

Mixed-Income Residential Market Study

Olmsted Green
591 Morton Street
Mattapan, Massachusetts

Prepared for:

Mr. Jerome L. Rappaport
Director
New Boston Fund
75 State Street, Suite 1470
Boston, Massachusetts 02109

Date of Report:
March 9, 2016

BONZ AND COMPANY, INC.
| *Real Estate Advisors*

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Mr. Jerome L. Rappaport
Director
New Boston Fund
75 State Street, Suite 1470
Boston, Massachusetts 02109

RE: Olmsted Green
 Mattapan, Massachusetts
 Market Study

Dear Mr. Rappaport:

At your request, we have we have completed a Market Study for the proposed new LIHTC, mixed-income rental housing and for-sale condominium units to be developed at the Olmsted Green site in the Boston neighborhood of Mattapan. The subject property is currently improved with 151 LIHTC rental units, 59 senior housing rental units, and 19 condominium units. This report is one of three market studies analyzing the most recent phase of development, which you have informed us will contain 47 LIHTC units, 40 affordable rental units, 60 market-rate rental units, and 41 for-sale condominium units. This report deals with the 100 non-LIHTC mixed-income units.

The purpose of this market study is to estimate the likely demand in the subject's market area for the mixed-income units at the subject property, assuming the completion of the proposed work. The analysis of demand will incorporate our evaluation of the potential market-rate monthly rents for each unit type, our estimate of the capture rates associated with each unit type at the property, as well as the aggregate capture rate, an estimate of a focused demand pool and absorption schedule. The study includes a complete economic and demographic analysis of the local, regional and metropolitan area, as well as a neighborhood, site and property analysis and an evaluation of the competitive rental complexes in the area. These sections are followed by our estimates of the subject's rental rates, a quantification of demand, capture rates and an estimated absorption schedule.

Based on our analysis of the markets, it is our opinion, the new rental units would be able to compete in the local market as either affordable or market-rate rental units. In our opinion, as discussed in the body of this report, the subject's units could command from \$1,800 to \$2,500 as unrestricted market-rate rental units. These rents are bracketed by the local market data in terms of unit rent and rent per square foot of living space. Our estimates of market price represent stabilized prices. We recommend that the subject property offer a 20% discount on its market-rate units until it achieves at least a 10% occupancy. The subject's affordable units will benefit from rent advantage since they are below market rent levels. Upon completion of the proposed development, the subject will provide 100 units of non-LIHTC mixed-income housing, 60 of which will be rented at market-rate prices and 40 of which are restricted to households earning less than 60% of AMI, with 15 further restricted to 30% AMI.

A capture rate less than 10% is considered to indicate a competitive market. We analyzed the demand for the subject units in a primary market of Mattapan and a secondary market of the surrounding neighborhoods. We consider the combined primary and secondary market as the best indicator of demand as the subject is highly likely to draw tenants from these areas. Any leasing plan for these units would target tenants beyond the subject's Mattapan location, and we are confident the subject could attract tenants from the secondary market. We estimate that the subject's capture rate is less than 2.10% for each unit type when considering the primary and secondary market. The subject's capture rate points to the strong local demand for the subject's mixed-income units. We carried out a more focused analysis to determine the rental demand generated from income-qualified renter households facing rental hardship, from households living in substandard housing and from households moving. Our analysis, relative to this focused group, indicates that there are more than 1,051 income-qualified renter households in the market that will be attracted to the subject's mixed-income units, with 23 to more than 422 income-qualified renter households for each unit type.

We expect that the subject property would begin leasing its units 3 months prior to opening and be fully leased within six months after the beginning of lease up. St. Kevin's a tax credit property in Dorchester, opened in July 2015 and leased 32 of its 33 units within two months, with any delays the result of processing. Beach Street Apartments in Revere, began leasing two months prior to its April 2015 opening and had fully leased up all 30 of its units at the time of opening. These properties' absorption records are indicative of the high demand for affordable housing in Boston area. We expect the subject property to lease between 15 and 20 affordable units per month and to be fully occupied within six months from the start of lease up. Market rate units typically lease up slower than affordable units but we believe the subject could lease between 5 and 10 market rate units per month and be fully leased up within six months of completion of the subject's units.

Given the status of this project, we have used all the pertinent information that is appropriate for this analysis, which is to analyze the viability of affordable housing in the subject's market given the information, plans and/or approvals in place at the time this market study was commissioned.

This transmittal letter is considered a part of this report, the body of which contains 100 pages. This report, including all analyses contained within, is based on estimates, assumptions and other information developed from our research of the market, knowledge of the industry and meeting during which the property contact provided us with certain information. The sources of information developed and bases of estimates and assumptions are stated in the body of this report. Some assumptions inevitably will not materialize and unanticipated events and circumstances may occur; therefore, actual results achieved will vary from those described in the report. We have no responsibility to update this report for events and circumstances occurring after the date of our report. We have enjoyed the opportunity to conduct this important assignment. If you should have any questions regarding this report, please do not hesitate to contact us.

Respectfully submitted,
BONZ AND COMPANY, INC.



Robert H. Salisbury
Director
Massachusetts Certified General
Real Estate Appraiser, Lic. #75492 (expires February 7, 2018)



Jacob Robert Brown
Associate

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CERTIFICATION

The undersigned certify that, to the best of our knowledge and belief:

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are the appraisers personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- The undersigned have no present or prospective interest in the property that is the subject of this report and no personal interested with respect to the parties involved.
- The undersigned have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- Our engagement in this assignment was not contingent upon developing or reporting predetermined results.
- Our compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction of value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics & Standards of Professional Appraisal Practice of the Appraisal Institute, which include the Uniform Standards of Professional Appraisal Practice.
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- Robert Salisbury made a personal inspection of the property that is the subject of this report.
- No one provided significant real property appraisal assistance to the persons signing this certification.

Olmsted Green
Mattapan, MA

- As of the date of this report, Robert H. Salisbury has completed the education requirements for Certificated General Real Estate Appraisers mandated by the State of Massachusetts.
- Within the prior three years the appraisers of Bonz and Company have not completed either appraisals, market studies, or consulting assignments with regard to the property that is the subject of this appraisal.

Prepared by:

BONZ AND COMPANY, INC.



Robert H. Salisbury
Director
Massachusetts Certified General
Real Estate Appraiser, Lic. #75492 (expires February 7, 2018)



Jacob Robert Brown
Associate

General Assumptions and Limiting Conditions

Contributions of Other Professionals

- Bonz and Company, Inc. relied on information and representations provided by brokers, lenders, city officials, and written documentation such as surveys, plot plans, assessor's records and maps, and recorded deeds to establish sizes of land, buildings and parking lots, as well as the condition of the structure, of the subject property and comparable properties used in this report. Information furnished by others for use in this appraisal is believed to be reliable, but cannot be guaranteed by the appraisers.
- The appraisers do not assume responsibility for legal matters. Where discussed with local officials, interpretation of codes and ordinances should be considered preliminary and not binding. It is assumed that the utilization of the land and improvements is within the property lines of the subject property, and that no encroachment or trespass exists unless otherwise noted in this report. It is also assumed that there are no hidden or unapparent conditions of the property, subsoil, or structure that would render the property more or less valuable.
- Engineering analyses of the subject property were not provided by the client or available from the property owner's representative. Any representation as to the suitability of the property for uses suggested in this analysis is therefore based only on an investigation by the appraisers, and the value conclusions are subject to said limitations.

Facts and Forecasts Under Conditions of Uncertainty

- Forecasts are based upon market and demographic data provided by established, professional sources; however the specific projections for future years may not be realized due to national and regional economic and other conditions. The report, including all analyses contained within, is based on estimates, assumptions and other information developed from our research of the market, knowledge of the industry and meetings during which the property contact(s) provided us with certain information.
- As of the date of this report the Boston area's rental housing market is exhibiting a number of healthy indicators and this appraisal assumes that it will continue to exhibit positive trends. This assumption is considered by the Uniform Standards of Professional Appraisal Practice to be an "Extraordinary Assumption", which if incorrect could alter the conclusions set forth herein. We have no responsibility to update this report for events and circumstances occurring after the date of our report

Controls on the Use of this Report

- Possession of this report or any copy or portion thereof does not carry with it the right of publication nor may the same be used for any other purpose by anyone without the previous written consent of the appraisers, and, in any event, only in its entirety.
- Neither all nor any part of the contents of the report shall be conveyed to the public through advertising, public relations, news, sales, or other media without the written consent and approval of the authors, particularly regarding the value conclusions and the identity of the appraisers, of the firms with which they are connected, or any of its associates.
- Neither all nor any part of this report shall be used in the client's reports or financial statements or in a prospectus or securities offering
- The appraisers shall not be required to give testimony or to attend any governmental hearing regarding the subject matter of this appraisal without agreement as to additional compensation and without sufficient notice to allow adequate preparation.

Site Specific Assumptions

Capital Improvements: Our demand analysis assumes the completion of this work as described in this report. Olmsted Green is proposing to develop a mixed use development that includes 147 units of rental residential housing and 41 for-sale condominium units. Our estimates of rental rates and sales prices assume the completion of all of the proposed improvements. We have also assumed that the work will be completed in a professional manner.

Unit Mix: Our analysis specifically assumes that the subject property will contain 147 rental units and 41 for-sale condominium units. Upon completion of the proposed development, the subject will provide 100 units of non-LIHTC mixed-income housing, 60 of which will be rented at market-rate prices and 40 of which are restricted to households earning less than 60% of AMI, with 15 further restricted to 30% AMI.

Mixed-Income Rental Unit Mix

Unit type	Income Restrictions			
	Mixed Income			Total
	30%	60%	Market	Mixed-Income
One BR	9	0	2	11
Two BR	8	19	52	79
Three BR	0	4	6	10
Total	17	23	60	100

Dimensional Data: Based on the information provided by the owner, we have assumed that the two and three-bedroom rental units have average sizes of 1,145 and 1,259 square feet, respectively and a total of 113,122 square feet of residential living space.

Mixed-Income Rental Dimension Data

Unit type	Income Restrictions				Mixed-Income			
	Mixed Income			Total	Size (Square Feet)			
	30%	60%	Market	Mixed-Income	Low	High	Unit	Total
One BR	9	0	2	11	624	624	624	6,864
Two BR	8	19	52	79	966	1,175	1,145	90,455
Three BR	<u>0</u>	<u>4</u>	<u>6</u>	<u>10</u>	1,058	1,424	1,259	<u>12,590</u>
Total	17	23	60	100				109,909

Development Schedule: Our analysis reflects current market conditions and assumes that construction of the subject will commence Spring 2016 and be completed by the end of 2017. The appraisers assume there will be no deficiencies in design or construction quality that would affect the marketability of the building and that upon completion the units are expected to be competitive with other local rental developments in the market area.

Unit Amenities: Throughout the balance of this report we have made assumptions about the unit amenities provided based on our observations in the market. If any of these assumptions prove inaccurate our demand analysis, rent estimates, and sales price estimates may require adjustment.

EXECUTIVE SUMMARY

This report evaluates the demand for 100 newly built mixed-income rental units to be developed as part of a new mixed-income property to be located at 591 Morton Street in Mattapan, a sub-section of Boston, Massachusetts. The development will contain a mix of one, two, and three-bedroom apartments units and two and three-bedroom townhouse units and approximately a total of 194,137 square feet of residential living space. The moderate income units will total 109,909 square feet. Please note that the units vary somewhat in size by unit type. The data below represents typical unit data as provided by the owner.

Exhibit 1 - Rental Unit Data

Unit type	Income Restrictions				Mixed-Income			
	Mixed Income			Total	Size (Square Feet)			
	30%	60%	Market	Mixed-Income	Low	High	Unit	Total
One BR	9	0	2	11	624	624	624	6,864
Two BR	8	19	52	79	966	1,175	1,145	90,455
Three BR	<u>0</u>	<u>4</u>	<u>6</u>	<u>10</u>	1,058	1,424	1,259	<u>12,590</u>
Total	17	23	60	100				109,909

New Boston Fund, the client requested that Bonz and Company complete a market study that analyzes the likely demand for the proposed residential development. Based on our analysis of the market, including an examination of local rents and the subject’s market rent potential, expected capture rates and penetration rates and the occupancy levels of comparable properties, we estimate that substantial demand exists for the proposed rental units.

Our market assessment focused on the demand for one, two, and three-bedroom units in the market. The assessment evaluated the impact of national and regional economic and demographic trends on local demand for housing and analyzed local demographic indicators in light of these broader trends. The report also examined market-rate, mixed-income, and fully affordable rental properties to understand the local rental market.

The balance of the Executive Summary provides a general outline of the subject property, other salient facts and a summary of our conclusions. We have considered the content

and standards in this document as a model for market studies for rental housing and have considered all of the standards detailed in this document.

General Data

Property:	591 Morton Street Boston (Mattapan), Massachusetts
Property Developer:	New Boston Fund
Date of Report:	December 4, 2015
Hypothetical Conditions:	None
Site Improvements:	The subject property is currently improved with 151 LIHTC rental units, 59 senior housing rental units, and 19 condominium units. New Boston Fund proposes to develop an additional 147 rental housing units and 41 condominium units on the site.
Road Access:	The subject is located on Morton Street. Local access is provided by Blue Hill Avenue, Morton Street, and Harvard Street. These roads provide access to much of Boston as well as Interstates 90 and 93. Bus service is proximate to the subject's location.
Proximity to Services:	Blue Hill Avenue contains a variety of retail and commercial uses and are the location of many service providers. There are also numerous restaurants. The subject's site is served by a number of local (Boston) elementary and middle schools as well as charter schools. All of these services are within short driving distance.
Market Strength and Weaknesses:	The subject is located in an emerging market where the strength of local housing is starting to grow. This growth is further evidenced by new grocery stores, businesses and other amenities. The subject has access to employment, shopping, health care, local area highways and public transportation, all strengths relative to its attractiveness to potential homebuyers. However, these amenities are not within walking distance of the subject property. A car is required to access local amenities. The subject is still an emerging market, in that it is not yet exhibiting the robust

housing market of other neighborhoods further along in their housing market growth. Mattapan maintains a reputation as an inferior housing location in relation to Boston.

The site plan appears functional and traffic flow is acceptable with sufficient parking. The proposed unit sizes are competitive in the market and the quality of construction and unit finishes will be superior to most of the local housing product. In our opinion the subject development will provide units that will compete with other affordable, moderate-income and market-rate condominium properties in the market area. The site characteristics are considered good for multi-family development as evidenced by the strong local demand for apartments.

Market Areas:

The City of Boston is characterized by a limited supply of affordable and moderate income rental housing options. Local households will be attracted to the subject based on its location, the condition of the renovated units and the availability of affordable and moderate income housing. In our opinion, the subject would attract potential tenants from much of the City of Boston.

However, in order to examine the specific characteristics of the market area, we examined a more focused primary market area defined by the subject's Mattapan zip code area, 02126. In order to fully capture the likely demand for the subject's units, we examined a secondary market consisting of the surrounding zip codes of 02121 (Dorchester) 02124 (Dorchester Center), 02131 (Roslindale), 02136 (Hyde Park), 02186 (Milton), 02130 (Jamaica Plain), and 02132 (West Roxbury).

Rental Housing Market:

The Boston area rental market exhibits a number of positive indicators. Housing rents within the greater Boston market generally, and the primary market specifically, are increasing and vacancy rates are dropping. The subject's rent assistance will enable it to attract households from a broad geographic base, which would expand the subject's potential competitive base. Increases in downtown prices is pricing tenants out central areas, and these tenants will expand their geographic scope in their search for Boston housing and consider emerging markets such as that of the subject. Exclusive of any rent assistance,

it is our opinion, that the subject’s likely competitive properties are local, Boston, rental developments.

Rent Potential:

Due to the lack of affordable and moderate-income housing in Boston’s center core, we believe that the subject’s units will generate interests from homebuyers priced out of more central locations. To better quantify the impact of improvements in the greater Boston’s rental market and the subject’s rent potential, we reviewed and evaluated 6 rental properties. Data associated with these properties underscores the strength of the local market and provide benchmarks for the subject’s rent potential. One-bedroom units at the 6 properties lease for \$1,750 to \$2,900 with the two-bedroom units achieving \$2,063 to \$3,130, and three-bedroom units renting for \$2,063 to \$4,200 per month. The local properties are achieving these rents while maintaining an aggregate occupancy of approximately 99%.

BEDROOM	BATH	SQ. FT. RANGE		UNIT RENTS			
				RENT RANGE		\$/ SQ. FT. RANGE	
1 BR	1	550	1,100	\$1,750	\$2,900	\$2.03	\$4.18
2 BR	1-2	770	1,629	\$2,063	\$3,130	\$1.94	\$3.63
3 BR	1-2	1,148	2,000	\$2,063	\$4,200	\$1.80	\$2.73

The range of rents observed for each unit type illustrates the impact of both location and product type on rent potential, with the newer rental developments surveyed achieving the highest rents. The highest rent levels, while not directly applicable to the subject provide direct evidence of the local area’s ability to achieve substantial market rate rents. The range of rents provides a preliminary indication of the subject’s market-rate rent potential.

Our analysis indicates a market rent potential of \$1,800 to \$2,500 for the subject’s units. The estimated rents are bracketed by the market data and are supported by the comparable analyses just described. We recommend that the subject property offer a 20% discount on its market-rate units until it achieves at least 10% occupancy. The tenants in the affordable mixed-income units will receive a significant rent advantage at the subject. The one-bedroom units receive rental assistance, and thus the rent advantage is not relevant. Our analysis indicates a rent advantage of 39% to 70% for the two-bedroom and three-bedroom units.

The next table illustrates the subject’s market rent potential as compared to all of the comparables reviewed.

Unit Type	Proposed Rent	Market Rent Estimate	Rent Advantage
MI 30% AMI 2-BR	\$665	\$2,250	70%
MI 30% AMI 3-BR	\$768	\$2,500	69%
MI 60% AMI 2-BR	\$1,330	\$2,250	41%
MI 60% AMI 3-BR	\$1,536	\$2,500	39%

Investors typically point to a rent advantage of more than 10% as one indicator of demand. Tenants leasing the subject’s units realize significant value for their rental payments.

Level of Demand:

Our analysis of the primary housing market indicates sufficient demand for the subject property’s mixed-income units. The demand for the affordable units will be generated from households facing rental hardship, from households living in substandard housing and from households moving.

We analyzed the demand for the subject units in a primary market of Mattapan and a secondary market of the surrounding neighborhoods. We consider the combined primary and secondary market as the best indicator of demand as the subject is highly likely to draw tenants from these areas. Any leasing plan for these units would target tenants beyond the subject’s Mattapan location, and we are confident the subject could attract tenants from the secondary market. We include the primary market of Mattapan to give a sense of the subject’s specific location and neighborhood. We estimate that the subject’s capture rate is less than 2.40% for each unit type when considering the primary and secondary market.

Within the combined primary and secondary market area there are approximately 42,149 income-qualified households. Of these qualified households, approximately 13,000 are renter households. An adjustment for the appropriate household size for each unit type yields a capture rate of less than 2.40% for each unit type, with an aggregate capture rate of 0.48%. Investors typically consider any capture rate less than 10% to indicate a

competitive market. The subject's capture rate points to the strong local demand for new affordable tax credit housing.

A capture rate analysis that focuses on those households considered most appropriate for each unit type based on tenure, household income, and household size provides a still more detailed and segmented analysis of the population and required capture rates.

Capture Rate Data

Income	Unit Data			Income Parameters		PM HH			SM HH			Total Adj. HH	Capture Rate		
	Bedrooms	Number	Hsg Cost	Minimum	Maximum	Inc. Elg.	Renter	HH Adj.	Inc. Elg.	Renter	HH Adj.		PM	SM	Total
MI Market	1-BR	2	\$1,800	\$61,500	\$200,000+	3,709	1,510	658	45,190	13,318	5,806	6,464	0.30%	0.03%	0.03%
MI Market	2-BR	52	\$2,250	\$77,000	\$200,000+	2,575	784	243	33,435	7,317	2,269	2,512	21.40%	2.29%	2.07%
MI Market	3-BR	6	\$2,500	\$85,500	\$200,000+	2,056	471	43	28,312	4,866	446	490	13.88%	1.34%	1.23%
MI 30% AMI	1-BR	9	\$0	\$0	\$24,000	2,351	1,757	766	20,657	16,909	7,371	8,137	1.18%	0.12%	0.11%
MI 30% AMI	2-BR	8	\$665	\$22,500	\$30,000	620	523	162	5,556	3,704	1,149	1,311	4.93%	0.70%	0.61%
MI 30% AMI	3-BR	0	\$768	\$26,000	\$34,500	622	490	45	5,966	3,738	343	388	0.00%	0.00%	0.00%
MI 60% AMI	2-BR	19	\$1,330	\$45,500	\$59,500	565	414	128	5,717	3,310	1,027	1,155	14.79%	1.85%	1.64%
MI 60% AMI	3-BR	4	\$1,536	\$52,500	\$69,000	909	601	55	9,670	5,089	467	522	7.25%	0.86%	0.77%
Total Mixed-Income		100				4,962	2,477	2,101	55,440	24,489	18,877	20,978	4.76%	0.53%	0.48%
Studio Units (1-Person)															14.4%
1 Bedroom Units (1-2 Persons)															43.6%
2 Bedroom Units (3-4 Persons)															31.0%
3 Bedroom Units (5-6 Persons)															9.2%
4+ Bedroom Units (6+ Persons)															11.0%
Income to Rent															35.0%

The subject's capture rates indicate the number of households that rent, are income eligible and the appropriate household size. For a more detailed examination of the market, we evaluated the number of these households that are most likely to be attracted to the subject's units. This more detailed demand analysis provided added support. We carried out an analysis to determine the demand generated from income-qualified renter households facing rental hardship, from households living in substandard housing and from households moving. Our analysis, relative to this focused group, indicates that there are from 23 to 422 income-qualified renter households in the market for each unit type that will be attracted to the subject's 47 units. The income levels shown in the table are rounded. We have accounted for overlap in the totals to avoid double-counting.

Summary of Demand

Unit Type		Income Parameters		Demand Pool				
Income	Bedrooms	Minimum	Maximum	Rent Burden	Hsg Cond	New HHs	Mobility	Total
MI Market	1-BR	\$61,500	\$200,000	90	94	21	42	248
MI Market	2-BR	\$77,000	\$200,000+	31	46	10	20	107
MI Market	3-BR	\$85,500	\$200,000+	7	10	2	5	24
MI 30% AMI	1-BR	\$0	\$24,000	241	102	26	53	422
MI 30% AMI	2-BR	\$22,500	\$30,000	88	19	5	9	119
MI 30% AMI	3-BR	\$26,000	\$34,500	27	4	1	3	35
MI 60% AMI	2-BR	\$45,500	\$59,500	48	15	4	8	74
MI 60% AMI	3-BR	\$52,500	\$69,000	11	6	2	3	23
Total Mixed-Income								1,051

Absorption Conclusion

We expect that the subject property would begin leasing its units 3 months prior to opening and be fully leased within six months after the beginning of lease up. St. Kevin's a tax credit property in Dorchester, opened in July 2015 and leased 32 of its 33 units within two months, with any delays the result of processing. Beach Street Apartments in Revere, begin leasing two months prior to its April 2015 opening and had fully leased up all 30 of its units at the time of opening. These properties' absorption records are indicative of the high demand for affordable housing in Boston area. We expect the subject property to lease between 15 and 20 affordable units per month and to be fully occupied within six months from the start of lease up. Market rate units typically lease up slower than affordable units but we believe the subject could lease between 5 and 10 market rate units per month and be fully leased up within six months of completion of the subject's units.

Description of the Data Collection Process

In completing our analysis of the subject and the subject's market area, we inspected the subject property, and the surrounding area. We inspected and analyzed comparable rental developments and collected data related to new rental developments under construction and proposed in the market area. As part of the analysis of general market conditions, several sources were used and are noted in the report. These sources include the U.S. Census of Population and Housing, the Bureau of Labor Statistics, The Federal Reserve Bank of Boston and the New England Economic Project, data provided by STDB

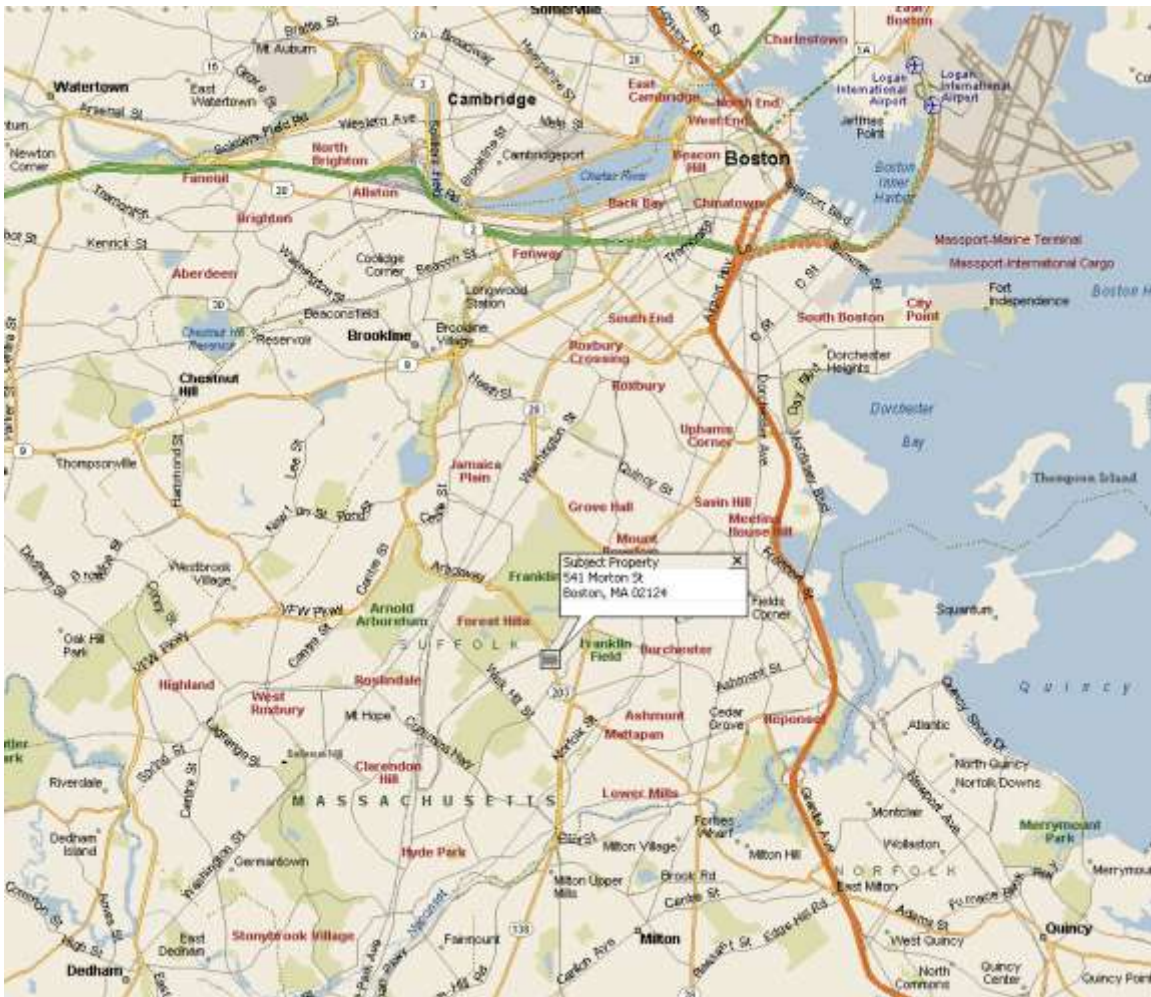
Olmsted Green
Mattapan, MA

OnLine, a nationally recognized data gathering firm, and the Massachusetts Department of Mixed-income Development.

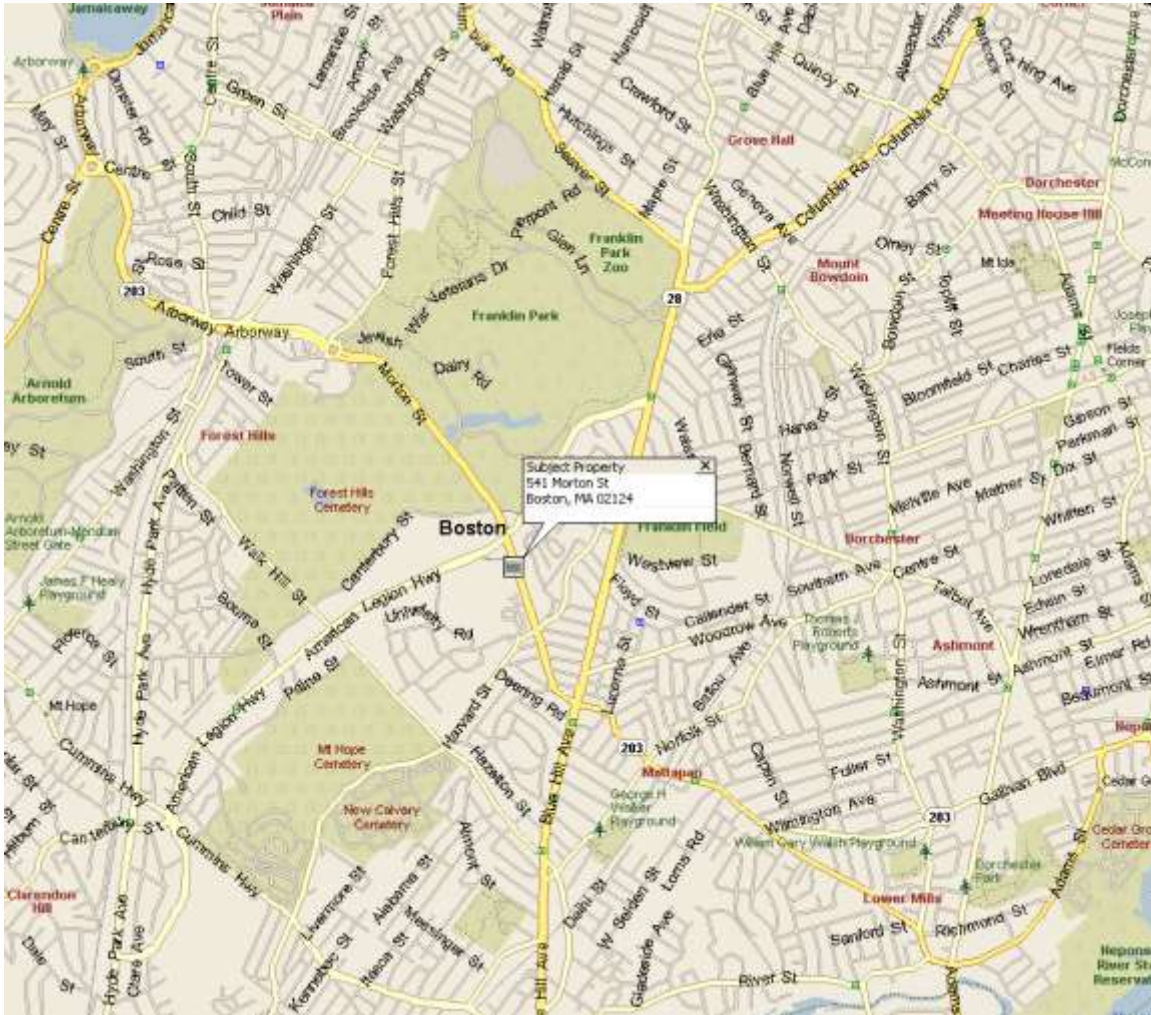
PROPOSED PROJECT DESCRIPTION

New Boston Fund proposes to develop a total of 147 rental units and 41 for-sale condominium units in the second phase of development at Olmsted Green, which is located in Mattapan, Massachusetts. The subject property is currently improved with 151 LIHTC rental units, 59 senior housing rental units, and 19 condominium units. The site is 6.26 acres. The site is owned by Olmsted Green Condominium LLC, who acquired it from New Boston Fund, Inc, New Boston State Hospital LLC and Lena New Boston LLC on May 10, 2007 for a consideration of \$10.00 (Book 41775 Page 46).

Exhibit 2 – Property Location in Boston



Location, continued



Site Description of Subject Property

This section of the appraisal report summarizes pertinent information concerning the subject property, including a description of the site and existing improvements, zoning and real estate taxes. The following information and exhibits serve as an abridged description of the subject property. The material is not exhaustive and intended solely as appraisal background. We have relied upon our inspection, legal descriptions, site plans and reports provided by the owner, the broker's offering memorandum, and other public data for information on the site. We assume no responsibility for errors in public information or information received from knowledgeable parties.

Location:	591 Morton Street Mattapan, Massachusetts
Total Land Area:	6.26 acres (272,686 square feet) on an irregular shaped parcel of land according to information provided by the developer.
Topography:	The site is generally level.
Frontage:	The subject property has frontage on Morton and Harvard Street.
Soil Conditions:	Soil reports were not reviewed by the appraisers. Based on the existing improvements, it is assumed that the ground is of sufficient load bearing capacity and that slope and terrain are supportive of development.
Access:	The subject is located on Morton Street. Local access is provided by Blue Hill Avenue, Morton Street, and Harvard Street. These roads provide access to much of Boston as well as Interstates 90 and 93. Bus service is proximate to the subject's location.
Utilities:	All utilities available to site.
Surrounding Uses:	A mix of residential, commercial, and institutional uses as typical in a mid-sized urban area.

Exhibit 3 – Aerial Photograph of Site



Site Improvements: The site is currently improved with 151 LIHTC rental units, 59 senior housing rental units, and 19 condominium units. The foundations for the proposed condominium units are in place. The developer proposes to construct 41 for-sale condominium units and 147 units of rental housing.

Site Conclusion:

There are no physical factors that are noted that would negatively impact the value. The site is easily accessible and the proposed structures would be offset from the surrounding neighborhood. A review of the external factors relating to the subject's site (i.e. economic, social, physical, environmental attributes) indicates that the existing land uses in the neighborhood continue to function coherently. Photographs of the subject site are shown on the following pages. The photos of unit exteriors from previous phases of development give an indication of what the new development will look like.

Exhibit 4 - Subject and Neighborhood Photographs



View of condominium townhouse foundations and Phase 1 rental housing



View of parking and condominium exteriors

Olmsted Green
Mattapan, MA



Unit entrance



Unit exteriors and parking

Olmsted Green
Mattapan, MA



Roadway going through the development



Townhouse foundations

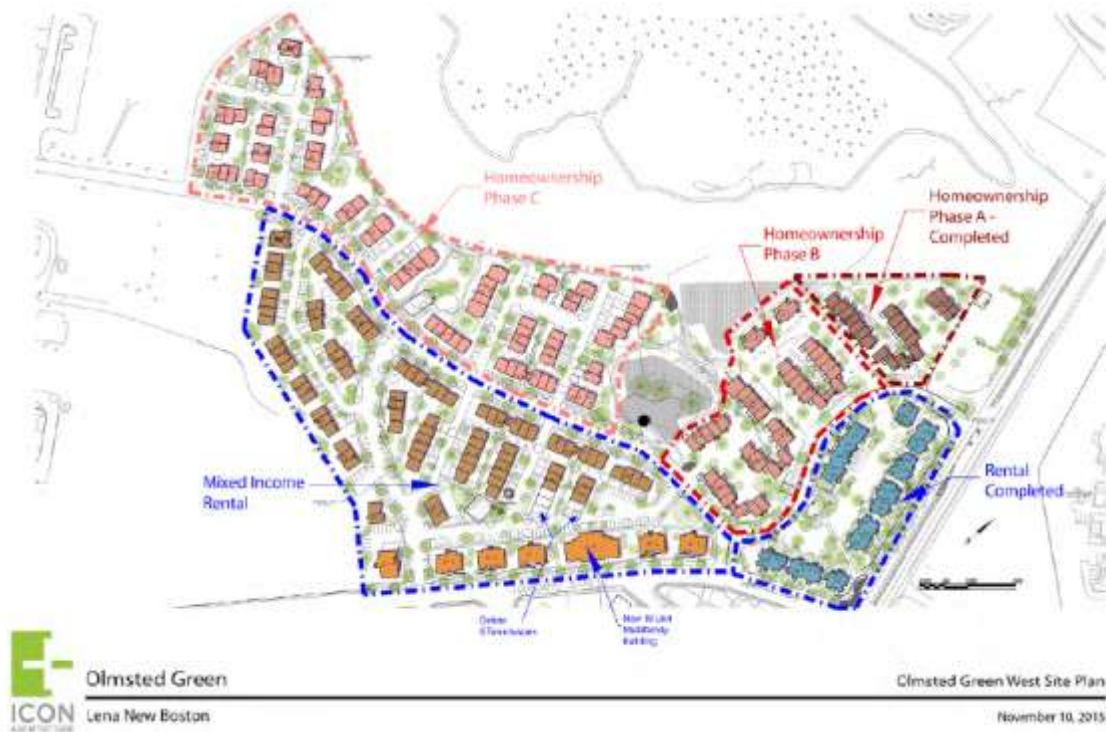


Unit exteriors and walkways

Proposed Improvement Description

New Boston Fund proposes to construct 147 units of rental housing and 41 for-sale condominium units on the subject site. This construction represents the latest phase of the development. Previous phases consisted 151 LIHTC rental units, 59 senior housing rental units, and 19 condominium units. The site plan of the proposed and completed development is shown below.

Exhibit 5 - Site Plan



The units will be housed in three-story walk up and townhouse buildings. The units contain central air conditioning, granite countertops, microwave, dishwasher, washer and dryer hookups, stainless steel appliances and a mix of carpet and plank flooring. The subject property provides surface parking, green space, and walkways.

Construction Detail:

Age/Year Built:	2016
Foundation:	Assumed to be concrete Slab on grade
Framing:	Assumed to be wood frame
Exterior Walls:	Hardie plank siding (cement fiber composite panel)
Exterior Doors:	Solid wood entrance doors
Safety:	Smoke detectors in units s. Exterior and interior security cameras at building entrances.

Olmsted Green
Mattapan, MA

Interior Detail

Floor Covering: LP flooring in kitchens, bedrooms and living rooms, VCT in bathrooms.

Walls: Painted drywall.

Ceilings: Painted drywall

Doors: Solid wooden entrance doors and wood hollow interior doors between the rooms and on the closets.

Bathrooms: VCT tile and cabinet sink.

Unit Amenities: Electric range/oven, frost free refrigerator, microwave, washer/dryer hookups.

Other:

On-Site Parking: Surface parking spaces available for tenants.

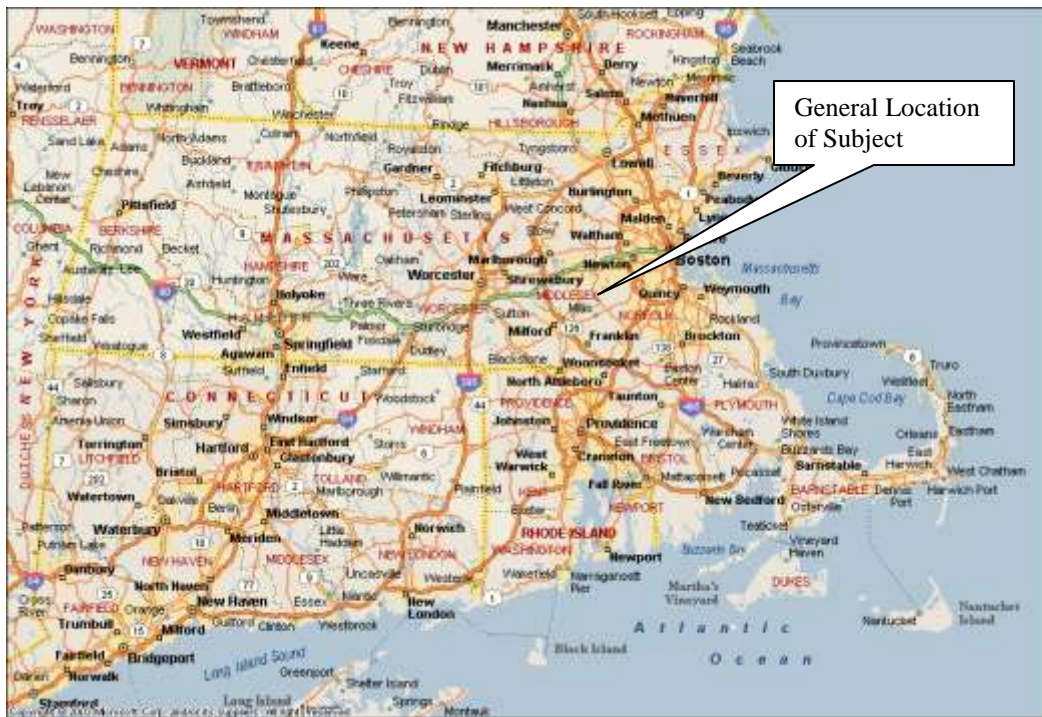
Comments:

Design Features/
Functionality: The units will be generally well laid out, with an open floor plan. The individual designs are good with good closet space. The exterior will appear in very good condition.

Characteristics of Market Area

The subject is located in the Boston, Massachusetts, which is in Suffolk County. Trends experienced in the balance of county as well as the Greater Boston labor market area directly influence the strength of the local market. Additionally, trends evidenced in the national and regional arenas affect metropolitan indicators and, by extension, affect the local market. Therefore, the market analysis section of this report begins with an analysis of national, regional, and metropolitan trends and indicators.

Exhibit 6 – Regional Location Map for Subject Property



Olmsted Green is specifically located in the Mattapan neighborhood in Boston, Massachusetts. Tenants considering Olmsted Green’s as a residential location will consider any premiums or penalties associated with Mattapan and the surrounding neighborhood. Local households will evaluate the subject based on its location, the condition of the renovated units and the availability of rent assistance. Their consideration of local premiums and penalties are important but occur within the backdrop of Boston’s limited supply of affordable rental housing options. The lack of housing will attract households that would not typically consider Mattapan as a residential option. As a result of the lack of available housing the subject will likely attract potential tenants from much of the City of Boston.

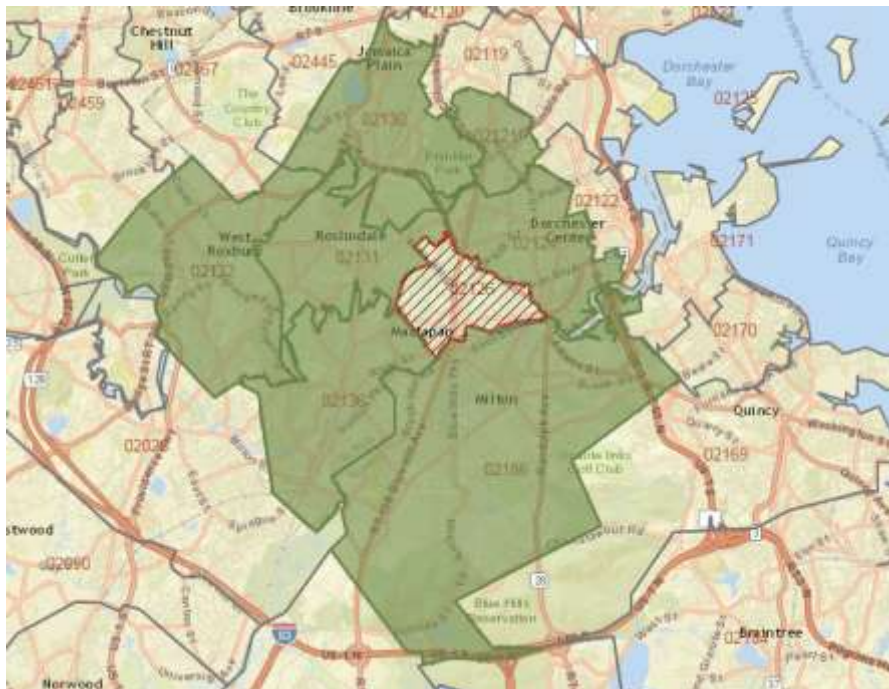
The lack of available housing indicates an expanded primary market. However, in order to examine the specific characteristics of the market area, we examined a more focused primary market area defined by as the subject’s 02126 zip code area and certain immediately adjacent zip codes.

Exhibit 7 – Map of Primary Market Area



In order to fully capture the likely demand for the subject’s units, we examined a secondary market defined by surrounding zip code areas.

Secondary Market Area



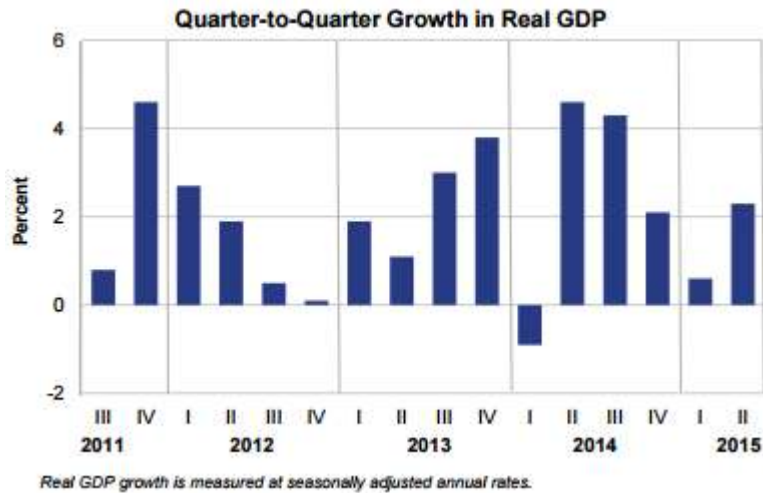
The analysis of the primary and secondary markets enables us to better speak to specific trends associated with the subject's location. In recognition of the subject's potential to attract residents from the entire city, we also examined data for the balance of Boston. Market demand is influenced by the area's local geography and the neighborhoods existing and planned amenities but must also reflect market area economics and demographic patterns. The next sections examined trends related to these components of demand on a regional level. The broader analysis is followed by discussion of the city and neighborhood as well as an examination of the subject's specific market areas.

The data used in this section of the report is from the U.S. Census Bureau, Applied Geographic Systems, a nationally known demographics gathering firm, and the New England Economic Project, ("NEEP"), an ongoing economic research study funded by the Boston District of the Federal Reserve.

Economic Overview

National – The nation's economy will continue to grow in the third and fourth quarters of 2015 despite not matching the strong 3.7% gain seen in the second quarter. Economists expect the gross domestic product (GDP) to grow about 2.7% over the last six months of the year. While lower than the second quarter, this rate is still much higher than this year's 0.6% growth in the first quarter. This will set the annualized pace at approximately 2.5%, a slight uptick from 2014. "Strong consumer spending is playing a big role in fueling the economic resurgence, along with a ramping up of construction activity, including home building," said David Payne, staff economist for the Kiplinger Letter. He goes on to mention that this year's economic growth is following a similar pattern to last year saying "The slow start in 2014, also largely resulting from harsh winter weather, was similarly followed by healthier gains in GDP in each of the three subsequent quarters."

Exhibit 8 – National Real GDP Growth/Decline

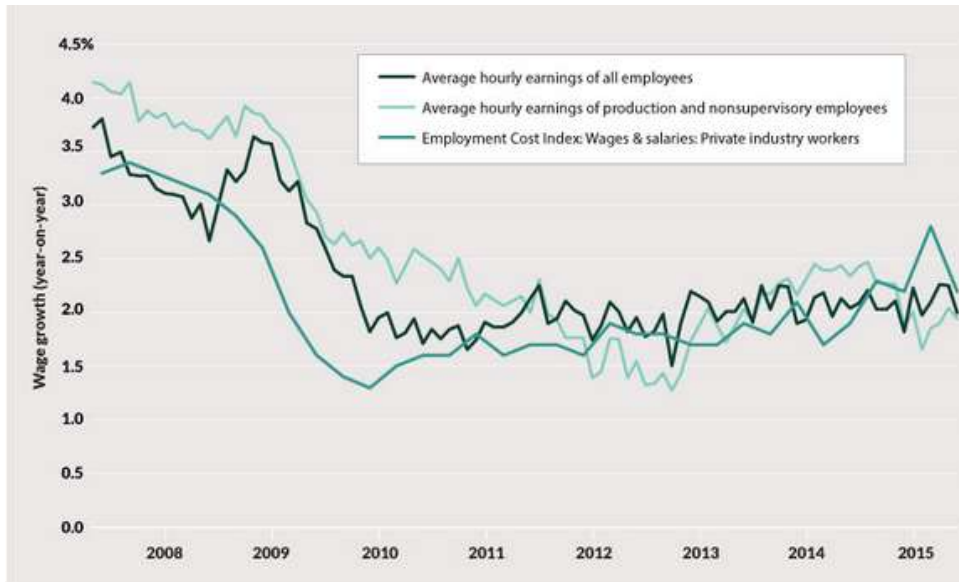


The recent Employment Situation Summary released by the U.S. Bureau of Labor Statistics appears to support this pattern of improvement. In September, the total nonfarm payroll employment increased by 142,000 with the unemployment rate remaining unchanged at 5.1%. This number is much less than the average of 214,000 monthly jobs logged from January to July of this year raising questions about the possibility of an economic slowdown. Despite this, job growth is anticipated to bounce back to at least 200,000 in the coming months. The highest job gains occurred in the health care and information sectors while mining experienced the largest loss. The number of underemployed workers (those who currently work part-time but would like full-time work) declined by 447,000 to six million in September.

As of October 2015 the consumer sentiment index stood at 92.1, up from September's 87.2 according to a survey done by the University of Michigan. It also stands at 5.2 points or 6.0% higher than this time last year, which exhibited an October 2014 total of 86.9. This is a testament to the growth that occurred during the first half of 2015 has continued into the third quarter. The survey's chief economist, Richard Curtin, commented on this increase in the most recent report stating that "The rebound in confidence signifies that consumers have concluded that the fears expressed on Wall Street did not extend to Main Street. Importantly, the renewed confidence did not simply represent a relief rally, but instead reflected renewed optimism." Indeed, personal financial expectations rose. Overall, data indicates that consumption will expand at 2.9% during 2016.

In spite of gains in employment and consumer confidence, wage growth is still relatively stagnant nationally with the U.S. Bureau of Labor Statistics' average hourly earnings statistic increasing at 2.2% over the last year, around the same as it has been for the past five years. Another metric compiled by the Bureau of Labor Statistics, the Employment Cost Index, registered a similar 2.6% growth rate over the past 12 months. As shown in the next exhibit, a lift off for wage growth does not look imminent by any measure.

Exhibit 9 – National Wage Growth/Decline



In a way, this is good news for the U.S. labor market. If demand for jobs is still slack, then policymakers can take more aggressive action to put people to work through fiscal policies, such as more spending on much-needed infrastructure upgrades, and by maintaining today's loose monetary policy. An uptick in wage growth would mean that the labor market is tightening. But just because policymakers can do something to boost the demand for jobs doesn't mean they will. The U.S. Federal Reserve Board seems primed to raise interest rates this year despite the lack of accelerating wage growth that's still below a healthy wage target of 3.5 to 4 percent. While national economic growth and lessening unemployment paint a picture of slow and steady progress, the stagnant wage growth may be a cause for concern in the coming future. The falling unemployment is building wage pressure, but very slowly.

Local – The state's total unemployment rate dropped to 4.6 percent in September, the Executive Office of Labor and Mixed-income Development announced on October 15.

The preliminary job estimates from the Bureau of Labor Statistics indicate Massachusetts lost 7,100 jobs in September. The job losses occurred in Education and Health Services, Trade, Transportation and Utilities, Construction, and Manufacturing sectors. However, year-to-date Massachusetts has added 46,900 jobs.

Over the year, the state's seasonally adjusted unemployment rate fell 1.0 percent from 5.6 percent in September 2014. The unemployment rate in Massachusetts peaked in September 2009 at 8.8 percent. The September state unemployment rate is 0.5 of a percentage point lower than the national rate of 5.1 percent reported by the Bureau of Labor Statistics. The labor force decreased by 21,900 from 3,591,700 in August, as 17,200 fewer residents were employed and 4,600 fewer residents were unemployed over the month. "Massachusetts unemployment rate continues to decline. Although the state experienced job losses in September, the overall jobs picture is strong," Labor and Mixed-income Development Secretary Ronald Walker, II said.

September 2015 estimates show that 3,406,800 residents were employed and 163,100 were unemployed. There were 35,400 fewer unemployed persons over the year compared to September 2014. The sector with the largest job gains over the month was Leisure and Hospitality, which added 2,800 jobs, or a 0.8 percent increase. Over the year, the sector that has added the most jobs of any sector was Professional, Scientific, and Business Services, with 21,500 jobs gained over the year, a 4.1 percent increase. Other sectors and industries with jobs gains over the month include: Government which added 2,300 jobs and Financial Activities, which gained 900 jobs, while Education and Health Services, Trade, Transportation, and Utilities, Construction, Manufacturing, Information, Professional Scientific and Business Services, and Other Services all lost jobs over the month.

The unemployment rates in Massachusetts and the Boston NECTA were 4.6% and 4.1%, respectively, in August and September 2015. The rate remained decreased slightly in both Massachusetts and in the immediate Boston area. The employment rates in New England and the United States at 4.6% and 5.1% respectively exceed the more local rates, but also represent improvements in the last six months.

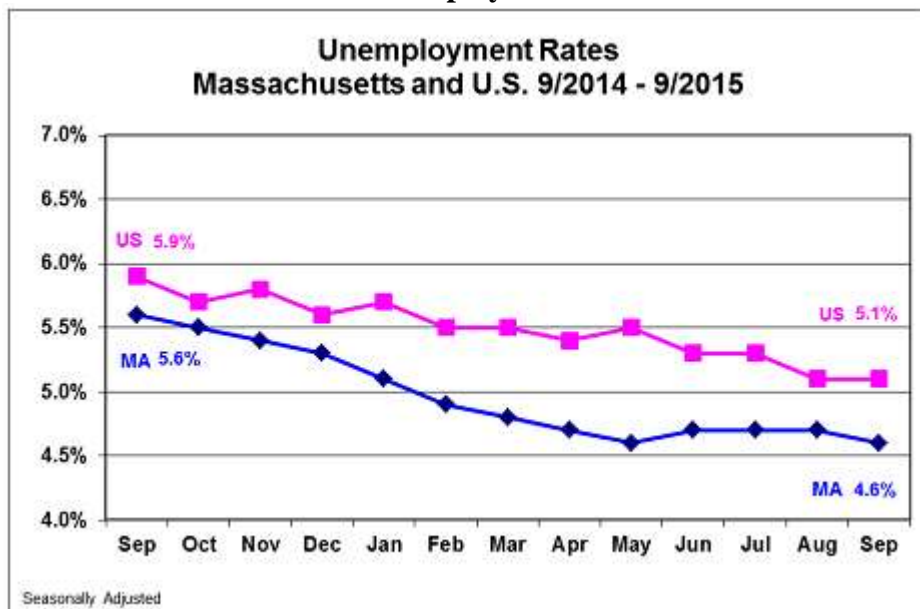
Exhibit 10- Employment Statistics In 000's

Nonagricultural Employment, Seasonally Adjusted		Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Six Month Change
Boston-Cambridge-Quincy NECTA	Total Employed	2,608.0	2,618.8	2,627.9	2,632.0	2,633.8	2,648.6	2,650.9	2,639.5	0.44%
	Unemployment Rate	4.6%	4.5%	4.0%	4.2%	4.3%	4.3%	4.1%		-0.4%
Massachusetts	Total Employed	3,447.2	3,459.2	3,470.4	3,475.6	3,484.9	3,495.2	3,499.9	3,492.8	0.65%
	Unemployment Rate	4.9%	4.8%	4.7%	4.6%	4.7%	4.7%	4.7%	4.6%	-0.1%
New England	Total Employed	7,176.0	7,199.9	7,212.8	7,231.2	7,238.6	7,258.3	7,264.4	7,246.2	0.46%
	Unemployment Rate	5.3%	5.2%	5.0%	4.9%	4.8%	4.7%	4.6%	4.6%	-0.4%
United States	Total Employed	141,059	141,178	141,365	141,625	141,870	142,093	142,229	142,371	0.71%
	Unemployment Rate	5.5%	5.5%	5.4%	5.5%	5.3%	5.3%	5.1%	5.1%	-0.3%

Source: "New England Economic Indicator," Federal Reserve Bank of Boston and Department of Labor and Workforce Development

The state economy has largely outperformed the national economy since the 2008 recession. This trend remained the same for the last couple months with the separation between the two now at 0.5% in September 2015. The changes in performance are illustrated in the next table that compares the state trends with the national trends shown in the next exhibit.

Exhibit 11 – Unemployment Rate Trends



Source: MA Department of Labor and Mixed-income Development

The 10 largest employers in the Greater Boston area are listed in the following exhibit. As shown, the major employers are in the Education and Health sectors.

Exhibit 12 – Greater Boston Area Largest Employers

#	Employer	# of Employees
1	Brigham & Woman's Hospital	10,000+
2	Harvard University	10,000+
3	Massachusetts General Hospital	10,000+
4	Boston University School of Medicine	5,000-9,999
5	Children's Hospital Boston	5,000-9,999
6	John Hancock Life Insurance Co.	5,000-9,999
7	Laboratory For Nuclear Science	5,000-9,999
8	Liberty Mutual Group, Inc.	5,000-9,999
9	MA Insitute of Technology	5,000-9,999
10	MIT Research Lab - Electronics	5,000-9,999

Recent jobs estimate indicates that Commonwealth added 81,700 jobs in the 13th month period from July 2014 to July 2015 (it added 70,600 jobs in the 13th month period from May 2014 to May 2015). The Boston NECTA, accounted for 48,200 of these new jobs, with gains posted in every sector as shown in the next exhibit. Growth in the Professional Services, Construction, and Education and Health Services sectors is particularly relevant to the subject property. These sectors are already major employment sectors and the subject could likely draw tenants who work in these areas.

Exhibit 13– Massachusetts and Boston NECTA Employment by Industry

	Massachusetts (in 1,000's)				Boston NECTA (in 1,000's)			
	Period		Change		Period		Change	
	Jul-14	Jul-15	Number	Percent	Jul-14	Jul-15	Number	Percent
Total Non-Farm	3,442.10	3,523.80	81.70	2.4%	1,737.70	1,785.90	48.20	2.8%
Total Private	3,025.20	3,098.60	73.40	2.4%	1,550.40	1,595.40	45.00	2.9%
Goods Producing	389.2	395.3	6.10	1.6%	143.2	148.5	5.30	3.7%
Service Producing	3,052.90	3,128.50	75.60	2.5%	1,594.50	1,637.40	42.90	2.7%
Construction	137.3	141.9	4.60	3.4%	54.6	58.7	4.10	7.5%
Manufacturing	250.8	252.4	1.60	0.6%	82.3	83.3	1.00	1.2%
Trade, Trans. Utilities	563.9	570.4	6.50	1.2%	241	243.4	2.40	1.0%
Wholesale Trade	125.3	126.3	1.00	0.8%	57.6	59.1	1.50	2.6%
Retail Trade	351.5	355.6	4.10	1.2%	142.5	145.1	2.60	1.8%
Information	87.6	88.7	1.10	1.3%	55.9	58.4	2.50	4.5%
Financial Actives	211.7	213.3	1.60	0.8%	143.6	145.7	2.10	1.5%
Professional Services	528.7	549.1	20.40	3.9%	335.5	347.7	12.20	3.6%
Education and Health Services	729.4	749.6	20.20	2.8%	381.9	392.7	10.80	2.8%
Leisure and Hospitality	374.3	389.3	15.00	4.0%	180	187.1	7.10	3.9%
Other Services	140.4	142.9	2.50	1.8%	69.3	71.9	2.60	3.8%
Government	416.9	425.2	8.30	2.0%	187.3	190.5	3.20	1.7%

Household must compete for housing within the local housing market and demand for the subject's units is affected by area's economic performance. The strength of the state and local economy encourages migration to the area and puts additional pressures on the existing housing stock.

An area's economic health influence households residential and migration choices; they directly influence the underlying factors associated with demographic changes. Population trends in the regional, state and metropolitan areas can reflect the economic trends described and recent social changes. In general, economic expansion, such as that seen in the late 1990s and the mid-2000's, results in migration into an area while economic contraction results in population decline or stagnation. While other factors contribute to population changes, economic trends and migration among different labor areas have the largest impact.

The Greater Boston area is experiencing strong economic growth and this growth is expected to continue. The Boston MSA is growing more rapidly than national trends, and this growth is raising prices in the inner core of Boston. As a result, households are being priced out of the housing in this area. These displaced households will have to expand the geographic scope of their housing search. We believe that they will consider emerging markets such as that of the subject property.

General Demographic Overview

Population trends in the regional, state and metropolitan areas can reflect the economic trends described and recent social changes. In general, economic expansion, such as that currently occurring in Massachusetts and Boston, results in migration into an area while economic contraction results in population decline or stagnation. While other factors contribute to population changes, economic trends and migration among different labor areas have the largest impact.

Population growth rates in the region, state, and the Boston MSA have lagged behind the rates associated with the entire United States, with the growth rates for the MSA, state and New England region being generally similar. However, forecasts through 2020 indicate that growth rates for the number of households in the Boston MSA will approximate expected national rates. Analysts project that the Boston MSA will contain approximately 4.825 million residents and 1.881 million households by 2020. These

trends directly reflect the strong Boston economy, which attracts more people to the area and puts direct pressure on an already tight housing market.

Exhibit 14 – General Demographic Trends

	Demographic Comparison				Avg. Ann. Change		
	2000	2010	2015	2020	2000-2010	2010-2015	2015-2020
Boston MSA							
Population	4,391,344	4,552,402	4,665,265	4,825,949	0.37%	0.50%	0.69%
Households	1,679,659	1,760,584	1,813,395	1,881,436	0.48%	0.60%	0.75%
Median Household Income			\$75,060	\$84,306			2.46%
Massachusetts							
Population	6,349,097	6,547,629	6,689,353	6,880,602	0.31%	0.43%	0.57%
Households	2,443,580	2,547,075	2,613,774	2,695,209	0.42%	0.52%	0.62%
Median Household Income			\$67,601	\$78,488			3.22%
New England							
Population	13,922,517	14,444,865	14,691,291	15,013,826	0.38%	0.34%	0.44%
Households	5,387,114	5,664,396	5,792,397	5,933,859	0.51%	0.45%	0.49%
Median Household Income			\$62,736	\$73,584			3.46%
United States							
Population	281,421,906	308,745,538	318,536,439	330,622,575	0.97%	0.63%	0.76%
Households	105,480,101	116,716,292	120,746,349	125,477,562	1.07%	0.69%	0.78%
Median Household Income			\$53,217	\$60,683			2.81%

Source: STDB Online

Median household income levels in the Boston MSA, Massachusetts, and New England exceed the national median household level for every data point examined. The median household income level for the Boston MSA exceeded the national level by 30% to 35% from 2000 through 2015 with a gap of \$21,843 in 2015. The discrepancy is projected slightly widen through 2020 in total dollars, with the median household income level in the MSA increasing to \$84,306; a level that is \$23,623 more than the national level. The increases in median income are reflective of the increasing number of high household incomes in the Boston area, which further reflects the trend of rising housing costs pricing people out of the central Boston area. This trend increases potential demand for the subject's units.

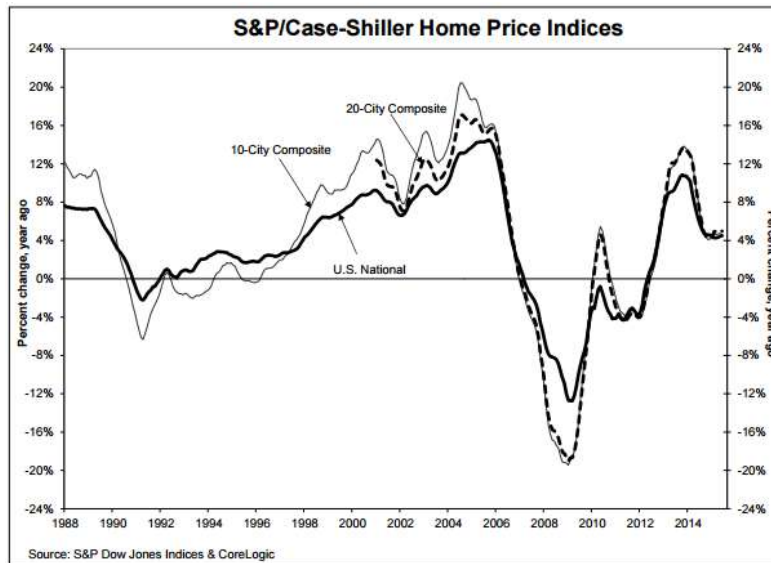
The overview of state, regional and metropolitan area trends helps frame the analysis of local demographic patterns and the expected demand for housing and jobs in the local area. In general, it is expected that New England, Massachusetts, and the Boston metropolitan area will experience continued population growth. Local and regional income levels will continue to exceed national levels. Forecasts for the Boston MSA

indicate an increasing population base with increasingly more affluent households. These trends have a direct impact on the local housing market and that impact can be seen in the increasing strength of that market.

Housing Market Overview

National – Housing market trends reflect the recent improvements in the economy. Data released on August 25, 2015 shows that home prices continued their rise across the country over the last 12 months as of June 2015. The national index showed slightly higher, year-over-year gains compared to the previous month, according to the August 2015 S&P/Case-Shiller National Home Price Index, which tracks all nine Census divisions. The index has been increasing from 2012 through 2014 but decreased through 2015.

Exhibit 15 – S&P/Case-Shiller Price Indices



Source: S&P Dow Jones Indices & CoreLogic

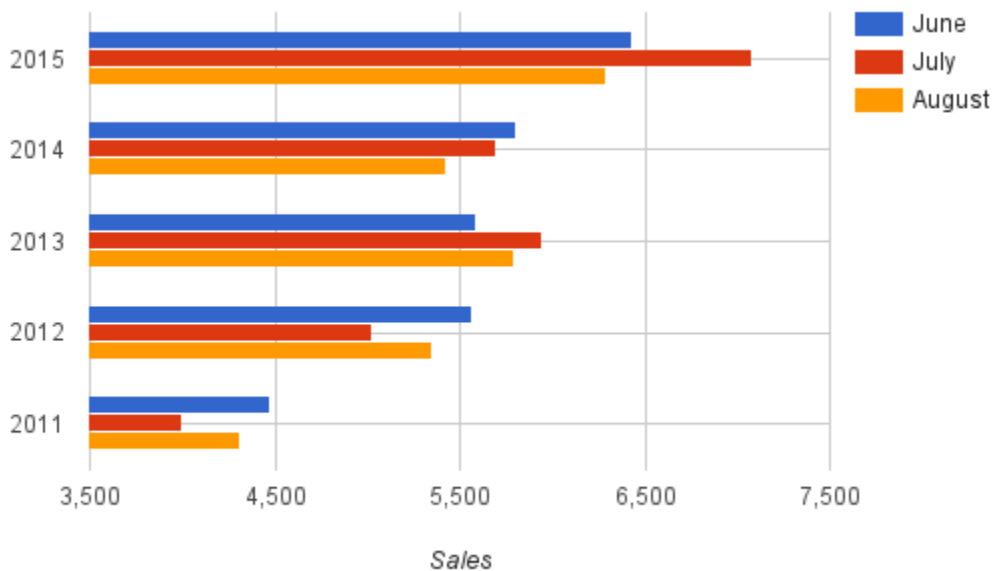
Local – The Bay State’s housing boom continued into August with 6,284 single-family home sales, a 16.0 percent year-over-year increase. It is the third straight month of double-digit growth, according to a new report from The Warren Group, publisher of Banker & Tradesman. Last month was the first time single-family home sales climbed above the 6,000 mark in August since 2005, when there were 6,570 sales.

The median sale price for single-family homes in August 2015 was \$359,000, a 3.2 percent increase from August 2015’s median of \$348,000. Year to date the median price is \$345,000, a 3.0 percent increase from last year’s mark of \$335,000 through August.

“This year we’ve been experiencing the strongest Massachusetts real estate market since the housing started its long, steep decline in 2005. August’s sales numbers have continued that trend,” said Timothy Warren Jr., CEO of The Warren Group. “The months of June, July and August are the months with the most sales every year as the homes shopped during the spring season come to their closings. With double-digit increases for all three months we can say the market is booming. The fact that median price gains statewide have been steady, but moderate gives us assurance that a new price bubble is not forming.”

The condominium sales market was strong in August as well, with 2,433 sales across Massachusetts. This month’s mark was a 9.3 percent increase from August 2014, which had 2,226. The median condo price in August was \$330,000, up 1.9 percent from August 2014, when the median was \$323,950. Year to date the median condo price has been \$320,00, up 1.6 percent from \$315,000 at this time last year. Year to date Massachusetts has had 35,031 single-family home sales, an 8.1 percent increase from last year’s total through August of 32,404. There have been 14,566 condo sales through August, a 3 percent increase over last year’s year-to-date total of 14,143.

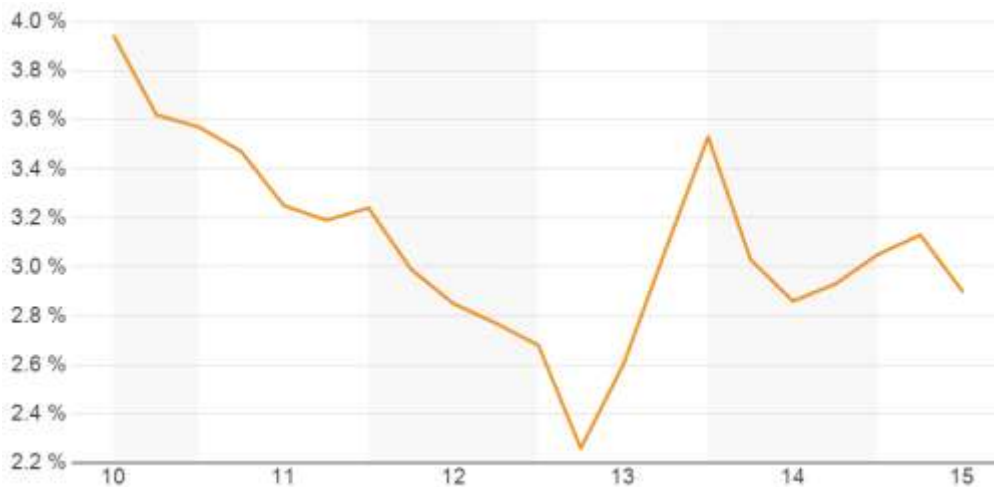
Exhibit 16 – Massachusetts Single Family and Condo Sales



Rental Market Overview

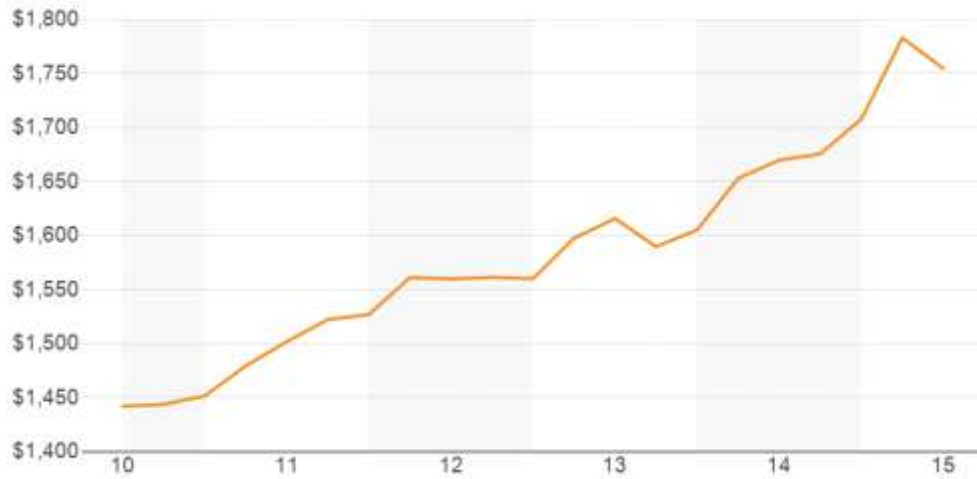
The U.S. and Boston area multi-housing market remain strong. However, metropolitan wide trends indicate some recent softening in the market. The next exhibit illustrates apartment vacancy trends for the Boston market area from 2010 through 2015. The graph highlights the rental market's resurgence beginning in 2010 and continuing through 2013. During the five year period vacancy rates decreased from approximately 4.0% to 2.3%. Rates have since begun to increase slowly and were estimated to be approximately 2.9% for the entire Boston market area at the end of second quarter 2015. It should be noted that even with the increases exhibited in last two years, the area vacancy rate at 2.9% remains extremely low and is still considered to be indicative of a strong rental market.

Exhibit 17 – Apartment Vacancy Trends



Boston area rental rate trends have followed the same trajectory exhibited by vacancy rates. Beginning in 2010 Boston area rents increased from an average of \$1,450 a month to \$1,640 a month by the end of 2013, an average gain of 4.4% per year. Rental rates declined in 2013 and then regained their momentum in 2014 and finished the year with an average rent in the Boston market area of \$1,660. So far in 2015, rents have increased to approximately \$1,750.

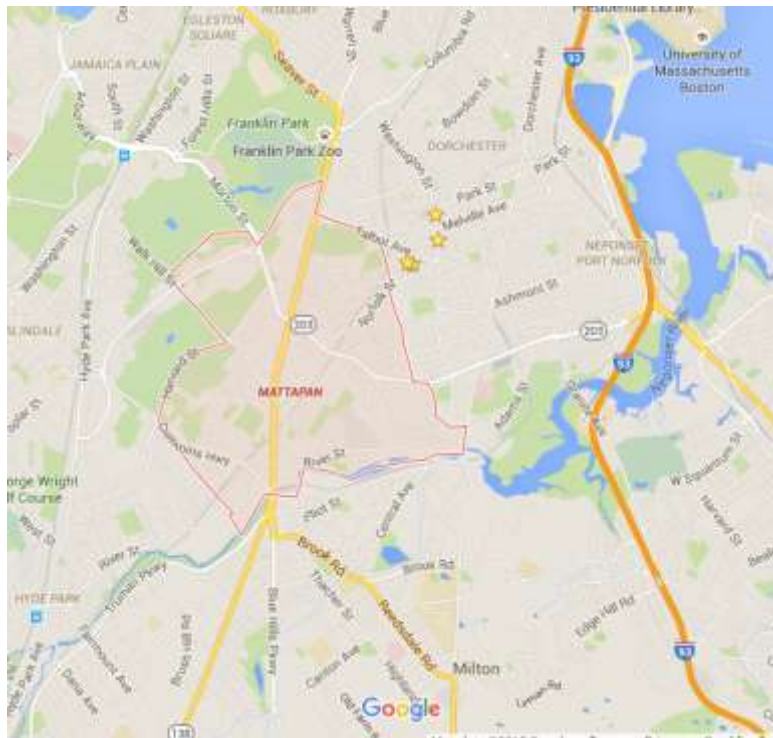
Exhibit 18 – Apartment Rent Trends



Source: Costar

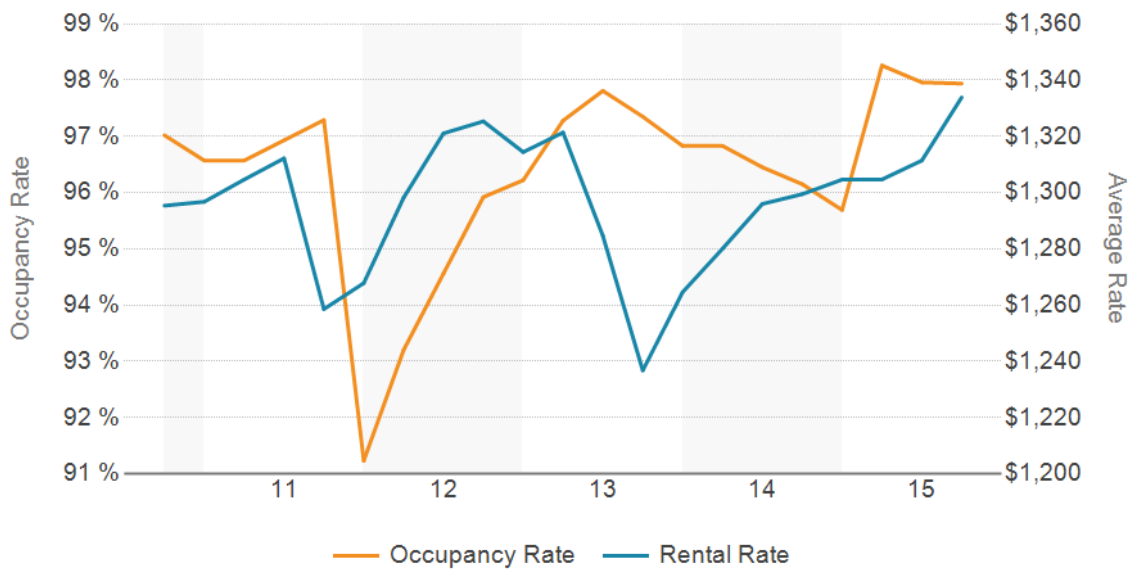
The subject’s Mattapan rental submarket has lagged behind to the overall Boston market. Mattapan currently exhibits lower average rents, slower economic growth and higher vacancy rates than the balance of the Boston market. That being said, vacancy rates are generally low in Dorchester and increasing rental rates indicate strong demand for residential housing.

Exhibit 19 - Rental Sub-Market



The next exhibit overlays the submarket’s occupancy rates from 2010 through 2015 with trends in the area’s average rental rates. As shown, the submarket has had fluctuating rents and occupancy rates over the time period. Rents, which are lower than the overall market average, increased by 1.5% from 2010 to 2015 and currently stand at an average of just under \$1,340 a month. Recently, vacancy rates have decreased and still remain low, below 2.5% in 2015. We expect the subject property to command rents much higher than the average rent shown below. This data draws from the balance of Mattapan, and the subject property is located in the northern tip surrounded by superior neighborhoods such as Jamaica Plain. Additionally, this data represent a large amount of inferior rental product to the subject property.

Exhibit 20 –Submarket Occupancy and Rent Trends



In our opinion, recent trends in the subject’s rental submarket indicate that there is strong demand for rental housing.

Conclusion

The national and state economy remains strong and continues to grow. The Greater Boston MSA is experiencing even stronger growth than national and state trends. The housing market nationally is improving and is very strong in the Greater Boston area, with high occupancy rates and increasing rents. This price increases has result in some residents being priced out of central areas. These tenants are increasing the scope of their geographic search for Boston-proximate housing, strengthening demand for the subject’s units. Population increases in the Boston area strengthen these trends. The rental market

specifically is growing, albeit at a slower rate in the subject’s specific market area. Mattapan remains a less desirable residential location in terms of the Greater Boston area but is considered an improving and emerging market, driven by economic and housing trends previously discussed.

Commuting Patterns

The following tables outline the commuting patterns of Boston residents (those living in the City of Boston) and Boston workers (those living outside the City of Boston). As shown, almost two thirds (66.4%) of Boston residents work in the city. Principal commuting destinations were Metropolitan North (12.4%) and Merrimack Valley (12.2%).

Exhibit 21 – Boston Mixed-income -Place of Residence to Place of Work

	Number	%
Total Residents in Boston	278,463	100%
<u>Where Boston Residents Work</u>		
Massachusetts	275,507	98.94%
Boston	184,954	66.42%
Berkshire County	21	0.01%
Bristol	936	0.68%
Brockton	1,884	0.10%
Cape and Islands	272	0.48%
Central Mass	1,326	0.04%
Franklin/Hampshire	125	0.86%
Greater Lowell	2,387	0.11%
Greater New Bedford	294	0.04%
Hampden County	106	0.55%
Merrimack Valley	1,527	12.23%
Metropolitan North	34,068	12.39%
Metropolitan South/West	34,512	0.21%
North Central Mass	597	0.90%
North Shore	2,502	3.59%
South Coastal	9,996	0.63%
New England States and New York	1,751	0.63%

Source: Massachusetts Department of Workforce Development

Despite the fact that the majority of Boston residents work in Boston, the majority of city workers do not live in Boston. Slightly more than one-third (35.5%) of Boston workers resided in the city. The apparent dichotomy results from the fact that Boston contains significantly more jobs than the total number of workers that live in Boston. It is also the result of the limited amount of affordable worker housing available in Boston. A large number of Boston employees have been priced out of the City of Boston. The two areas sending most workers into Boston were Metro North (18.8%) and Metro South/West

(16.0%). These two regions accounted for more than 1 in 3 of all Boston workers. As a result of daytime population changes due to commuting, the Boston Mixed-income Area had a significant net inflow of 335,601 workers. This resulted from the difference between 184,954 workers who lived in the city and 520,555 workers who worked in the city. In our opinion, households who work in Boston and have been priced out of the City will consider the subject's location a premium in terms of employment and commuting requirements.

Boston has one of the nation's most extensive and well-used commuter rail systems, with twelve lines splayed out from its terminal stations located downtown. But use of those services within the dense core communities of Boston, Cambridge, and Somerville is limited by too few stops, limited frequencies of service, and inadequate connections with the rest of the transit network, both in terms of operations and fares. For the subject property, access to public transit is limited. The subject is served by MBTA Bus lines along Morton Street and Harvard Street, but the closest rail station is Forest Hills Station, which is over 1.5 miles from the subject property.

A number of bus routes, shown in the next exhibit, also serve the neighborhood. The Forest Hills subway stations is located 1.50 miles northwest of the subject. The subject plans to provide a daily shuttle in the morning and afternoons to and from Forest Hills MBTA station.

Exhibit 22 – Local Commuter Options



Neighborhood Overview

Olmsted Green is located in Boston's Mattapan neighborhood. The City is served by three limited-access interstate highways which connect it to the national highway system: U.S. 90 (the "Massachusetts Turnpike"), which leads westward from downtown Boston 138 miles to the New York State border; U.S. 95, the East Coast's principal north-south highway, which connects Boston to Portland, Maine to the north and New York City and Washington, D.C. to the south; and U.S. 93, another north-south interstate highway that extends from just south of the City north to New Hampshire and Maine. The City is also served by two national railroads, Amtrak and Conrail, a regional rail carrier, Boston and Maine (a subsidiary of Guilford Transportation Industries), and Bay Colony, a local carrier.

The Mattapan section of Boston is largely residential and is historically considered one of the weaker residential markets in Boston. New development such as Harvard Commons and 422 River Street indicates that the neighborhood is emerging as a new rental destination.

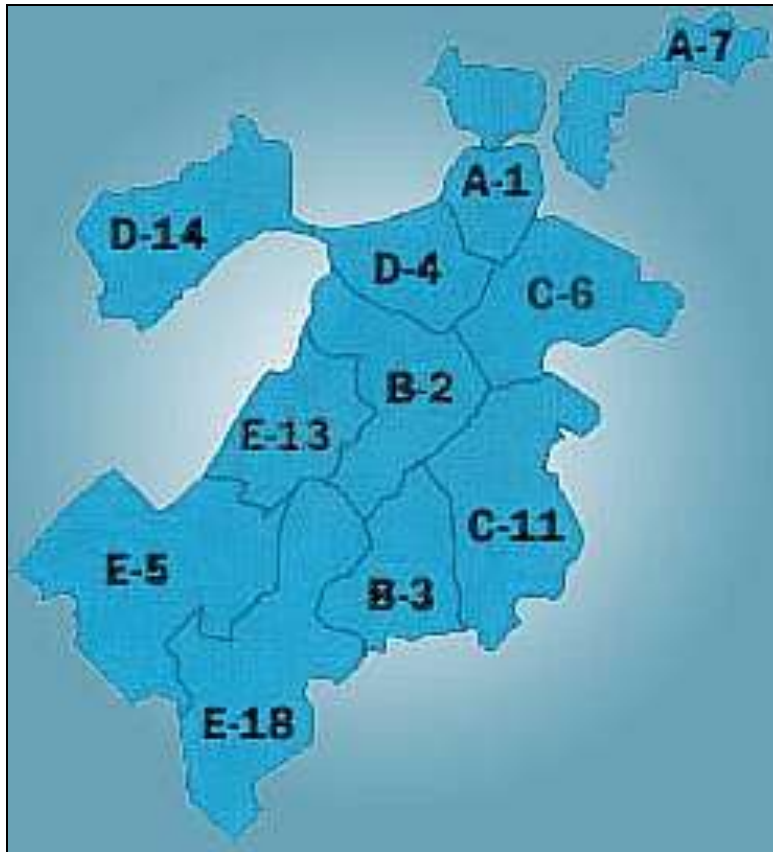
Exhibit 23 – Map of Boston Neighborhoods



Crime Statistics

The following map illustrates the City's Police Districts. The table that follows provides information regarding crime statistics for the subject neighborhood and the balance of the City of Boston. This information is provided by the Boston Police Department and represents the most recent information available.

Exhibit 24 – Police District Map and Crime Statistics



1/1/2014 - 9/20/2014 vs. 1/1/2015 - 9/20/2015

By Offense and Area/District

Area	District	Homicide		Rape & Attempted		Robbery & Attempted		Domestic Aggravated Assault		Non-Domestic Aggravated Assault		Commercial Burglary		Residential Burglary		Other Burglary		Larceny From MV		Other Larceny		Auto Theft		Totals		% Change
		2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	
A	A1	1	1	12	12	171	124	11	17	180	154	53	54	66	50	0	4	473	269	1275	1051	92	85	2,334	1,821	-22%
	A7	3	1	14	7	84	58	45	26	70	84	7	13	101	87	0	5	156	91	178	190	69	54	726	616	-15%
	A15	0	0	4	0	18	30	12	9	22	22	3	6	18	26	0	1	92	75	109	83	28	24	306	276	-10%
	Subtotal	4	1	30	19	273	212	68	52	272	260	63	73	185	163	0	10	721	435	1,562	1,324	189	163	3,366	2,712	-19%
B	B2	6	13	33	32	199	177	165	162	253	315	36	21	223	183	0	9	306	304	696	703	253	156	2,172	2,072	-5%
	B3	8	3	24	14	142	119	142	129	190	191	20	23	171	158	0	4	184	135	319	280	142	123	1,342	1,159	-14%
	Subtotal	14	16	57	46	341	296	307	291	443	506	56	44	394	341	0	13	490	439	1,015	963	395	279	3,514	3,231	-8%
C	C6	4	0	7	9	62	52	16	32	70	95	31	29	60	78	0	1	255	210	454	432	92	94	1,051	1,032	-2%
	C11	5	2	26	20	209	159	121	96	220	207	27	34	221	197	0	7	306	249	565	507	189	135	1,889	1,614	-15%
	Subtotal	9	2	33	29	271	211	137	128	290	302	58	63	281	275	0	8	561	459	1,019	939	281	229	2,940	2,646	-10%
D	D4	4	0	19	20	156	147	24	42	155	149	49	49	272	220	0	13	729	516	1736	1567	210	117	3,354	2,840	-15%
	D14	0	0	24	14	39	48	21	17	58	62	22	32	177	205	0	8	165	149	369	356	91	73	966	964	0%
	Subtotal	4	0	43	34	195	195	45	59	213	211	71	81	449	425	0	21	894	665	2,105	1,923	301	190	4,320	3,804	-12%
E	E5	3	1	9	7	21	20	27	30	32	38	16	16	102	67	0	5	167	123	184	169	56	52	617	528	-14%
	E13	2	3	11	6	57	57	18	32	57	81	23	9	137	117	0	2	218	137	319	241	72	67	914	751	-18%
	E18	3	2	7	4	29	41	48	32	43	52	12	27	81	90	0	2	102	99	248	229	53	65	626	643	3%
	Subtotal	8	6	27	17	107	118	93	94	132	171	51	52	320	274	0	9	487	359	751	639	181	184	2,157	1,922	-11%
ND	N/D	0	0	1	3	0	7	0	3	0	20	0	1	0	1	0	3	0	20	0	34	0	7	1	99	9800%
	Subtotal	0	0	1	3	0	7	0	3	0	20	0	1	0	1	0	3	0	20	0	34	0	7	1	99	9800%
Grand Total		39	26	191	148	1,187	1,039	650	627	1,350	1,470	299	314	1,629	1,479	0	64	3,153	2,377	6,452	5,822	1,347	1,052	16,298	14,415	-12%

This data should be considered preliminary and may change once UCR coding is complete.

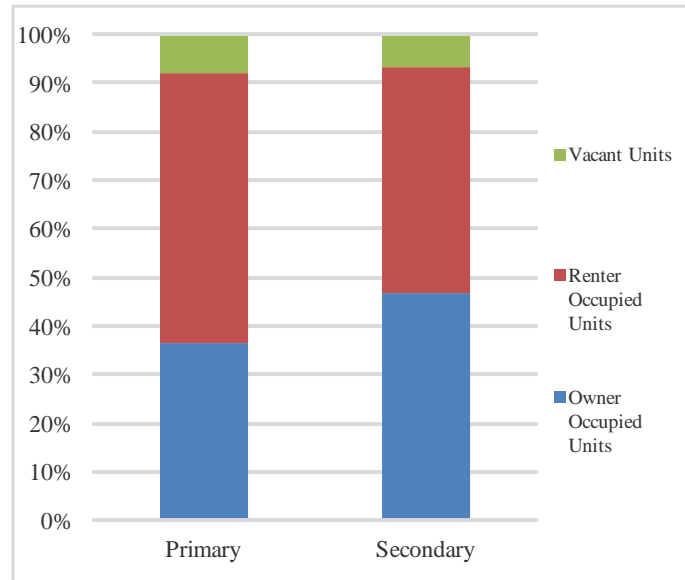
Local Housing Statistics

As was the case with most Boston neighborhoods, the price of condominiums and single-family homes, increased steadily in Mattapan for the first half of the last decade, and then exhibited decreases reflecting the impact of the national crisis. The Warren Group data indicates a major increase in single-family homes and condominium prices in 2014 and 2015. We could not confirm this information and have not included the table. We believe the discrepancy is a result of a redefinition of the Mattapan boundary. Regardless, the increase is indicative of increased interest in the subject's area as a housing destination.

In contrast to the sales market, the local rental market, like much of the greater Boston area, recovered from the housing crisis more quickly than the sales market and has exhibited positive indicators for several years now. Current vacancy rates are one indication of these positive signs. We examined properties with 929 units. The comparables exhibited an overall occupancy of 98.92%, with two properties fully occupied. We consider any occupancy level that exceeds 95% to indicate a strong rental market.

The high occupancy rates are occurring within a housing market that is predominantly rental. The primary and secondary markets are distinguished by their high concentration of rental housing, which is in contrast with the tertiary market. Approximately 55.5% of the housing stock in the primary market is renter-occupied, with 46.4% of the secondary market being renter occupied. The local levels and can be compared with the overall metropolitan area in which 35% of the housing stock is renter occupied.

Exhibit 25 – Housing Tenure in Market Areas



Tenure in 2015	Primary		Secondary	
	Number	Percent	Number	Percent
Total Housing Units	9,130	100.0%	95,260	100.0%
Occupied Units	8,402	92.0%	88,737	93.2%
Owner Occupied Units	3,333	36.5%	44,583	46.8%
Renter Occupied Units	5,069	55.5%	44,154	46.4%
Vacant Units	728	8.0%	6,523	6.8%

Source: STDB Online

The area’s housing stock is characterized both by its tenure and is age Data provided by STDBOnline and the US Census indicate that housing units in the primary market area are somewhat older compared to the City of Boston. The next table examines data provided by the US Census and STDBOnline related to the age of the housing stock in the primary market and the City of Boston. The proposed development will provide newly renovated product that should appeal to households seeking housing in the market area.

Exhibit 26 – Age of Housing Stock

<u>Year Built</u>	Year Structure Built			
	Primary		Secondary	
	Total	Percent	Total	Percent
Built 2010 or later	2	0.0%	242	0.3%
Built 2000 to 2009	445	5.0%	4,539	4.8%
Built 1990 to 1999	232	2.6%	3,080	3.3%
Built 1980 to 1989	309	3.5%	4,880	5.2%
Built 1970 to 1979	586	6.6%	5,731	6.1%
Built 1960 to 1969	984	11.0%	8,240	8.8%
Built 1950 to 1959	2,057	23.1%	9,949	10.6%
Built 1940 to 1949	529	5.9%	7,373	7.9%
Built 1939 or earlier	<u>3,766</u>	<u>42.3%</u>	<u>49,858</u>	<u>53.1%</u>
Total	8,910	100.0%	93,892	100.0%
Median Year Structure Built	1951		1940	

Source: STDBOnline

New Development

The completion of the subject’s proposed capital improvements will provide Olmsted Green with a competitive edge when potential tenants compare its new units with much of the rental stock in the area’s older properties. There is no new rental development in Mattapan, but new development is in process in the subject’s area in the proximate neighborhoods of Jamaica Plain and Roslindale. However, the new development does not provide sufficient affordable housing to meet the current needs. According to the Boston Redevelopment Authority, only a limited number of affordable housing developments, apart from the subject, are currently proposed in the subject’s neighborhoods. The following represents current development activity in the subject’s immediate area.

Jamaica Plain

- 1. 105A South Huntington Avenue:** the proposed project calls for the development of 195 rental apartments in a 204,000 square foot building. The development will include 32 affordable units and 100 surface parking spaces.
- 2. 151 South Huntington Avenue:** the proposed project calls for the demolition of the three existing structures and the construction of 196 residential units and 175 parking spaces. The development will include 30 affordable housing units.

3. **3383-3389 Washington Street:** the proposed project calls for the construction of a new 4-story residential building consisting of 21 units and two ground-level retail spaces. The development will include 23 parking spaces and a fitness center.
4. **75 Amory Avenue:** the proposed project calls for the construction of 55 residential units, including 19 affordable rental units and 36 affordable homeownership units.
5. **Bartlett Square III:** This project is a proposed new 4-story building consisting of 15 residential rental units, a mix of 1, 2 and 3 bedroom apartments. The property will also contain office space and two ground-level retail spaces with parking for 10 vehicles.
6. **Blessed Sacrament Campus Redevelopment:** This recently constructed development consists of 118 units of mixed-income housing, 150 parking spaces, 11,000 square feet of retail space, 2,000 square feet of community space and a large green space core for the project and surrounding community.

Roslindale:

7. **4236 Washington Street:** the proposed project calls for the development of 43 residential rental units and 38 parking spaces at the Higgins Funeral Home site.

Affordable Rental Housing

Affordable rental developments in the City of Boston typically provide a rent advantage to tenants (the unit rents are below their market rent potential), and occupancy rates at these properties reflect a strong demand for such units. The next several pages describe somewhat comparable Boston affordable rental housing developments and illustrate the demand associated with local affordable rental housing.

Recent trends in the local rental housing market in Eastern Massachusetts have increased pressures on households seeking affordable rental housing. The Greater Boston area rental market has tightened over the past few years resulting in falling vacancy rates and rising rents. Demand is further underscored in our review of local affordable housing properties. We examined several affordable housing developments located in the City of Boston, all of which reported 100% occupancy, with many maintaining a waitlist:

1. **Quincy Geneva IV** is a 96-unit development located in Roxbury with one to three bedroom units. Rents at the property are \$965, \$1,150, and \$1,250 for the one, two, and three bedroom units respectively. Twenty-two of the units are

MRVP units for which residents pay 30% of their income in rent. The property is fully occupied.

2. St. Kevin's is a 33-unit development located in Dorchester with one, two and three-bedroom units. The one-bedrooms are renting for \$980, the two-bedrooms range from \$795 to \$1,159, the two-bedroom townhouses range from \$937 to \$1,159, and the three-bedrooms range from \$1,067 to \$1,323. Eight of the units are subsidized by vouchers and are restricted to households earning less than 30% of AMI. The remaining 23 units are restricted to households earning less than 60% of AMI. The property has 1 vacancy.

3. Egleston Crossing is a 15 unit development located in Roxbury with studio, one, and two bedroom units. HUD 236 rents at the property are \$707 for a studio, \$928 for a one-bedroom and \$1,136 for a two bedroom unit.

These properties have maintained high occupancy even without the availability of rent assistance. This indicates demand for the subject's units regardless of the availability of rent assistance. Tenants seeking affordable housing will review local market rate housing options and realize a significant rent advantage for the subject's affordable housing.

Conclusion: The limited amount of new affordable and moderate-income housing the Mattapan and the surrounding neighborhoods indicates that there will be demand for the subject's units. The minimal development in Mattapan reflects its status as a less desirable housing area, but the new development in surrounding areas is indicative of the potential emergence of the market.

Market Area Demographic Trends

The analysis of the primary and secondary market areas offers a baseline of support for the subject's units. As mentioned previously, we believe the subject will draw homebuyers from beyond these areas, due to new households moving into the Boston area and economic trends causing homebuyers to expand their geographic scope when searching for residency. Population trends in the primary area indicate an increasing population through 2015. The primary market area population decreased by 1,809 residents from 2000 to 2010. Since 2010, the market has added 762 residents and has a 2015 population of 22,248. Analysts project that the 2020 population will be 23,550, an additional increase of 1,302 people. Since 2015 and through 2020 the area's population is projected to increase at an average rate of 0.94% per year. Trends in secondary market and the balance of the City reflect those seen in the primary market. STDBOnline, a subsidiary of the Appraisal Institute that provides demographic data.

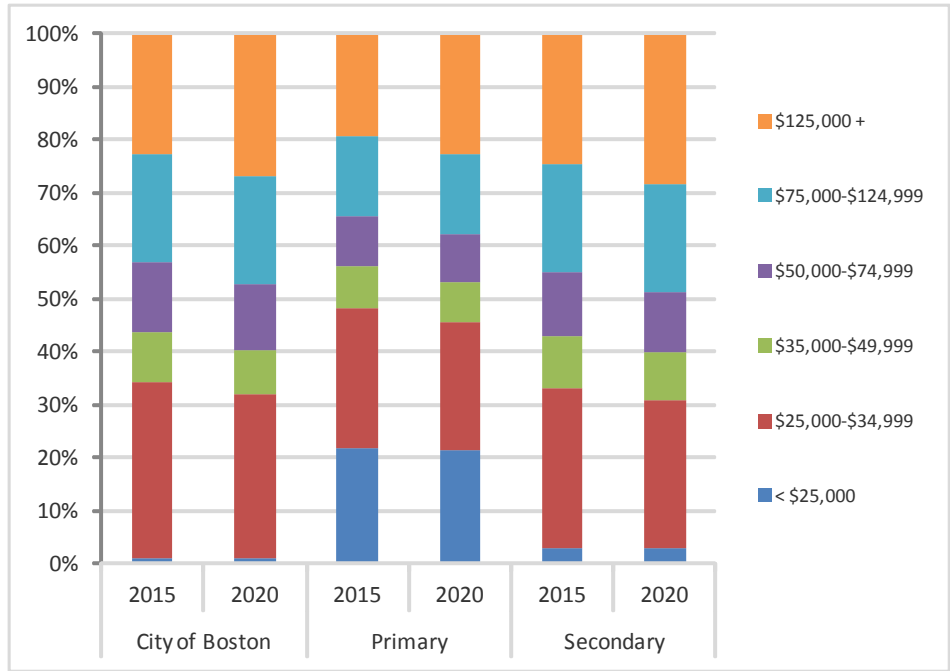
Exhibit 27 - Aggregate Population

	Demographic Comparison				Avg. Ann. Change		
	2000	2010	2015	2020	2000-2010	2010-2015	2015-2020
City of Boston							
Population	589,060	617,594	634,253	664,165	0.48%	0.54%	0.94%
Households	239,492	252,699	261,035	275,026	0.55%	0.66%	1.07%
Median Household Income		\$53,601	\$55,755	\$63,648		0.80%	2.83%
Primary Market							
Population	23,295	21,486	22,248	23,550	-0.78%	0.71%	1.17%
Households	7,932	8,001	8,402	8,949	0.09%	1.00%	1.30%
Median Household Income		\$44,391	\$51,786	\$58,347		3.33%	2.53%
Secondary Market							
Population	227,126	225,870	230,373	240,367	-0.06%	0.40%	0.87%
Households	84,002	86,347	88,737	92,969	0.28%	0.55%	0.95%
Median Household Income		\$61,664	\$60,613	\$69,986		-0.34%	3.09%

Source: STDB Online

The aggregate population within each of the areas reviewed indicates an increasing pool of potential tenants; however, household population trends are considered more important than aggregate population trends in evaluating demand for housing. The primary market area has experienced increases in the number of households this decade and projections indicate increases from 2015 through 2020. Analysts project that the primary market will add 547 households and the secondary market will add 4,232 households in the next five years, 2015 to 2020. The balance of the City of Boston is expected to gain 13,991 households during the same period.

Exhibit 28 – Annual Household Income



HH Income	Annual Household Income					
	City of Boston		Primary		Secondary	
	2015	2020	2015	2020	2015	2020
<\$15,000	47,970	47,072	1,437	1,382	13,291	12,934
\$15,000 - \$24,999	22,365	18,773	1,016	923	8,184	6,822
\$25,000 - \$34,999	19,685	17,924	732	729	7,019	6,458
\$35,000 - \$49,999	27,326	26,441	875	841	8,313	8,032
\$50,000 - \$74,999	43,186	43,219	1,377	1,427	14,652	14,421
\$75,000 - \$99,999	30,529	36,667	1,082	1,278	10,674	12,217
\$100,000 - \$149,999	34,050	40,828	1,431	1,802	13,367	16,143
\$150,000 - \$199,999	18,283	22,962	292	370	7,181	8,922
\$200,000+	17,617	21,116	160	197	6,056	7,020
TOTAL	261,011	275,002	8,402	8,949	88,737	92,969

Source: STDB Online

Exhibit 29 – Households by Type

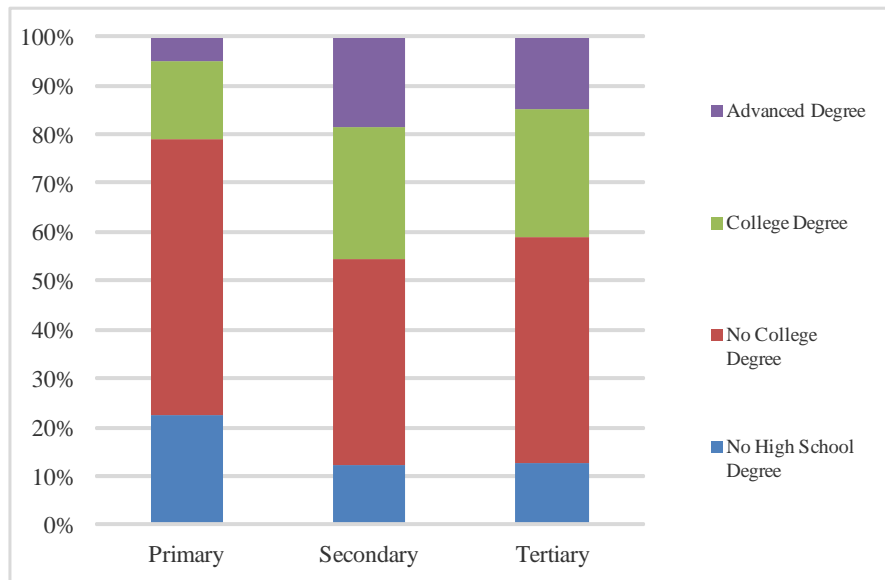
	Primary Market		Secondary Market	
	Number	Percent	Number	Percent
Residents by Type 2010				
Total	21,486	100%	225,870	100%
In Family Households	21,304	99%	220,841	98%
Householder	18,110	84%	176,836	78%
Spouse	5,409	25%	53,353	24%
Child	2,107	10%	29,697	13%
Other relative	8,093	38%	74,718	33%
Nonrelative	1,822	8%	13,480	6%
In Nonfamily Households	678	3%	5,584	2%
In Group Quarters	3,194	15%	44,007	19%
Institutionalized Population	182	1%	5,029	2%
Noninstitutionalized Population	99	0%	2,609	1%

Source: STDB Online

The primary market’s median household income level is less than that exhibited in the secondary market, and is less than the City of Boston’s. The 2015 median household income of the primary market area is \$51,786, which is approximately \$3,969 less than the City of Boston. The median household income in the primary market is projected to increase by 2.53% per year through 2020 to \$58,347; however the rate of growth will not enable the area to catch up with the balance of the city.

The primary market is also distinguished by a comparatively lower level of educational attainment. Approximately 21% of primary market residents ages 25 or more have college degrees. In contrast, 46% of secondary market residents 25 or more and more than half of all residents in the Boston MSA ages 25 or more possess college degrees.

Exhibit 30 – Educational Attainment



Primary		Secondary	
Number	Percent	Number	Percent

Population by Education

Total Population 25 Plus	15,601	100%	159,863	100%
Less than 9th Grade	1,642	11%	8,969	6%
9th - 12th Grade, No Diploma	1,839	12%	10,854	7%
High School Graduate/GED	5,817	37%	40,224	25%
Some College, No Degree	3,049	20%	27,151	17%
Associate Degree	894	6%	9,942	6%
Bachelor's Degree	1,543	10%	33,087	21%
Graduate/Professional Degree	818	5%	29,635	19%

Source: STDB Online

Within the context of the area’s lower income levels, the market contains a large number of households qualified for the subject’s units. In our analysis of need for the affordable rental units and based on the proposed unit rents, we have assumed an overall household income range of between \$45,600 and \$68,580 for the 60% AMI units, \$22,800 to \$34,290 for the 30% units, and \$77,000 to over \$200,000 for the market-rate units. The income levels have been rounded. We accounted for overlap in our total calculations to

avoid double-counting. As shown, the estimates provided demonstrate significant support for the subject's units in the combined primary and secondary market areas.

	Two-Bedroom Units				
	Unit Housing Costs			Income Range ⁽²⁾	
	Gross	Util Allow	Net	Minimum	Maximum
MI Market	\$2,250	\$0	\$2,250	\$77,143	\$200,000
MI 30% AMI	\$665	\$0	\$665	\$22,800	\$29,550
MI 60% AMI	\$1,330	\$0	\$1,330	\$45,600	\$59,100

	Three-Bedroom Units				
	Unit Housing Costs			Income Range ⁽³⁾	
	Gross	Util Allow	Net	Minimum	Maximum
MI Market	\$2,500	\$0	\$2,500	\$85,714	\$200,000
MI 30% AMI	\$768	\$0	\$768	\$26,331	\$34,290
MI 60% AMI	\$1,536	\$0	\$1,536	\$52,663	\$68,580

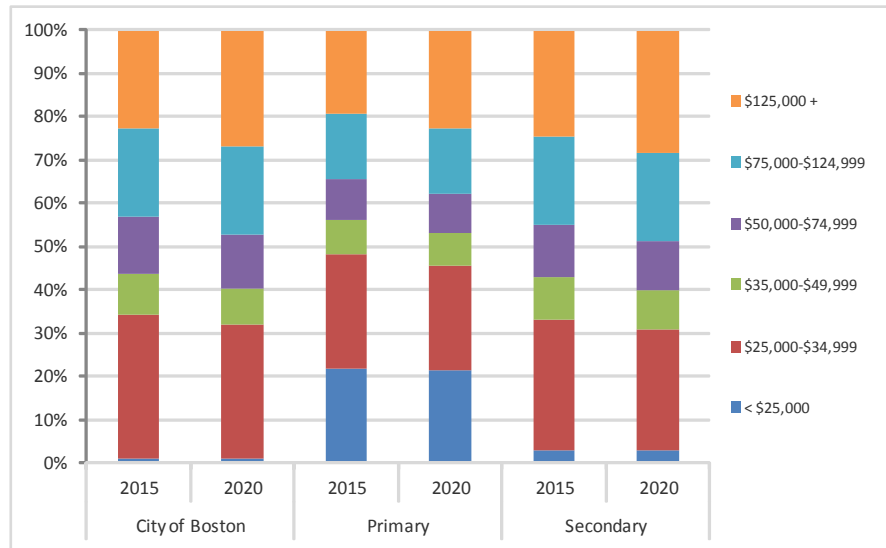
² 2 Bedroom Units (3-4 Persons)

³ 3 Bedroom Units (5-6 Persons)

⁵ 4+ Bedroom Units (6+ Persons)

Analysts estimate that approximately 6,500 households in the primary market had household income levels greater than \$22,000, approximately 3,750 of which are renters. In the secondary market, the numbers are approximately 70,000 and 30,000, respectively.

Exhibit 31 - Household Distribution of Income



HH Income	Annual Household Income					
	City of Boston		Primary		Secondary	
	2015	2020	2015	2020	2015	2020
<\$15,000	47,970	47,072	1,437	1,382	13,291	12,934
\$15,000 - \$24,999	22,365	18,773	1,016	923	8,184	6,822
\$25,000 - \$34,999	19,685	17,924	732	729	7,019	6,458
\$35,000 - \$49,999	27,326	26,441	875	841	8,313	8,032
\$50,000 - \$74,999	43,186	43,219	1,377	1,427	14,652	14,421
\$75,000 - \$99,999	30,529	36,667	1,082	1,278	10,674	12,217
\$100,000 - \$149,999	34,050	40,828	1,431	1,802	13,367	16,143
\$150,000 - \$199,999	18,283	22,962	292	370	7,181	8,922
\$200,000+	17,617	21,116	160	197	6,056	7,020
TOTAL	261,011	275,002	8,402	8,949	88,737	92,969

Source: STDB Online

The market areas contain a significant number of households that would be income-eligible for the housing cost rates estimate for the subject property, which serves as threshold for demand the subject’s units. The application of the percentage of renter and homeowner households to the number of income eligible households yields an extremely low capture rate; however, tenure is not consistent across income levels. In order to determine the required capture rates for the subject, we examined the distribution of households by income group and then applied these percentages, as appropriate, to the income cohorts for each unit type.

The American Housing Survey provides data for the typical housing tenure by income. That distribution is illustrated in the next exhibit.

Exhibit 32 – AHS Distribution of Households by Income and Tenure

<u>Income Level</u>	AHS Household		
	Total	Renter	Percent
< \$15,000	152.40	99.30	65%
\$15,000 - \$24,999	66.70	37.00	55%
\$25,000 - \$34,999	109.90	51.90	47%
\$35,000 - \$49,999	111.10	54.20	49%
\$50,000 - \$74,999	168.40	66.80	40%
\$75,000 - \$99,999	122.60	44.20	36%
\$100,000 - \$149,999	243.33	28.93	12%
\$150,000 - \$199,999	81.73	9.03	11%
\$200,000+	81.73	9.03	11%
TOTAL	1,137.90	400.40	35%

Source: American Housing Survey (numbers in 1,000s)

The AHS data indicate 35% renter households. As described earlier in the report, 75% of primary market's occupied housing units and 67% of the secondary market's housing units are occupied by renter households. In order to best reflect the market area's tenure by income, we adjusted the AHS data to reflect the overall tenure distribution in the market areas. The next exhibit displays the AHS tenure distribution data adjusted for the primary and secondary markets. The data undercounts the primary market but illustrates the preponderance of rental units associated with lower-income households.

Exhibit 33 – Market Area(s) Distribution of Households by Income and Tenure

<u>Income Level</u>	AHS Household			Mkt. Area Renters (%)	
	Total	Renter	Percent	Primary	Secondary
< \$15,000	152.40	99.30	65%	71%	67%
\$15,000 - \$24,999	66.70	37.00	55%	71%	67%
\$25,000 - \$34,999	109.90	51.90	47%	96%	89%
\$35,000 - \$49,999	111.10	54.20	49%	99%	92%
\$50,000 - \$74,999	168.40	66.80	40%	80%	75%
\$75,000 - \$99,999	122.60	44.20	36%	73%	68%
\$100,000 - \$149,999	243.33	28.93	12%	24%	23%
\$150,000 - \$199,999	81.73	9.03	11%	22%	21%
\$200,000+	81.73	9.03	11%	22%	21%
TOTAL	1,137.90	400.40	35%	71%	67%

Source: American Housing Survey (numbers in 1,000s)

Conclusion

The subject's primary and secondary market areas contain a significant number of income-eligible households for the subject's for-sale condominium units. Demand for affordable and moderate-income housing is strong in these areas, and the subject's low housing costs will be attractive in the market. We consider this analysis of the primary and secondary market areas to represent a demand threshold, but believe that the subject will draw interest from homebuyers who are new to the Boston area and buyers who are priced out of more central locations and might now consider emerging markets such as that of the subject property.

Impact of Market-Rate Housing on Local Demand

Local affordable rental housing is typically 100% occupied. Local market-rate rental housing is also in demand. As in the more macro discussion of rental trends, the greater Boston rental market is experiencing resurgence and the local rental market has exhibited increasing rents for two years. Since the fourth quarter of 2009 a number of submarkets have dramatically rebounded from the most recent rental market downturn. The survey data we collected evidence vacancy levels of less than 3.0% in the majority of submarkets reviewed. Reis, Inc notes that the vacancy rate for the entire greater Boston area is at a nine year low of 4.0%.

The lack of market-rate housing choices increases demand for the subject's units. Rising area rents increase the subject's rent advantage – the difference between the rental amount the unit could command in the open market and the rent level actually paid by the tenant. In order to determine the subject's market-rate rent potential and evaluate the property's rent advantage, we examined six market area rental properties. The properties are all located within 3.5 miles of the subject in Mattapan or adjacent Boston neighborhoods.

Exhibit 34 - Comparable Rental Information (map and summary pages)



Olmsted Green
Mattapan, MA

COMPARABLE PROPERTY DATA SHEETS

Comparable # 1

COMP. PROPERTY:	Oliver Lofts	DATE: 11/4/2015
PROPERTY ADDRESS:	166 Terrace Street Boston, MA 02120	
KEY CROSS STREET:	Columbus Ave	
CONTACT NAME:	Kevin	DEVELOPER:
PHONE NUMBER:	617-879-1620	MANAGEMENT CO.: WinnResidential



UNIT TYPE	BATH	# UNITS	RENT RANGE		SQ. FT. RANGE		\$/ SQ. FT. RANGE		% LEASED
1 BR	1	16	\$1,995	\$2,100	678	1,036	\$2.03	\$2.94	
2 BR	1	38	\$2,300	\$2,500	932	1,137	\$2.20	\$2.47	
2BR-TH	2	8	\$2,600	\$2,950	1,330	1,629	\$1.81	\$1.95	
TOTAL		62							98.0%

The comparable property is located across the tracks from Columbus Avenue in Roxbury, which is considered a superior location to that of the subject property in due to its proximity to public transportation and services. The comparable property’s units are considered to be in good condition. The comparable property is a mixed-income development with affordable and market-rate units.

Olmsted Green
Mattapan, MA

YEAR BUILT:	1920, Ren: 2011	SECURITY DEPOSIT:	1 Month's Rent
BUILDING TYPE	Mid-Rise/Loft	OTHER FEES:	
NUMBER OF BUILDINGS	1	LEASE TERMS:	12 Months
NUMBER OF FLOORS:	4	FURNISHED UNITS:	Available
CONCESSIONS/SPECIALS:			
None			
BUILDING COMMENTS:			
LEED Certified, Non-Smoking Building, Exposed Brick, Exposed Wood Beam Ceilings			
INTERIOR AMENITIES			
MICROWAVE:	SS	SECURITY:	Controlled Access
F/F REFRIGERATOR:	SS	alarm:	
WASHER/DRYER:	X	gate:	
conn:		patrol:	
full size:		CEILING FAN:	
stacked:		FIREPLACE:	
DISHWASHER:	SS	VAULTED CEILING:	X
GARBAGE DISPOSAL:	X	VIEWS:	
CABLE READY:	X	INTERNET ACCESS:	X
COUNTERTOP TYPE:	Granite	AIR CONDITIONING:	X
		WINDOW COVERING:	
		blinds:	
		shades:	
		CARPET	X
		HARDWOOD:	X
		VINYL:	
		OUTSIDE STORAGE:	Bicycle
		PATIO/BALCONIES:	X
		ELEVATOR:	X
EXTERIOR AMENITIES			
LAUNDRY ROOM:	X	FITNESS:	
POOL:		CLUBHOUSE:	
JACUZZI/SAUNA:		BUSINESS CENTER:	
TENNIS:		PARKING:	X
BASKETBALL:		MEDIA CENTER:	
PLAYGROUND:			
COMMUNITY SPACE:			
ON SITE OFFICE:	X	SERVICE COORDINATOR:	
OTHER:			
		off street:	\$50
		carport:	
		garage:	\$75
		zip car:	
OTHER			
PETS:	Cats only (Max 2)	UTILITIES (type):	
deposit:		resident pays:	Electric
pet rent:	\$20/month		
OTHER FEES:		included:	Heat, Hot Water, Sewer
		CLASS:	
PROPERTY CONDITION:			
Excellent			
COMMENTS:			
Walk score 76			
Mixed-Income building with 43 LIHTC units, 3 artist units affordable to 100% AMI and 16 market Smoke-Free			
Rents shown are for market rate units			

Olmsted Green
 Mattapan, MA

Comparable # 2

COMP. PROPERTY:	Mission Main	DATE:	11/4/2015
PROPERTY ADDRESS:	26A Alphonsus Street Boston, MA 02120		
KEY CROSS STREET:	Huntington Avenue		
CONTACT NAME:	Jose	DEVELOPER:	
PHONE NUMBER:	617.438.7497	MANAGEMENT CO.:	WinnResidential



UNIT TYPE	BATH	# UNITS	RENT RANGE		SQ. FT. RANGE		\$/ SQ. FT. RANGE		% LEASED
2 BR	1		\$2,850	\$3,130	959	1,275	\$2.45	\$2.97	
3 BR	1.5		\$3,400	\$3,550	1,246	1,529	\$2.32	\$2.73	
3 BR TH	1.5		\$3,400	\$3,500	1,246	1,529	\$2.29	\$2.73	
TOTAL		535							99.0%

The comparable property's units are contained in low-rise garden style apartments. The property is located directly proximate to the Longwood MBTA station in a superior location to that of the subject property. The comparable property is a mixed-income development with 90 market rate units in good condition.

Olmsted Green
 Mattapan, MA

YEAR BUILT:	1999	SECURITY DEPOSIT:	1 Month's Rent
BUILDING TYPE	Garden-Low Rise	OTHER FEES:	
NUMBER OF BUILDINGS		LEASE TERMS:	12 months
NUMBER OF FLOORS:	3	FURNISHED UNITS:	No
CONCESSIONS/SPECIALS:			
None			
BUILDING COMMENTS:			
INTERIOR AMENITIES			
MICROWAVE:		SECURITY:	WINDOW COVERING:
F/F REFRIGERATOR:	X	alarm:	blinds:
WASHER/DRYER:	X	gate:	shades:
conn:		patrol:	CARPET:
full size:		CEILING FAN:	X
stacked:		FIREPLACE:	HARDWOOD:
DISHWASHER:	X	VAULTED CEILING:	VINYL:
GARBAGE DISPOSAL:	X	VIEWS:	X
CABLE READY:	X	INTERNET ACCESS:	PATIO/BALCONIES:
COUNTERTOP TYPE:	Formica	AIR CONDITIONING:	Wall Unit
EXTERIOR AMENITIES			
LAUNDRY ROOM:	X	FITNESS:	X
POOL:		CLUBHOUSE:	X
JACUZZI/SAUNA:		BUSINESS CENTER:	
TENNIS:		PARKING:	X
BASKETBALL:		MEDIA CENTER:	
PLAYGROUND:	X		off street:
COMMUNITY SPACE:			X
ON SITE OFFICE:	X	SERVICE COORDINATOR:	
OTHER:			carport:
			garage:
			zip car:
OTHER			
PETS:	1 Cat or Dog	UTILITIES (type):	
deposit:	Month's Rent	resident pays:	Unit electric, cooking, A/C
pet rent:		included:	Heat, hot water, sewer, trash
OTHER FEES:		CLASS:	
PROPERTY CONDITION:			
Good			
COMMENTS:			
91 Walk Score Mixed-Income property with 90 market rate units			

Olmsted Green
Mattapan, MA

Comparable # 3

COMP. PROPERTY:	225 Centre	DATE:	11/4/2015
PROPERTY ADDRESS:	225 Centre Street Jamaica Plain, MA 02199		
KEY CROSS STREET:	Route 28		
CONTACT NAME:		DEVELOPER:	
PHONE NUMBER:	(617) 293-0946	MANAGEMENT CO.:	Peabody Properties



UNIT TYPE	BATH	# UNITS	RENT RANGE		SQ. FT. RANGE		\$/ SQ. FT. RANGE		% LEASED
1 BR	1		\$1,800	\$2,050	670	745	\$2.69	\$2.75	
2 BR	1-2		\$2,400	\$2,900	860	1,165	\$2.49	\$2.79	
3 BR	1.5		\$2,900	\$3,200	1,185	1,210	\$2.45	\$2.64	
TOTAL		68							100.0%

The comparable property is located in Jamaica Plain proximate to the Jackson Square MBTA station. This location is considered superior to that of the subject property in terms of neighborhood desirability and access to public transportation. The comparable property's units are in very good condition and the property has excellent street appeal.

Olmsted Green
Mattapan, MA

YEAR BUILT:	2013	SECURITY DEPOSIT:	Month
BUILDING TYPE:	Mid-Rise	OTHER FEES:	
NUMBER OF BUILDINGS	1	LEASE TERMS:	12 Months
NUMBER OF FLOORS:	6	FURNISHED UNITS:	No
CONCESSIONS/SPECIALS:			
None			
BUILDING COMMENTS:			
INTERIOR AMENITIES			
MICROWAVE:	X	SECURITY: Key Card	WINDOW COVERING:
F/F REFRIGERATOR:	X	alarm:	blinds: X
WASHER/DRYER:	X	gate:	shades:
conn:		patrol:	CARPET
full size:		CEILING FAN:	HARDWOOD: X
stacked:		FIREPLACE:	VINYL: X
DISHWASHER:	x	VAULTED CEILING: X	OUTSIDE STORAGE: \$20
GARBAGE DISPOSAL:	X	VIEWS: Downtown Boston & Fort Hill	PATIO/BALCONIES:
CABLE READY:	X	INTERNET ACCESS: X	ELEVATOR: X
COUNTERTOP TYPE: Granite		AIR CONDITIONING: Central	
EXTERIOR AMENITIES			
LAUNDRY ROOM:		FITNESS:	x
POOL:		CLUBHOUSE:	
JACUZZI/SAUNA:		BUSINESS CENTER:	
TENNIS:		PARKING:	X off street: \$125
BASKETBALL:			carport:
PLAYGROUND:			garage: \$150-\$175
COMMUNITY SPACE:	X		zip car: On Site
ON SITE OFFICE	X	SERVICE COORDINATOR:	
OTHER: Breakfast Bar			
OTHER			
PETS:	Pet Friendly	UTILITIES (type):	
deposit:		resident pays: Unit Electric, cooking and A/C	
pet rent:		Whalen Heating system	
OTHER FEES:		included: Base Gas Heat, Hot Water	
		CLASS:	
PROPERTY CONDITION:			
Excellent			
COMMENTS:			
Walk Score 87 Smoke-Free. Mixed-Income building with 68 market rate units and 35 affordable LIHTC units			

Olmsted Green
Mattapan, MA

Comparable # 4

COMP. PROPERTY:	Parker Hill	DATE: 11/18/2015
PROPERTY ADDRESS:	170 Parker Hill Avenue Boston, MA	
KEY CROSS STREET:		
CONTACT NAME:		DEVELOPER:
PHONE NUMBER:	888 830-2799	MANAGEMENT CO.:



UNIT TYPE	BATH	# UNITS	RENT RANGE		SQ. FT. RANGE		\$/SQ. FT. RANGE		% LEASED
Studio	1	7	\$1,400	\$1,600	450	450	\$3.11	\$3.56	
1 BR	1	49	\$1,750	\$2,000	670	670	\$2.61	\$2.99	
2 BR	1	34	\$2,200	\$2,500	770	770	\$2.86	\$3.25	
TOTAL		90							100.0%

The comparable property's units are contained in a four to five story walkup building and are considered in very good condition, similar to the subject property. The comparable property is located on Parker Hill Avenue in a superior location to that of the subject property. The comparable property contains both market-rate and affordable units.

Olmsted Green
 Mattapan, MA

YEAR BUILT:	1965	SECURITY DEPOSIT:	
BUILDING TYPE		OTHER FEES:	
NUMBER OF BUILDINGS	1	LEASE TERMS:	12 Months
NUMBER OF FLOORS:	5	FURNISHED UNITS:	
CONCESSIONS/SPECIALS:			
None			
BUILDING COMMENTS:			
INTERIOR AMENITIES			
MICROWAVE:	Yes	SECURITY:	WINDOW COVERING: X
F/F REFRIGERATOR:	X	alarm:	blinds:
WASHER/DRYER:	No	gate:	shades:
conn:		patrol:	CARPET: X
full size:		CEILING FAN:	HARDWOOD: LP
stacked:		FIREPLACE:	VINYL:
DISHWASHER:	X	VAULTED CEILING:	OUTSIDE STORAGE:
GARBAGE DISPOSAL:	X	VIEWS: X	PATIO/BALCONIES: X
CABLE READY:	X	INTERNET ACCESS: Available	ELEVATOR: X
COUNTERTOP TYPE: Formica		AIR CONDITIONING: Unit	
EXTERIOR AMENITIES			
LAUNDRY ROOM:	X	FITNESS:	
POOL:		CLUBHOUSE:	
JACUZZI/SAUNA:		BUSINESS CENTER:	
TENNIS:		PARKING:	off street: Included
BASKETBALL:		Tennis:	carport:
PLAYGROUND:			garage:
COMMUNITY SPACE:	X		zip car:
ON SITE OFFICE		SERVICE COORDINATOR:	
OTHER:			
OTHER			
PETS:	Pet-Friendly	35 lbs max	UTILITIES (type):
deposit:			resident pays:
pet rent:			
OTHER FEES:			included: Heat and Hot Water
			CLASS:
PROPERTY CONDITION:			
Very Good			
COMMENTS:			
37 low income units			
53 market units - rents shown are for market-rate units			

Olmsted Green
Mattapan, MA

Comparable # 5

COMP. PROPERTY:	Piano Craft Guild	DATE: 11/4/2015
PROPERTY ADDRESS:	791 Tremont Street Boston, MA	
KEY CROSS STREET:		
CONTACT NAME:	Cathy	DEVELOPER:
PHONE NUMBER:	617-536-2622	MANAGEMENT CO.: Shoreline Corporation



UNIT TYPE	BATH	# UNITS	RENT RANGE		SQ. FT. RANGE		\$/ SQ. FT. RANGE		% LEASED
1 BR	1	23	\$2,300	\$2,900	550	1,100	\$4.18	\$2.64	
2 BR	1	118	\$2,900	\$3,100	800	1,600	\$3.63	\$1.94	
3 BR	2	33	\$4,200	\$4,200	1,600	2,000	\$2.63	\$2.10	
TOTAL		174							98.0%

The comparable property's units are contained in a five story walkup building and are considered in very good condition, similar to the subject property. The comparable property is located on Tremont Street in a superior location to that of the subject property. The comparable property also is superior in terms of the ability for tenants to walk to local amenities and services.

Olmsted Green
 Mattapan, MA

YEAR BUILT:	1990/Ren. 2010	SECURITY DEPOSIT:	
BUILDING TYPE	Mid Rise	OTHER FEES:	
NUMBER OF BUILDINGS	1	LEASE TERMS:	12 Months
NUMBER OF FLOORS:	6	FURNISHED UNITS:	
CONCESSIONS/SPECIALS:			
None			
BUILDING COMMENTS:			
Units renovated in 2010, exposed brick, up to 20ft ceilings			
INTERIOR AMENITIES			
MICROWAVE:	SS	SECURITY:	Intercom
F/F REFRIGERATOR:	SS	alarm:	
WASHER/DRYER:		gate:	
conn:		patrol:	
full size:		CEILING FAN:	
stacked:		FIREPLACE:	
DISHWASHER:	SS	VAULTED CEILING:	X
GARBAGE DISPOSAL:	X	VIEWS:	X
CABLE READY:	X	INTERNET ACCESS:	X
COUNTERTOP TYPE:	Granite	AIR CONDITIONING:	
WINDOW COVERING:		blinds:	X
		shades:	
		CARPET	
		HARDWOOD:	X
		VINYL:	X
		OUTSIDE STORAGE:	
		PATIO/BALCONIES:	
		ELEVATOR:	X
EXTERIOR AMENITIES			
LAUNDRY ROOM:	X	FITNESS:	
POOL:		CLUBHOUSE:	
JACUZZI/SAUNA:	X	BUSINESS CENTER:	
TENNIS:		PARKING:	X
BASKETBALL:		Tennis:	
PLAYGROUND:	X	off street:	Limited
COMMUNITY SPACE:		carport:	
ON SITE OFFICE		garage:	
OTHER:		zip car:	
OTHER			
PETS:	Cats	UTILITIES (type):	
deposit:	Free	resident pays:	
pet rent:			
OTHER FEES:		included:	Heat, Hot Water, Sewer, Garbage, Unit Electric
		CLASS:	
PROPERTY CONDITION:			
Very Good			
COMMENTS:			
Walk Score 93			

Olmsted Green
 Mattapan, MA

Comparable # 6

COMP. PROPERTY:	Stony Brook Commons	DATE: 11/18/2015
PROPERTY ADDRESS:	390 Blue Ledge Drive Roslindale, MA	
KEY CROSS STREET:		
CONTACT NAME:		DEVELOPER:
PHONE NUMBER:	(617) 208-4094	MANAGEMENT CO.: First Realty Management



UNIT TYPE	BATH	# UNITS	RENT RANGE		SQ. FT. RANGE		\$/ SQ. FT. RANGE		% LEASED
Studio	1		\$1,303	\$1,528	468	685	\$2.23	\$2.78	
1 BR	1		\$1,952	\$2,158	648	648	\$3.01	\$3.33	
2 BR	1		\$2,063	\$2,561	955	955	\$2.16	\$2.68	
2 BR	2		\$2,383	\$2,508	1,148	1,148	\$2.08	\$2.18	
3 BR	1		\$2,063	\$2,673	1,148	1,148	\$1.80	\$2.33	
3 BR	1.5		\$2,299	\$2,564	1,278	1,278	\$1.80	\$2.01	
TOTAL									97.8%

The comparable property's units are contained in two-story townhouse-style buildings in Roslindale. The comparable property's location is considered similar to the subject property in terms of rent potential. The comparable property is gated.

Olmsted Green
 Mattapan, MA

YEAR BUILT:	2009	SECURITY DEPOSIT:	
BUILDING TYPE	Townhouse	OTHER FEES:	
NUMBER OF BUILDINGS	Multiple	LEASE TERMS:	12 Months
NUMBER OF FLOORS:	2	FURNISHED UNITS:	
CONCESSIONS/SPECIALS:			
None			
BUILDING COMMENTS:			
INTERIOR AMENITIES			
MICROWAVE:	X	SECURITY:	WINDOW COVERING: X
F/F REFRIGERATOR:	X	alarm:	blinds:
WASHER/DRYER:	Hook ups	gate:	shades:
conn:		patrol:	CARPET: X
full size:		CEILING FAN:	HARDWOOD: LP
stacked:		FIREPLACE:	VINYL: Bathroom
DISHWASHER:	X	VAULTED CEILING:	OUTSIDE STORAGE: Bicycle
GARBAGE DISPOSAL:	X	VIEWS:	PATIO/BALCONIES: X
CABLE READY:	C. Ready	INTERNET ACCESS:	Wi-Fi Included
COUNTERTOP TYPE:	Granite	AIR CONDITIONING:	Central
EXTERIOR AMENITIES			
LAUNDRY ROOM:	X	FITNESS:	X
POOL:		CLUBHOUSE:	
JACUZZI/SAUNA:		BUSINESS CENTER:	X
TENNIS:		PARKING:	off street: Included
BASKETBALL:	Ball field	Tennis:	carport:
PLAYGROUND:	X		garage:
COMMUNITY SPACE:	X	SERVICE COORDINATOR:	zip car:
ON SITE OFFICE	X		
OTHER:	Community Garden		
OTHER			
PETS:	Cats, Bird, Fish, Hamster, Guinea Pig, Rabbit	UTILITIES (type):	
deposit:	No Dogs	resident pays:	
pet rent:	max 1 pet		
OTHER FEES:		included:	Gas Heat and Hot Water
		CLASS:	
PROPERTY CONDITION:			
Very Good			
COMMENTS:			
Walk Score 64 Gated community			

We included a list of local rental listings that are located within 2 miles of the subject property in Mattapan, Jamaica Plain and Dorchester. These properties are inferior product to the subject property but offer a reference for some of the recent listings in the area.

Exhibit 35 – Craigslist Local Rental Listings

<u>Address</u>	<u>Bedroom</u>	<u>Rent</u>	<u>Square Foot</u>
Bourne Street, Jamaica Plain	2	\$1,900	1100
6 Armadine Street, Mattapan	2	\$1,600	1100
487 Quincy Street, Dorchester	3	\$1,625	NA
Woodrow Avenue, Dorchester	3	\$3,500	2000
73 Harvard Avenue, Dorchester	3	\$2,350	NA
53 Mora Road, Dorchester	3	\$2,300	NA

Summary Discussion of Local Comparables:

The comparables generally provide a similar level of unit and site amenities to those proposed for the subject. The most relevant distinctions relate to air-conditioning, washer/dryer hookups, and off-street parking. We consider the most comparable property to be Stony Brook, which is located in Roslindale, a similar neighborhood in terms of rental potential.

Rent Potential:

The subject's market rate unit potential would reflect recent improvements in the local market, the subject's specific unit and site amenities, and the need for the subject to directly compete with local properties and their comparative unit and site amenities as well as their rents and rent concessions. The next table illustrates the range of rents observed at the comparables examined as part of this report. We have displayed the rents as a monthly rent and as a rent per foot of living space. Unit types were segmented to reflect the types of units provided by the subject.

Summary of Comparable Unit Rents

BEDROOM	BATH	SQ. FT. RANGE		UNIT RENTS			
				RENT RANGE		\$/ SQ. FT. RANGE	
1 BR	1	550	1,100	\$1,750	\$2,900	\$2.03	\$4.18
2 BR	1-2	770	1,629	\$2,063	\$3,130	\$1.94	\$3.63
3 BR	1-2	1,148	2,000	\$2,063	\$4,200	\$1.80	\$2.73

As pointed out previously in the report, local properties are achieving these rents while maintaining high occupancy levels. The comparables exhibited an overall occupancy of 98.92%, with all but one of the developments being 98% occupied or more.

Exhibit 36 – Comparable Occupancy Data

Comparable	Units		%
	Total	Vacant	Vacant
Oliver Lofts	62	1	2.00%
Mission Main	535	5	1.00%
225 Centre	68	0	0.00%
Parker Hill	90	0	0.00%
Piano Craft Guild	174	3	2.00%
Stony Brook Commons	<u>547</u>	<u>12</u>	<u>2.22%</u>
Total	929	10	1.08%

In order to estimate the appropriate unit rents for the subject’s units we developed rent grids based on the most comparable rental developments reviewed. Estimated adjustments to the Comparables have been made for each relevant line item on the grids. We evaluated each comparable development based on their level of occupancy, any concessions offered, year built, size, unit and site amenities, and utilities provided. The occupancy levels and rental rates at the local comparable properties provide indications of the subject’s market rate rent potential.

The occupancy levels and rental rates at the local comparable properties provide Estimated adjustments to the comparables have been made for each relevant line item on the grids. We evaluated each comparable development based on their level of occupancy, any concessions offered, size, unit and site amenities, and utilities provided. The following describes the adjustments completed:

Line 1. Last Rented / Restricted? All of the units are currently rented at the rates shown on the grid. No unit used in the analysis has any rent restrictions.

Line 2. Date Last Leased. The property representatives informed us that the rental rates quoted reflect current rates as of November 2015 and no adjustments were required.

Line 3. Rent Concessions. None of the comparable properties are offering rent concessions.

Line 4. Occupancy for Unit Type. It is our opinion that high occupancy rates indicate the potential for rent increases and warrant an adjustment to the unit rents. Our opinion is supported by recent academic studies and the behavior of local management staff. A study completed by the Center for Urban and Regional Policy confirm the industry held belief that low vacancy rates support rent increases. Their analysis suggests that rents stabilize at rental vacancy rates of approximately 5.5%. At lower vacancy rates, rents begin to rise as renters compete for existing units and the market becomes a “sellers’ market”. The Center’s study concludes that rents will remain on an upward trajectory “as long as vacancy rates remain as low as they are”, less than 5.5%. The behavior of local management staff reflects the Center’s findings. We are aware of one local developer and property manager that specifically instructs their properties to continue to increase unit rents as long as the occupancy rates for their bedroom type exceeds 95%.

We consider any vacancy of more than 5.0% to exceed that typically associated with frictional vacancy due to normal turnover and to reflect market conditions. In a like manner we consider vacancies of less than 5% to reflect typical vacancy in a relatively stable market. All of the comparables are reporting occupancy rates of between 95% and 100%. Given the current economic conditions this would indicate positive market conditions. However, occupancy rates at any one point in time do not, necessarily fully reflect market conditions. In order to not overstate the impact of vacancy rates on market conditions, we adjusted the unit rents for each comparable by half of the amount the comparable vacancy rate differed from the 5.0% benchmark.

Line 6. Structures / Stories. We do not consider either of these attributes to significantly affect rental rates and we did not adjust the comparable rent data based on these characteristics except for Comparable 6, which is a gated development and has been adjusted downward accordingly for this desirable amenity.

Line 7. Yr. Built/Yr. Renovated. The subject property was constructed in the early 1973 and was rehabbed in 1999. The comparables have a range of ages, and the appraisers do not believe the vintage range of the buildings affects the rental rates. Any adjustment for condition due to age is made in Line 8.

Line 8. Condition / Street Appeal. As a newly constructed property, the subject will be considered to be in very good condition with good street appeal due. Market data indicates a premium for curb appeal and the attractiveness associated with new

building exteriors and units. Comparables 1, 4, 5 and 6 are considered similar to the subject in terms of the in terms of condition and street appeal and were not adjusted. Comparable 2 is considered inferior and was adjusted upward accordingly. Comparable 3 is considered in superior condition and as adjusted downward accordingly.

Line 9. Neighborhood. The subject property is located in Mattapan, Massachusetts. The comparable are located in surrounding Boston neighborhoods. Locational indicators such as median sales price for a single family home, the strength of the local school systems and our conversations with local area brokers indicated that Comparables, 1, 2, 3, 4 and 5 are in a more desirable locations when compared to the subject and we have adjusted these properties downward accordingly. Comparable 6, is located in Roslindale, which is considered similar in location in terms of rental potential. This comparable was not adjusted for location.

Lines 11 and 12. Bedroom and Baths. The subject contains one, two and three bedroom units. Comparables 1 and 4 do not contain three-bedroom units. To understand the premium associated with a private bedroom in an apartment that is separate from the additional size, we examined the rent difference achieved at market comparables, adjusting for value of the added space at \$0.50 per square foot. The analysis indicated a premium of \$125 for an extra bedroom, which we have applied to the comparables.

The subject has one bathroom in its one, two and three bedroom units. All of the comparables have the same number of bathrooms.

Line 13. Unit Square Footage. To value the size differences between the subject and the comparables, the appraiser reviewed the rental rates in the market for all characteristics except size. The appraiser concluded that there is no measurable value for any size difference that is less than 50 square feet. Based on a cost analysis of the market comparables, we estimate that other size differences warrant an adjustment of approximately \$0.50 per foot of space related to size. At a certain point, tenants no longer realize an advantage for a larger size and actually start to view it as detriment. In reflection of this we have capped the adjustment at a maximum of 10%.

Line 14. Balcony / Patio: The subject's units do not have balconies or patios. Comparables 3 and 4 have patios and balconies and the other comparables do not. Based on our conversations with local brokers, patios and balconies generate a premium of about \$10. We adjusted the comparable downward by this amount.

Line 15. AC: Central/Wall. The subject property provides central air-conditioning. Comparables 1, 3 and 6 provide central air conditioning while Comparables 2 and 4 provide central air conditioning. Comparable 5 provides no air conditioning. We adjusted by \$10 for centralized air conditioning and \$5 for wall air conditioning.

Line 16. Range/refrigerator. All of the properties contain a range and refrigerator. No adjustment has been made.

Line 17. Microwave/Dishwasher. The subject provides a dishwasher and a microwave. All of the comparables provide these amenities. No adjustment was made.

Line 18. Washer/Dryer. The subject provides washer and dryer hookups. Comparable 1 provides washer and dryer machines and the rest of the comparable provide neither the machines nor hookups. We adjusted Comparable 1 down by \$20 and the rest of the comparables up by \$20.

Line 19. Floor Covering. The comparables and the subject provide a mix of flooring types. No adjustment was made.

Line 20. Window Coverings. Based on our experience, the market does not recognize a premium for window treatment. No adjustment was made.

Line 21. Cable / Satellite / Internet. Cable and internet is available but not provided in the subject and all of the comparables. No adjustment was made.

Line 22. Site Office. Based on our review the market does not recognize a premium for a site office. No adjustment was made.

Line 23. Laundry Facility. The subject does not have a common laundry facility but has washer and dryer hookups. All of the comparables have a common laundry facility. No adjustment was made.

Line 24. Parking. The subject and three of the comparables provide off-street parking included in the rent. Comparables 1 and 2 charge extra for parking and were adjusted upwards accordingly. Comparable 5 has only limited surface parking and was adjusted upwards accordingly.

Line 25. Extra Storage. The subject does not provide extra storage. Comparable 6 offers bicycle storage and was adjusted downward accordingly.

Line 26. Security. The subject and all of the comparables are considered similarly secured and no adjustment was applied.

Line 27. Clubhouse / Meeting Rooms. The subject does not provide community space for residents. Comparable 2 offers a this amenity and was adjusted downward accordingly.

Line 28. Pool / Recreation Areas. The subject and none of the comparables offer this amenity. No adjustment was made.

Line 29. Business Ctr./Nbhd Netwk. The subject and all of the comparables do not provide a business center for tenants. No adjustment was necessary.

Lines 33-39. Utilities. Adjusted based on data from the local housing authority.

Line 46. Correlated Subject Rent (One-Bedroom) The adjusted rents for the one-bedroom units range from \$1,635 to \$1,980 a range of 21%. The street rents exhibit a range of 23%, demonstrating the clustering impact of the adjustments. The adjusted rents exhibit central tendencies (mean and median) of approximately \$1,797 to \$1,743. The weight average of the adjusted rents is \$1,848. Based on the analysis of the comparable properties, the range of adjusted rents, the central tendencies of the data, we concluded the market rent for the one-bedroom units based on an average size of 624 square feet to be \$1,800, or \$2.88 per square foot.

Line 46. Correlated Subject Rent (Two Bedroom) The adjusted rents for the two-bedroom units range from \$2,180 to \$2,555 a range of 17%. The street rents exhibit a range of 30%. The adjusted rents exhibited a mean and median of \$2,319 and \$2,294. The weight average of the adjusted rents is \$2,283. Based on the analysis of the comparable properties, the range of adjusted rents, the central tendencies of the data, we concluded the market rent for the two-bedroom units based on an average size of 1,026 square feet to be \$2,250, or \$2.19 per square foot

Line 46. Correlated Subject Rent (Three-Bedroom) The adjusted rents for the three-bedroom units range from \$2,338 to \$3,120 a range of 33%. The street rents exhibit a range of 79%. The adjusted rents exhibit central tendencies (mean and median) of approximately \$2,721 to \$2,655. The weighted average of the adjusted rents is \$2,577. The most similar comparable property is Comparable 6, which exhibits an adjusted rent of \$2,338. Based on the analysis of the comparable properties, the range of adjusted rents, the central tendencies of the data, we concluded the market rent for the three-bedroom units based on an average size of 1,366 square feet to be \$2,500, or \$1.99 per square foot.

The following exhibit is a summary of the subject unit mix and our corresponding estimates of market rents compared to unadjusted comparable data. With the exception of the three and four bedroom units, the market rents are bracketed by the comparable data. However, the price per square foot for the units is above the comparable data. Our estimates of market price represent stabilized prices. We recommend that the subject property offer a 20% discount on its market-rate units until it achieves at least a 10% occupancy.

Exhibit 37 –Market Rent Estimates

BEDROOM	BATH	SQ. FT. RANGE		UNIT RENTS				Bonz Market Rent Estimate
				RENT RANGE		\$/ SQ. FT. RANGE		
1 BR	1	550	1,100	\$1,750	\$2,900	\$2.03	\$4.18	\$1,800
2 BR	1-2	770	1,629	\$2,063	\$3,130	\$1.94	\$3.63	\$2,250
3 BR	1-2	1,148	2,000	\$2,063	\$4,200	\$1.80	\$2.73	\$2,500

We consider Parker Hill and Stony Brook Commons to be most similar to the subject property in terms of the strength of their locations and amenities. The rent estimates reflect the rents these properties achieve and what we think the subject property could achieve relative to its most similar properties. The rent adjustment grids for each unit type are shown on the following pages.

Exhibit 38 – Rent Grid One-Bedroom Units

<i>Subject</i>		<i>Comp #1</i>		<i>Comp #3</i>		<i>Comp #4</i>		<i>Comp #5</i>		<i>Comp #6</i>	
Olmsted Green		Oliver Lofts		225 Center		Parker Hill		Piano Craft Guild		Stony Brook	
591 Morton Street		166 Terrace St		225 Center St		170 Parker Hill		791 Tremont St		390 Blue Ledge Drive	
Mattapan, MA		Boston, MA		Jamaica Plain, MA		Boston, MA		Boston, MA		Roslindale, MA	
<i>Subject</i>		<i>Data</i>		<i>Data</i>		<i>Data</i>		<i>Data</i>		<i>Data</i>	
<i>Rents Charged</i>		<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>
1	\$ Last Rent / Restricted?	\$2,048		\$1,925		\$1,875		\$2,300		\$2,055	
2	Date Last Leased (mo/yr)	Nov-15		Nov-15		Nov-15		Nov-15		Nov-15	
3	Rent Concessions	No		No		No		No		No	
4	Occupancy for Unit Type	98.0%	\$30	100%	\$50	100%	\$45	98%	\$35	98%	\$30
5	Effective Rent & Rent/ sq. ft	\$2,078	\$ 2.42	\$1,975	\$ 2.95	\$1,920	\$ 2.87	\$2,335	\$ 4.25	\$2,085	\$ 3.22
<i>Design, Location, Condition</i>		<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>
6	Structure / Stories	3		E-TH/2-3		5		7		2-Gated	(\$100)
7	Yr. Built/Yr. Renovated	2015		1987		1965		1989/2010		2009	
8	Condition /Street Appeal	VG		VG/Exc	(\$50)	VG		VG		VG/VG	
9	Neighborhood	Superior	(\$200)	Superior	(\$190)	Superior	(\$280)	Superior	(\$460)	Similar	
10	Same Market? Miles to Subj										
<i>Unit Equipment/ Amenities</i>		<i>Data</i>	<i>Adj</i>	<i>Data</i>	<i>Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>
11	# Bedrooms	1		1		1		1		1	
12	# Baths	1		1		1		1		1	
13	Unit Interior Sq. Ft.	624	(\$120)	670	(\$20)	670	(\$20)	550	\$40	648	\$0
14	Balcony/ Patio	No		Yes	(\$10)	Yes	(\$10)	No		No	
15	AC: Central/ Wall	Central		Central		Unit	\$5	No	\$10	Central	
16	Range/ refrigerator	Yes/Yes		Yes/Yes		Yes/Yes		Yes/Yes		Yes/Yes	
17	Microwave/ Dishwasher	No/Yes	(\$5)	No/Yes		No/Yes		Yes/Yes	(\$5)	No/Yes	
18	Washer/Dryer	Hk-Ups	(\$20)	No	\$20	No	\$20	No	\$20	Hk-Ups	
19	Floor Coverings	Mixed		Mixed		Mixed		Mixed		Mixed	
20	Window Coverings	Yes		Yes		Yes		Yes		Yes	
21	Cable/ Satellite/Internet	Cable/Int		Cable/Int		Cable/Int		Cable/Int		Cable/Int	
22	Site Office	Yes		No		Yes		Yes		Yes	
23	Laundry Facility	No		Yes		Yes		Yes		Yes	
<i>Site Equipment/ Amenities</i>		<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>
24	Parking (\$ Fee)	Inc	\$20	Inc		Inc		Limited	\$10	Inc	
25	Extra Storage	No		No		No		No		Bicycle	(\$5)
26	Security	Intercom		Intercom		Intercom		Intercom		Intercom	
27	Clubhouse/ Meeting Rooms	No		No		No		No		No	
28	Pool/ Recreation Areas	No/No		No/No		No/No		No/No		No/No	
29	Business Ctr / Nbhd Netwk	No/No	(\$10)	No		No		No/No		No	
30	Service Coordination	No		No		No		No		No	
31	Non-shelter Services	No		No		No		No		No	
32	Neighborhood Networks	No		No		No		No		No	
<i>Utilities</i>		<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>
33	Heat (in rent?/ type)	Yes		Yes-G		Yes-G		Yes-G		Yes-G	
34	Cooling (in rent?/ type)	No		No		No		Yes	(\$12)	No	
35	Cooking (in rent?/ type)	No		No-E		No-E		Yes	(\$12)	No-E	
36	Hot Water (in rent?/ type)	Yes		Yes-G		Yes-G		Yes-G		Yes-G	
37	Other Electric	No		No		No		Yes	(\$25)	No	
38	Cold Water/ Sewer	Yes		Yes		Yes		Yes		Yes	
39	Trash/Recycling	Yes		Yes		Yes		Yes		Yes	
<i>Adjustments Recap</i>		<i>Pos</i>	<i>Neg</i>	<i>Pos</i>	<i>Neg</i>	<i>Pos</i>	<i>Neg</i>	<i>Pos</i>	<i>Neg</i>	<i>Pos</i>	<i>Neg</i>
40	# Adjustments B to D	1	5	1	4	2	3	4	2	0	2
41	Sum Adjustments B to D	\$20	(\$355)	\$20	(\$270)	\$25	(\$310)	\$80	(\$465)	\$0	(\$105)
42	Sum Utility Adjustments	\$0	\$0	\$0	\$0	\$0	\$0	\$0	(\$49)	\$0	\$0
		<i>Net</i>	<i>Gross</i>	<i>Net</i>	<i>Gross</i>	<i>Net</i>	<i>Gross</i>	<i>Net</i>	<i>Gross</i>	<i>Net</i>	<i>Gross</i>
43	Net/ Gross Adjmts B to E	(\$335)	\$375	(\$250)	\$290	(\$285)	\$335	(\$434)	\$594	(\$105)	\$105
<i>Adjusted & Market Rents</i>		<i>Adj. Rent</i>		<i>Adj. Rent</i>		<i>Adj. Rent</i>		<i>Adj. Rent</i>		<i>Adj. Rent</i>	
44	Adjusted Rent (5+ 43)	\$1,743		\$1,725		\$1,635		\$1,901		\$1,980	
45	Adj Rent/Last rent		84%		87%		85%		81%		95%
46	Estimated Market Rent	\$1,800	\$2.88 ←								

Exhibit 39 – Rent Grid Two-Bedroom Units

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5		Comp #6	
Olmsted Green		Oliver Lofts		Mission Main		225 Center		Parker Hill		Piano Craft Guild		Stony Brook	
591 Morton Street		166 Terrace St		26 St. Alphonsus		225 Center St		170 Parker Hill Avenue		791 Tremont St		390 Blue Ledge Drive	
Mattapan, MA		Boston, MA		Boston, MA		Jamica Plain, MA		Boston, MA		Boston, MA		Roslindale, MA	
A.	Rents Charged	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$2,400		\$2,990		\$2,650		\$2,350		\$3,000		\$2,312	
2	Date Last Leased (mo/yr)	Nov-15		Nov-15		Nov-15		Nov-15		Nov-15		Nov-15	
3	Rent Concessions	No		No		No		No		No		No	
4	Occupancy for Unit Type	98.0%	\$35	99.0%	\$60	100%	\$65	100%	\$60	98%	\$45	98%	\$30
5	Effective Rent & Rent/ sq. ft	\$2,435	\$ 2.35	\$3,050	\$ 2.20	\$2,715	\$ 2.68	\$2,410	\$ 3.13	\$3,045	\$ 2.54	\$2,342	\$ 2.45
B.	Design, Location, Condition	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	3		3		E-TH-2/3		5		7		2-Gated 2009	(\$120)
7	Yr. Built/Yr. Renovated	2015		1999		1987		1965		1989/2010			
8	Condition /Street Appeal	VG/VG		Gd/VG	\$150	VG/Exc	(\$70)	VG		VG		VG/VG	
9	Neighborhood	Superior	(\$240)	Superior	(\$450)	Superior	(\$270)	Superior	(\$350)	Superior	(\$600)	Similar	
10	Same Market? Miles to Subj												
C.	Unit Equipment/ Amenities	Data	Adj	Data	Adj	Data	Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	2		2		2		2		2		2	
12	# Baths	1		1		1		1		1		1	
13	Unit Interior Sq. Ft.	1,026	\$0	1,388	(\$180)	1,013	\$0	770	\$130	1,200	(\$90)	955	\$40
14	Balcony/ Patio	No		No		Yes	(\$10)	Yes	(\$10)	No		No	
15	AC: Central/ Wall	Central		Wall	\$5	Central		Unit	\$5	No	\$10	Central	
16	Range/ refrigerator	Yes/Yes		Yes/Yes		Yes/Yes		Yes/Yes		Yes/Yes		Yes/Yes	
17	Microwave/ Dishwasher	No/Yes	(\$5)	No/Yes		No/Yes		No/Yes		Yes/Yes	(\$5)	No/Yes	
18	Washer/Dryer	Hk-Ups	(\$20)	Yes	(\$20)	No	\$20	No	\$20	No	\$20	Hk-Ups	
19	Floor Coverings	Mixed		Mixed		Mixed		Mixed		Mixed		Mixed	
20	Window Coverings	Yes		Yes		Yes		Yes		Yes		Yes	
21	Cable/ Satellite/Internet	Cable/Int		Cable/Int		Cable/Int		Cable/Int		Cable/Int		Cable/Int	
22	Site Office	Yes		Yes		Yes		Yes		Yes		Yes	
23	Laundry Facility	No		No		No		Yes		Yes		Yes	
D.	Site Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	Inc	\$20	Fee	\$20	Inc		Inc		Limited	\$10	Inc	
25	Extra Storage	No		Fee		No		No		No		Bicycle	(\$5)
26	Security	Intercom		Intercom		Intercom		Intercom		Intercom		Intercom	
27	Clubhouse/ Meeting Rooms	No		Yes	(\$10)	No		No		No		No	
28	Pool/ Recreation Areas	No/No		No/No		No/No		No/No		No/No		No/No	
29	Business Ctr / Nhd Netwk	No/No	(\$10)	Yes	(\$10)	No		No		No/No		No	
30	Service Coordination	No		No		No		No		No		No	
31	Non-shelter Services	No		No		No		No		No		No	
32	Neighborhood Networks	No		No		No		No		No		No	
E.	Utilities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	Yes		Yes		Yes-G		Yes-G		Yes-G		Yes-G	
34	Cooling (in rent?/ type)	No		No		No		No		Yes	(\$15)	No	
35	Cooking (in rent?/ type)	No		No-E		No-E		No-E		Yes	(\$15)	No-E	
36	Hot Water (in rent?/ type)	Yes		Yes		Yes-G		Yes-G		Yes-G		Yes-G	
37	Other Electric	No		No		No		No		Yes	(\$30)	No	
38	Cold Water/ Sewer	Yes		No		Yes		Yes		Yes		Yes	
39	Trash/Recycling	Yes		Yes		Yes		Yes		Yes		Yes	
F.	Adjustments Recap	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	1	4	3	5	1	3	3	2	3	3	1	2
41	Sum Adjustments B to D	\$20	(\$275)	\$175	(\$670)	\$20	(\$350)	\$155	(\$360)	\$40	(\$695)	\$40	(\$125)
42	Sum Utility Adjustments	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	(\$60)	\$0	\$0
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	(\$235)	\$295	(\$495)	\$845	(\$330)	\$370	(\$205)	\$515	(\$715)	\$795	(\$85)	\$165
G.	Adjusted & Market Rents	Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$2,180		\$2,555		\$2,385		\$2,205		\$2,330		\$2,257	
45	Adj Rent/Last rent		90%		84%		88%		91%		77%		96%
46	Estimated Market Rent	\$2,250	\$2.19	← Estimated Market Rent/ Sq. Ft									

Exhibit 40 – Rent Grid Three-Bedroom Units

<i>Subject</i>		<i>Comp #1</i>		<i>Comp #2</i>		<i>Comp #3</i>		<i>Comp #4</i>		<i>Comp #5</i>		<i>Comp #6</i>	
Olmsted Green		Oliver Lofts		Mission Main		225 Center		Parker Hill		Piano Craft Guild		Stony Brook	
591 Morton Street		166 Terrace St		26 St. Alphonsus		225 Center St		170 Parker Hill		791 Tremont St		390 Blue Ledge Drive	
Mattapan, MA		Boston, MA		Boston, MA		Jamica Plain, MA		Boston, MA		Boston, MA		Roslindale, MA	
<i>A. Rents Charged</i>	<i>Data</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>
1	\$ Last Rent / Restricted?	\$2,775		\$3,475		\$3,050		\$2,350		\$4,200		\$2,368	
2	Date Last Leased (mo/yr)	Nov-15		Nov-15		Nov-15		Nov-15		Nov-15		Nov-15	
3	Rent Concessions	No		No		No		No		No		No	
4	Occupancy for Unit Type	98.0%	\$40	99.0%	\$70	100%	\$75	100%	\$60	98%	\$65	98%	\$35
5	Effective Rent & Rent/ sq. ft	\$2,815	\$ 1.90	\$3,545	\$ 2.55	\$3,125	\$ 2.61	\$2,410	\$ 3.13	\$4,265	\$ 2.37	\$2,403	\$ 2.09
<i>B. Design, Location, Condition</i>	<i>Data</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>
6	Structure / Stories	3		3		E-TH/2-3		5		7		2-Gated	(\$120)
7	Yr. Built/Yr. Renovated	2015		1999		1987		1965		1989/2010		2009	
8	Condition /Street Appeal	VG/VG		Gd/VG	\$170	VG/Exc	(\$80)	VG		VG		VG/VG	
9	Neighborhood	Superior	(\$280)	Superior	(\$520)	Superior	(\$310)	Superior	(\$350)	Superior	(\$840)	Similar	
10	Same Market? Miles to Subj												
<i>C. Unit Equipment/ Amenities</i>	<i>Data</i>	<i>Data</i>	<i>Adj</i>	<i>Data</i>	<i>Adj</i>	<i>Data</i>	<i>Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>
11	# Bedrooms	3	\$125	3		3		2	\$125	3		3	
12	# Baths	1		1		1		1		1		1	
13	Unit Interior Sq. Ft.	1,259	(\$110)	1,388	(\$60)	1,198	\$30	770	\$240	1,800	(\$270)	1,148	\$60
14	Balcony/ Patio	No		No		Yes	(\$10)	Yes	(\$10)	No		No	
15	AC: Central/ Wall	Central		Wall	\$5	Central		Unit	\$5	No	\$10	Central	
16	Range/ refrigerator	Yes/Yes		Yes/Yes		Yes/Yes		Yes/Yes		Yes/Yes		Yes/Yes	
17	Microwave/ Dishwasher	No/Yes	(\$5)	No/Yes		No/Yes		No/Yes		Yes/Yes	(\$5)	No/Yes	
18	Washer/Dryer	Hk-Ups	(\$20)	Yes	(\$20)	No	\$20	No	\$20	No	\$20	Hk-Ups	
19	Floor Coverings	Mixed		Mixed		Mixed		Mixed		Mixed		Mixed	
20	Window Coverings	Yes		Yes		Yes		Yes		Yes		Yes	
21	Cable/ Satellite/Internet	Cable/Int		Cable/Int		Cable/Int		Cable/Int		Cable/Int		Cable/Int	
22	Site Office	Yes		Yes		No		Yes		Yes		Yes	
23	Laundry Facility	No		No		Yes		Yes		Yes		Yes	
<i>D. Site Equipment/ Amenities</i>	<i>Data</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>
24	Parking (\$ Fee)	Inc	\$20	Fee	\$20	Inc		Inc		Limited	\$10	Inc	
25	Extra Storage	No		Fee		No		No		No		Bicycle	(\$5)
26	Security	Intercom		Intercom		Intercom		Intercom		Intercom		Intercom	
27	Clubhouse/ Meeting Rooms	No		Yes	(\$10)	No		No		No		No	
28	Pool/ Recreation Areas	No/No		No/No		No/No		No/No		No/No		No/No	
29	Business Ctr / Nhd Netw	No/No	(\$10)	Yes	(\$10)	No		No		No/No		No	
30	Service Coordination	No		No		No		No		No		No	
31	Non-shelter Services	No		No		No		No		No		No	
32	Neighborhood Networks	No		No		No		No		No		No	
<i>E. Utilities</i>	<i>Data</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>	<i>Data</i>	<i>\$ Adj</i>
33	Heat (in rent?/ type)	Yes		Yes		Yes-G		Yes-G		Yes-G		Yes-G	
34	Cooling (in rent?/ type)	No		No		No		No		Yes	(\$20)	No	
35	Cooking (in rent?/ type)	No		No-E		No-E		No-E		Yes	(\$20)	No-E	
36	Hot Water (in rent?/ type)	Yes		Yes		Yes-G		Yes-G		Yes-G		Yes-G	
37	Other Electric	No		No		No		No		Yes	(\$35)	No	
38	Cold Water/ Sewer	Yes		No		Yes		Yes		Yes		Yes	
39	Trash/Recycling	Yes		Yes		Yes		Yes		Yes		Yes	
<i>F. Adjustments Recap</i>	<i>Pos</i>	<i>Neg</i>	<i>Pos</i>	<i>Neg</i>	<i>Pos</i>	<i>Neg</i>	<i>Pos</i>	<i>Neg</i>	<i>Pos</i>	<i>Neg</i>	<i>Pos</i>	<i>Neg</i>	
40	# Adjustments B to D	2	5	3	5	2	3	4	2	3	3	1	2
41	Sum Adjustments B to D	\$145	(\$425)	\$195	(\$620)	\$50	(\$400)	\$390	(\$360)	\$40	(\$1,115)	\$60	(\$125)
42	Sum Utility Adjustments	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	(\$75)	\$0	\$0
43	Net/ Gross Adjmts B to E	(\$280)	\$570	(\$425)	\$815	(\$350)	\$450	\$30	\$750	(\$1,150)	\$1,230	(\$65)	\$185
<i>G. Adjusted & Market Rents</i>	<i>Adj. Rent</i>	<i>Adj. Rent</i>	<i>Adj. Rent</i>	<i>Adj. Rent</i>	<i>Adj. Rent</i>	<i>Adj. Rent</i>	<i>Adj. Rent</i>	<i>Adj. Rent</i>	<i>Adj. Rent</i>	<i>Adj. Rent</i>	<i>Adj. Rent</i>	<i>Adj. Rent</i>	
44	Adjusted Rent (5+ 43)	\$2,535		\$3,120		\$2,775		\$2,440		\$3,115		\$2,338	
45	Adj Rent/Last rent		90%		88%		89%		101%		73%		97%
46	Estimated Market Rent	\$2,500	\$1.99 ←	Estimated Market Rent/ Sq. Ft									

Our analysis indicates a market rent potential of \$1,800 to \$2,500 for the subject's units. The estimated rents are bracketed by the market data and are supported by the comparable analyses just described. The 30% units receive rent assistance, and a rent advantage comparison is not applicable. Our analysis indicates a rent advantage of 39% or more for the two and three-bedroom units. The next table illustrates the subject's market rent potential as compared to all of the comparables reviewed.

Exhibit 41 – Rent Advantage

Unit Type	Proposed Rent	Market Rent Estimate	Rent Advantage
MI 30% AMI 2-BR	\$665	\$2,250	70%
MI 30% AMI 3-BR	\$768	\$2,500	69%
MI 60% AMI 2-BR	\$1,330	\$2,250	41%
MI 60% AMI 3-BR	\$1,536	\$2,500	39%

Our review of general market indicators and the comparable rental data indicate support for new rental product such as the subject property's proposed units at the rent levels described. The next section of the report examines the specific market area support and level of demand for new rental units at the prices estimated.

There appear to be no known physical, legal, or market barriers to the development of the subject property as proposed or its operation and/or its achievement of a stabilized occupancy following the completion of the proposed scope of work. The market rent estimates exceed the rent levels proposed for the subject property and evidence the potential demand for the subject's units. The final section of this report quantifies the demand associated with the subject's units. The analysis of demand should be read in the context of the subject being a nearly fully occupied property.

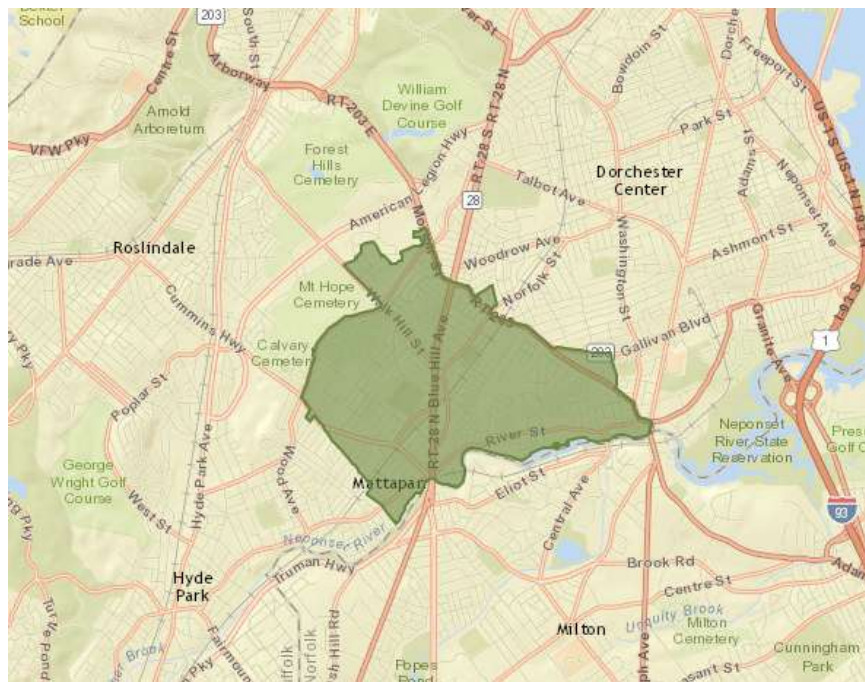
Market Area Definitions

Typically, local demand is influenced by national demand. The national economy is strong and growing, but the local Boston economy is even stronger and exhibiting greater rates of growth. Housing prices continue to rise and this growth exhibits a ripple effect on the greater Boston area, including Mattapan. The demand for the subject property's units is result of these ongoing national and local trends.

As discussed earlier, local households seeking affordable rental housing in the City of Boston have limited options. Olmsted Green will contain newly renovated units. Households that might prefer other areas of the city will find few available units that match the subject's condition and level of finishes. As a result, the subject will be able to attract potential tenants from much of the City of Boston and the entire City of Boston could be considered as a primary market.

Trends specific to Mattapan will affect household's perceptions of the area. In order to examine the specific characteristics of the market area, we examined a more focused primary market area defined by as the subject's 02126 zip code area.

Exhibit 42 – Map of Primary Market Area



We also analyzed a secondary rental market area, defined as the surrounding communities of Dorchester, Roslindale, Hyde Park, Milton, Jamaica Plain, and West Roxbury.

Exhibit 43 – Secondary Market Area



In our opinion, the analysis of the primary and secondary markets enables us to better speak to specific trends associated with the subject’s location. In recognition of the subject’s potential to attract residents from the entire city, we also examined data for the balance of Boston.

Capture Rates

The application of the adjusted distribution of households by income and to the units’ housing costs enables us to provide a narrowly focused estimate of the number of income-qualified renter households in the primary and secondary markets and determine the subject’s required capture rates. To better tie the market area households to the subject’s specific unit mix, we examined the total number of households in each income group, adjusted the total number of households to reflect the likely number of renter households, and then adjusted the number of renter households to reflect the appropriate households sizes (one to six person households) for each unit type. Note that for the purposes of our analysis we define 2-bedroom units as consisting of 3-4 person households and the 3-bedroom units as consisting of 5 to 6 person households. It is likely that these units could attract smaller households. Thus, our numbers likely understate the

demand for these unit types. Regardless, the estimates shown indicate very strong demand for the subject's mixed-income units.

Our analysis, which is based on the revised distribution of renter households by income group and household, indicates that there are from 43 to 658 of income-eligible household size adjusted renter households in the primary market for each unit type. The inclusion of the secondary market increases the number to some 388 to 8,137 for each unit type.

Exhibit 44 – Market Area Capture Rate Data

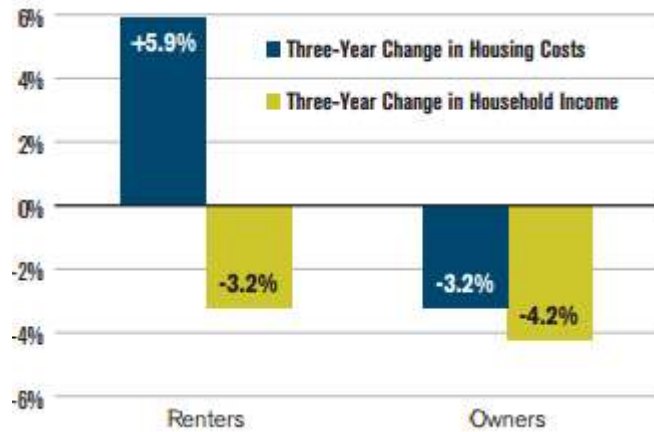
Income	Unit Data			Income Parameters		PM HH			SM HH			Total Adj. HH	Capture Rate		
	Bedrooms	Number	Hsg Cost	Minimum	Maximum	Inc. Elg.	Renter	HH Adj.	Inc. Elg.	Renter	HH Adj.		PM	SM	Total
MI Market	1-BR	2	\$1,800	\$61,500	\$200,000+	3,709	1,510	658	45,190	13,318	5,806	6,464	0.30%	0.03%	0.03%
MI Market	2-BR	52	\$2,250	\$77,000	\$200,000+	2,575	784	243	33,435	7,317	2,269	2,512	21.40%	2.29%	2.07%
MI Market	3-BR	6	\$2,500	\$85,500	\$200,000+	2,056	471	43	28,312	4,866	446	490	13.88%	1.34%	1.23%
MI 30% AMI	1-BR	9	\$0	\$0	\$24,000	2,351	1,757	766	20,657	16,909	7,371	8,137	1.18%	0.12%	0.11%
MI 30% AMI	2-BR	8	\$665	\$22,500	\$30,000	620	523	162	5,556	3,704	1,149	1,311	4.93%	0.70%	0.61%
MI 30% AMI	3-BR	0	\$768	\$26,000	\$34,500	622	490	45	5,966	3,738	343	388	0.00%	0.00%	0.00%
MI 60% AMI	2-BR	19	\$1,330	\$45,500	\$59,500	565	414	128	5,717	3,310	1,027	1,155	14.79%	1.85%	1.64%
MI 60% AMI	3-BR	4	\$1,536	\$52,500	\$69,000	909	601	55	9,670	5,089	467	522	7.25%	0.86%	0.77%
Total Mixed-Income		100				4,962	2,477	2,101	55,440	24,489	18,877	20,978	4.76%	0.53%	0.48%
Studio Units (1-Person)															14.4%
1 Bedroom Units (1-2 Persons)															43.6%
2 Bedroom Units (3-4 Persons)															31.0%
3 Bedroom Units (5-6 Persons)															9.2%
4+ Bedroom Units (6+ Persons)															11.0%
Income to Rent															35.0%

We consider the combined primary and secondary market as the best indicator of demand as the subject is highly likely to draw tenants from these area. Any leasing plan for these units would target tenants beyond the subject's Mattapan location, and we are confident the subject could attract tenants from the secondary market. We estimate that the subject's capture rate is less than 2.10% for each unit type when considering the primary and secondary market. The subject's capture rate points to the strong local demand for the subject's mixed-income units. Investors typically consider a capture rate of less than 10.0% as indicative of strong demand. The market analysis and capture rate review provide an indication of the likely demand for the subject's units. The next section of the report presents a more focused demand analysis, based on demand generated from households facing rental hardship, from households living in substandard housing and from households moving within the market area. The focused demand indicates that they are more than 1,051 income-qualified renter households in the primary market area that would be attracted to the subject's units.

FOCUSED ANALYSIS OF DEMAND FOR MIXED-INCOME UNITS

The subject's primary and secondary markets are distinguished by their limited amount of modern available affordable rental housing. As noted in the Housing Landscape 2013 published by the Center for Housing Policy, nearly one in four working households spends more than half of its income on housing costs. Moreover, despite falling home values, housing affordability worsened significantly for working owners and renters between 2008 and 2010 before leveling off in 2011. As indicated in the next chart, incomes declined even as rents increased making housing substantially less affordable for working renters.

Exhibit 45 – Trends in Income and Housing Costs



The report goes on to state that the overall share of working households with a severe housing cost burden increased significantly between 2008 and 2011, rising from 21.8 percent to 23.7 percent. The increase was also significant over the one-year period from 2009 to 2010 but held roughly steady between then and 2011. The increase in the share of working households paying more than half of their income for housing was driven largely by eroding affordability for working renters.

Exhibit 46 – Trends in Rental Burden



The waiting lists maintained by local housing providers confirm the findings of the Federal Reserve Bank of Boston. Market area occupancy levels and the age of the area’s housing stock evidence demand for the new affordable rental units. Our detailed analysis of the market area indicates that sufficient demand exists for the units as tax credit apartments. Despite the best efforts of housing groups to address this issue, the share of households—both owners and renters—in Massachusetts facing housing cost burdens remains at 24%. The percentage had declined to 22% in 2009 but increased back to 24% in 2010 and 2011.

The subject’s market area requires new affordable housing to address these issues. The subject’s primary and secondary markets are distinguished by their lack of modern available affordable rental housing.

The subject will provide 100 mixed-income units. affordable units will benefit from rent advantage since they are below market rent levels. Upon completion of the proposed development, the subject will provide 100 units of non-LIHTC mixed-income housing, 60 of which will be rented at market-rate prices and 40 of which are restricted to households earning less than 60% of AMI, with 15 further restricted to 30% AMI

The minimum income levels required to afford unit housing costs and the income ceilings designated by the funding programs create income ranges for each of the unit types. In order to achieve a sustainable occupancy the property needs to attract a sufficient number of income-qualified households to each unit type. Households occupying the market units should have incomes that exceed \$77,143. For the affordable units we set the income maximum at the 30% AMI level, households must have an income between \$22,800 and \$34,290. For the 60% AMI units, households must have income between \$45,600 and \$68,580.

As noted earlier in the report, and based on data from the American Housing Survey Report for the Boston Metropolitan Area: The next table table illustrates the distribution of all households in the primary market area by income group and compares their distribution with the primary market area households and renter households.

Exhibit 47 - Comparison of Area Households by Income Level

Income Level	Primary Market		
	Total	Renter	Percent
< \$15,000	1,437	911	18%
\$15,000 - \$24,999	1,016	940	19%
\$25,000 - \$34,999	732	577	11%
\$35,000 - \$49,999	875	712	14%
\$50,000 - \$74,999	1,377	911	18%
\$75,000 - \$99,999	1,082	651	13%
\$100,000 - \$149,999	1,431	284	6%
\$150,000 - \$199,999	292	54	1%
\$200,000+	<u>160</u>	<u>29</u>	<u>1%</u>
TOTAL	8,402	5,069	100%

The analysis associated with this section of the report focuses on the income-eligible market-area *renter* households that are likely to be attracted to the subject property. The balance of this section evaluates the level of demand in the subject’s market area for units with the income restrictions and proposed rental rates associated with the subject property.

Demand Analysis

In order to quantify that general demand, we examined several specific variables associated with the demand for these units. We evaluated demand for the subject's units due to existing housing burdens resulting from onerous rental payments and demand resulting from tenancy in sub-standard housing. We also evaluated demand related to mobility.

The U.S. Department of Housing and Urban Development conducts quadrennial housing surveys of the country's major metropolitan areas through its American Housing Survey ("AHS"). The study surveys households to determine, among other items, monthly housing payments as a percentage of household income and the number of households living in substandard housing. We have employed the AHS data relative to typical metropolitan areas and extrapolated to data in order to apply it to our primary market. Based on the data reviewed, local trends in housing costs, and our experience with the local housing market, we believe that it is reasonable to predicate our analysis on two key assumptions:

- 1) Trends evident in the market area related to housing burdens and housing conditions are, at least, reflective of the AHS survey data for the metropolitan area; and,
- 2) Current housing costs and housing conditions are either similar to the conditions illustrated in the housing survey or have worsened with a comparatively larger segment of the metropolitan and market area population suffering from housing cost and housing condition burdens.

As evidence, we compared the AHS survey data with 2009-2013 census survey data for the Middlesex County and Massachusetts which is the most recent data of this kind available. The AHS data indicate that 29.4% of area households dedicated more than 35% of their income toward housing costs. As shown in the next table, data from the 2009-2013 American Community Survey reflect rent hardship in Chelsea and Revere at 40.8% and 41.6% respectively and 41.6% for the county.

Exhibit 48 – Area Rent Hardship Data

	Rent as Percent of HH Income			
	Suffolk County		Boston	
	Total	Percent	Total	Percent
Less than 15.0%	20,063	10.9%	18,040	11.0%
15.0% to 19.9%	19,916	10.8%	17,197	10.5%
20.0% to 24.9%	19,490	10.6%	17,362	10.6%
25.0% to 29.9%	24,459	13.3%	21,954	13.4%
30.0% to 34.9%	18,145	9.8%	16,115	9.8%
35.0% or more	73,358	39.8%	64,171	39.1%
Not computed	8,910	4.8%	9,437	5.7%
Total	184,341	100.0%	164,276	100.0%

Source: Census Data, 2009-2013

In our opinion, the AHS data provides a reasonable, if not conservative assessment of current conditions in primary market area. Based on these assumptions, we have examined the AHS data and estimated housing demand for the subject’s affordable units based on indicators outlined in the survey. The AHS data has been extrapolated to reflect current demographic estimates.

We have assumed that the percentage of households in the area that suffer housing burdens, by income level, are similar to the percentage of households in metropolitan area that suffer housing burdens, by income. In terms of methodology, we have examined the number of households that suffer a housing burden by income group and applied these percentage indicators to the specified market. For our estimate of demand, we have eliminated those households that would not be considered income-qualified. Based on indicators associated with the local housing market, we believe that the AHS data related to housing burden is relevant for the market area.

Indicators of Rental Hardship

Based on our experience with affordable housing developments in New England, we believe households that currently suffer from a rental hardship will be attracted to the subject property. We have defined two types of rental hardship:

- 1) Rental hardship due to a household devoting more than 35% of their income to housing costs; and,

- 2) Rental hardship due to households living in sub-standard housing, which includes deficiencies in electricity, plumbing and living conditions. Items include housing with signs of rats, holes in floors and cracked plaster.

The subject property’s proposed apartments are expected to provide quality housing at rental rates that are affordable to lower-income households. Households facing rental hardships that move to the subject’s units will either reduce their monthly housing costs, improve their living conditions, or both.

Rent Burden

The AHS provides data detailing the percentage of housing that devote differing percentages of their income toward housing. The data indicates that 28% of all households in the metropolitan area devote more than 35% of their income to housing costs. The next exhibit illustrates the AHS survey data.

Exhibit 49 - Rental Burden in AHS Data

Income to Housing Costs	Percent	By Income Bracket (in \$1,000s)					
		< \$15.0	\$15.0-\$19.9	\$20.0-\$29.9	\$30.0-\$39.9	\$40.0-\$59.9	\$60.0+
< 30.0%	43.7%	14.8%	39.7%	21.1%	20.7%	57.3%	87.3%
30%-34%	7.8%	5.6%	5.5%	10.5%	8.0%	13.9%	6.2%
35%-39%	6.6%	4.6%	8.4%	5.4%	14.6%	13.8%	1.5%
40%-49%	7.9%	4.2%	4.6%	11.2%	22.4%	11.6%	1.7%
50%-59%	5.0%	2.3%	11.4%	15.7%	10.8%	1.1%	0.9%
60%-69%	3.7%	2.1%	4.6%	13.3%	9.7%	0.0%	0.0%
70%-99%	4.8%	5.7%	11.8%	14.2%	5.9%	0.0%	0.5%
100%+	14.1%	45.2%	13.9%	5.8%	1.1%	0.0%	0.0%
Other	<u>6.3%</u>	<u>15.6%</u>	<u>0.0%</u>	<u>2.8%</u>	<u>6.8%</u>	<u>2.3%</u>	<u>1.7%</u>
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
35%-99%	28.0%	18.8%	40.9%	59.8%	63.4%	26.4%	4.7%

Source: American Housing Survey

As described in the introduction to this section, we examined current demographic data related to the primary market to estimate the number of households in the city that face a rent burden. Our estimate of the number of households in the primary market facing a rental burden is illustrated in the next exhibit. As indicated, we estimate that approximately 1,615 market area households devote 35% to 99% of their household income to housing costs.

Exhibit 50 – Rental Burden in the Market Area

Income Group	Total Households	Renters	
		Total	Burdened
< \$15,000	1,437	911	171
\$15,000 - \$24,999	1,016	940	426
\$25,000 - \$34,999	732	577	352
\$35,000 - \$49,999	875	712	374
\$50,000 - \$74,999	1,377	911	187
\$75,000 - \$99,999	1,082	651	68
\$100,000 - \$149,999	1,431	284	29
\$150,000 - \$199,999	292	54	6
\$200,000+	<u>160</u>	<u>29</u>	<u>3</u>
TOTAL	8,402	5,069	1,615

Of this group, households will need to possess household incomes that do not exceed \$69,000 (rounded) to be considered income-qualified for the subject’s affordable tax credit units. Based on our analysis, we estimated that approximately 1,589 renter households that would be income-qualified for the subject units face rent burdens. These demand numbers include households of all sizes; however, households of differing sizes will be separately attracted to the studio, one, two, three-and four bedroom units. The gross demand numbers must be adjusted to reflect the number of one to eight person households contained in the rent burden demand estimates. According to US Census Data 2010, 44.4% of households in the primary market area are one- and two-person households, 33.1% are three to four person households and 12.5% are five to seven+ person households.

Exhibit 51– Number of Households by Household Size

Household Size	Primary Market	
	Total	Percent
1-Persons	2,169	27.1%
2-Persons	2,180	27.3%
3-Persons	1,594	19.9%
4-Persons	1,056	13.2%
5-Persons	581	7.3%
6-Persons	241	3.0%
7-Persons+	<u>179</u>	<u>2.2%</u>
Total	8,000	100.0%

We have assumed that the half the one person households and the two-person households will be attracted to the one-bedroom units, that the three and four-person households will

be attracted to the two-bedroom units, that the five to six person households will be attracted to the three-bedroom s.

The following table associated with the demand from rent burden shows demand adjusts the total demand by the household size appropriate for the subject property’s units.

Exhibit 52 – Qualified Renter Households in the Market Area – Rent Burden

Unit Type		Income Parameters		Qualified Households	
Income	Bedrooms	Minimum	Maximum	Total	Adj. HH Size
MI Market	1-BR	\$61,500	\$200,000	207	90
MI Market	2-BR	\$77,000	\$200,000+	100	31
MI Market	3-BR	\$85,500	\$200,000+	77	7
MI 30% AMI	1-BR	\$0	\$24,000	554	241
MI 30% AMI	2-BR	\$22,500	\$30,000	283	88
MI 30% AMI	3-BR	\$26,000	\$34,500	299	27
MI 60% AMI	2-BR	\$45,500	\$59,500	153	48
MI 60% AMI	3-BR	\$52,500	\$69,000	123	<u>11</u>
Total Mixed-Income					544

As shown, estimates based solely on the of the rent burden indicator of demand evidence a total demand pool of 544 income eligible renter households in the market area likely to be attracted to the subject’s tax credit units, with between 7 and 88 households for each unit type.

Sub-Standard Housing

The American Housing Survey also provides data on the number of households living in substandard housing. The survey data estimate nearly 53,000 households in the Boston metropolitan area live in sub-standard housing. Of these, almost 43,000 (more than 80%) earn less than \$56,000 and would be income qualified for the subjects affordable units.

Exhibit 53 - Sub-Standard Housing in AHS Data

Household Income	Total (in 1,000s)	Physical Problems		
		Severe	Moderate	Total
Less than \$15,000	99.70	5	8.6	13.6
\$15,000 to \$19,999	22.10	0.6	5.7	6.3
\$20,000 to \$24,999	14.90	0.5	2.6	3.1
\$25,000 to \$29,999	27.60	1.4	5	6.4
\$30,000 to \$34,999	24.30	1.1	2.5	3.6
\$35,000 to \$39,999	19.20	1.9	2	3.9
\$40,000 to \$49,999	35.00	1	3.8	4.8
\$50,000 to \$59,999	28.60	0.6	1.3	1.9
\$60,000 Plus	129.40	3.10	6.2	9.3
Total	400.80	15.20	37.7	52.9

Source: American Housing Survey, 2007 Data Table 4-12

Households living in sub-standard housing will be highly motivated to relocate to quality housing, provided these households can afford the housing costs. For our estimate, we adjust the AHS data for the market area to eliminate any households previously considered due to rent burdens. Based on the AHS data and the demographic data provided by STDBOnline, we estimate that approximately 638 market area households live in sub-standard housing and do not currently face a rent burden.

Exhibit 54 - Sub-Standard Housing in Market Area – Substandard Housing

Household Income	Renter Household	Rent Burdened	W/O Rent Burden	
			Total	Inferior Housing
< \$15,000	911	171	740	101
\$15,000 - \$24,999	940	426	515	147
\$25,000 - \$34,999	577	352	224	47
\$35,000 - \$49,999	712	374	338	78
\$50,000 - \$74,999	911	187	724	107
\$75,000 - \$99,999	651	68	583	118
\$100,000 - \$149,999	284	29	254	35
\$150,000 - \$199,999	54	6	48	3
\$200,000+	<u>29</u>	<u>3</u>	<u>26</u>	<u>2</u>
TOTAL	5,069	1,615	3,454	638

Source: American Housing Survey, 2012, Bonz and Company, Inc

As with those households facing a rent burden, we must eliminate those households that are not income eligible. We have divided the households that do not face a rent burden but live in sub-standard housing based on the income distribution seen in the market area.

A focus on income eligible households indicates that a total of 100 renter households that would be income-qualified for the subjects tax credit units and live in sub-standard housing, with 4 to 102 for each unit type. Again, these are households in substandard housing that do not also face a rent burden.

Exhibit 55 – Qualified Renter Households in the Market Area

Unit Type		Income Parameters		Qualified Households	
Income	Bedrooms	Minimum	Maximum	Total	Adj. HH Size
MI Market	1-BR	\$61,500	\$200,000	216	94
MI Market	2-BR	\$77,000	\$200,000+	149	46
MI Market	3-BR	\$85,500	\$200,000+	109	10
MI 30% AMI	1-BR	\$0	\$24,000	233	102
MI 30% AMI	2-BR	\$22,500	\$30,000	60	19
MI 30% AMI	3-BR	\$26,000	\$34,500	40	4
MI 60% AMI	2-BR	\$45,500	\$59,500	47	15
MI 60% AMI	3-BR	\$52,500	\$69,000	71	6
Total Mixed-Income					295

These numbers have also been adjusted to reflect household size for each unit type. The previous table shows the distribution of households in this area according to household size. These households constitute a second and independent pool of potential households for the units at the subject property.

Mobility/Turnover Demand

A number of households move every year. The number of households that move each year varies somewhat by the area of the country, by housing type, by age and by income. Households will move within their same county, outside of their county but within the same state, outside of the state, and outside of the country.

The development will represent newly renovated affordable rental housing. Households seeking housing due to mobility are likely to be attracted to the subject property. U.S. Census data indicates that renters move substantially more frequently than homeowners.

According to the U.S. Census 8.10% of all households in the Northeast and 17.74% of all renter households moved during the period 2008 to 2009. Of the renter households that move households, 87% remain in the same state and 69.38% remain in the same county.

Exhibit 56 – Mobility Census Data

	Where Households Move			
	Same County	Same State	In U.S.	Total
Northeast				
All Households				
Percent of All Households	5.4%	6.8%	7.8%	8.1%
Percent of Movers	66.6%	84.4%	95.7%	100.0%
Renter Households				
Percent of All Households	12.1%	14.8%	16.7%	17.5%
Percent of Movers	69.2%	84.3%	95.2%	100.0%

Source: U.S. Census Bureau, Current Population Survey 2011

Because a percentage of these households will have moved as a result of their rent burden or housing condition, we winnowed the estimate to avoid double counting households already considered in this analysis. We deducted the number of income-qualified households with a rent burden and the number of additional income-qualified households in sub-standard housing from our base of rental households. Our adjusted base of households is equal to 2,815 and indicates that approximately 494 renter households living in the area that do not face either a rent burden or live in sub-standard housing are likely to move within the market area.

Exhibit 57 – Focused Mobility Analysis

Total Renter Households	5,069
HHs with Rent Burden	<u>1,615</u>
Adjusted HH Base	3,454
HHs in Substandard Housing	<u>638</u>
Adjusted HH Base	2,815
Mobility Cohort @	17.5% 494

The subject property can expect to attract a percentage of that part of this group that is income qualified. The next exhibit allocates the households by income group.

Exhibit 58 – Mobility Data for Market Primary Area

Primary Market By Income Group	Renter Popluation	Households Moving Annually			Total
		Same County	Same State	In U.S.	
< \$15,000	89	61	75	85	89
\$15,000 - \$24,999	92	63	77	87	92
\$25,000 - \$34,999	56	39	47	54	56
\$35,000 - \$49,999	69	48	59	66	69
\$50,000 - \$74,999	89	61	75	85	89
\$75,000 - \$99,999	63	44	53	60	63
\$100,000 - \$149,999	28	19	23	26	28
\$150,000 - \$199,999	5	4	4	5	5
\$200,000+	3	<u>2</u>	<u>2</u>	<u>3</u>	<u>3</u>
TOTAL	494	342	417	470	494

We assume that the development will attract a percentage of these renter households; however, for households that fit within the income parameters, the subject’s newly built units are likely to represent the area’s most attractive housing option based on condition and price. Our review indicates that most of the affordable rental developments in the market area are 100% occupied, with many maintaining a waitlist. Given the lack of available affordable or market rate housing options in the subject’s market area, we believe that it is reasonable to assume the development could attract at least 15% of local income-eligible households that are choosing to move.

Exhibit 59 – Potential Tenants from Mobility Pool, Demand Market

Income Level	Adjusted Renter HHs	Moving in County	Capture @ 15.0%
< \$15,000	89	61	9
\$15,000 - \$24,999	92	63	10
\$25,000 - \$34,999	56	39	6
\$35,000 - \$49,999	69	48	7
\$50,000 - \$74,999	89	61	9
\$75,000 - \$99,999	63	44	7
\$100,000 - \$149,999	28	19	3
\$150,000 - \$199,999	5	4	1
\$200,000+	<u>3</u>	<u>2</u>	<u>0</u>
TOTAL	494	342	51

The property likely will also attract households from the balance of the county and that are not included in the demand market area that are likely to move. These households have not been included in the demand pools associated with rent burden and housing

condition; however, for the demand pool associated with mobility, we have specifically limited our analysis to households likely to move and remain within the County. Thus, for income qualified households already moving, the subject property will represent an attractive option. Given the impact of distance on the potential attractiveness of the property as a residential destination, but taking into account the lack of availability of other local affordable housing developments, we reduced the capture rate to 10%.

Exhibit 60 – Potential Tenants from Mobility Pool, Secondary Market

Income Level	Total Renter HHs	Renter HHs Moving		Capture @ 5.0%
		Total	In County	
< \$15,000	11,489	2,015	1,395	70
\$15,000 - \$24,999	6,023	1,056	731	37
\$25,000 - \$34,999	4,397	771	534	27
\$35,000 - \$49,999	5,380	944	653	33
\$50,000 - \$74,999	7,710	1,353	936	47
\$75,000 - \$99,999	5,105	896	620	31
\$100,000 - \$149,999	2,109	370	256	13
\$150,000 - \$199,999	1,053	185	128	6
\$200,000+	<u>888</u>	<u>156</u>	<u>108</u>	<u>5</u>
TOTAL	44,154	7,745	5,363	268

The following table shows the total number of households from the primary and secondary market.

Exhibit 61 – Total Demand from Mobility

Income Level	Moving in County	Capture @ 5.6%
< \$15,000	1,457	79
\$15,000 - \$24,999	795	46
\$25,000 - \$34,999	573	33
\$35,000 - \$49,999	701	40
\$50,000 - \$74,999	998	56
\$75,000 - \$99,999	664	38
\$100,000 - \$149,999	275	16
\$150,000 - \$199,999	132	7
\$200,000+	<u>110</u>	<u>6</u>
TOTAL	5,705	319

As with the demand pools associated with rent burden and sub-standard housing, our mobility count has been adjusted to reflect household size for each unit type. The next table shows the distribution of households in this area according to household size. These households constitute a third and independent pool of potential households for the units at the subject property. As shown there are a total of 141 renter households that

would be income-qualified for the subject’s affordable units, with between 3 and 53 for each unit type.

Exhibit 62 – Qualified Households - Mobility

Income	Unit Type Bedrooms	Income Parameters		Qualified Households	
		Minimum	Maximum	Total	Adj. HH Size
MI Market	1-BR	\$61,500	\$200,000	96	42
MI Market	2-BR	\$77,000	\$200,000+	63	20
MI Market	3-BR	\$85,500	\$200,000+	50	5
MI 30% AMI	1-BR	\$0	\$24,000	120	53
MI 30% AMI	2-BR	\$22,500	\$30,000	28	9
MI 30% AMI	3-BR	\$26,000	\$34,500	28	3
MI 60% AMI	2-BR	\$45,500	\$59,500	24	8
MI 60% AMI	3-BR	\$52,500	\$69,000	37	3
Total Mixed-Income					141

New Households

As discussed previously, the primary market is expected to add new income-eligible households over the next five years. These new households provide a source of tenants for the subject property.

Exhibit 63 – New Market Area Households

	Year		Change
	2015	2020	
Primary Market			
Occupied Units	8,402	8,949	547
Owner Units	3,333	3,559	226
Renter Units	5,069	5,390	321
Secondary Market			
Occupied Units	88,737	92,969	4,232
Owner Units	44,583	46,522	1,939
Renter Units	44,154	46,447	2,293

Source: STDB Online

We have assumed specific income ranges for each unit type. In order to evaluate the impact of the area’s assumed population growth on the subject demand, we first must allocate the new households by income level. The distribution reflects the discussion of tenure by income contained in this section of the report.

Exhibit 64 – New Households by Income Level

	Primary Market		
	2014	2019	Change
Renter Households			
Occupied Households	8,402	8,949	547
Owner Households	3,333	3,559	226
Renter Households	5,069	5,390	321
< \$15,000	911	969	58
\$15,000 - \$24,999	940	1,000	60
\$25,000 - \$34,999	577	613	37
\$35,000 - \$49,999	712	757	45
\$50,000 - \$74,999	911	969	58
\$75,000 - \$99,999	651	692	41
\$100,000 - \$149,999	284	302	18
\$150,000 - \$199,999	54	57	3
\$200,000+	<u>29</u>	<u>31</u>	<u>2</u>
TOTAL	5,069	5,390	321

	Secondary Market		
	2014	2019	Change
Renter Households			
Occupied Households	88,737	92,969	4,232
Owner Households	44,583	46,522	1,939
Renter Households	44,154	46,447	2,293
< \$15,000	11,489	12,085	597
\$15,000 - \$24,999	6,023	6,335	313
\$25,000 - \$34,999	4,397	4,626	228
\$35,000 - \$49,999	5,380	5,660	279
\$50,000 - \$74,999	7,710	8,111	400
\$75,000 - \$99,999	5,105	5,370	265
\$100,000 - \$149,999	2,109	2,218	110
\$150,000 - \$199,999	1,053	1,108	55
\$200,000+	<u>888</u>	<u>934</u>	<u>46</u>
TOTAL	44,154	46,447	2,293

Within the market, the number of renter households with income of less than \$69,000 is projected to increase in the primary and secondary market area in the next five years. As with the mobility analysis the subject will likely capture a fraction of these households as they select housing. We applied the 15% rate and 5% rate as discussed in the analysis of mobility, based on the lack of available housing in the immediate market area.

Exhibit 65 – Capture of New Households

Income Level	Primary Market		Secondary Market	
	New Renter HHs	Capture @ 15.0%	New Renter HHs	Capture @ 5%
< \$15,000	58	9	597	30
\$15,000 - \$24,999	60	9	313	16
\$25,000 - \$34,999	37	5	228	11
\$35,000 - \$49,999	45	7	279	14
\$75,000 - \$99,999	41	6	265	13
\$100,000 - \$149,999	18	3	110	5
\$150,000 - \$199,999	3	1	55	3
\$200,000+	<u>2</u>	<u>0</u>	<u>46</u>	<u>2</u>
TOTAL	321	48	2,293	115

The demand pool from the primary and secondary market area needs to be adjusted to reflect household size for this market. The following table shows the distribution of new households from the primary market area according to household size. These households constitute a final independent pool of potential households for the housing units at the subject property.

Exhibit 66 - Quantified Primary Market Area Demand based on Growth

Unit Type	Income	Bedrooms	Income Parameters		Qualified Households	
			Minimum	Maximum	Total	Adj. HH Size
MI Market		1-BR	\$61,500	\$200,000	49	21
MI Market		2-BR	\$77,000	\$200,000+	32	10
MI Market		3-BR	\$85,500	\$200,000+	25	2
MI 30% AMI		1-BR	\$0	\$24,000	61	26
MI 30% AMI		2-BR	\$22,500	\$30,000	15	5
MI 30% AMI		3-BR	\$26,000	\$34,500	14	1
MI 60% AMI		2-BR	\$45,500	\$59,500	13	4
MI 60% AMI		3-BR	\$52,500	\$69,000	19	<u>2</u>
Total Mixed-Income						71

Market Assessment

Our analysis of the housing market indicates strong demand for the subject property’s units. The demand will be generated from households facing rental hardship due to housing costs and from households facing hardship due to housing conditions. The market assessment quantifies the level of demand discussed previously and segments the identified potential pool of tenants by unit type and by income type.

Our analysis indicates a demand pool of some 1,051 households for the subject units, with between 23 and 422 for each unit type.

Exhibit 67 - Summary of Focused Demand

Unit Type		Income Parameters		Demand Pool				
Income	Bedrooms	Minimum	Maximum	Rent Burden	Hsg Cond	New HHs	Mobility	Total
MI Market	1-BR	\$61,500	\$200,000	90	94	21	42	248
MI Market	2-BR	\$77,000	\$200,000+	31	46	10	20	107
MI Market	3-BR	\$85,500	\$200,000+	7	10	2	5	24
MI 30% AMI	1-BR	\$0	\$24,000	241	102	26	53	422
MI 30% AMI	2-BR	\$22,500	\$30,000	88	19	5	9	119
MI 30% AMI	3-BR	\$26,000	\$34,500	27	4	1	3	35
MI 60% AMI	2-BR	\$45,500	\$59,500	48	15	4	8	74
MI 60% AMI	3-BR	\$52,500	\$69,000	11	6	2	3	23
Total Mixed-Income								1,051

The analysis of housing indicators and mobility patterns indicates a substantial amount of income-qualified renter households. These households have been adjusted to reflect the unit mix at the subject property in terms of household size as well as income characteristics. It should be noted that these demand figures likely understate demand for the subject property because they exclude households with mobile vouchers. These households would serve to increase the demand pool for the subject property.

Absorption

We expect that the subject property would begin leasing its units 3 months prior to opening and be fully leased within six months after the beginning of lease up. St. Kevin’s a tax credit property in Dorchester, opened in July 2015 and leased 32 of its 33 units within two months, with any delays the result of processing. Beach Street Apartments in Revere, begin leasing two months prior to its April 2015 opening and had fully leased up

Olmsted Green
Mattapan, MA

all 30 of its units at the time of opening. These properties' absorption records are indicative of the high demand for affordable housing in Boston area. We expect the subject property to lease between 15 and 20 affordable units per month and to be fully occupied within six months from the start of lease up. Market rate units typically lease up slower than affordable units but we believe the subject could lease between 5 and 10 market rate units per month and be fully leased up within six months of completion of the subject's units.

APPENDIX 1 – QUALIFICATIONS

Robert H. Salisbury – Director/Principal

For the past 30 years, Mr. Salisbury has served as a real estate project manager, consultant and appraiser to a wide variety of private and public clients throughout New England and California. In Mr. Salisbury’s valuation and consulting experience, he has conducted: 1) valuation studies for all types of urban and rural properties, 2) detailed market and feasibility studies, 3) highest and best use and most profitable use analyses, 4) land planning and development strategies, 5) financial analysis of real estate portfolios, 6) market surveys of commercial and industrial space, and 7) regional office market studies. He is a Peer-Certified Member of the National Council of Affordable Housing Market Analysts (“NCAHMA”).

Mr. Salisbury holds the degree of Bachelor of Arts from the University of Wisconsin at Madison, Wisconsin and a Master’s In Public Policy from the Kennedy School of Government at Harvard University in Cambridge, Massachusetts. He has completed extensive appraisal courses and seminars offered by the Appraisal Institute as well as real estate financial classes at Boston area universities. Mr. Salisbury is a Massachusetts licensed Certified General Real Estate Appraiser. And has received Certificates of Completion for Multi-family Accelerated Processing (“MAP”) Third Party Training from the Department of Housing and Urban Development.

Concentrations

- 1) *Residential housing market analyses and appraisals:* These include fully affordable and mixed-income properties located in Rhode Island, Massachusetts, and New Hampshire. The analyses were completed for private developers, non-profit housing corporations, and state agencies.
- 2) *Market analyses and appraisals for housing financing through HUD’s MAP program.* These include 100% market-rate and mixed-income properties located in Massachusetts, and Rhode Island. The analyses were completed for Mortgage Bankers

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Qualifications of Jacob R. Brown
Associate
Bonz and Company, Inc.

Mr. Brown is an Associate at Bonz and Company. He holds a Bachelor of Arts in Political Science from Emory University (2012) and a Master's in Urban Studies from the London School of Economics (2013).

Mr. Brown is currently continuing coursework in pursuit of real estate appraisal licensing in the Commonwealth of Massachusetts and has completed the Basic Appraisal Principles course.

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APPENDIX 2 – DHCD MARKET ANALYSIS SUMMARY FORM

PRIMARY MARKET AREA ANALYSIS SUMMARY			
DEVELOPMENT NAME:	<u>Olmsted Green</u>	TOTAL UNITS	100
LOCATION:	<u>Mattapan, MA</u>	LIHTC UNITS	40
PMA BOUNDARY:	<u>Mattapan, MA</u>		

RENTAL HOUSING STOCK				
RENTAL TYPE	# PROPERTIES	TOTAL UNITS	VACANT UNITS	AVERAGE OCCUPANCY
ALL RENTAL HOUSING	10	1275	12	99%
LIHTC	3	115	0	100%
MARKET RATE HOUSING	5	929	18	97%
OTHER ASSISTED/SUBSIDIZED	2	231	0	100%

How many applicant are on the local housing authority's public housing waiting list?	20,000+
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LIHTC HOUSING

PROPERTY	UNIT TYPE	SIZE (SF)	RENT (LESS UA)	UTILITY ALLOWANCE	PROPOSED RENTS PER ONE-STOP (LESS UA)	VACANCY RATE
St. Kevin's Apartments 516 Columbia Road Dorchester, MA	0BR					3.0%
	1BR	729	\$980			
	2BR	1,004	\$795-\$1,159			
	3BR	1,118	\$1,067-\$1,323			
	4BR					

Quincy Geneva IV 9 Creston Street Roxbury, MA	0BR					0.0%
	1BR		\$788-\$946	0		
	2BR		\$946-\$1,135	0		
	3BR		\$1,093-\$1,311	0		
	4BR		\$1,219-\$1,464	0		

Egleston Crossing 3033 Washington Street Boston, MA	EFF	500	\$707			4.0%
	1BR	600	\$891-\$965			
	2BR	700	\$1,053-\$1,219			
	3BR					
	4BR					

MARKET RATE HOUSING

PROPERTY	UNIT TYPE	SIZE (SF)	RENT (LESS UA)	UTILITY ALLOWANCE	PROPOSED RENTS PER ONE-STOP (LESS UA)	VACANCY RATE
Stony Brook Commons 390 Blue Ledge Drive Roslindale, MA	0BR	468-685	\$1303-\$1528			2.2%
	1BR	648	\$1952-\$2158			
	2BR	955-1148	\$2,063-\$2,561			
	3BR	1,148-1,278	\$2,063-\$2,673			
	4BR					

Oliver Lofts 166 Terrace Street Boston, MA 02120	0BR					2.00%
	1BR	678-1036	\$1995-\$2100			
	2BR	932-1137	\$2300-\$2500			
	3BR	1330-1629	\$2600-\$2950			
	4BR					

225 Centre Street Jamaica Plain, MA	0BR					0%
	1BR	670-745	\$1800-\$2050			
	2BR	860-1165	\$2400-\$2900			
	3BR	1185-1210	\$2900-\$3200			
	4BR					

OTHER ASSISTED/SUBSIDIZED HOUSING						
PROPERTY	UNIT TYPE	SIZE (SF)	RENT (LESS UA)	UTILITY ALLOWANCE	PROPOSED RENTS PER ONE-STOP (LESS UA)	VACANCY RATE
Waterford Place, 180 Shawmut Ave, Boston,MA	0BR					0%
	1BR	512	\$838	\$47		
	2BR	752	\$1,000	\$62		
	3BR	1177	\$1,151	\$76		
	4BR	1350	\$1,277	\$93		

Quincy Towers, 8 Oak Street, Boston,MA	0BR					0%
	1BR	500	\$800			
	2BR					
	3BR					
	4BR					

Woodbourne Apartments 6 Southbourne Road Boston, MA	0BR					0.00%
	1BR	650	Based on income			
	2BR	875				
	3BR					
	4BR					

DEMOGRAPHIC DATA				
YEAR	2010	CURRENT YEAR (2015)		2019
AREA'S POPULATION	21,486	22,248		23,550
TOTAL HOUSEHOLDS	8,001	8,402		8,949
RENTER HOUSEHOLDS	5361	5629		5996
INCOME QUALIFIED RENTER HH	3,538	3,832		3957
MEDIAN INCOME FOR PMA		\$51,786		\$58,347

MARKET DATA						
PROJECT'S PROPOSED TARGET POPULATION						
LOCAL EMPLOYERS IN PMA	INDUSTRY		TYPE OF JOBS AVAILABLE		NUMBER OF EMPLOYEE JOBS	
	Health Care & Social Assistance				124,500	
	Finance & Insurance				66,670	
	Professional & Technical				64,400	
MINIMUM INCOME NEEDED TO LEASE UNIT BY INCOME %	UNIT TYPE	30%	50%	60%	MARKET RATE	
	0BR					
	1BR					
	2BR	\$22,500			\$45,500	\$77,000
	3BR	\$26,000			\$52,500	\$85,500
4BR						
CAPTURE RATE BY INCOME %	30%	<5.0%	50%	<5.0%	60.0%	<5.0%
POTENTIAL ABSORPTION RATE	Within 3-4 months of construction completion					

YEAR	2000	CURRENT YEAR (2015)		2020
UNEMPLOYMENT RATE	2.30%	4.70%		N/Av