories) 2004 / n/a	@ 50%, Market	Studio / 1BA	N/A	N/A	@ 50%	\$881	561	yes	No	N/A	N/A
					Studio / 1BA	N/A	N/A	Market	\$1,074	561	n/a	No	N/A	N/A
					1BR / 1BA	N/A	N/A	@ 50%	\$951	886	yes	No	N/A	N/A
					1BR / 1BA	N/A	N/A	Market	\$1,267	886	n/a	No	N/A	N/A
					2BR / 2BA	N/A	N/A	@ 50%	\$1,192	955	yes	No	N/A	N/A
					2BR / 2BA	N/A	N/A	Market	\$1,692	955	n/a	No	N/A	N/A
					3BR / 3BA	N/A	N/A	Market	\$2,191	1,275	n/a	No	N/A	N/A
	308	100%								23	7.5%			
5	Donnelly Gardens 1295 Donnelly Avenue SW Atlanta, GA 30310 Fulton County	1.0 miles	Garden (2 stories) 1965 / n/a	Market	Studio / 1BA	8	3.2%	Market	\$593	550	n/a	No	0	0.0%
					1BR / 1BA	176	70.4%	Market	\$592	675	n/a	No	1	0.6%
					1BR / 1BA	N/A	N/A	Market	\$603	740	n/a	No	1	N/A
					2BR / 1BA	14	5.6%	Market	\$722	850	n/a	No	0	0.0%
					2BR / 1.5BA	52	20.8%	Market	\$752	950	n/a	Yes	0	0.0%
	250	100%								2	0.8%			
6	Freeman Ford/ Fairlie Poplar Lofts 75 John Wesley Dobbs Avenue Atlanta, GA 30303 Fulton County	3.3 miles	Lowrise (3 stories) 1995 / n/a	Market	Studio / 1BA	N/A	N/A	Market	\$924	N/A	n/a	No	0	N/A
					1BR / 1BA	N/A	N/A	Market	\$1,054	N/A	n/a	No	0	N/A
					2BR / 1BA	N/A	N/A	Market	\$1,383	N/A	n/a	No	0	N/A
						42	100%							
7	Fulton Cotton Mill Lofts 170 Boulevard SE Atlanta, GA 30312 Fulton County	3.6 miles	Highrise (8 stories) 1881 / 2005	Market	Studio / 1BA	N/A	N/A	Market	\$954	707	yes	No	0	N/A
					Studio / 1BA	N/A	N/A	Market	\$1,054	747	n/a	No	0	N/A
					1BR / 1BA	N/A	N/A	Market	\$1,104	1,119	yes	No	0	N/A
					1BR / 1BA	N/A	N/A	Market	\$1,604	1,375	n/a	No	0	N/A
					2BR / 2BA	N/A	N/A	Market	\$1,333	1,018	n/a	No	0	N/A
					2BR / 2BA	N/A	N/A	Market	\$1,833	1,361	n/a	No	1	N/A
	207	100%								1	0.5%			

UNIT MATRIX REPORT

	Phoenix House - As Complete	Commons At Imperial Hotel	Crogman School Lofts	Harmony Park	M Street Apartments	Donnelly Gardens	Freeman Ford/ Fairlie Poplar Lofts	Fulton Cotton Mill Lofts
Comp #	Subject	1	2	3	4	5	6	7
Property Information								
Property Type	Garden (2 stories)	Highrise (8 stories)	Conversion (3 stories)	One-Story	Garden (3 stories)	Garden (2 stories)	Lowrise (3 stories)	Highrise (8 stories)
Year Built / Renovated	Proposed - 2016	1910 / 2014	1923 / 2003	1986 / n/a	2004 / n/a	1965 / n/a	1995 / n/a	1881 / 2005
Market/Subsidy Type	LIHTC/PBRA	LIHTC/PBRA	LIHTC/PBRA/Market	LIHTC	LIHTC/Market	Market	Market	Market
In-Unit Amenities								
Balcony/Patio	yes	no	yes	yes	yes	yes	no	yes
Blinds	yes	yes	yes	yes	yes	yes	no	yes
Carpet/Hardwood	no	no	no	no	no	yes	no	no
Carpeting	no	yes	yes	yes	yes	no	no	no
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes
Coat Closet	yes	no	yes	yes	yes	no	yes	no
Dishwasher	yes	no	no	no	yes	no	yes	yes
Exterior Storage	no	no	no	no	yes	yes	no	yes
Ceiling Fan	no	no	no	yes	yes	no	no	yes
Furnishing	yes	yes	no	no	no	no	no	no
Garbage Disposal	no	no	yes	yes	yes	no	yes	yes
Hand Rails	yes	yes	no	no	no	no	no	no
Microwave	yes	no	no	no	no	no	no	no
Oven	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes
Skylights	no	no	no	no	no	no	no	yes
Trash Compactor	no	no	no	no	yes	no	no	no
Vaulted Ceilings	no	no	no	yes	no	yes	no	yes
Walk-In Closet	no	no	yes	no	yes	yes	yes	yes
Washer/Dryer hookup	no	no	yes	yes	yes	no	no	yes
Property Amenities								
Business Center/Computer Lab	yes	yes	no	no	no	no	no	no
Clubhouse/Meeting/Community Room	yes	yes	yes	no	yes	no	no	no
Courtyard	no	no	no	no	no	yes	no	yes
Elevators	no	yes	no	no	no	no	no	yes
Exercise Facility	yes	yes	no	no	yes	no	no	yes
Garage	no	no	no	no	no	no	no	yes
Central Laundry	yes	yes	yes	no	yes	yes	yes	yes
Off-Street Parking	yes	no	yes	yes	yes	yes	yes	yes
On-Site Management	yes	yes	yes	yes	yes	yes	no	yes
Picnic Area	yes	no	no	no	no	no	no	no
Playground	no	no	yes	no	no	no	no	no
Service Coordination	yes	no	no	no	no	no	no	no
Swimming Pool	no	no	no	no	yes	no	no	yes
Garage Fee	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$30.00
Services								
Adult Education	yes	no	no	no	no	no	no	no
Shuttle Service	yes	no	no	no	no	no	no	no
Tutoring	yes	no	no	no	no	no	no	no
Security								
In-Unit Alarm	no	no	no	no	yes	no	no	no
Intercom (Buzzer)	no	yes	yes	no	yes	no	no	yes
Limited Access	yes	yes	yes	no	yes	no	no	yes
Patrol	yes	no	yes	no	no	yes	no	no
Perimeter Fencing	yes	yes	no	no	yes	no	no	yes
Premium Amenities								
Medical Professional	yes	yes	no	no	no	no	no	no
Other Amenities								
Other	Gazebo, Gardens, Supportive Services	Library	n/a	n/a	n/a	n/a	n/a	Rooftop decks

RENT AND SQUARE FOOTAGE RANKING -- All rents adjusted for utilities and concessions extracted from the market.						
Effective Rent Date:		May-15	Units Surveyed:	1,120	Weighted Occupancy:	97.7%
			Market Rate	499	Market Rate	99.4%
			Tax Credit	621	Tax Credit	96.3%
Studio One Bath						
	Property	Average	Property	Average	Property	Average
RENT	M Street Apartments * (M)	\$1,074				
	Fulton Cotton Mill Lofts	\$1,054				
	Fulton Cotton Mill Lofts	\$954				
	Freeman Ford/ Fairlie Poplar Lofts	\$924				
	M Street Apartments * (50%)	\$881				
	Crogman School Lofts * (60%)	\$738				
	Phoenix House - As Complete * (60%) PBRA	\$642				
	Phoenix House - As Complete * (60%) PBRA	\$642				
	Phoenix House - As Complete * (60%)	\$601				
	Donnelly Gardens	\$593				
Harmony Park * (60%)	\$553					
SQUARE FOOTAGE	Fulton Cotton Mill Lofts	747				
	Fulton Cotton Mill Lofts	707				
	M Street Apartments * (50%)	561				
	M Street Apartments * (M)	561				
	Donnelly Gardens	550				
	Crogman School Lofts * (60%)	540				
	Phoenix House - As Complete * (60%) PBRA	378				
	Phoenix House - As Complete * (60%)	378				
	Harmony Park * (60%)	300				
	Phoenix House - As Complete * (60%) PBRA	292				
Freeman Ford/ Fairlie Poplar Lofts	N/A					
RENT PER SQUAREFOOT	Phoenix House - As Complete * (60%) PBRA	\$2.20				
	M Street Apartments * (M)	\$1.91				
	Harmony Park * (60%)	\$1.84				
	Phoenix House - As Complete * (60%) PBRA	\$1.70				
	Phoenix House - As Complete * (60%)	\$1.59				
	M Street Apartments * (50%)	\$1.57				
	Fulton Cotton Mill Lofts	\$1.41				
	Crogman School Lofts * (60%)	\$1.37				
	Fulton Cotton Mill Lofts	\$1.35				
	Donnelly Gardens	\$1.08				
Freeman Ford/ Fairlie Poplar Lofts	N/A					

PROPERTY PROFILE REPORT

Commons At Imperial Hotel

Effective Rent Date	5/04/2015
Location	355 Peachtree Street NE Atlanta, GA 30308 Fulton County
Distance	3.7 miles
Units	90
Vacant Units	0
Vacancy Rate	0.0%
Type	Highrise (8 stories)
Year Built/Renovated	1910 / 2014
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	12/17/2004
Major Competitors	None identified
Tenant Characteristics	Mostly aged 30 and below, disabled or formerly homeless
Contact Name	Colleen Bain, Leasing Agent
Phone	(404) 410-1420



Market Information

Program	@30%, PBRA
Annual Turnover Rate	20%
Units/Month Absorbed	30
HCV Tenants	50%
Leasing Pace	Less than one month
Annual Chg. in Rent	None
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Highrise (8 stories)	90	395	\$828	\$0	@30%	Yes	0	0.0%	yes	AVG

Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$828	\$0	\$828	\$0	\$828

Amenities

In-Unit	Security	Services
Blinds Central A/C Hand Rails Refrigerator	Intercom (Buzzer) Limited Access Perimeter Fencing	None
Property	Premium	Other
Business Center/Computer Lab Elevators Central Laundry	Medical Professional	Library
Carpeting Furnishing Oven	Clubhouse/Meeting Exercise Facility On-Site Management	

Comments

This property provides permanent supportive housing to low-income and disabled individuals. Our contact reported there is a long waiting list, but couldn't verify the length.

Commons At Imperial Hotel, continued

Trend Report

Vacancy Rates

2Q10	3Q11	1Q15	2Q15
7.5%	20.0%	7.8%	0.0%

Trend: @30%

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	7.8%	\$828	\$0	\$828	\$828
2015	2	0.0%	\$828	\$0	\$828	\$828

Trend: Comments

- 2Q10** The contact indicated that occupancy has significantly improved since January 2010. The three vacant PBRA units are in the CaringWorks program, and the property has two applications for two units. According to the contact, the property experienced increased traffic when University Place Apartments closed.
- 3Q11** Occupancy appears to have remained stable in the low 80 percent range according to prior interviews.
- 1Q15** The contact reported that the property went through an 18 month reconfiguration period ending in January of 2014. The reconfiguration began in 2012. All units are efficiency suites that range between 300 and 500 square feet. The contact reported that there is a waiting list the is "very long" but she could not provide an exact number. The property provides permanent supportive housing to low-income and disabled individuals. The contact reported that the property does offer furnishings, a library and on site clinic and health services. The contact reported that the property currently has seven units vacant, all of which are pre-leased.
- 2Q15** This property provides permanent supportive housing to low-income and disabled individuals. Our contact reported there is a long waiting list, but couldn't verify the length.

PROPERTY PROFILE REPORT

Crogman School Lofts

Effective Rent Date 5/04/2015

Location 1093 West Avenue SW
Atlanta, GA 30315
Fulton County

Distance 1.6 miles

Units 105

Vacant Units 0

Vacancy Rate 0.0%

Type Conversion (3 stories)

Year Built/Renovated 1923 / 2003

Marketing Began 6/01/2003

Leasing Began 7/01/2003

Last Unit Leased 2/01/2005

Major Competitors Villages at Carver, Heritage Station

Tenant Characteristics Mixed tenancy from the area. Approximately 5% senior.

Contact Name Dell, Leasing Agent

Phone 404-614-0808



Market Information

Program @60%, PBRA, Market

Annual Turnover Rate 34%

Units/Month Absorbed 5

HCV Tenants 38%

Leasing Pace Two to three 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 not included

Sewer not included

Trash Collection included

Crogman School Lofts, continued

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Conversion (3 stories)	6	540	\$559	\$0	@60%	No	0	0.0%	no	None
1	1	Conversion (3 stories)	27	729	\$655	\$0	@60%	No	0	0.0%	no	None
1	1	Conversion (3 stories)	10	729	\$707	\$0	Market	No	0	0.0%	N/A	None
1	1	Conversion (3 stories)	20	729	\$632	\$0	Section 8 (Project Based Rental Assistance - PBRA)	No	0	0.0%	N/A	None
2	1	Conversion (3 stories)	5	916	\$724	\$0	@60%	No	0	0.0%	no	None
2	1	Conversion (3 stories)	2	916	\$891	\$0	Market	No	0	0.0%	N/A	None
2	1	Conversion (3 stories)	6	916	\$732	\$0	Section 8 (Project Based Rental Assistance - PBRA)	No	0	0.0%	N/A	None
2	2	Conversion (3 stories)	7	991	\$733	\$0	@60%	No	0	0.0%	no	None
2	2	Conversion (3 stories)	2	991	\$853	\$0	Market	No	0	0.0%	N/A	None
2	2	Conversion (3 stories)	11	991	\$732	\$0	Section 8 (Project Based Rental Assistance - PBRA)	No	0	0.0%	N/A	None
3	2	Conversion (3 stories)	2	1,048	\$850	\$0	@60%	No	0	0.0%	no	None
3	2	Conversion (3 stories)	2	1,048	\$850	\$0	Market	No	0	0.0%	N/A	None
3	2	Conversion (3 stories)	5	1,048	\$850	\$0	Section 8 (Project Based Rental Assistance - PBRA)	No	0	0.0%	N/A	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$559	\$0	\$559	\$179	\$738	1BR / 1BA	\$707	\$0	\$707	\$179	\$886
1BR / 1BA	\$655	\$0	\$655	\$179	\$834	2BR / 1BA	\$891	\$0	\$891	\$250	\$1,141
2BR / 1BA	\$724	\$0	\$724	\$250	\$974	2BR / 2BA	\$853	\$0	\$853	\$250	\$1,103
2BR / 2BA	\$733	\$0	\$733	\$250	\$983	3BR / 2BA	\$850	\$0	\$850	\$325	\$1,175
3BR / 2BA	\$850	\$0	\$850	\$325	\$1,175						
Section 8	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent						
1BR / 1BA	\$632	\$0	\$632	\$179	\$811						
2BR / 1BA	\$732	\$0	\$732	\$250	\$982						
2BR / 2BA	\$732	\$0	\$732	\$250	\$982						
3BR / 2BA	\$850	\$0	\$850	\$325	\$1,175						

Crogman School Lofts, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Oven
Walk-In Closet

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

Security

Intercom (Buzzer)
Limited Access
Patrol

Services

None

Property

Clubhouse/Meeting
Off-Street Parking
Playground

Central Laundry
On-Site Management

Premium

None

Other

None

Comments

The building consists of loft units and newly constructed units. Management reported that the loft units are easier to rent but they do not have difficulty renting either type of unit. Contact stated she was not sure why rents were not at their max allowable as she had only been working there a short time.

Crogman School Lofts, continued

Trend Report

Vacancy Rates

2Q13	3Q13	1Q15	2Q15
17.1%	16.2%	0.0%	0.0%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	2	37.0%	\$655	\$6	\$649	\$828
2013	3	40.7%	\$655	\$38	\$617	\$796
2015	1	0.0%	\$655	\$0	\$655	\$834
2015	2	0.0%	\$655	\$0	\$655	\$834

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	2	20.0%	\$724	\$0	\$724	\$974
2013	3	20.0%	\$724	\$44	\$680	\$930
2015	1	0.0%	\$724	\$0	\$724	\$974
2015	2	0.0%	\$724	\$0	\$724	\$974

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	2	14.3%	\$733	\$0	\$733	\$983
2013	3	0.0%	\$733	\$0	\$733	\$983
2015	1	0.0%	\$733	\$0	\$733	\$983
2015	2	0.0%	\$733	\$0	\$733	\$983

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	2	0.0%	\$850	\$0	\$850	\$1,175
2013	3	0.0%	\$850	\$0	\$850	\$1,175
2015	1	0.0%	\$850	\$0	\$850	\$1,175
2015	2	0.0%	\$850	\$0	\$850	\$1,175

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	2	0.0%	\$559	\$0	\$559	\$738
2013	3	0.0%	\$559	\$0	\$559	\$738
2015	1	0.0%	\$559	\$0	\$559	\$738
2015	2	0.0%	\$559	\$0	\$559	\$738

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	2	20.0%	\$707	\$0	\$707	\$886
2013	3	40.0%	\$707	\$42	\$665	\$844
2015	1	0.0%	\$707	\$0	\$707	\$886
2015	2	0.0%	\$707	\$0	\$707	\$886

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	2	0.0%	\$891	\$0	\$891	\$1,141
2013	3	0.0%	\$891	\$0	\$891	\$1,141
2015	1	0.0%	\$891	\$0	\$891	\$1,141
2015	2	0.0%	\$891	\$0	\$891	\$1,141

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	2	50.0%	\$853	\$0	\$853	\$1,103
2013	3	50.0%	\$853	\$55	\$798	\$1,048
2015	1	0.0%	\$853	\$0	\$853	\$1,103
2015	2	0.0%	\$853	\$0	\$853	\$1,103

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	2	50.0%	\$850	\$0	\$850	\$1,175
2013	3	0.0%	\$850	\$0	\$850	\$1,175
2015	1	0.0%	\$850	\$0	\$850	\$1,175
2015	2	0.0%	\$850	\$0	\$850	\$1,175

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	2	0.0%	\$559	\$0	\$559	\$738
2013	3	0.0%	\$559	\$0	\$559	\$738
2015	1	0.0%	\$559	\$0	\$559	\$738
2015	2	0.0%	\$559	\$0	\$559	\$738

Crogman School Lofts, continued

Trend: Section 8

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	2	5.0%	\$632	\$0	\$632	\$811
2013	3	0.0%	\$632	\$0	\$632	\$811
2015	1	0.0%	\$632	\$0	\$632	\$811
2015	2	0.0%	\$632	\$0	\$632	\$811

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	2	0.0%	\$732	\$0	\$732	\$982
2013	3	0.0%	\$732	\$0	\$732	\$982
2015	1	0.0%	\$732	\$0	\$732	\$982
2015	2	0.0%	\$732	\$0	\$732	\$982

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	2	9.1%	\$732	\$0	\$732	\$982
2013	3	0.0%	\$732	\$0	\$732	\$982
2015	1	0.0%	\$732	\$0	\$732	\$982
2015	2	0.0%	\$732	\$0	\$732	\$982

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	2	0.0%	\$850	\$0	\$850	\$1,175
2013	3	0.0%	\$850	\$0	\$850	\$1,175
2015	1	0.0%	\$850	\$0	\$850	\$1,175
2015	2	0.0%	\$850	\$0	\$850	\$1,175

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
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Trend: Comments

2Q13	The contact reported there are three move-outs per month on average. Additionally, according to the manager, the majority of the vacant units are in the LIHTC units.
3Q13	The property manager is new to the property as of April 2013 and could not comment on why vacancy is high at the property. The contact indicated that the property was 87 percent in June 2013. The concession has been offered for three months and applies to vacant units. The building consists of loft units and newly constructed units. Management reported that the loft units are easier to rent but they do not have difficulty renting either type of unit.
1Q15	The building consists of loft units and newly constructed units. Management reported that the loft units are easier to rent but they do not have difficulty renting either type of unit. Contact stated she was not sure why rents were not at their max allowable as she had only been working there a short time.
2Q15	N/A

Crogman School Lofts, continued

Photos



PROPERTY PROFILE REPORT

Harmony Park

Effective Rent Date 5/04/2015

Location 7250 Campbelton Road
Atlanta, GA 30331
Fulton County

Distance 11.6 miles

Units 118

Vacant Units 0

Vacancy Rate 0.0%

Type One-story

Year Built/Renovated 1986 / N/A

Marketing Began N/A

Leasing Began N/A

Last Unit Leased N/A

Major Competitors Riverview

Tenant Characteristics Tenants are mostly signles/couples, have an average household size of 2, are generally middle-aged, and make on average \$30k.

Contact Name Karen, Leasing Agent

Phone 404-349-6455



Market Information

Program @60%

Annual Turnover Rate 20%

Units/Month Absorbed N/A

HCV Tenants 1%

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
0	1	One-story	46	300	\$449	\$0	@60%	No	0	0.0%	no	None
1	1	One-story	62	600	\$564	\$0	@60%	No	0	0.0%	no	None
2	1	One-story	8	900	\$669	\$0	@60%	No	0	0.0%	no	None
2	2	One-story	2	900	\$689	\$0	@60%	No	0	0.0%	no	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$449	\$0	\$449	\$104	\$553
1BR / 1BA	\$564	\$0	\$564	\$104	\$668
2BR / 1BA	\$669	\$0	\$669	\$133	\$802
2BR / 2BA	\$689	\$0	\$689	\$133	\$822

Harmony Park, continued

Amenities

In-Unit

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

Blinds
Central A/C
Ceiling Fan
Oven
Vaulted Ceilings

Security

None

Services

None

Property

Off-Street Parking

On-Site Management

Premium

None

Other

None

Comments

When asked about elevated crime rates in the area, the contact stated that she has not seen occupancy affected as a result of crime, nor has she ever had to lower rental rates. However, she believes this is partially due to the fact that the average household size is smaller (one to two people) than most properties in the area.

Harmony Park, continued

Trend Report

Vacancy Rates

3Q07	1Q09	1Q15	2Q15
1.7%	7.6%	0.0%	0.0%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	0.0%	\$564	\$0	\$564	\$668
2015	2	0.0%	\$564	\$0	\$564	\$668

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	0.0%	\$669	\$0	\$669	\$802
2015	2	0.0%	\$669	\$0	\$669	\$802

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	0.0%	\$689	\$0	\$689	\$822
2015	2	0.0%	\$689	\$0	\$689	\$822

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	0.0%	\$449	\$0	\$449	\$553
2015	2	0.0%	\$449	\$0	\$449	\$553

Trend: Comments

3Q07	The contact stated that the housing market is growing. The management plans to replace the roof in January 2008.
1Q09	There was a six percent decrease on the studio units, a four percent decrease on the one-bedroom units, a one percent decrease on the two-bedroom one-bath units, and a two percent increase on the two-bedroom two-bath units.
1Q15	Management was not able to provide an annual turnover rate.
2Q15	When asked about elevated crime rates in the area, the contact stated that she has not seen occupancy affected as a result of crime, nor has she ever had to lower rental rates. However, she believes this is partially due to the fact that the average household size is smaller (one to two people) than most properties in the area.

Photos



PROPERTY PROFILE REPORT

M Street Apartments

Effective Rent Date	5/04/2015
Location	950 Marietta Street Atlanta, GA 30318 Fulton County
Distance	4.1 miles
Units	308
Vacant Units	23
Vacancy Rate	7.5%
Type	Garden (3 stories)
Year Built/Renovated	2004 / N/A
Marketing Began	3/27/2004
Leasing Began	6/15/2004
Last Unit Leased	N/A
Major Competitors	1016 Lofts, Park District Lofts
Tenant Characteristics	Most tenants are locals from Atlanta.
Contact Name	Anthony, Assistant Property Manager
Phone	678-904-9140



Market Information

Program	@50%, Market
Annual Turnover Rate	40%
Units/Month Absorbed	N/A
HCV Tenants	5%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Decreased 1.0-2.0 % and increased
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Garden (3 stories)	N/A	561	\$702	\$0	@50%	No	N/A	N/A	yes	None
0	1	Garden (3 stories)	N/A	561	\$895	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (3 stories)	N/A	886	\$772	\$0	@50%	No	N/A	N/A	yes	None
1	1	Garden (3 stories)	N/A	886	\$1,088	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	N/A	955	\$942	\$0	@50%	No	N/A	N/A	yes	None
2	2	Garden (3 stories)	N/A	955	\$1,442	\$0	Market	No	N/A	N/A	N/A	None
3	3	Garden (3 stories)	N/A	1,275	\$1,866	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$702	\$0	\$702	\$179	\$881	Studio / 1BA	\$895	\$0	\$895	\$179	\$1,074
1BR / 1BA	\$772	\$0	\$772	\$179	\$951	1BR / 1BA	\$1,088	\$0	\$1,088	\$179	\$1,267
2BR / 2BA	\$942	\$0	\$942	\$250	\$1,192	2BR / 2BA	\$1,442	\$0	\$1,442	\$250	\$1,692
						3BR / 3BA	\$1,866	\$0	\$1,866	\$325	\$2,191

M Street Apartments, continued

Amenities

In-Unit

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

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

Security

In-Unit Alarm
Intercom (Buzzer)
Limited Access
Perimeter Fencing

Services

None

Property

Clubhouse/Meeting
Central Laundry
On-Site Management

Exercise Facility
Off-Street Parking
Swimming Pool

Premium

None

Other

None

Comments

Our contact could not report the specific units that were vacant, but stated that they are currently operating at 92% occupancy, and are 97% pre-leased. This property implements LRO pricing.

We believe that the property's affordable units have a Section 8 subsidy, given that the rents are significantly higher than the maximum allowable levels and similar to fair market rents. However, no one at the property was able to confirm this.

M Street Apartments, continued

Trend Report

Vacancy Rates

2Q08	1Q10	1Q15	2Q15
1.6%	10.7%	4.9%	7.5%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$778	\$0	\$778	\$957
2010	1	N/A	\$778	\$0	\$778	\$957
2015	1	N/A	\$772	\$0	\$772	\$951
2015	2	N/A	\$772	\$0	\$772	\$951

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$934	\$0	\$934	\$1,184
2010	1	N/A	\$934	\$0	\$934	\$1,184
2015	1	N/A	\$942	\$0	\$942	\$1,192
2015	2	N/A	\$942	\$0	\$942	\$1,192

3BR / 3BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$1,050	\$0	\$1,050	\$1,375
2010	1	N/A	\$1,050	\$0	\$1,050	\$1,375

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$728	\$0	\$728	\$907
2010	1	N/A	\$728	\$0	\$728	\$907
2015	1	N/A	\$702	\$0	\$702	\$881
2015	2	N/A	\$702	\$0	\$702	\$881

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$885	\$0	\$885	\$1,064
2010	1	N/A	\$860	\$0	\$860	\$1,039
2015	1	N/A	\$1,042	\$0	\$1,042	\$1,221
2015	2	N/A	\$1,088	\$0	\$1,088	\$1,267

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$1,115	\$0	\$1,115	\$1,365
2010	1	N/A	\$1,015	\$0	\$1,015	\$1,265
2015	1	N/A	\$1,083	\$0	\$1,083	\$1,333
2015	2	N/A	\$1,442	\$0	\$1,442	\$1,692

3BR / 3BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$1,600	\$0	\$1,600	\$1,925
2010	1	N/A	\$1,600	\$0	\$1,600	\$1,925
2015	1	N/A	\$1,909	\$0	\$1,909	\$2,234
2015	2	N/A	\$1,866	\$0	\$1,866	\$2,191

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$785	\$0	\$785	\$964
2010	1	N/A	\$800	\$0	\$800	\$979
2015	1	N/A	\$995	\$0	\$995	\$1,174
2015	2	N/A	\$895	\$0	\$895	\$1,074

Trend: Comments

2Q08 N/A

1Q10 Management stated that this is the slow period of the year and they usually achieve a stabilized occupancy of 95 percent in the Spring and Summer months. They reported that this occupancy rate is typical during the winter months.

1Q15 Our contact could not report the specific units that were vacant. This property implements LRO pricing and was unable to provide rental rates for studios, as none are currently vacant. Therefore we have left the rental rates from our previous interview on 1/13/2015. Additionally, the contact estimated that if a studio were available today it would rent around \$800-\$1,000.

We believe that the property's affordable units have a Section 8 subsidy, given that the rents are significantly higher than the maximum allowable levels and similar to fair market rents. However, no one at the property was able to confirm this.

2Q15 Our contact could not report the specific units that were vacant, but stated that they are currently operating at 92% occupancy, and are 97% pre-leased. This property implements LRO pricing.

We believe that the property's affordable units have a Section 8 subsidy, given that the rents are significantly higher than the maximum allowable levels and similar to fair market rents. However, no one at the property was able to confirm this.

M Street Apartments, continued

Photos



PROPERTY PROFILE REPORT

Donnelly Gardens

Effective Rent Date	5/06/2015
Location	1295 Donnelly Avenue SW Atlanta, GA 30310 Fulton County
Distance	1 mile
Units	250
Vacant Units	2
Vacancy Rate	0.8%
Type	Garden (2 stories)
Year Built/Renovated	1965 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Shamrock Gardens and Cascade Glen
Tenant Characteristics	Mixed tenancy
Contact Name	Tamika, Property Manager
Phone	404-755-6142



Market Information

Program	Market
Annual Turnover Rate	15%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two to three weeks
Annual Chg. in Rent	None
Concession	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
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
0	1	Garden (2 stories)	8	550	\$489	\$0	Market	No	0	0.0%	N/A	None
1	1	Garden (2 stories)	176	675	\$488	\$0	Market	No	1	0.6%	N/A	None
1	1	Garden (2 stories)	N/A	740	\$499	\$0	Market	No	1	N/A	N/A	None
2	1	Garden (2 stories)	14	850	\$589	\$0	Market	No	0	0.0%	N/A	None
2	1.5	Garden (2 stories)	52	950	\$619	\$0	Market	Yes	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$489	\$0	\$489	\$104	\$593
1BR / 1BA	\$488 - \$499	\$0	\$488 - \$499	\$104	\$592 - \$603
2BR / 1BA	\$589	\$0	\$589	\$133	\$722
2BR / 1.5BA	\$619	\$0	\$619	\$133	\$752

Donnelly Gardens, continued

Amenities

In-Unit

Balcony/Patio
Carpet/Hardwood
Oven
Vaulted Ceilings

Blinds
Central A/C
Refrigerator
Walk-In Closet

Security

Patrol

Services

None

Property

Courtyard
Off-Street Parking

Central Laundry
On-Site Management

Premium

None

Other

None

Comments

The property does not currently accept Housing Choice Vouchers. There is a waiting list for the larger two-bedroom units, consisting of about 10 to 15 households. Our contact could not provide an exact annual turnover but reported it being relatively low at below 15 percent.

Donnelly Gardens, continued

Trend Report

Vacancy Rates

3Q13	4Q13	1Q15	2Q15
8.0%	8.0%	0.8%	0.8%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$469 - \$489	\$60 - \$70	\$409 - \$419	\$513 - \$523
2013	4	N/A	\$469 - \$489	\$40 - \$60	\$409 - \$449	\$513 - \$553
2015	1	N/A	\$488 - \$499	\$0	\$488 - \$499	\$592 - \$603
2015	2	N/A	\$488 - \$499	\$0	\$488 - \$499	\$592 - \$603

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$625	\$33	\$592	\$725
2013	4	N/A	\$599	\$33	\$566	\$699
2015	1	0.0%	\$619	\$0	\$619	\$752
2015	2	0.0%	\$619	\$0	\$619	\$752

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$585	\$30	\$555	\$688
2013	4	N/A	\$550	\$30	\$520	\$653
2015	1	0.0%	\$589	\$0	\$589	\$722
2015	2	0.0%	\$589	\$0	\$589	\$722

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	0.0%	\$399	\$0	\$399	\$503
2013	4	0.0%	\$469	\$60	\$409	\$513
2015	1	0.0%	\$489	\$0	\$489	\$593
2015	2	0.0%	\$489	\$0	\$489	\$593

Trend: Comments

3Q13 The property manager reported that a new management company took over the property in October 2012 and has been attempting to increase the occupancy at the property since they took over. The lowest occupancy rate the property has reached since the change in management is 74 percent.

The two-bedroom units pay water and sewer in addition to the rent, which is \$26 per unit. Therefore, the rents listed take into account the asking rents of \$559 and \$599 and the \$26 water/sewer fee. We calculated the monthly concession based upon \$199 for the first month's rent using the \$559 and \$599 rents without the water/sewer fee.

The property is located near a Kroger shopping center and across from the Donnelly Food Store and a food mart.

4Q13 The property manager reported that a new management company took over the property in October 2012 and has been attempting to increase the occupancy at the property since. The lowest occupancy rate the property has reached since the change in management is 74 percent. The contact was unable to comment on turnover rate. The property does not currently accept housing choice vouchers.

1Q15 The property does not currently accept housing choice vouchers. There is a waiting list for the larger two-bedroom units, consisting of about ten to fifteen people. Our contact could not provide an exact annual turnover but reported it being relatively low at below 15 percent.

2Q15 The property does not currently accept Housing Choice Vouchers. There is a waiting list for the larger two-bedroom units, consisting of about 10 to 15 households. Our contact could not provide an exact annual turnover but reported it being relatively low at below 15 percent.

PROPERTY PROFILE REPORT

Freeman Ford/ Fairlie Poplar Lofts

Effective Rent Date	5/05/2015
Location	75 John Wesley Dobbs Avenue Atlanta, GA 30303 Fulton County
Distance	3.3 miles
Units	42
Vacant Units	0
Vacancy Rate	0.0%
Type	Lowrise (3 stories)
Year Built/Renovated	1995 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	The Muses, Capitol City Lofts
Tenant Characteristics	Mixed tenancy from the immediate area, many of which are students
Contact Name	Katherine White, Property Manager
Phone	404-659-1440



Market Information

Program	Market
Annual Turnover Rate	15%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased 1-3%
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Lowrise (3 stories)	N/A	N/A	\$820	\$0	Market	No	0	N/A	N/A	None
1	1	Lowrise (3 stories)	N/A	N/A	\$950	\$0	Market	No	0	N/A	N/A	None
2	1	Lowrise (3 stories)	N/A	N/A	\$1,250	\$0	Market	No	0	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$820	\$0	\$820	\$104	\$924
1BR / 1BA	\$950	\$0	\$950	\$104	\$1,054
2BR / 1BA	\$1,250	\$0	\$1,250	\$133	\$1,383

Amenities

In-Unit	Security	Services
Central A/C Dishwasher Oven Walk-In Closet	None	None
Coat Closet Garbage Disposal Refrigerator		
Property	Premium	Other
Central Laundry	None	None
Off-Street Parking		

Comments

There are currently no vacancies at the property. The property manager stated that the tenancy was composed primarily of students. The property manager also stated that the property no longer has income-restricted units and is 100 percent market-rate. The property has been undergoing on-going updates such as new roof, paint and carpet.

Freeman Ford/ Fairlie Poplar Lofts, continued

Trend Report

Vacancy Rates

3Q11	3Q13	1Q15	2Q15
2.4%	0.0%	0.0%	0.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	3	N/A	\$700	\$0	\$700	\$804
2013	3	N/A	\$950	\$0	\$950	\$1,054
2015	1	N/A	\$950	\$0	\$950	\$1,054
2015	2	N/A	\$950	\$0	\$950	\$1,054

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	3	N/A	\$950 - \$1,100	\$0	\$950 - \$1,100	\$1,083 - \$1,233
2013	3	N/A	\$1,150	\$0	\$1,150	\$1,283
2015	1	N/A	\$1,250	\$0	\$1,250	\$1,383
2015	2	N/A	\$1,250	\$0	\$1,250	\$1,383

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$820	\$0	\$820	\$924
2015	1	N/A	\$820	\$0	\$820	\$924
2015	2	N/A	\$820	\$0	\$820	\$924

Trend: Comments

3Q11	The same property manager oversees Freeman Ford and Fairlie Poplar Lofts, both of which have been included in this profile. Management does not accept Housing Choice Vouchers (HCVs).
3Q13	There are currently no vacancies at the property. The property manager stated that the tenancy was composed primarily of students. The property manager also stated that the property no longer has income-restricted units and is 100 percent market-rate. Property manager was unwilling to give detailed data on historical turnover, vacancies and rent values. However, rents for the market-rate units increased by five to 10 percent from 2011 (last interview) to 2013, which equates to a one to three percent average annual increase.
1Q15	There are currently no vacancies at the property. The property manager stated that the tenancy was composed primarily of students. The property manager also stated that the property no longer has income-restricted units and is 100 percent market-rate. The property has been undergoing on-going updates such as new roof, paint and carpet.
2Q15	N/A

PROPERTY PROFILE REPORT

Fulton Cotton Mill Lofts

Effective Rent Date	5/04/2015
Location	170 Boulevard SE Atlanta, GA 30312 Fulton County
Distance	3.6 miles
Units	207
Vacant Units	1
Vacancy Rate	0.5%
Type	Highrise (8 stories)
Year Built/Renovated	1881 / 2005
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Auburn Glenn, Cityview Apartments
Tenant Characteristics	Mostly families; few seniors.
Contact Name	Monique, Leasing Agent
Phone	404-522-5638



Market Information

Program	Market
Annual Turnover Rate	15%
Units/Month Absorbed	N/A
HCV Tenants	10%
Leasing Pace	Within two weeks
Annual Chg. in Rent	N/A
Concession	None

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
0	1	Highrise (8 stories)	N/A	707	\$850	\$0	Market	No	0	N/A	yes	None
0	1	Highrise (8 stories)	N/A	747	\$950	\$0	Market	No	0	N/A	N/A	None
1	1	Highrise (8 stories)	N/A	1,119	\$1,000	\$0	Market	No	0	N/A	yes	None
1	1	Highrise (8 stories)	N/A	1,375	\$1,500	\$0	Market	No	0	N/A	N/A	None
2	2	Highrise (8 stories)	N/A	1,018	\$1,200	\$0	Market	No	0	N/A	N/A	None
2	2	Highrise (8 stories)	N/A	1,361	\$1,700	\$0	Market	No	1	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$850 - \$950	\$0	\$850 - \$950	\$104	\$954 - \$1,054
1BR / 1BA	\$1,000 - \$1,500	\$0	\$1,000 - \$1,500	\$104	\$1,104 - \$1,604
2BR / 2BA	\$1,200 - \$1,700	\$0	\$1,200 - \$1,700	\$133	\$1,333 - \$1,833

Fulton Cotton Mill Lofts, continued

Amenities

In-Unit

Balcony/Patio
Central A/C
Exterior Storage
Garbage Disposal
Refrigerator
Vaulted Ceilings
Washer/Dryer hookup

Blinds
Dishwasher
Ceiling Fan
Oven
Skylights
Walk-In Closet

Security

Intercom (Buzzer)
Limited Access
Perimeter Fencing

Services

None

Property

Courtyard
Exercise Facility
Central Laundry
On-Site Management

Elevators
Garage
Off-Street Parking
Swimming Pool

Premium

None

Other

Three rooftop decks

Comments

The contact reported that the property is no longer on the tax credit program, nor do they accept Housing Choice Vouchers as of December 2014. The waiting list was recently purged and the property no longer maintains a list for any of its units. The contact could not provide a reason as to why they switched to to exclusively market pricing. When asked about high crime rates in the area, the contact reported that she has not seen occupancy or rental rates suffer.

Fulton Cotton Mill Lofts, continued

Trend Report

Vacancy Rates

3Q13	1Q14	1Q15	2Q15
0.5%	0.5%	1.0%	0.5%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$1,175	\$0	\$1,175	\$1,279
2014	1	N/A	\$975	\$0	\$975	\$1,079
2015	1	N/A	\$1,000 - \$1,500	\$0	\$1,000 - \$1,500	\$1,104 - \$1,604
2015	2	N/A	\$1,000 - \$1,500	\$0	\$1,000 - \$1,500	\$1,104 - \$1,604

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$1,400	\$0	\$1,400	\$1,533
2014	1	N/A	\$1,400	\$0	\$1,400	\$1,533
2015	1	N/A	\$1,200 - \$1,700	\$0	\$1,200 - \$1,700	\$1,333 - \$1,833
2015	2	N/A	\$1,200 - \$1,700	\$0	\$1,200 - \$1,700	\$1,333 - \$1,833

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$850	\$0	\$850	\$954
2014	1	N/A	\$850	\$0	\$850	\$954
2015	1	N/A	\$650 - \$950	\$0	\$650 - \$950	\$754 - \$1,054
2015	2	N/A	\$850 - \$950	\$0	\$850 - \$950	\$954 - \$1,054

Trend: Comments

- 3Q13** The property manager stated that there is currently only one vacancy and there is no wait list. The property manager stated that providing rents based on unit types is difficult since rents are determined by a number of different factors including bedroom type, floor, view, etc., and that in total there are 56 different types of floor plans with differing rents. She therefore provided averages for the different unit types by bedroom/bathroom number.
- 1Q14** The contact provided asking rents as a range, as rents vary based on floor plan, floor in the building, and in-unit amenities. Since first quarter 2013, LIHTC rents remain unchanged, market rate one-bedroom rents decreased by 12 percent, and studio and two-bedroom rents increased three to six percent.
- 1Q15** The contact reported that the property is no longer on the tax credit program, nor do they accept Section 8 vouchers as of December 2014. The waiting list was recently purged and the property no longer maintains a list for any of its units. The contact could not provide a reason as to why they switched to to exclusively market pricing.
- 2Q15** The contact reported that the property is no longer on the tax credit program, nor do they accept Housing Choice Vouchers as of December 2014. The waiting list was recently purged and the property no longer maintains a list for any of its units. The contact could not provide a reason as to why they switched to to exclusively market pricing. When asked about high crime rates in the area, the contact reported that she has not seen occupancy or rental rates suffer.

Fulton Cotton Mill Lofts, continued

Photos



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

Housing Choice Vouchers

TENANTS WITH VOUCHERS

Comparable Property	Rent Structure	Housing Choice Voucher Tenants
Commons At Imperial Hotel	LIHTC/PBRA	50%
Crogman School Lofts	LIHTC/PBRA/Market	38%
Harmony Park	LIHTC	1%
M Street Apartments	LIHTC/Market	5%
Donnelly Gardens	Market	0%
Freeman Ford/ Fairlie Poplar Lofts	Market	0%
Fulton Cotton Mill Lofts	Market	10%
Average		16%

The percentage of households at comparable properties using Housing Choice Vouchers ranges from zero to 50 percent with an average of 16 percent. Two LIHTC properties have more than five percent of tenants utilizing Housing Choice Vouchers. Neither of the fully market rate properties accept Housing Choice Vouchers. As an almost fully subsidized property, we expect that the Subject will not need to rely on voucher residents to maintain a high occupancy level. The Subject proposed rents are below current market Payment Standards, which would allow the Subject to accept renters with a voucher. This is considered in our absorption projections and stabilized occupancy rate projected for the Subject.

Waiting Lists

The following table illustrates the presence of waiting lists at the comparable properties, where applicable.

WAITING LISTS

Comparable Property	Rent Structure	Location	Tenancy	Waiting List	Date List Was Last Purged
Commons At Imperial Hotel	LIHTC/PBRA	Atlanta	Disabled/Formely Homeless	Lengthy Waiting List	Apr-15
Crogman School Lofts	LIHTC/PBRA/Market	Atlanta	Family	None	-
Harmony Park	LIHTC	Atlanta	Family	None	-
M Street Apartments	LIHTC/Market	Atlanta	Family	None	-
Donnelly Gardens	Market	Atlanta	Family	10-15 HH for the 950 SF units	As Units Turnover
Freeman Ford/ Fairlie Poplar Lofts	Market	Atlanta	Family	None	-
Fulton Cotton Mill Lofts	Market	Atlanta	Family	None	-

As the previous table illustrates, two of the seven comparables maintain waiting lists. The presence of waiting lists at two of the comparable properties is a positive indication of a strong rental market. The Commons at Imperial Hotel screens households on the waiting list for income qualifications. Therefore, we assume 100 percent of the households on the waiting list are qualified to reside at the property. Management at Donnelly Gardens does not screen households on the waiting list, but as there are no income qualifications at the property, we also assume that 100 percent of the households on the waiting list are qualified to reside at the property. Both lists were recently purged; therefore, we believe this is an accurate representation of demand in the

market. Based on the performance of the comparable properties, we expect the Subject to maintain a short waiting list, at a minimum, following stabilization.

Lease Up History

We were able to obtain absorption information from several LIHTC and market rate properties in Atlanta. Several of these properties have been used as comparables in our report.

ABSORPTION

Property	Rent Structure	Year Built/ Renovated	Number of Units	Units Absorbed / Month
Commons At Imperial Hotel*	LIHTC/PBRA	1910/2014	90	30
Crogman School Lofts*	LIHTC/PBRA/Market	1923	105	5
GE Towers	LIHTC/PBRA/Market	2004	201	20
Ashley Collegetown	LIHTC/PBRA/Market	2005	112	10
Heritage Station	LIHTC/PBRA/Market	2006	220	19
Avalon Ridge	LIHTC/Market	2008	222	19
Average				17

*Utilized as a comparable

Absorption at the properties ranges between five to 30 units per month and average 17 units per month. Further, as a subsidized property, the developer has indicated that all of the current tenants will be income-qualified under the 60 percent AMI restriction that will be in place post-construction. We believe the Subject will have an absorption pace of approximately 20 units per month. The Subject will undergo construction in phases. Therefore, absorption of the property's newly constructed units should take approximately two months to achieve 95 percent occupancy. Given overall market performance, we believe this rate is reasonable.

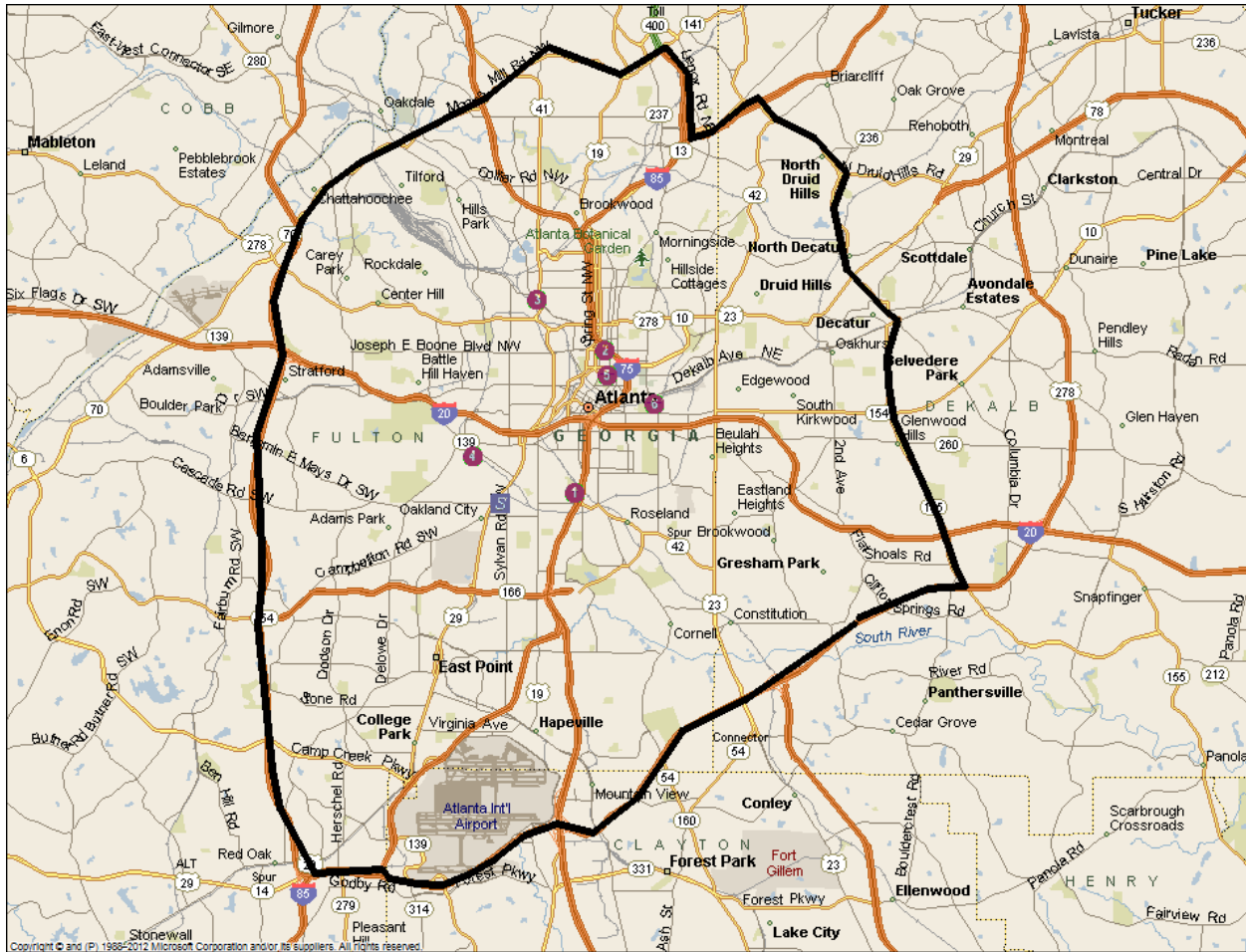
Phased Developments

The Subject is not part of a phased development.

Rural Areas

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

3. Competitive Project Map



COMPARABLE PROPERTIES

#	Property Name	Rent Structure	City	Tenancy	Distance
1	Commons At Imperial Hotel	@ 30%, PBRA	Atlanta	Disable/Formerly Homeless	3.7 miles
2	Crogman School Lofts	@ 60%, PBRA, Market	Atlanta	Family	1.6 miles
3	Harmony Park	@ 60%	Atlanta	Family	11.6 miles
3	M Street Apartments	@ 50%, Market	Atlanta	Family	4.1 miles
4	Donnelly Gardens	Market	Atlanta	Family	1.0 miles
5	Freeman Ford/ Fairlie Poplar Lofts	Market	Atlanta	Family	3.3 miles
6	Fulton Cotton Mill Lofts	Market	Atlanta	Family	3.6 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. The matrix has been color coded. Those properties that offer an amenity that the Subject does not offer are shaded in red, while those properties that do not offer an amenity that the Subject does offer are shaded in blue. Thus, the inferior properties can be identified by the blue and the superior properties can be identified by the red.

UNIT MATRIX REPORT

	Phoenix House - As Complete	Commons At Imperial Hotel	Crogman School Lofts	Harmony Park	M Street Apartments	Donnelly Gardens	Freeman Ford/ Fairlie Poplar Lofts	Fulton Cotton Mill Lofts
Comp #	Subject	1	2	3	4	5	6	7
Property Information								
Property Type	Garden (2 stories)	Highrise (8 stories)	Conversion (3 stories)	One-Story	Garden (3 stories)	Garden (2 stories)	Lowrise (3 stories)	Highrise (8 stories)
Year Built / Renovated	Proposed - 2016	1910 / 2014	1923 / 2003	1986 / n/a	2004 / n/a	1965 / n/a	1995 / n/a	1881 / 2005
Market/Subsidy Type	LIHTC/PBRA	LIHTC/PBRA	LIHTC/PBRA/Market	LIHTC	LIHTC/Market	Market	Market	Market
In-Unit Amenities								
Balcony/Patio	yes	no	yes	yes	yes	yes	no	yes
Blinds	yes	yes	yes	yes	yes	yes	no	yes
Carpet/Hardwood	no	no	no	no	no	yes	no	no
Carpeting	no	yes	yes	yes	yes	no	no	no
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes
Coat Closet	yes	no	yes	yes	yes	no	yes	no
Dishwasher	yes	no	no	no	yes	no	yes	yes
Exterior Storage	no	no	no	no	yes	yes	no	yes
Ceiling Fan	no	no	no	yes	yes	no	no	yes
Furnishing	yes	yes	no	no	no	no	no	no
Garbage Disposal	no	no	yes	yes	yes	no	yes	yes
Hand Rails	yes	yes	no	no	no	no	no	no
Microwave	yes	no	no	no	no	no	no	no
Oven	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes
Skylights	no	no	no	no	no	no	no	yes
Trash Compactor	no	no	no	no	yes	no	no	no
Vaulted Ceilings	no	no	no	yes	no	yes	no	yes
Walk-In Closet	no	no	yes	no	yes	yes	yes	yes
Washer/Dryer hookup	no	no	yes	yes	yes	no	no	yes
Property Amenities								
Business Center/Computer Lab	yes	yes	no	no	no	no	no	no
Clubhouse/Meeting/Community Room	yes	yes	yes	no	yes	no	no	no
Courtyard	no	no	no	no	no	yes	no	yes
Elevators	no	yes	no	no	no	no	no	yes
Exercise Facility	yes	yes	no	no	yes	no	no	yes
Garage	no	no	no	no	no	no	no	yes
Central Laundry	yes	yes	yes	no	yes	yes	yes	yes
Off-Street Parking	yes	no	yes	yes	yes	yes	yes	yes
On-Site Management	yes	yes	yes	yes	yes	yes	no	yes
Picnic Area	yes	no	no	no	no	no	no	no
Playground	no	no	yes	no	no	no	no	no
Service Coordination	yes	no	no	no	no	no	no	no
Swimming Pool	no	no	no	no	yes	no	no	yes
Garage Fee	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$30.00
Services								
Adult Education	yes	no	no	no	no	no	no	no
Shuttle Service	yes	no	no	no	no	no	no	no
Tutoring	yes	no	no	no	no	no	no	no
Security								
In-Unit Alarm	no	no	no	no	yes	no	no	no
Intercom (Buzzer)	no	yes	yes	no	yes	no	no	yes
Limited Access	yes	yes	yes	no	yes	no	no	yes
Patrol	yes	no	yes	no	no	yes	no	no
Perimeter Fencing	yes	yes	no	no	yes	no	no	yes
Premium Amenities								
Medical Professional	yes	yes	no	no	no	no	no	no
Other Amenities								
Other	Gazebo, Gardens, Supportive Services	Library	n/a	n/a	n/a	n/a	n/a	Rooftop decks

The Subject will offer patios, window blinds, dishwashers, microwaves, central air conditioning, coat closets, furnished units, handrails in handicap units, vinyl flooring, ovens, and refrigerators in each unit. The Subject's unit amenities are inferior to one LIHTC and one market rate property that offers exterior storage, ceiling fans, skylights, a trash compactor, garbage disposals, walk-in closets and washer and dryer hook-ups. The Subject will be slightly inferior to two LIHTC the comparables and two market rate comparables offering garbage disposals, walk-in closets and washer and dryer hook-ups. The Subject is similar to the remaining LIHTC property.

5. The Subject will target formerly homeless adults with a disability and other single-person households. We have included the single property in the PMA with similar unit types and target tenancy as the Subject. However, this project is subsidized. Therefore, we have included the only LIHTC properties in the PMA offering the same unit types as the Subject that are not subsidized or age-restricted. We have also included a LIHTC comparable located outside of the PMA that meets the same criteria. In order to supplement the market rate data, we have also included unrestricted family properties.

6. Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY

Property Name	Rent Structure	Location	Tenancy	Total Units	Vacant Units	Vacancy Rate
Commons At Imperial Hotel*	LIHTC/PBRA	Atlanta	Disabled/ Formerly Homeless	90	0	0.0%
Crogman School Lofts*	LIHTC/PBRA/ Market	Atlanta	Family	105	0	0.0%
Harmony Park	LIHTC	Atlanta	Family	118	0	0.0%
M Street Apartments*	LIHTC/Market	Atlanta	Family	308	23	7.5%
Donnelly Gardens*	Market	Atlanta	Family	250	2	0.8%
Freeman Ford/ Fairlie Poplar Lofts*	Market	Atlanta	Family	42	0	0.0%
Fulton Cotton Mill Lofts*	Market	Atlanta	Family	<u>207</u>	<u>1</u>	<u>0.5%</u>
Total				1,120	26	2.3%

*Properties located in the PMA

The comparable properties reported vacancy rates of zero to 7.5 percent, with an average of 2.3 percent. M Street Apartments is the only comparable with an elevated vacancy rate. Management reported that the property is currently 97 percent pre-leased, which lowers the overall vacancy rate to 1.1 percent. Overall, the market is performing well. Based on the strong performance of the comparables, we expect the Subject to maintain a vacancy rate of five percent or less following stabilization.

7. Properties Under Construction and Proposed

As indicated below, there are two LIHTC properties proposed or under construction in the PMA.

Boyton Village was allocated tax credits in 2013 for rehabilitation of the property and will target families/general households.

1. Boyton Village is located 2.1 miles from the Subject.
2. The Woda Group is the sponsor for Boyton Village.
3. The newly renovated property will offer 43 units.
4. The property will consist of one, two, three and four-bedroom units.
5. The property will offer units restricted at 50 and 60 percent AMI with a PBRA overlay.
6. Construction is expected to be complete by June 2015.
7. Below are the proposed rents at the property. According to the Market Feasibility Analysis submitted to the Georgia DCA in June 2013, proposed rents at the property are set to LIHTC maximum allowable rents although all 43 units will have project-based rental assistance and tenants will only be required to pay 30 percent of income towards rent.

PROPOSED RENTS AT BOYTON VILLAGE

Unit Type	Unit Size (SF)	Number of Units	Asking Rent ^{1 2}	2013 LIHTC Maximum Allowable Gross Rent	2015 HUD Fair Market Rents
<i>50% AMI/Project Based Rental Assistance (PBRA)</i>					
1BR/1BA	675	1	\$640	\$640	\$773
2BR/1BA	903	2	\$767	\$767	\$916
3BR/1BA	1,181	3	\$886	\$886	\$1,213
4BR/1BA	1,410	1	\$990	\$990	\$1,474
<i>60% AMI/Project Based Rental Assistance (PBRA)</i>					
1BR/1BA	675	4	\$768	\$768	\$773
2BR/1BA	903	9	\$921	\$921	\$916
3BR/1BA	1,181	19	\$1,064	\$1,064	\$1,213
4BR/1BA	1,410	4	\$1,188	\$1,188	\$1,474
Total		43			

¹All units will maintain PBRA. Proposed Tenant Rents at 50% and 60% of AMI illustrate maximum allowable LIHTC rents.

²Tenants will pay 30% of income towards rent

Grant Street Senior Apartments was allocated tax credits in 2014 and will target seniors 55 and older.

- Grant Street Senior Apartments will be located 3.4 miles from the Subject.
- Walton Communities is the sponsor for Grant Street Senior Apartments.
- The property will offer 80 units.
- The property will consist of one and two-bedroom units.
- The property will offer units restricted at 50 and 60 percent AMI.
- Construction is expected to begin in 2015 and be complete in 2016.
- Below are the proposed rents at the property according to the Market Feasibility Analysis submitted to the Georgia DCA in May 2014.

PROPOSED RENTS AT GRANT STREET SENIOR APARTMENTS

Unit Type	Unit Size (SF)	Number of Units	Gross Rent	2015 LIHTC Maximum Allowable Gross Rent	2015 HUD Fair Market Rents
<i>50% AMI</i>					
1BR/1BA	700	6	\$603	\$603	\$773
2BR/1BA	900	34	\$724	\$724	\$916
<i>60% AMI</i>					
1BR/1BA	700	6	\$724	\$724	\$773
2BR/1BA	900	34	\$869	\$869	\$916
Total		80			

Neither property will compete with the Subject due to differences in target tenancy and unit size. Therefore, no units have been deducted 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	Commons At Imperial Hotel	@30%, PBRA	Slightly Inferior	Similar	Superior	Slightly Inferior	Similar	0
2	Crogman School Lofts	@60%, PBRA, Market	Inferior	Slightly Superior	Similar	Slightly Inferior	Slightly Superior	-5
3	Harmony Park	@60%	Inferior	Slightly Superior	Superior	Inferior	Similar	-5
4	M Street Apartments	@50%, Market	Slightly Inferior	Superior	Slightly Superior	Slightly Inferior	Slightly Superior	10
5	Donnelly Gardens	Market	Slightly Inferior	Slightly Superior	Slightly Superior	Inferior	Slightly Superior	0
6	Freeman Ford/ Fairlie Poplar Lofts	Market	Inferior	Slightly Superior	Superior	Inferior	N/A	-5
7	Fulton Cotton Mill Lofts	Market	Slightly Superior	Superior	Slightly Superior	Inferior	Superior	20

*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 tables.

LIHTC Rent Comparison - @60%

Property Name	OBR
Phoenix House - As Complete (Subject)	\$601
2014 LIHTC Maximum (Net)	\$601
2010 Hold Harmless LIHTC Maximum (Net)	\$777
Crogman School Lofts	\$738
Harmony Park	\$553
Average (excluding Subject)	\$646
NOVOCO Achievable LIHTC Rents	\$601

As demonstrated in the table above, none of the comparable properties reported achieving maximum allowable rents. The studio rents at Harmony Park are significantly lower than the Crogman School Lofts. Harmony Park was built in 1986. While regular updates are completed on vacant units, the property will be inferior to the Subject, which will have newly constructed units. Additionally, Harmony Park is fully occupied and offers a similar rent per square foot to the Subject. We believe this property could achieve maximum allowable rents. As previously mentioned, Crogman School Lofts will be the most similar to the Subject post-construction. Crogman School Lofts offers slightly superior in-unit amenities and slightly inferior common area amenities when compared to the Subject. Crogman School Lofts reported their rents to be below the maximum allowable level. However, the property's maximum allowable rents are held harmless at a rate significantly higher than the 2014 maximum allowable rents. While Crogman School Lofts rents are below the held harmless maximum allowable levels, rents at this property are above 2014 maximum allowable rents. Given the property's similarity to the Subject, we believe the Subject will be able to achieve maximum allowable rents. Our concluded rents for the Subject's studios at 60 percent AMI are **\$601**.

Crogman School Lofts offers slightly superior in-unit amenities and inferior common area amenities when compared to the Subject. However, as a newly constructed property, the Subject will be superior to Crogman School Lofts in terms of condition. Therefore, we believe that the

Subject should achieve rents similar to this property.

The Subject will offer a superior age/condition and common area amenity package when compared to Harmony Park. Harmony Park is slightly superior to superior the proposed Subject in terms of in-unit amenities and location but similar in terms of unit size. Although rents are below the maximum allowable held harmless levels, the property is 100 percent occupied. We do not believe the property's rents are testing the market and the Subject can achieve higher rents. Therefore, we believe the Subject's proposed rents are reasonable and achievable.

Overall, there is strong demand for LIHTC housing in the local market. We believe that the Subject's rents are feasible as proposed despite its somewhat small unit sizes, limited parking and lack of in-unit amenities. However, the Subject will be located near many locational amenities, including a MARTA station, offer generally superior property wide amenities compared to the market and offer excellent condition as a newly constructed property.

Analysis of "Market Rents"

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

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

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 LIHTC Rents	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
Studio @ 60% (PBRA)	\$642	\$593	\$1,074	\$920	43%
Studio @ 60%	\$601	\$593	\$1,074	\$920	53%

The Subject's proposed PBRA and LIHTC rents for units restricted to 60 percent of AMI are within the range of comparables but well below the average. The majority of the market rate properties required several adjustments in the similarity matrix for various features. The Subject's PBRA rent advantage compared to average market rents is 43 percent, while the rent advantage for the Subject's LIHTC units compared to average market rents is 53 percent. As new

construction, the Subject will be superior to all of the market rate comparables in terms of age and condition. However, all of the market rate comparables will offer superior common area amenities to the Subject. Similarly, the subject will offer smaller unit sizes than the market rate comparables. Overall, the Subject's proposed rents are on the lower end of the range and appear to be feasible in the market given the low vacancy rates and presence of waiting lists at the comparable properties.

9. LIHTC Competition – DCA Funded Properties within the PMA

As indicated below, there are two LIHTC properties proposed or under construction in the PMA.

Boyton Village was allocated tax credits in 2013 for rehabilitation of the property and will target families/general households.

8. Boyton Village is located 2.1 miles from the Subject.
9. The Woda Group is the sponsor for Boyton Village.
10. The newly renovated property will offer 43 units.
11. The property will consist of one, two, three and four-bedroom units.
12. The property will offer units restricted at 50 and 60 percent AMI with a PBRA overlay.
13. Construction is expected to be complete by June 2015.
14. Below are the proposed rents at the property. According to the Market Feasibility Analysis submitted to the Georgia DCA in June 2013, proposed rents at the property are set to LIHTC maximum allowable rents although all 43 units will have project-based rental assistance and tenants will only be required to pay 30 percent of income towards rent.

PROPOSED RENTS AT BOYTON VILLAGE

Unit Type	Unit Size (SF)	Number of Units	Asking Rent ^{1 2}	2013 LIHTC Maximum Allowable Gross Rent	2015 HUD Fair Market Rents
<i>50% AMI/Project Based Rental Assistance (PBRA)</i>					
1BR/1BA	675	1	\$640	\$640	\$773
2BR/1BA	903	2	\$767	\$767	\$916
3BR/1BA	1,181	3	\$886	\$886	\$1,213
4BR/1BA	1,410	1	\$990	\$990	\$1,474
<i>60% AMI/Project Based Rental Assistance (PBRA)</i>					
1BR/1BA	675	4	\$768	\$768	\$773
2BR/1BA	903	9	\$921	\$921	\$916
3BR/1BA	1,181	19	\$1,064	\$1,064	\$1,213
4BR/1BA	1,410	4	\$1,188	\$1,188	\$1,474
Total		43			

¹All units will maintain PBRA. Proposed Tenant Rents at 50% and 60% of AMI illustrate maximum allowable LIHTC rents.

²Tenants will pay 30% of income towards rent

Grant Street Senior Apartments was allocated tax credits in 2014 and will target seniors 55 and older.

8. Grant Street Senior Apartments will be located 3.4 miles from the Subject.
9. Walton Communities is the sponsor for Grant Street Senior Apartments.
10. The property will offer 80 units.
11. The property will consist of one and two-bedroom units.

12. The property will offer units restricted at 50 and 60 percent AMI.
13. Construction is expected to begin in 2015 and be complete in 2016.
14. Below are the proposed rents at the property according to the Market Feasibility Analysis submitted to the Georgia DCA in May 2014.

PROPOSED RENTS AT GRANT STREET SENIOR APARTMENTS

Unit Type	Unit Size (SF)	Number of Units	Gross Rent	2015 LIHTC Maximum Allowable Gross Rent	2015 HUD Fair Market Rents
<i>50% AMI</i>					
1BR/1BA	700	6	\$603	\$603	\$773
2BR/1BA	900	34	\$724	\$724	\$916
<i>60% AMI</i>					
1BR/1BA	700	6	\$724	\$724	\$773
2BR/1BA	900	34	\$869	\$869	\$916
Total		80			

Neither property will compete with the Subject due to differences in target tenancy and unit size. Therefore, no units have been deducted from the demand analysis.

10. Rental Trends in the PMA

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

TENURE PATTERNS PMA

Year	Owner-Occupied	Percentage	Renter-Occupied	Percentage
	Units	Owner-Occupied	Units	Renter-Occupied
2000	82,926	42.4%	112,805	57.6%
2010	89,270	44.6%	110,975	55.4%
2014	85,380	40.7%	124,449	59.3%
Projected Mkt Entry September 2017	88,324	40.3%	130,694	59.7%
2019	90,028	40.1%	134,310	59.9%

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

Renter-occupied housing units represent 59.3 percent of households in the PMA which is significantly higher than the national average of 36.4 percent nationally. The percentage of renter occupied households in the PMA is projected to increase through market entry and 2019.

Historical Vacancy

The following table illustrates the historical vacancy trends at the comparable properties.

Historical Vacancy Trends

Comparable Property	Rent Structure	Tenancy	Total Units	1QTR	2QTR	3QTR	4QTR	1QTR	1QTR	2QTR
				2012	2013	2013	2013	2014	2015	2015
Commons At Imperial Hotel	LIHTC/PBRA	Disabled/ Formerly Homeless	90	-	-	-	-	-	7.80%	0.00%
Crogman School Lofts	LIHTC/PBRA/Market	Family	105	-	17.10%	16.20%	-	-	0.00%	0.00%
Harmony Park	LIHTC	Family	118	-	-	-	-	-	0.00%	0.00%
M Street Apartments	LIHTC/Market	Family	308	-	-	-	-	-	4.90%	7.50%
Donnelly Gardens	Market	Family	250	-	-	8.00%	8.00%	-	0.80%	0.80%
Freeman Ford/ Fairlie Poplar Lofts	Market	Family	42	-	-	0.00%	-	-	0.00%	0.00%
Fulton Cotton Mill Lofts	Market	Family	207	1.90%	-	0.50%	-	0.50%	1.00%	0.50%

As illustrated in the previous table, vacancy rates at the comparable properties have generally decreased over the past three years. This indicates that the market is stable and has successfully absorbed additions to supply while maintaining low vacancy rates.

Change in Rental Rates

The following table illustrates changes in rent among the comparable properties, where applicable.

RENT GROWTH

Comparable Property	Rent Structure	Location	Tenancy	Rent Growth
Commons At Imperial Hotel	LIHTC/PBRA	Atlanta	Disabled/Formerly Homeless	None
Crogman School Lofts	LIHTC/PBRA/Market	Atlanta	Family	None
Harmony Park	LIHTC	Atlanta	Family	None
M Street Apartments	LIHTC/Market	Atlanta	Family	Decreased 1.0-2.0 % and increased 4.0%
Donnelly Gardens	Market	Atlanta	Family	Increased 4.7 to 9.8%
Freeman Ford/ Fairlie Poplar Lofts	Market	Atlanta	Family	Increased 1.0 to 3.0%
Fulton Cotton Mill Lofts	Market	Atlanta	Family	Increased 4.0 to 6.0%

Four of the seven comparables reported rent growth over the past year. We anticipate that the Subject will be able to achieve moderate rent growth in the short term.

11. Impact of Foreclosed, Abandoned and Vacant Structures

According to www.RealtyTrac.com, one in every 1,132 homes in Atlanta, GA was in foreclosure, as of March 2015. Nationally, one in every 1,082 homes was in foreclosure and one in every 1,085 homes in Georgia was in foreclosure. As indicated, Atlanta has a lower foreclosure rate than Georgia and the nation, as a whole. The median list price for a home in Atlanta is \$239,500 compared to \$172,900 in Georgia and \$199,000 in the nation. Overall, it appears that the local market is faring slightly better than the nation as a whole in terms of foreclosure and growth in home prices.

12. Primary Housing Void

The comparables have an overall vacancy rate of 2.3 percent and two maintain waiting lists. Based on the demand analysis, performance of the comparable properties, and conversations with local property managers, we believe there is demand for additional affordable housing in the local market.

13. Effect of Subject on Other Affordable Units in Market

The comparables have an overall vacancy rate of 2.3 percent and two maintain waiting lists. We do not believe that the Subject will negatively impact the performance of the comparable properties.

Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. Approximately 59.7 percent of the persons in the PMA will be renters as of the Subject's market entry date, which is considerably higher than the national rate at 36.4 percent. Further, there are no planned or proposed LIHTC developments in the Subject's PMA that will directly compete with the Subject. The Subject's strengths include its location and age/condition. The Subject's primary weaknesses are its small unit sizes, limited parking and lack of in-unit amenities that are offered by the majority of the properties in the market. However, the Subject will be located near many locational amenities, including a MARTA station, offer generally superior property wide amenities compared to the market and offer excellent condition as a newly constructed property. The comparable properties reported vacancy rates of zero to 7.5 percent, with an average of 2.3 percent. The presence of waiting lists at the two of the comparables is a positive indication of demand in the rental market. We believe that the Subject's proposed rents are reasonable and achievable.

I. ABSORPTION & STABILIZATION RATES

Stabilization/Absorption Rate

The following table illustrates available absorption information for Commons at Imperial Hotel, Crogman School Lofts and four other properties near the Subject that were not considered true comparables as they do not offer studio units.

ABSORPTION

Property	Rent Structure	Year Built/ Renovated	Number of Units	Units Absorbed / Month
Commons At Imperial Hotel*	LIHTC/PBRA	1910/2014	90	30
Crogman School Lofts*	LIHTC/PBRA/Market	1923/2003	105	5
GE Towers	LIHTC/PBRA/Market	2004	201	20
Ashley Collegetown	LIHTC/PBRA/Market	2005	112	10
Heritage Station	LIHTC/PBRA/Market	2006	220	19
Avalon Ridge	LIHTC/Market	2008	222	19
Average				17

*Utilized as a comparable

The properties constructed between 2003 and 2014 reported absorption rates of five to 30 units per month, with an average of 17 units per month. Avalon Ridge is the newest LIHTC property in the market. This property experienced an absorption rate of 19 units per month. Absorption at the properties ranges between five to 30 units per month and average 17 units per month. Further, as a subsidized property, the developer has indicated that all of the current tenants will be income-qualified under the 60 percent AMI restriction that will be in place post-construction. We believe the Subject will have an absorption pace of approximately 20 units per month. The Subject will undergo construction in phases. Therefore, absorption of the property's newly constructed units should take approximately two months to achieve 95 percent occupancy. Given overall market performance, we believe this rate is reasonable.

J. INTERVIEWS

Atlanta Housing Authority

We spoke with Mr. Rick White, Media Coordinator, with the Atlanta Housing Authority. According to Mr. White, the AHA administers 10,000 vouchers through its Housing Choice Voucher program. The waiting list has been closed since August 2011 and currently has approximately 6,000 households on it. The payment standards for studios are \$743. The Subject's proposed studio rents are below the current payment standards, indicating that voucher holders can reside at the Subject without paying additional rent out of pocket.

City of Atlanta Planning and Community Development Department

We spoke to Jackie Ragan of the City of Atlanta Planning and Community Development Department in regards to planned or under construction multifamily developments in the Subject's area. Ms. Ragan could not provide information regarding new developments for multifamily housing. In addition, an online search provided no information on new developments of multifamily housing. The following table illustrates planned, under construction, and recently completed multifamily properties in the Subject's PMA, as illustrated on the City of Atlanta's Planning and Community Development online permitting site.

MULTIFAMILY DEVELOPMENT

Property Name	Address	City	Type	# of Units	Status
1856 Defoor	1856 Defoor Ave NW	Atlanta	N/Av	236	In Planning Review
The Reserve at Collier Hills	1185 Collier Rd NW	Atlanta	Market Rate	288	Completed
Bolton Park	1888 Hollywood Rd NW	Atlanta	Student Housing	228	Est. Completion Date 2016
Walton Westside	790 Huff Rd NW	Atlanta	Market Rate	254	Completed
Collier Lofts	1391 Collier Rd NW	Atlanta	Market Rate	184	Completed

Source: City of Atlanta Planning and Community Development, Online Permitting, March 2015

- 1856 Defoor is currently in the planning stages. We were unable to obtain detailed information on this property.
- The Reserve at Collier Hills, Walton Westside, and Collier Lofts are complete. These properties offer a variety of studio, one, two, and three-bedroom units with rents ranging from \$900 to over \$3,025 per month. In December 2014, The Reserve at Collier Hills was operating at 87 percent occupancy, when it was then acquired by another company. As of June 2015 the property is operating at 95 percent occupancy. The Subject's proposed units will have a significant rent advantage over these properties.
- Bolton Park is a proposed student housing development and will not directly compete with the Subject.

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

K. CONCLUSIONS AND RECOMMENDATIONS

Conclusions

- The PMA is expected to experience population and household growth from 2014 through 2019. Population growth in the PMA is expected to increase at an annual rate of 1.1 percent from 2014 through 2019, which is considered moderate. Population growth in the PMA is similar to the MSA and will be greater than the national rate through 2019. Renter-occupied housing units represent 59.3 percent of households in the PMA which is significantly higher than the national average of 36.4 percent nationally. The percentage of renter occupied households in the PMA is projected to increase through market entry and 2019. The Subject will target households earning \$0 to \$32,760. Approximately 45 percent of renter households in the PMA earned incomes between \$0 and \$29,999 in 2014. For the projected market entry date of September 2017, this percentage is projected to increase to 47 percent. As the population and number of households increase, there is expected to be a greater number of lower-income renters seeking affordable housing.
- The Atlanta-Sandy Springs Marietta, GA MSA experienced fairly strong employment growth prior to the advent of the recession in 2008. The MSA experienced a significant decrease in total employment between 2008 and 2010, in line with the most recent national recession. The nation as a whole experienced a smaller decline in total employment than the MSA from 2008 to 2010. The MSA experienced strong employment growth in 2011 and 2012 but slightly decreased in 2013. As of February 2015, total employment in the MSA is above pre-recessionary levels. Additionally, between 2008 and 2009 the area experienced a 5.5 percent increase in the unemployment rate, compared with a 4.7 percent increase in the nation. The unemployment rate in the MSA reached a high of 10.5 percent in 2010. Unemployment has steadily declined since 2010, reaching 6.2 percent as of 2015 year-to-date, which is 1.5 percentage points above pre-recessionary levels. As of February 2015, the unemployment rate in the MSA is 6.1 percent, 0.3 percentage points higher than the national average.
- The Subject's capture rates for the 60 percent AMI units without subsidy is 0.1 percent. Similarly, the overall capture rate for the Subject's 60 percent units is 0.1 percent. Therefore, we believe there is adequate demand for the Subject.
- The properties constructed between 2003 and 2014 reported absorption rates of five to 30 units per month, with an average of 17 units per month. Avalon Ridge is the newest LIHTC property in the market. This property experienced an absorption rate of 19 units per month. Absorption at the properties ranges between five to 30 units per month and average 17 units per month. Further, as a subsidized property, the developer has indicated that all of the current tenants will be income-qualified under the 60 percent AMI restriction that will be in place post-construction. We believe the Subject will have an absorption pace of approximately 20 units per month. The Subject will undergo construction in phases. Therefore, absorption of the property's newly constructed units should take approximately two months to achieve 95 percent occupancy. Given overall market performance, we believe this rate is reasonable.
- The comparable properties reported vacancy rates of zero to 7.5 percent, with an average of 2.3 percent. M Street Apartments is the only comparable with an elevated vacancy

rate. Management reported that the property is currently 97 percent pre-leased, which lowers the overall vacancy rate to 1.1 percent. Overall, the market is performing well. Based on the strong performance of the comparables, we expect the Subject to maintain a vacancy rate of five percent or less following stabilization.

- Two of the seven comparables maintain waiting lists. The presence of waiting lists at two of the comparable properties is a positive indication of a strong rental market. Based on the performance of the comparable properties, we expect the Subject to maintain a short waiting list, at a minimum, following stabilization.
- Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. Approximately 59.7 percent of the persons in the PMA will be renters as of the Subject's market entry date, which is considerably higher than the national rate at 36.4 percent. Further, there are no planned or proposed LIHTC developments in the Subject's PMA that will directly compete with the Subject. The Subject's strengths include its location and age/condition. The Subject's primary weaknesses are its small unit sizes, limited parking and lack of in-unit amenities that are offered by the majority of the properties in the market. However, the Subject will be located near many locational amenities, including a MARTA station, offer generally superior property wide amenities compared to the market and offer excellent condition as a newly constructed property. The comparable properties reported vacancy rates of zero to 7.5 percent, with an average of 2.3 percent. The presence of waiting lists at the two of the comparables is a positive indication of demand in the rental market. We believe that the Subject's proposed rents are reasonable and achievable.

Recommendations

- We have no recommendations for the proposed Subject development.

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

To the best of my knowledge, the market can support the project as shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in DCA's rental housing programs. I also affirm that I have no interest in the project or relationship with the ownership entity and my compensation is not contingent on this project being funded.



H. Blair Kincer, MAI
Partner
Novogradac & Company LLP

6-4-2015

Date

M. MARKET STUDY REPRESENTATION

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



H. Blair Kincer, MAI
Partner
Novogradac & Company LLP

6-4-2015

Date



Mathew Yunker
Manager
Novogradac & Company LLP

6-4-2015

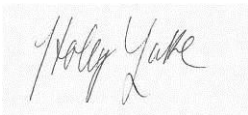
Date



Laura Janosko
Researcher

6-4-2015

Date



Holly Lake
Researcher

6-4-2015

Date

N. PBRA CONTRACT



June 8, 2015

To: Phoenix Nimbus, LP
C/O Johnathan R. Toppen, Managing Principal
Tapestry Development Group
321 West Hill Street
Suite# 2
Decatur, GA 30030

RE: PBRA Commitment
Phoenix House
1296 Murphy Ave, SW
Atlanta, GA 30310

Dear Mr. Toppen:

The Housing Authority of the City of Atlanta, Georgia (“AHA”) hereby commits to enter into a Project Based Rental Assistance Agreement (“PBRA Agreement”), or other successor agreement as determined by AHA, with Phoenix Nimbus, LP (the “Owner Entity”), to provide project-based rental assistance for 65 units of a 69 unit Supportive rental housing community to be rehabilitated as part of “Phoenix House” (the “Development”). The initial term of the PBRA Agreement shall be ten (10) years, subject to extension to be coterminous with the ground lease for the Development, all as to be provided in the PBRA Agreement. Subject to the terms of this Commitment, the PBRA Agreement, in substantially the form previously agreed to by the parties with respect to properties similar to the Development, will be entered into upon successful completion of the Development and inspection and acceptance of the units by AHA. Notwithstanding anything to the contrary herein, AHA’s obligations under this Commitment are contingent upon the approval by HUD and any other applicable federal, state, county or other governmental agency, body or authority of such matters, as applicable.

The 65 units to be covered by the PBRA Agreement shall be distributed within the Development according to the following schedule of unit types (collectively, the “PBRA Units”) and shall receive project-based rental assistance based upon the following tentatively proposed rents:

Unit Type	Units	Gross Rent	Utility Allowance	Net Rent
Studio @ 60% AMI	65	\$717	\$75	\$642

At the time of completion of the Development and prior to the leasing of the units, the proposed rents for each unit type (the “Rent”) will be reevaluated by AHA. AHA, in consultation with the Owner Entity, will make its final determination of the Rent prior to execution of the PBRA Agreement. Any adjustment

in Rent, as outlined in the PBRA Agreement, will be implemented as of the effective date of the adjustment.

This Commitment is conditioned upon the successful financing and rehabilitation of the Development. Any proposed changes to the ownership or financial structure from those reflected herein must be submitted to AHA for its review and written approval at least ten (10) business days prior to the proposed date of such changes; AHA's approval of such proposed changes shall not be unreasonably withheld or delayed. Updated *pro formas* must be submitted to AHA for review and written approval, and such approval must be obtained from AHA prior to (i) construction loan closing for the Development and (ii) execution of the PBRA Agreement. AHA's obligations to enter into the PBRA Agreement are conditioned upon the Development's compliance with all requirements of the Georgia Department of Community Affairs with regard to tax credits ("DCA Requirements") as well as requirements of applicable law, including, but not limited to, final certificates of occupancy issued by the governing jurisdiction, the labor standards of Davis-Bacon and related acts and the requirements of Section 504 of the Rehabilitation Act of 1973 including regulations under 24 C.F.R. Part E for Uniform Federal Accessibility Standards ("UFAS"). Prior to the execution of the PBRA Agreement, the Owner Entity must (a) certify to AHA that it has complied with the DCA Requirements as well as all requirements of applicable law, and (b) provide certification from the designated monitoring entity of compliance with the labor standards of Davis-Bacon and related acts. Development designs must be submitted to AHA or its agent for approval as to compliance with UFAS requirements prior to construction start, and certification of UFAS compliance must be provided by the Owner Entity to AHA at construction completion prior to execution of the PBRA Agreement.

This Commitment will expire upon the earlier of (i) determination by AHA that the Development is no longer financially feasible, (ii) the date on which AHA notifies the Owner Entity that it will not approve any proposed change to the ownership structure from the ownership structure that is the basis for this Commitment, (iii) the date on which the PBRA Agreement or other appropriate agreement is fully executed by the Owner Entity and AHA, or (vi) December 31, 2016.

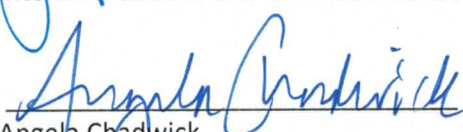
THE HOUSING AUTHORITY OF THE CITY OF ATLANTA, GEORGIA

By:



Joy W. Fitzgerald
Interim President and Chief Executive Officer

Attest:



Angela Chadwick
Assistant Secretary

The Housing Authority of the City of Atlanta, Georgia

230 John Wesley Dobbs Avenue, N.E. • Atlanta, Georgia 30303-2421 • Phone: 404.892.4700 • www.atlantahousing.org

The foregoing Commitment Letter is hereby agreed to and accepted by the undersigned this _____ day of June, 2015.

PHOENIX NIMBUS, LP

By: _____

Name: Scott L. Kline

Chief Executive Officer of Managing Member of sole General Partner

O. 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. 31534 – State of Arizona
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.

V. Real Estate Assignments – Examples

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

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

H. Blair Kincer

Qualifications

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- 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 reports are used by clients to evaluate with their advisors certain tax consequences applicable to ownership. Additionally, the reports can be used in connection with the application for the federal grant identified as Section 1603 American Recovery & Reinvestment Act of 2009 and in the ITC funding process.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

EDWARD R. MITCHELL

I. Education

University of Alabama, Tuscaloosa, Alabama
Master of Science – Financial Planning (05/2014)

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

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

II. Professional Experience

Senior Real Estate Analyst; Novogradac & Company LLP (September 2013 – Present)
Senior Appraiser; Valbridge Property Advisors
Managing Partner; Consolidated Equity, Inc.
Appraiser; Schultz, Carr, Bissette
Disposition Manager; Resolution Trust Corporation (RTC)

III. Assignments

- Currently conducts market feasibility studies, valuation assignments, rent comparability studies (RCS) and consulting assignments for proposed and existing Low-Income Housing Tax Credit (LIHTC) properties.
- Performed work in California, Florida, Georgia, Kansas, Mississippi, New York, and Pennsylvania.
- 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

Matthew A. Yunker

I. Education

The Ohio State University – Columbus, OH
Bachelor of Science in Family Financial Management

II. Professional Experience

Manager, Novogradac & Company LLP
Associate Developer, PIRHL Developers
Development Associate, WXZ Development/Zelnik Realty
Investment Real Estate Broker, Marcus & Millichap
Associate Relationship Manager, National City Bank

III. Real Estate Assignments

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

- Conducted numerous market and feasibility studies for family and senior 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; physical inspection of site and market, unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis. Market studies completed in: Alaska, District of Columbia, Florida, Georgia, Illinois, Mississippi, Michigan, Nevada, New Jersey, and Virginia.
- Assisted in numerous appraisals of proposed new construction and existing Low-Income Housing Tax Credit properties.
- Conducted and assisted in market studies for projects under the HUD guidelines.
- Assisted in appraisals of proposed new construction properties under the HUD guidelines.
- Assisted in valuations of subsidized properties according to HUD guidelines.
- Performed all aspects of data collection and data mining for web-based rent reasonableness systems for use by local housing authorities.
- Assisted in numerous valuations of partnership interests for a variety of functions including partnership sale, charitable donation, partner disputes, determination of exit strategies, etc.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

LAURA A. JANOSKO

I. Education

University of Dayton, Dayton, Ohio
Bachelor of Science in Psychology
Graduated Magna Cum Laude and Honors with Distinction

II. Professional Experience

Real Estate Researcher, *Novogradac & Company LLP*, January 2014 – Present

Dement Fellow, *Brown University*, May 2013- August 2013

Research Team Leader, *University of Dayton*, February 2011-April 2013

Thesis: *Distance judgments in 2D images*, Honors Department, January 2012-April 2013

AmeriCorps Volunteer, *Adventure Central*, August 2012 – December 2012

III. Real Estate Assignments

A representative sample of work on various types of projects:

- Assist in performing and writing market studies and appraisals of proposed and existing Low-Income Housing Tax credit (LIHTC) properties
- Conduct preliminary property screenings, market analysis, comparable rent surveys, and demand analysis of competitive LIHTC properties and market rate properties operating in the target market area
- Analyze and research economic trends such as unemployment, average wages, median income levels, and demand for low income housing in the target market area.
- Research web-based rent reasonableness systems and contact local housing authorities for utility allowance schedules, payment standards, and housing choice voucher information

STATEMENT OF PROFESSIONAL QUALIFICATIONS

Holly A. Lake

I. Education

Kent State University, Kent, Ohio
Bachelor of Science in Fashion Merchandising
Minor in Marketing

Licensed Real Estate Agent for the State of Ohio

II. Professional Experience

Real Estate Researcher, *Novogradac & Company LLP*, February 2015 – Present
Commercial Real Estate Agent , Coakley Real Estate (July 2014 - February 2015)
Brand Development Manager, Pelaia Media Group (April 2013- July 2014)
Local Marketing Manager, BrandMuscle Inc. (January 2011-April 2013)
Professional Clothier/Direct Sales, The Tom James Co. (January 2008-January 2011)

III. Real Estate Assignments

A representative sample of work on various types of projects:

- Assist in performing and writing market studies and appraisals of proposed and existing Low-Income Housing Tax credit (LIHTC) properties
- Conduct preliminary property screenings, market analysis, comparable rent surveys, and demand analysis of competitive LIHTC properties and market rate properties operating in the target market area
- Analyze and research economic trends such as unemployment, average wages, median income levels, and demand for low income housing in the target market area.
- Research web-based rent reasonableness systems and contact local housing authorities for utility allowance schedules, payment standards, and housing choice voucher information