
AN MPF YIELDSTAR

REPORT

**Jefferson at Matlack Street
Apartment Development Potential
West Chester, PA**

for

JPI Development, Inc.

December 2006

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1.0 Executive Summary

Objective

This research, commissioned by JPI, examines the feasibility of the development of new luxury apartments in the West Chester suburb of Philadelphia, Pennsylvania. Specifically, this Report evaluates the competitive leasing environment that the Subject will face, in order to 1) forecast achievable rental rates and lease-up pace, 2) evaluate product design proposed by JPI (unit mix, unit sizes and amenities), and 3) profile the residents likely to be attracted to a site.

Philadelphia Employment Growth

Philadelphia is a large employment market, containing almost 2.5 million jobs as of October 2006. Following losses totaling nearly 100,000 jobs in the early 1990s, Philadelphia gained jobs at an average of 40,300 per annum from 1994 through 1999, peaking at over 57,000 jobs gained in 1997. Philadelphia continued to grow in 2000, adding almost 38,000 new jobs, but slowed to a gain of only some 10,000 in 2001 as the nation went into recession; it then lost approximately 8,000 jobs in both 2002 and 2003. During 2004 the area began to recover, and over 11,000 jobs were gained. Healthy growth returned in 2005, with almost 26,000 jobs added, and during the first ten months of 2006 jobs were added at a pace just under 19,000. M/PF's forecast calls for continued growth throughout the forecast period, averaging just below 19,000 jobs added per year through 2010.

Philadelphia Apartment Market

Philadelphia is a moderately large apartment market, containing just over 284,000 apartment units at year-end 2005. Occupancy within the Philadelphia Metro apartment market peaked during 2000, reaching 98.4 percent at year end. From 1993 through 2000, occupancy increased consistently in the Metro, rising almost four percentage points, and rents grew at an annual average of 3.7 percent. With the onset of recession in the economy during 2001, and negative job growth in both 2002 and 2003, occupancy eased to 96.2 percent by year-end 2003. In tandem with this easing of occupancy, rent growth for the three-year 2001-2003 period averaged only 0.9 percent. Despite an upturn in the area's economy during 2004 and 2005, occupancy continued to ease downward, ending 2005 at 95.6 percent. Rents increased by less than a percent in both 2004 and 2005. M/PF's forecast calls for a stable market throughout the 2006 to 2010 forecast period, with occupancy averaging 95.8 percent by year-end 2010 and rent growth averaging approximately 1.6 percent per annum.

West Chester Apartment Market

Unlike the Philadelphia Metro Area, occupancy in the West Chester Market Area peaked in 1996, reaching 98.9 percent at year end. Occupancy in West Chester never fell much below 98 percent from 1995 through 2001, and rent growth averaged a healthy 4.7 percent. As was true for the Metro Area, West Chester apartments felt the effects of the 2001 recession; occupancy declined to 95.0 percent by year-end 2002 and remained in the 95 to 96 percent range throughout the 2003 through 2005 period. Rent growth also stalled in 2002 as rents remained virtually unchanged from the level established in 2001. Although there was some annual variability, rent growth continued at a virtual zero growth pace during the 2003 through 2005 period. M/PF's

forecast indicates that demand should slightly outpace new supply throughout the 2006 to 2010 forecast period. Occupancy is expected to strengthen gradually to just over 97 percent by year-end 2010. Rent growth is also expected to accelerate gradually, rising from approximately 1 percent growth in 2006 to 2.6 percent in 2010.

Subject

The Matlack Street Site is located at the northwest corner of Matlack Street and US Highway 202 in the West Chester suburb of Philadelphia. JPI's proposed unit mix includes 34 percent one-bedroom/one-bath, 16 percent one-bedroom/one-bath/den, 43 percent two-bedroom/two-bath, and 3 percent each of three-bedroom/two-bath and three-bedroom/two-bath/den designs. JPI's proposed unit sizes average 1,003 square feet. (Individual unit sizes are shown in the following Table 1.0-1.) Base amenities valued at \$273 will position the Subject near the top of the existing market, with only two properties offering base packages with a higher value (Claremont at Eagleview at \$300 and Camden Valleybrook at \$276). On average, the competitive properties offer base amenity packages valued at \$224 per month. JPI's proposed premium amenities add approximately one percent to the recommended base rents. On average, competitive properties offer premium amenity packages that add 3.2 percent to their average base rents. The first of the 234-unit community will be delivered in late 2009, with completion scheduled for 2010.

Current Competition Profile

Nine stabilized competitive properties and one property in initial lease-up were examined in this research. All of these competitive communities are located within eight miles of the Subject Site. The closest competitors are Jefferson at Westtown (approximately one mile south) and Sharples Works (approximately two miles north). Containing over 2,300 units, the nine stabilized competitors average 97 percent in overall occupancy. The combined unit mix of the stabilized communities includes 37 percent studio or one-bedroom, 17 percent one-bedroom/den or two-bedroom/one-bath, 39 percent two-bedroom, and 7 percent three-bedroom or larger floor plans. The stabilized units range from 486 to 1,470 square feet, and average 1,007 square feet overall. Quoted base rents average \$1.331 per square foot, or \$1,340 per month, while quoted all-in rents average \$1.365 per square foot, or \$1,375 per month. Three of the nine stabilized competitors are currently offering concessions, but the specials offered reduce effective rents by only 2.2 percent. Cornerstone Terrace is currently in initial lease-up, with 50 percent of its 244 units occupied. Units average 1,047 square feet in size. The property achieves base rents that average \$1.242 per square foot and all-in rents that average \$1.289 per square foot, or \$1,349 per month. Rental concessions reduce these rates by 5.3 percent.

Rent Recommendations

M/PF's recommended base rents for Matlack Street average \$1.490 per square foot, or \$1,495 per month. Premium amenities and parking bring all-in rents to \$1.617 per square foot, or \$1,622 monthly.

Table 1.0-1

Rent Recommendations for JPI Product Jefferson at Matlack Street					
Unit Type	JPI Proposed			M/PF Recommended	
	# Units	% of Total	Unit Size (Sq. Ft.)	Monthly Base ^a Rent	Base Rent/ Sq. Ft.
1/1	20	9%	658	\$1,187	\$1.804
1/1	3	1%	698	\$1,213	\$1.738
1/1	28	12%	790	\$1,274	\$1.612
1/1	15	6%	876	\$1,330	\$1.518
1/1	6	3%	878	\$1,331	\$1.516
1/1 loft	8	3%	925	\$1,412	\$1.527
1/1 den	38	16%	906	\$1,422	\$1.569
2/2	4	2%	1,049	\$1,591	\$1.517
2/2	4	2%	1,067	\$1,598	\$1.498
2/2	4	2%	1,113	\$1,616	\$1.452
2/2	59	25%	1,120	\$1,619	\$1.445
2/2	4	2%	1,218	\$1,657	\$1.360
2/2	3	1%	1,252	\$1,670	\$1.334
2/2 loft	21	9%	1,255	\$1,721	\$1.371
2/2 loft	1	0%	1,387	\$1,772	\$1.278
3/2	4	2%	1,239	\$1,740	\$1.404
3/2	4	2%	1,297	\$1,763	\$1.359
3/2 den	4	2%	1,384	\$1,871	\$1.352
3/2 den	4	2%	1,523	\$1,925	\$1.264
Total/ Average	234	100%	1,003	\$1,495	\$1.490

^a Base rent includes 9-foot ceilings (\$10), central air conditioning (\$25), black-on-black kitchen appliances (\$5), ceiling fan in bedroom (\$5) and in living room (\$5), ceramic tile bath surround (\$3), ceramic tile floor in entry (\$5) and in kitchen (\$10), pre-wired for high-speed Internet access (\$5), ice maker (\$5), microwave oven (\$5), multiple phone lines (\$5), pantry (\$3), plant ledges (\$5), programmable thermostat (\$5), flat cooktop stove (\$15), track lighting (\$3), oval/soaker tub (\$10), washer/dryer connections (\$10), side-by-side washer/dryer machines (\$40), walk-in closet (\$5), billiards (\$3), business center (\$5), clubhouse/clubroom (\$5), coffee bar (\$3), conference room with table and chairs (\$5), controlled building access (\$10), elevator (\$10), state-of-the-art fitness center (\$25), movie theatre (\$10), picnic/grill area (\$3), pub room (\$5), and swimming pool (\$5).

Table 1.0-1 continued

Rent Premiums		
Premium Features	Number and Value	Aggregate Premium for the 234-Unit Subject
Unit Premiums		
Computer Desk	59 at \$25	\$0.006
Entry Hall Closet	117 at \$3	\$0.001
Kitchen Island	47 at \$20	\$0.004
Patio/Balcony	164 at \$5	\$0.003
Total Unit Premiums		\$0.015
Parking		
First car	234 at \$100	\$0.100
Second car - reserved	19 at \$100	\$0.008
Second car - unreserved	13 at \$75	\$0.004
Total Parking Premiums		\$0.112
Total All-in Rent		\$1.617

Lease-up Forecast

M/PF’s supply/demand analysis suggests that occupancy in the West Chester Market Area will remain healthy throughout the forecast period. Assuming the Subject Property captures its fair share of demand when units begin to be delivered in 2009, absorption should average 22 units per month, producing a 10-month absorption period to 95 percent occupancy.

Resident Profile

M/PF’s basic feasibility research was augmented by a web-based survey administered to residents of competitive apartments in the area surrounding the Subject Site. Questionnaires were sent to 2,000 area apartment residents. Some 169 responses were received, an 8.5 percent response rate. A summary of the survey results is presented below.

Table 1.0-2

Resident Survey Summary		
	All Respondents	Target Market
Demographics		
1-Adult	47%	40%
Childless Couple	27%	29%
Households with Children	19%	21%
Roommates	7%	10%
Average Household Income	\$88,150	\$91,070
Average Rent	\$1,290	\$1,305
Average Share of Income Spent on Rent	21%	20%
Subject Site		
Desirable	17%	20%
Acceptable	49%	62%
Undesirable	19%	--
No opinion	15%	18%
Resident Characteristics		
Current Floor Plan		
1/1	30%	29%
1/1/den or 2/1	21%	17%
2/2	36%	41%
3/2 +	12%	13%
Preferred Floor Plan		
1/1	26%	28%
1/1/den or 2/1	14%	12%
2/2	49%	48%
3/2 +	11%	12%

2.0 Product Design

Unit Mix

Based on existing and future supply, product currently occupied, and performance of the existing supply, **it appears that JPI’s proposed unit mix for the Subject is appropriate for this market. The proposed mix includes 34 percent one-bedroom, 16 percent one-bedroom/one-bath/den, 43 percent two-bedroom/two-bath, 3 percent three-bedroom/two-bath, and 3 percent three-bedroom/two-bath/den floor plans.**

Table 2.0-1

Recommended Unit Mix for Subject Property				
	1-1	1-den, 2-1	2-2	3-2 3-2-den
Target Market Survey Data				
Presently Occupied	29%	17%	41%	13%
Preferred	28%	12%	48%	12%
% Income-Qualified for Preferred Floor Plan	28%	11%	50%	11%
Stabilized Competitors				
Mix	37%	17%	39%	7%
Rent/SF	\$1.473	\$1.184	\$1.298	\$1.264
Unit size	873	1,045	1,140	1,387
Occupancy	98%	99%	97%	92%
Lease-up Competitor				
Mix	44%	6%	45%	5%
Rent/SF	\$1.348	\$1.300	\$1.168	\$1.261
Unit Size	844	977	1,203	1,340
Proposed by JPI				
Mix	34%	16%	43%	7%
Unit Size	790	906	1,154	1,361

As can be seen in Table 2.0-1, 29 percent of the Target Market (defined by the resident survey as those respondents who did not find the Subject Site unacceptable and who earned incomes that would qualify them to rent at the Subject Development) currently live in one-bedroom apartments and 41 percent live in two-bedroom units. While these percentages may be constrained by the existing supply, when asked to choose among floor plans at competitive rents, 28 percent of respondents chose a one-bedroom unit, compared to 48 percent who selected a two-bedroom design. Twelve percent chose a one-bedroom/den plan, and an equal percentage chose a three-bedroom unit. The income-qualified mix is slightly more oriented to two-bedroom units.

Among the stabilized competitors, 37 percent of all units are one-bedroom/one-bath, 39 percent are two-bedroom/two-bath. A high 17 percent are one-bedroom/den or two-bedroom/one-bath plans, and current quoted rent per square foot suggests that the market may be overly supplied with these mid-sized unit types. The lone property in lease-up offers a mix composed of 44 percent one-bedroom, 6 percent one-bedroom/den, 45 percent two-bedroom and 5 percent three-

bedroom types. Current quoted rents at this newest competitor suggest that two-bedroom units may be overly dominant.

Unit Sizes

Individual unit sizes proposed by JPI are highlighted in the following Tables 2.0-2 through 2.0-5 within the distribution of existing units. Average unit sizes for the major unit types are presented in Table 2.0-1 above. On average, JPI’s one-bedroom and one-bedroom/loft plans are somewhat smaller than similar units in the competitive sample, while two- and three-bedroom designs are somewhat larger.

Six **one-bedroom/one-bath floor plans** are included in JPI’s proposed mix, with sizes ranging from 658 to 925 square feet. As can be seen in Table 2.0-2, JPI’s proposed one-bedroom floor plans fall into niches ranging from the lightly supplied 650 to 699 square-foot niche (99 stabilized competitive units) to the unsupplied 900 to 949 square-foot niche. Occupancy is high across all of the one-bedroom niches, with the exception of the very smallest niche (under 600 square feet) which JPI’s plan avoids. JPI’s 925 square-foot plan will include a loft and will be larger than any stabilized competitive one-bedroom unit, but will be exceeded in size by 16 loft units in the property in initial lease-up.

Table 2.0-2

Recommended Unit Sizes: Efficiency and One-Bedroom/One-Bath Units					
Unit Size	# Existing Units in Top Competitors	# Existing Units with Pct Occ ^a	Current Occupancy ^a	# Units Planned, Under Construction, or in Initial Lease-up ^b	Current Rent/ Sq. Ft.
<600	41	32	87.5%	0	\$1.602
600-649	1	0	0.0%	0	\$1.917
650-699	99	36	97.2%	0	\$1.519
700-749	211	103	99.0%	0	\$1.717
750-799	88	24	100.0%	36	\$1.694
800-849	287	287	98.3%	56	\$1.316
850-899	136	56	96.4%	0	\$1.333
900-949	0	0	0.0%	0	\$0.000
950-999	0	0	0.0%	16	\$1.286

^a Includes Camden Valleybrook, Exton Crossing, Spring House at Brandywine, Windsor at Windermere, Jefferson at Westtown, and Claremont at Eagleview.

^b Includes Cornerstone Terrace.

One **one-bedroom/one-bath/den floor plan** exists in JPI’s proposed mix. This floor plan is compared to the market’s one-bedroom/den and two-bedroom/one-bath units in the following table. At 906 square feet, JPI’s floor plan will fall in the modestly supplied 900 to 949 square-foot niche (76 stabilized units), a niche with strong occupancy and rents.

Table 2.0-3

Recommended Unit Sizes: One-Bedroom/Den or Two-Bedroom/One-Bath Units						
Unit Size	# Existing Units in Top Competitors	# Existing Units with Pct Occ ^a	Current Occupancy ^a	# Units Planned, Under Construction, or in Initial Lease-up ^b	Current Rent/ Sq. Ft.	
800-849	0	0	0.0%	0	\$0.000	
850-899	9	2	100.0%	0	\$1.434	
900-949	76	76	97.4%	0	\$1.428	
950-999	30	30	100.0%	14	\$1.231	
1,000-1,049	42	0	0.0%	0	\$1.300	
1,050-1,099	28	22	95.5%	0	\$1.196	
1,100-1,149	202	202	100.0%	0	\$1.070	
1,150-1,199	0	0	0.0%	0	\$0.000	
1,200-1,249	0	0	0.0%	0	\$0.000	
1,250-1,299	0	0	0.0%	0	\$0.000	
1,300-1,349	0	0	0.0%	0	\$0.000	
1,350-1,399	6	0	0.0%	0	\$1.116	
1,400+	0	0	0.0%	0	\$0.000	

^a Includes Camden Valleybrook, Exton Crossing, Spring House at Brandywine, Windsor at Windermere, Jefferson at Westtown, and Claremont at Eagleview.

^b Includes Cornerstone Terrace.

Six **two-bedroom/two-bath plans** are proposed by JPI, with sizes ranging from 1,049 to 1,252 square feet. JPI’s 1,049 square-foot plan will compete in an unsupplied niche. The 1,067 square-foot plan will compete in the most heavily supplied niche – 1,050 to 1,099 square feet with 344 stabilized competitive units. However, occupancy and quoted rent per square foot suggest that this niche is not over supplied. JPI’s mid-sized units at 1,113 and 1,120 square feet will compete in a niche with 211 existing stabilized competitive units, but no lease-up competitive units. Occupancy is strong within this niche, and rental rates are moderately strong. JPI’s 1,218 square-foot plan will compete directly against 108 stabilized units, but no new units. Rents for the 1,200 to 1,249 square-foot niche containing these largest Subject units are strong (\$1.269 on average), exceeding the rents for the niche immediately below and above the Subject niche. JPI’s largest two-bedroom/two-bath plan (1,252 square feet) will compete in a lightly supplied niche (42 stabilized units) with strong occupancy and moderate rents.

JPI also proposes two **two-bedroom/two-bath/loft designs** at 1,255 and 1,387 square feet. The smaller of these two plans will compete in the niche with JPI’s 1,252 square-foot plan. The larger units will compete in a lightly supplied niche (20 stabilized units), with high occupancy and strong rents.

Table 2.0-4

Recommended Unit Sizes: Two-Bedroom/Two-Bath Units					
Unit Size	# Existing Units in Top Competitors	# Existing Units with Pct Occ ^a	Current Occupancy ^a	# Units Planned, Under Construction, or in Initial Lease-up ^b	Current Rent/ Sq. Ft.
900-949	23	10	100.0%	0	\$1.376
950-999	0	0	0.0%	0	\$0.000
1,000-1,049	0	0	0.0%	0	\$0.000
1,050-1,099	344	252	98.4%	0	\$1.480
1,100-1,149	211	211	96.2%	0	\$1.243
1,150-1,199	141	26	100.0%	104	\$1.216
1,200-1,249	108	52	94.2%	0	\$1.269
1,250-1,299	42	42	95.2%	0	\$1.208
1,300-1,349	32	32	90.6%	0	\$1.098
1,350-1,399	20	20	95.0%	0	\$1.252
1,400+	8	0	0.0%	6	\$1.069

^a Includes Camden Valleybrook, Exton Crossing, Spring House at Brandywine, Windsor at Windermere, Jefferson at Westtown, and Claremont at Eagleview.

^b Includes Cornerstone Terrace.

JPI’s proposed unit mix includes two **three-bedroom/two-bath floor plans**. JPI’s design at 1,239 square feet will be the smallest three-bedroom design in the market, with no competitive supply. The larger plan will contain 1,297 square feet and will compete against only 25 stabilized units. Vacancy is high in the 1,250 to 1,299 square-foot niche, but with only 25 units in the niche, a 20 percent vacancy rate represents only five vacant units. Rents are very strong for this niche.

JPI also proposes two **three-bedroom/two-bath/den plans**. The proposed 1,384 square-foot plan will be directly competitive with only 40 three-bedroom units in the stabilized sample. JPI’s large 1,523 square-foot plan will be the largest unit of its type in the competitive sample, although Exton Crossing offers a 1,470 square-foot plan, and plans of 1,425 and 1,407 square feet are offered at Camden Valleybrook and Windsor at Brandywine Valley, respectively.

Table 2.0-5

Recommended Unit Sizes: Three-Bedroom/Two-Bath Units					
Unit Size	# Existing Units in Top Competitors	# Existing Units with Pct Occ ^a	Current Occupancy ^a	# Units Planned, Under Construction, or in Initial Lease-up ^b	Current Rent/ Sq. Ft.
1,200-1,249	0	0	0.0%	0	\$0.000
1,250-1,299	25	25	80.0%	0	\$1.388
1,300-1,349	20	20	95.0%	12	\$1.343
1,350-1,399	40	40	95.0%	0	\$1.264
1,400+	88	60	95.0%	0	\$1.206

^a Includes Camden Valleybrook, Exton Crossing, Spring House at Brandywine, Windsor at Windermere, Jefferson at Westtown, and Claremont at Eagleview.

^b Includes Cornerstone Terrace.

3.0 Recommended Rents and Lease-up

Rent Methodology

Eight of the nine better-quality stabilized apartment communities and the single property in lease-up were utilized to set rents for the Subject Development. Korman Communities at Malvern was excluded because average rents were 25 percent over the trend line established by the remaining competitors. The appropriate rent position for the Subject relative to the comparable properties is determined as follows.

To gauge the value of a “new apartment shell” in the marketplace, the trend line of **age-adjusted stripped rent** for competitive properties is determined by boosting an existing project’s base rents (excluding parking and amenity premiums), 0.5 percent yearly for age and then subtracting the estimated value of all (identifiable) meaningful amenities offered at the property. At nearby competitor Jefferson at Westtown, for example, the quoted low-end rent for each unit is first adjusted 6.0 percent for age (since the project will be twelve years old when the Subject is completed in 2010) and then reduced \$249 to strip out amenities. (See Appendix B for a detailed listing of base unit and common area amenities at this competitor.)

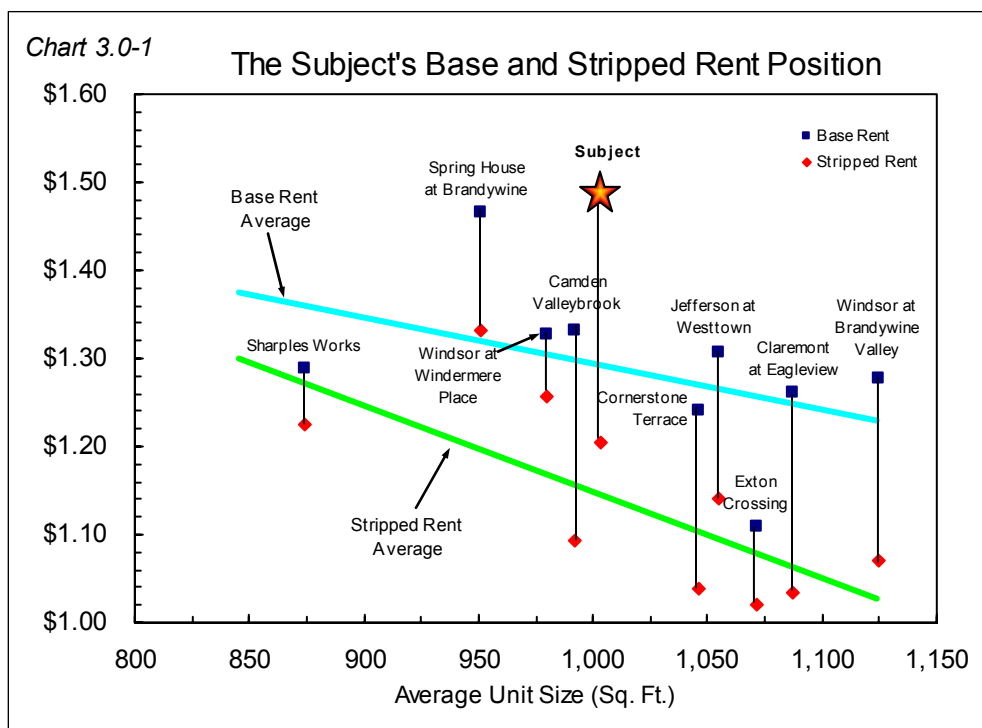
These age-adjusted, amenity-stripped rents theoretically factor out the measurable factors that influence rent performance, suggesting that remaining differences in rates from one property to another reflect intangibles such as location, appearance (including architectural styling as well as density, site topography and landscaping) and management. Regression analysis is utilized to determine the trend line of stripped rents for the competitive sample.

Given site location and product quality relative to existing and planned competitors in the Market Area, the Subject is positioned within the market at a premium or discount from the trend line. The primary competitors used in the rent analysis range from 10 percent above the stripped rent trend line to 6 percent below, with Springhouse at Brandywine setting the high and Cornerstone Terrace setting the low.

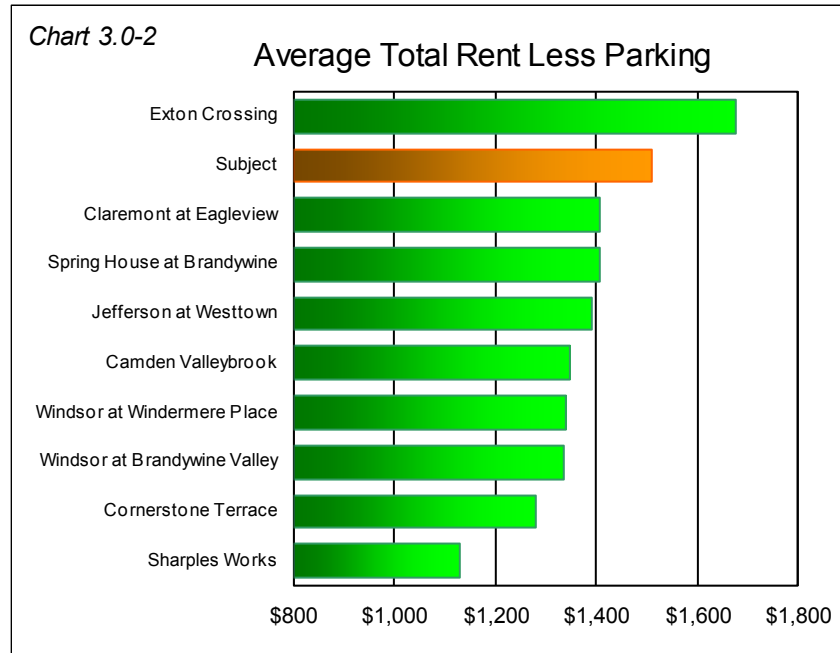
In the resident survey, potential residents’ perceptions of eight tested apartment locations were narrowly distributed. Some 70 percent of all potential residents rated a location “near the intersection of West Chester Pike and N. Chester Road” as desirable or acceptable for an apartment residence. The second most positively rated site (67 percent desirable or acceptable) was the Subject “near the intersection of US 202 and S. Matlack Street”. The six remaining sites all were clustered just below these two sites, with desirable and acceptable ratings ranging from 60 to 65 percent. (See Section 7 of this Report for details.) Jefferson at Westtown, the apartment community located nearest to the Subject Site received a 63 percent desirable or acceptable rating, and this competitor achieves a 4 percent premium over the trend line established by the ten competitive communities. Based on these factors, a premium of 6 percent was used to determine stripped rent for the Subject Development. Because so few three-bedroom units exist in this market, the rents for Subject’s three-bedroom plans were set relative to the two-bedroom trend line.

Recommended Rents

At this 6 percent premium position, stripped rents for the Subject average \$1.204 per square foot, for units with a 1,003 square-foot average size. Building on these stripped rents, the base amenity package proposed for the Subject is valued at \$273 per month, or \$0.272 per square foot. (See Table 1.0-1 for a listing of these recommended base amenities.) In addition, loft and den designed floor plans are expected to add \$0.014 per square foot. Adding these values to each individual floor plan’s stripped rent position (where appropriate for loft and den designs), establishes the Subject’s base rents (excluding premium amenities and parking), **producing an average base rent of \$1.490 per square foot, or \$1,495 per month.** M/PF’s average recommended stripped and base rents for the Subject are shown relative to the competitive product in the following Chart 3.0-1.



As proposed by JPI, premium amenities are expected to add approximately \$0.015 to the Subject’s base rent, while parking spaces should add \$0.112. Detailed in Table 1.0-1 of this Report, **these upgrade features bring all-in rent to \$1.617 per square foot, or \$1,622 per month.**



Details of the recommended rental rates for individual floor plans compared to the product and pricing at key competitors are contained in Tables A-1 through A-3 and Charts A-1 through A-6 in Appendix A of the Report.

Lease-up

Assuming the 234 Subject units begin to be delivered to the market in 2009, M/PF's supply/demand model indicates that the development can be absorbed at an average rate of approximately 22 units per months, producing a 10-month lease-up period to achieve 95 percent occupancy.

As can be seen in Table 5.0-2, 425 units of new supply are forecast in the West Chester Market Area during 2009. The Subject's 234 units will account for 55 percent of this projected supply. Absorption for 2009 is forecast at 471 units, or some 39 units per month. Assuming the Subject captures its "fair share" of the Market Area's net absorption (a market penetration of 1.0), the Subject will be absorbed at an average rate of 22 units per month. At an average absorption rate of 22 units per month, the 234-unit Subject will require 10.1 months to reach 95 percent occupancy.

234 Subject units ÷ 425 total units of new supply = 55 percent

471 units absorbed ÷ 12 months = 39 units per month

39 units per month x 55 percent = 22 units per month

234 Subject units x 95 percent = 222 units

222 units ÷ 22 units per month = 10.1 months

To attain an average of 25 units per month during lease-up, the Subject would be required to capture 1.2 times its fair share of demand.

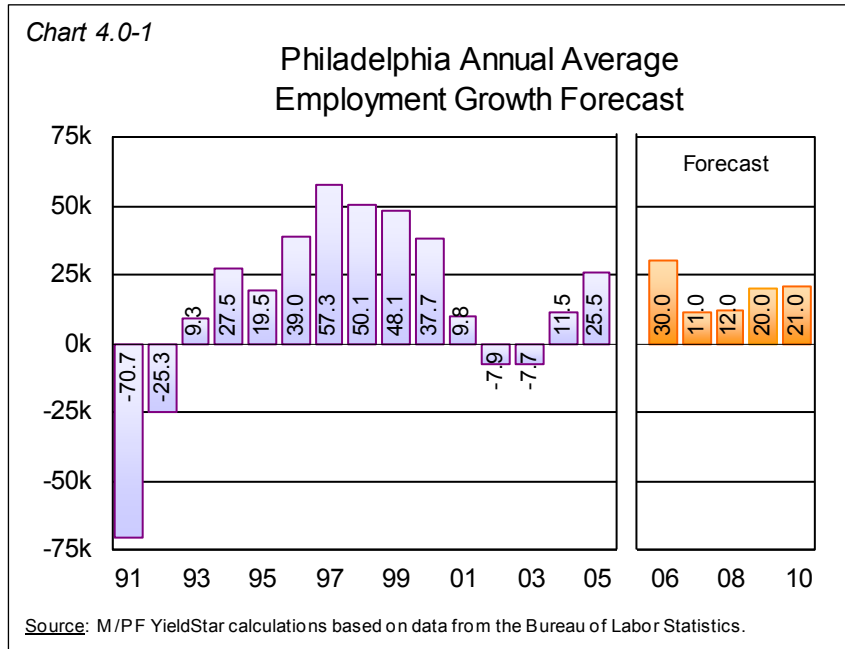
234 Subject units ÷ 425 total units of new supply = 55 percent

55 percent x 1.18 market penetration = 65 percent

39 units per month x 65 percent = 25 units per month

4.0 Philadelphia Employment

Tied to the weak growth experienced nationwide during the early 1990s' recession, Philadelphia lost over 95,000 jobs from 1991 through 1992. Philadelphia began to experience job growth late in 1993, and posted a gain of just over 9,000 new jobs for the year. Growth accelerated to almost 28,000 new jobs in 1994, and the Metro's economy continued to expand at healthy rates through 2000. Growth peaked for the 1990s in 1997, with over 57,000 new jobs created, followed by



still healthy expansion in 1998 and 1999, with near 50,000 new jobs each year. In total, some 280,000 new jobs were created during the expansion years of 1994 through 2000, a strong showing, and more than offsetting the losses suffered in 1991 and 1992.

Growth started to slow in 2001, with just under 10,000 new jobs created for the year. Employment losses returned to plague the Metro during 2002, and a total of almost 8,000 jobs were lost for the year. Losses continued during 2003, with another 8,000 jobs lost. However, Philadelphia recorded 11,500 new jobs during 2004, signaling an end to the economy's contraction and a beginning of a new growth cycle. Growth accelerated in 2005, with the creation of over 25,000 jobs, and for the first ten months of 2006, preliminary data suggest an annual growth rate of over 18,600.

M/PF's forecast indicates that 2006 growth may be somewhat more robust than the preliminary data indicate. Approximately 30,000 new jobs are expected for 2006. Thereafter, annual growth ranging from 11,000 to 20,000 per year from 2007 through 2010 is expected.

Relative to the nation, Philadelphia's economy includes much larger than average Education/Health Services industry and larger than average Professional/Business Services and Financial industries. Manufacturing, Government, Leisure/Hospitality and Construction fall below the national averages.

The Philadelphia economy is nevertheless well diversified, with no industry sector contributing more than 19 percent of total employment. Education/Health Services, Trade, Professional/Business Services and Government are the four largest sectors, accounting for 19, 16, 15 and 13 percent of total employment, respectively. Manufacturing, Financial and Leisure/Hospitality each account for 7 to 8 percent of the Metro's economy. No other sector contributes more than 5 percent.

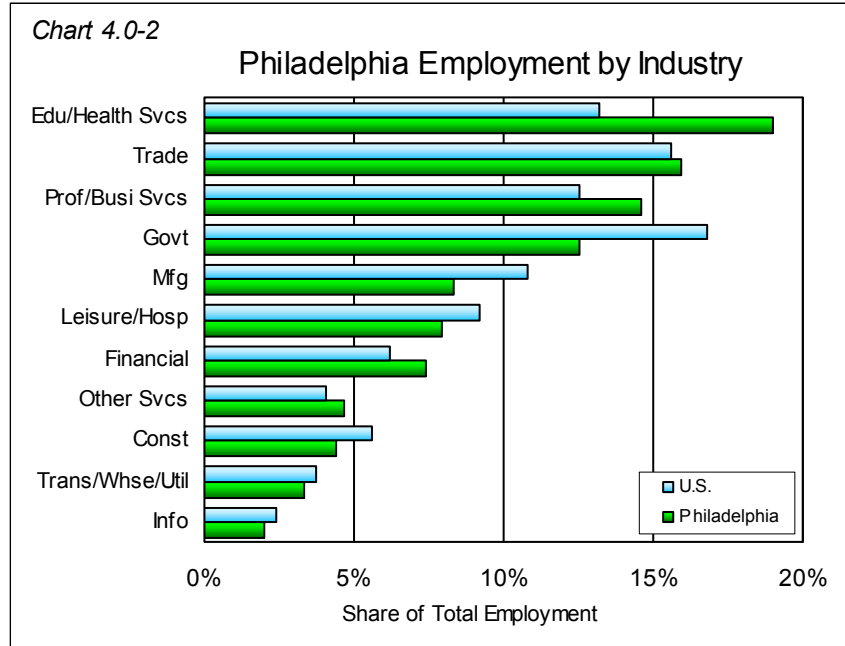


Table 4.0-1

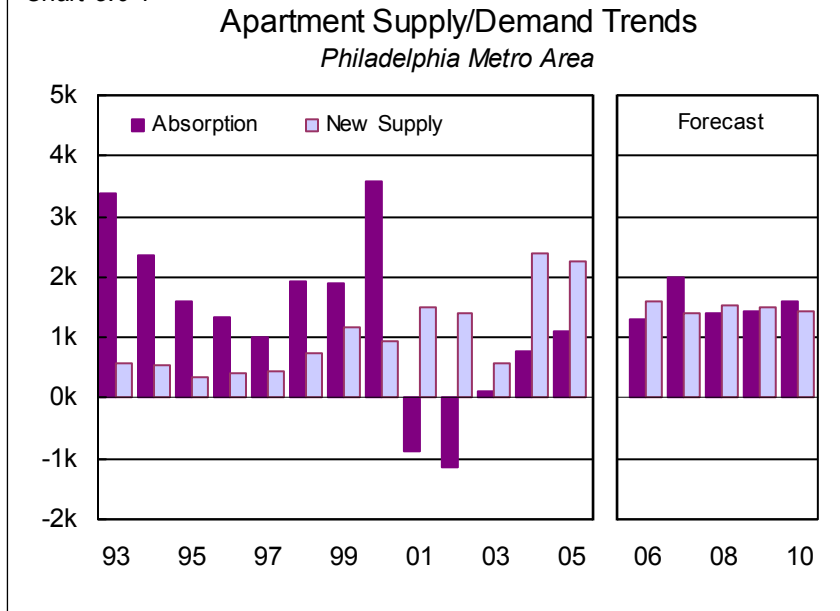
Philadelphia Area Employment Growth by Industry												
(Annual Change in Non-Agricultural Wage and Salary Jobs in 000s)												
1991-October 2006 Annual Averages												
	Total	Edu/ Health Svcs.	Trade	Prof./ Busi. Svcs.	Govt.	Mfg.	Leisure/ Hospitality	Financial	Other Svcs.	Constr.	Trans. & Util.	Info
1991	-70.7	11.4	-26.8	-7.3	-1.5	-20.6	-3.8	-3.0	-2.7	-15.3	-0.3	-0.8
1992	-25.3	12.4	-10.8	-3.0	-1.0	-12.7	-0.6	-1.3	-1.0	-6.2	0.9	-2.0
1993	9.3	7.9	-2.1	6.1	-2.2	-4.1	1.9	-0.4	-0.3	0.7	3.1	-1.3
1994	27.5	9.7	6.7	4.3	-0.3	-0.4	-1.4	2.1	0.6	3.0	2.3	1.0
1995	19.5	4.3	6.2	6.4	0.6	-1.9	3.5	-3.8	4.0	-0.4	-0.7	1.3
1996	39.0	11.4	5.0	13.9	0.9	-3.6	5.3	0.6	3.2	1.6	1.6	-0.8
1997	57.3	12.2	3.6	21.6	-2.3	-0.6	6.1	6.0	0.6	7.8	1.6	0.8
1998	50.1	11.8	5.9	17.6	-1.9	-0.8	4.1	4.9	1.9	3.1	1.7	1.8
1999	48.1	6.0	9.9	10.0	2.1	-3.2	6.9	5.3	2.6	5.2	1.6	1.8
2000	37.7	5.6	6.9	4.5	7.1	-0.3	3.4	-0.5	3.5	3.5	0.7	3.3
2001	9.8	10.6	-1.1	-1.1	2.5	-9.1	2.1	0.4	3.2	2.2	0.5	-0.4
2002	-7.9	10.0	-4.4	-5.2	4.3	-15.5	3.6	-0.5	4.6	-1.4	-0.4	-3.0
2003	-7.7	2.1	-1.3	5.0	1.5	-17.0	3.6	2.9	-0.1	0.6	0.6	-5.5
2004	11.5	7.1	0.8	10.6	0.8	-7.6	4.1	-0.8	2.0	2.1	-2.0	-5.7
2005	25.5	10.2	3.3	6.8	0.0	-4.6	4.6	0.3	2.8	2.1	0.7	-0.6
2006 (10 mos.)	18.6	5.7	-0.1	6.1	-0.9	-4.7	6.0	0.6	3.3	1.3	1.5	-0.1
October 2006	2,444.8	464.2	389.5	358.1	305.9	201.3	193.4	180.9	114.8	107.1	80.7	49.1
% of Total	100%	19%	16%	15%	13%	8%	8%	7%	5%	4%	3%	2%

Source: M/|PF YieldStar calculations based on data from the Bureau of Labor Statistics.

5.0 Philadelphia and West Chester Apartment Market Conditions

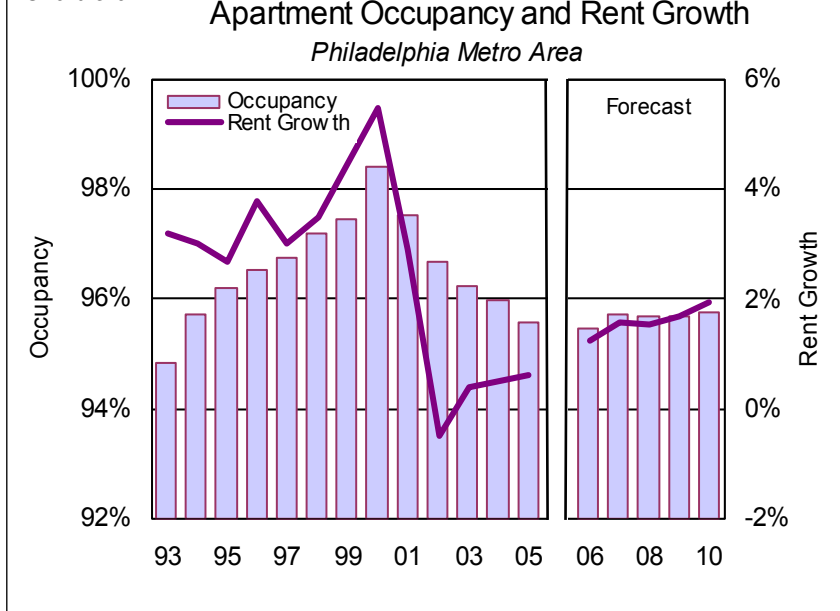
Philadelphia. With strong economic growth during the mid- to late 1990s, the Metro Area's apartment market gradually increased occupancy, rising from 94.8 percent at year-end 1993 to its peak of 98.4 percent at year-end 2000. This strengthening in occupancy resulted from an eight-year period (1993-2000) in which absorption averaged just over 2,100 units per year, while new additions to supply averaged just over 600 units per year. During the same period, annual same-store rent growth ranged from a gain of 2.7 percent in 1995 to a gain of 5.5 percent in 2000, and averaged 3.7 percent.

Chart 5.0-1



As the economy cooled in 2001, absorption turned negative, with the Philadelphia Area posting a loss of almost 900 occupants. At the same time, construction increased; during 2001, some 1,500 new units were added to supply. This imbalance between absorption and completions forced average occupancy to fall to 97.5 percent. Rent growth remained positive, up 2.9 percent for the year.

Chart 5.0-2



With a loss of almost 8,000 jobs in 2002, absorption continued to be negative, posting a net loss of some 1,100 occupied units for the year. Completions remained near the 1,400-unit level and, as a result, occupancy continued its decline, ending the year at 96.7 percent. With this decline, same-store rent growth declined for the first time in recent history, posting a loss of 0.5 percent for the year.

The year 2003 marked a continued contraction of the Metro's economy, and the apartment market continued to post weak performance. Although only some 125 units of absorption were

recorded in 2003, completions fell to just under 600 units for the year. Occupancy eased down to 96.2 percent, and rents increased by only 0.4 percent for the year. During 2004 and 2005, absorption improved, with almost 800 units absorbed in 2004 and just under 1,100 units absorbed in 2005. However, construction activity also picked up, and over 4,600 units were completed during the two-year period. As a result, occupancy ended 2005 at 95.6 percent and rent growth for the two-year period averaged 0.5 to 0.6 percent.

According to the M/PF's forecast, absorption should slightly outpace completions throughout the 2006-2010 forecast period. On average, some 1,550 units of absorption are forecast per year, compared to approximately 1,500 units per year for completions. As a result, occupancy is expected to tighten slightly over the forecast period, ending 2010 at 95.8 percent. Rent growth near 2 percent is expected per annum.

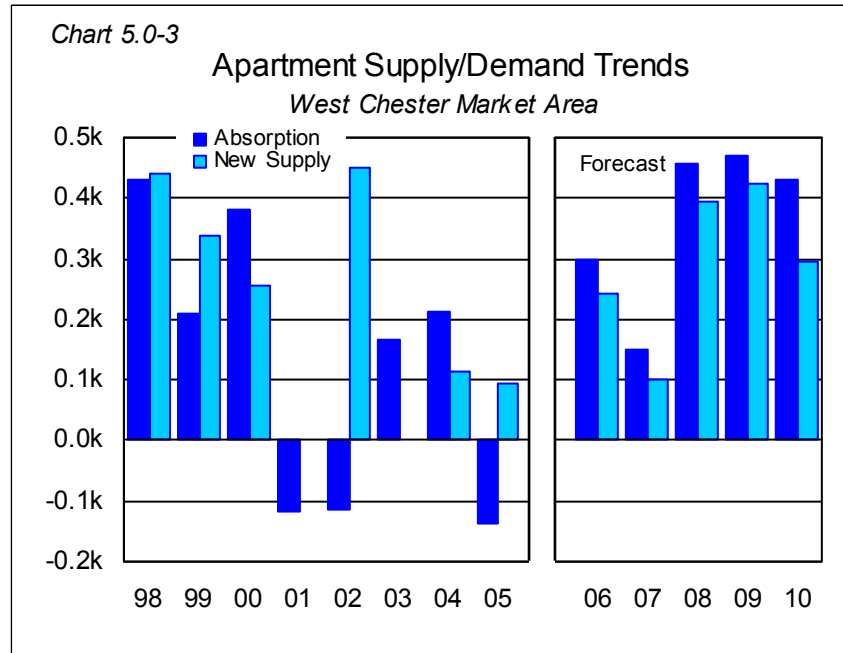
Table 5.0-1

Apartment Market Conditions <i>Philadelphia Metro Area</i>							
	Units Absorbed	New Supply	Existing Units	Occupied Units	Occupancy	Available Supply	Rent Growth
1993	3,388	587	271,781	257,762	94.8%	17,994	3.2%
1994	2,366	528	271,781	260,128	95.7%	14,547	3.0%
1995	1,614	342	272,123	261,743	96.2%	11,995	2.7%
1996	1,329	417	272,540	263,071	96.5%	10,797	3.8%
1997	1,021	442	272,982	264,092	96.7%	9,911	3.0%
1998	1,943	726	273,708	266,035	97.2%	9,616	3.5%
1999	1,880	1,175	274,883	267,914	97.5%	8,848	4.5%
2000	3,567	955	275,838	271,482	98.4%	7,924	5.5%
2001	-875	1,493	277,431	270,607	97.5%	5,849	2.9%
2002	-1,127	1,413	278,744	269,480	96.7%	8,237	-0.5%
2003	125	591	280,157	269,605	96.2%	9,855	0.4%
2004	786	2,392	281,727	270,390	96.0%	12,944	0.5%
2005	1,097	2,253	284,102	271,487	95.6%	13,590	0.6%
Forecast							
2006	1,295	1,592	285,694	272,782	95.5%	14,207	1.2%
2007	2,000	1,408	287,102	274,782	95.7%	14,320	1.6%
2008	1,414	1,533	288,635	276,196	95.7%	13,853	1.5%
2009	1,435	1,508	290,143	277,631	95.7%	13,947	1.7%
2010	1,609	1,430	291,572	279,240	95.8%	13,941	1.9%

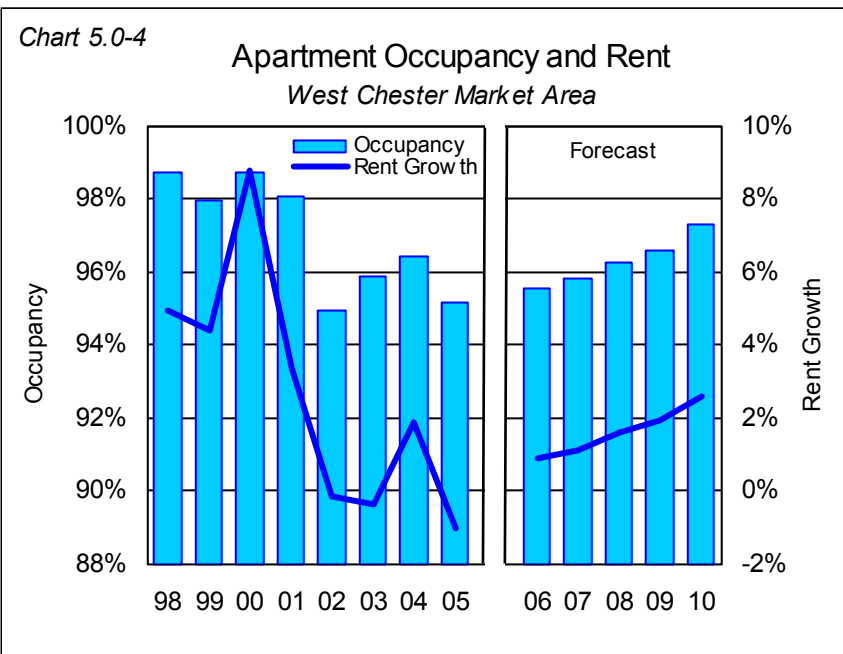
West Chester Market Area.

Through the mid- to late 1990s (1996-1999) new supply in the West Chester Market Area (1,290 units in total) virtually matched absorption (1,280 units total). As a result, occupancy was consistently healthy, ranging from 98.9 percent in 1996 to 98.0 percent in 1999. Rent growth during the four-year 1996 through 1999 period ranged from 2.6 percent in 1997 to 6.9 percent in 1996, and averaged 4.7 percent.

During 2000, additions to supply (some 260 units completed) were outpaced by absorption (some 380 units), and occupancy tightened to 98.7 percent with rents increasing by a healthy 8.8 percent for the year.



As the 2001 recession hit, demand for West Chester Market Area apartments slowed, and the market posted slight negative absorption for both 2001 and 2002. Fortunately, no units were completed in 2001. Unfortunately, over 450 units were completed in 2002 and occupancy declined to 95.0 percent by year-end 2002, its lowest level in recent history. Rent growth of 3.3 percent was recorded during 2001, but growth slowed to a virtual stop in 2002.



The West Chester Market Area improved slightly in 2003 and 2004, with the absorption of over 370 units and the completion of over 100 units. Occupancy inched up to 96.5 percent in 2004. Rents declined by 0.4 percent in 2003 before climbing by 1.9 percent in 2004.

However, negative absorption returned to the Market Area in 2005. While 94 units were completed for the year, almost 140 occupied units were lost, and occupancy eased downward to 95.2 percent. As a result, rents declined by 1.0 percent for the year.

Occupancy within the West Chester Market Area apartments is predicted to ease upward during the forecast period, ending 2010 at the approximate 97.3 percent level. Producing this strengthening, absorption is forecast to average near 360 units per year, while additions to supply will be near 290 units per year. Same-store rents are forecast to increase each year, with gains ranging from 0.9 percent in 2006 to 2.6 percent in 2010, producing an average increase of 1.6 percent for the five-year period.

Table 5.0-2

Apartment Supply/Demand Trends West Chester Market Area									
	Absorption		New Supply		Available Supply ^a		Market Penetration ^b	Occupancy	Rent Growth
	# Units	% of Metro	# Units	% of Metro	# Units	% of Metro			
1996	572	43.0%	417	100.0%	749	6.9%	6.2	98.9%	6.9%
1997	70	6.8%	96	21.7%	273	2.8%	2.5	98.8%	2.6%
1998	430	22.1%	442	60.9%	646	6.7%	3.3	98.7%	4.9%
1999	208	11.1%	337	28.7%	553	6.2%	1.8	98.0%	4.4%
2000	383	10.7%	256	26.8%	601	7.6%	1.4	98.7%	8.8%
2001	-117	13.4%	0	0.0%	218	3.7%	3.6	98.1%	3.3%
2002	-114	10.1%	452	32.0%	787	9.6%	1.1	95.0%	-0.1%
2003	166	132.1%	0	0.0%	901	9.1%	14.4	95.9%	-0.4%
2004	212	27.0%	113	4.7%	849	6.6%	4.1	96.5%	1.9%
2005	-136	c	94	4.2%	731	5.4%	c	95.2%	-1.0%
1998-2005 Annual Avg.	139	25.1%	193	26.0%	526	5.4%	3.5	89.3%	2.8%
2006	299	23.1%	244	15.3%	1,111	7.8%	2.9	95.6%	0.9%
2007	149	7.4%	100	7.1%	912	6.4%	1.2	95.9%	1.1%
2008	457	32.3%	395	25.8%	1,158	8.4%	3.9	96.3%	1.6%
2009	471	32.8%	425	28.2%	1,127	8.1%	4.1	96.6%	1.9%
2010	431	26.8%	296	20.7%	952	6.8%	3.9	97.3%	2.6%
2006-2010 Annual Avg.	361	24.5%	292	19.4%	1,052	7.5%	3.2	96.3%	1.6%

^a Available supply includes existing vacant units plus those to be completed within the year.

^b The Market Area's share of metrowide absorption divided by its share of available supply, an indication of the desirability of this area as an apartment locale. A volume above 1.0 indicates that this Market Area has captured more than its pro rata share of metrowide apartment demand.

^c The Metro or Market Area had negative absorption.

6.0 Competitive Apartment Community Profile

Performance Summary

Nine stabilized area competitors were examined in this research. The stabilized competitive communities include a total of 2,358 units; opening dates range from 1986 to 2006. Occupancy averages 97 percent.

Among the nine stabilized communities examined in this research, one-bedroom/one-bath floor plans make up 37 percent of the combined unit mix, one-bedroom/den or two-bedroom/one-bath plans account for 17 percent, and two-bedroom/two-bath designs comprise 39 percent. The remaining units are composed of three-bedroom or larger plans, and account for 7 percent of the overall mix. Within the individual competitors, one-bedroom plans range as high as 65 percent (Korman Communities at Malvern) to as low as 20 percent (Windsor at Brandywine Valley). One-bedroom/den or two-bedroom/one-bath units range from 57 percent (Exton Crossing) to zero percent (three communities), while two-bedroom/two-bath floor plans range from 71 percent (Claremont at Eagleview) to 15 percent (Exton Crossing). Six of the nine competitors offer three-bedroom plans, with Jefferson at Westtown offering the highest concentration (16 percent) and Exton Crossing the lowest (4 percent).

Stabilized unit size ranges from 486 to 1,470 square feet and averages 1,007 square feet. Individual project averages range from 845 (Korman Communities at Malvern) to 1,124 (Windsor at Brandywine Valley) square feet.

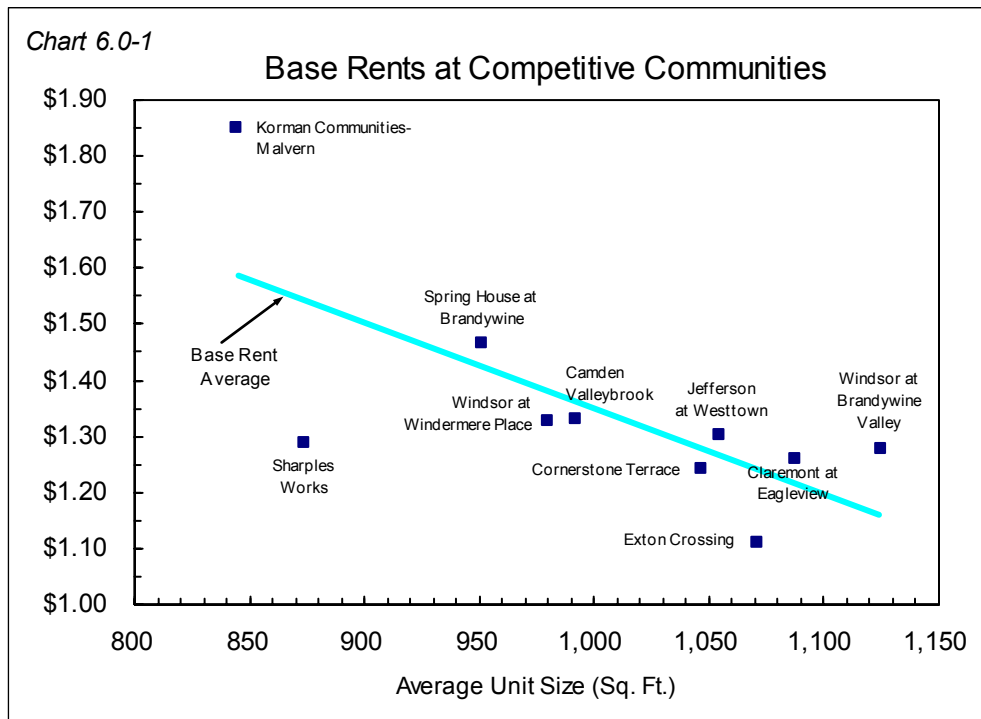
Base or low-quoted rents among the sampled stabilized properties average \$1.331 per square foot, with total or all-in rents climbing to \$1.365 per square foot, or \$1,375 per month. Only three of these communities are offering concessions at this time, including Windsor at Brandywine Valley (8.3 percent discount), Sharples Works (8.3 percent) and Claremont at Eagleview (7.8 percent). Overall, including the six properties offering no specials, effective rates among the stabilized competitors are discounted by 2.2 percent.

Top-of-the-market quoted base rent per square foot is commanded by Korman Communities at Malvern at \$1.850, with an average unit size of 845 square feet. With its small unit sizes, Korman Communities also sets the pace for quoted total rent per square foot at \$1.894. Top-of-the-market monthly rents are surprisingly also commanded by Korman Communities, with total monthly rents averaging \$1,600.

By floor plan, one-bedroom units average 873 square feet in size and \$1.473 per square foot for low-quoted or base rent. Two-bedroom plans average 1,045 square feet and \$1.184 per square foot for units with one bath, and 1,140 square feet and \$1.298 per square foot for units with two baths. Three-bedroom or larger units average 1,387 square feet and \$1.264 per square foot.

In addition to these nine stabilized competitors, one community in initial lease-up was examined. Cornerstone Terrace is a 244-unit property which is now 50 percent occupied. One-bedroom units average 769 square feet in size and account for 44 percent of the overall unit mix. One-bedroom/den or two-bedroom/one-bath plans average 943 square feet and account for 6 percent of unit mix. Two-bedroom/two-bath plans average 1,166 square feet and comprise 45 percent of

the property’s unit mix, and three-bedroom plans average 1,455 square feet and comprise 5 percent of unit mix. Overall unit size at this newest property averages 1,047 square feet. Base quoted rents average \$1.242 per square foot, while all-in rents average \$1.289 per square foot, or \$1,349 per month. Cornerstone Terrace offers a lease-up concession that reduces its effective rents by 5.3 percent.



The following Map 6.0-1 displays the locations of competitive apartments examined in this research. Following Map 6.0-1, Tables 6.0-1 and 6.0-2, as well as Appendix A to this Report, present summary information for each individual competitive property.

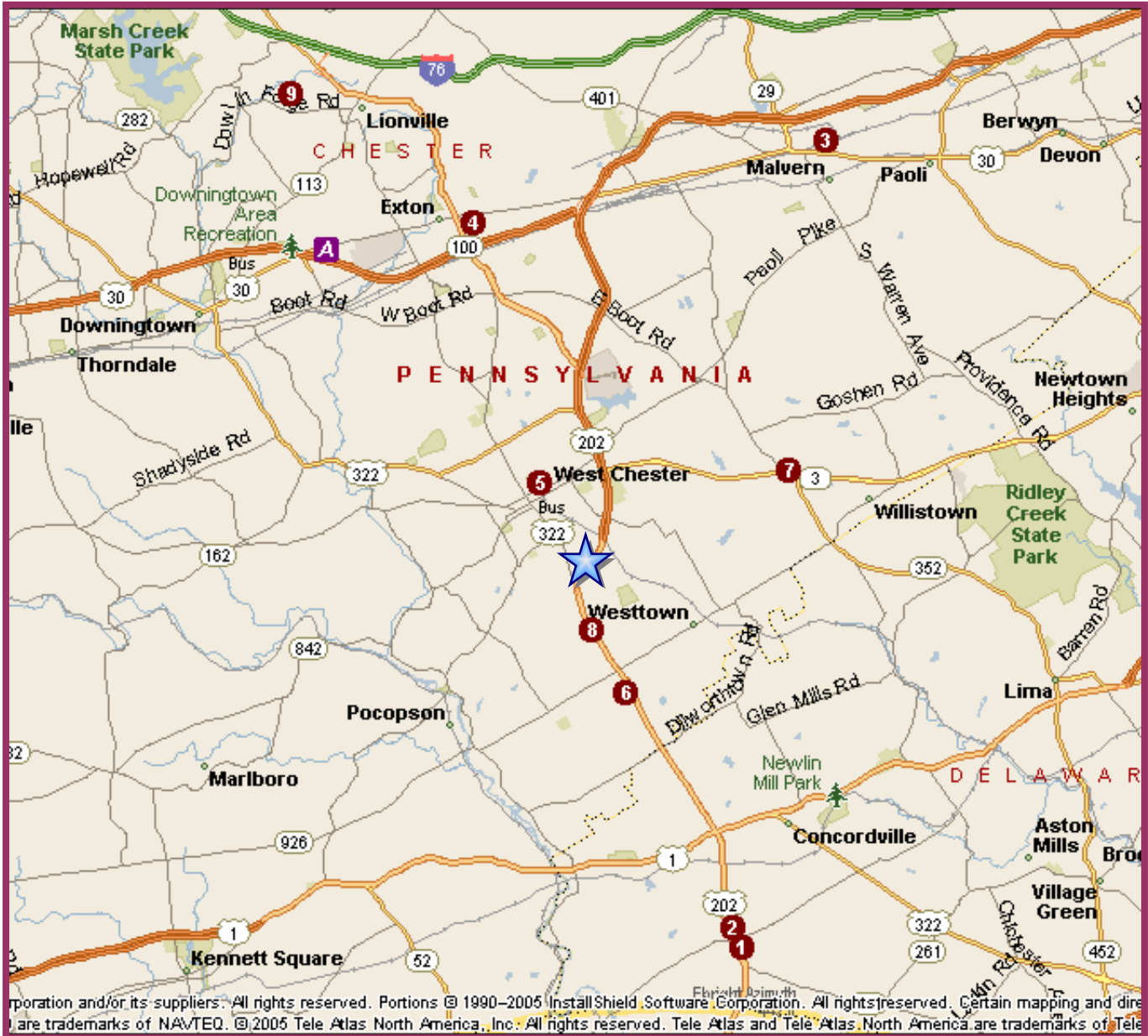


Table 6.0-1

Competitive Apartment Communities
West Chester Market Area
October 2006

Name/Address/ Developer/ Management Company	Date Compl.	Occ.	Total # Units	Unit Size		Average Total Rent (Effective)	Average Rent Per Sq. Ft. (Effective)	Average Base ^a Rent (Effective)	Discount Percent	Unit Mix			
				Range/ Average Low	High					1-1	2-1	2-2	2/den, 3-2
Camden Valleybrook 7000 Johnson Farm Lane Camden Property Trust	2003	96%	352	590	1,425 992	\$1,347 (\$1,347)	\$1.357 (\$1.357)	\$1.332 (\$1.332)	0.0%	144 41%	0 0%	166 47%	42 12%
Windsor at Brandywine Valley 1000 Cornerstone Drive Windsor Properties	2003	98%	280	886	1,407 1,124	\$1,456 (\$1,335)	\$1.295 (\$1.187)	\$1.277 (\$1.171)	-8.3%	56 20%	42 15%	154 55%	28 10%
Korman Communities at Malvern 311 W. Lancaster Avenue Korman Company	1997	95%	264	703	1,068 845	\$1,600 (\$1,600)	\$1.894 (\$1.894)	\$1.850 (\$1.850)	0.0%	172 65%	0 0%	92 35%	0 0%
Exton Crossing 201 Iron Lake Drive National Properties	2000	99%	408	840	1,470 1,071	\$1,219 (\$1,219)	\$1.138 (\$1.138)	\$1.109 (\$1.109)	0.0%	98 24%	232 57%	60 15%	18 4%
Sharples Works 300 E. Evans Street Historic Landmarks Inc.	1986	97%	154	486	1,415 874	\$1,233 (\$1,130)	\$1.411 (\$1.293)	\$1.289 (\$1.182)	-8.3%	97 63%	19 12%	38 25%	0 0%
Spring House at Brandywine 900 Reisling Lane Bozzuto Group	1999	99%	212	651	1,303 951	\$1,407 (\$1,407)	\$1.480 (\$1.480)	\$1.465 (\$1.465)	0.0%	54 25%	42 20%	96 45%	20 9%
Windsor at Windermere Place 1500 Windermere Drive Windsor Properties	1995	94%	242	737	1,294 980	\$1,339 (\$1,339)	\$1.366 (\$1.366)	\$1.327 (\$1.327)	0.0%	106 44%	22 9%	89 37%	25 10%
Jefferson at Westtown 1071 Wilmington Pike Lincoln Property Company	1998	97%	252	754	1,394 1,054	\$1,408 (\$1,408)	\$1.335 (\$1.335)	\$1.302 (\$1.302)	0.0%	80 32%	36 14%	96 38%	40 16%
Claremont at Eagleview 494 E. Wharton Blvd. Hankin Group	2001/ 2006	98%	194	850	1,370 1,087	\$1,408 (\$1,299)	\$1.295 (\$1.195)	\$1.261 (\$1.163)	-7.8%	56 29%	0 0%	138 71%	0 0%
Total/ Average		97%	2,358	486	1,470 1,007	\$1,375 (\$1,345)	\$1.365 (\$1.336)	\$1.331 (\$1.302)	-2.2%	863 37%	393 17%	929 39%	173 7%

In Lease-Up

Cornerstone Terrace 1236 E. Lancaster Avenue Bozzuto Group	7/06	50%	244	779	1,722 1,047	\$1,349 (\$1,280)	\$1.289 (\$1.223)	\$1.242 (\$1.176)	-5.3%	108 44%	14 6%	110 45%	12 5%
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^a Base rents reflect the starting price for the most basic unit (i.e., one without custom features such as garages, washer/dryer machines, views, fireplaces or other features which may be available only in select apartments).

Table 6.0-2

Interior Amenity Selection by Apartment Community West Chester Market Area										
Amenity	Camden Valleybrook	Windsor at Brandywine Valley	Korman Malvern	Exton Crossing	Sharples Works	Spring House at Brandywine	Windsor at Windermere Place	Jefferson at Westtown	Claremont at Eagleview	Cornerstone Terrace
9-Foot Ceiling (or higher)	X	X			X	X		X	X	X
Berber Carpet			X							
Bookshelves								S		S
Ceiling Fan	X							X		
Upgraded Floor in Entry (1)	C	C	C	C				C	C	
Upgraded Floor in Bath (1)		C	C		C				C	
Upgraded Floor in Kitchen (1)	C		C						C	
Crown Molding	X		X					X	X	
Fireplace (2)	S E	S G	S W			S G	S W	S G	S G	S E
French Doors	S	S	S			S		X		X
High-Speed Internet Access (3)	P	P	P	P	P	P	P	P	P	P
Ice Maker	X	X	X			S	X	X		X
Intrusion Alarm (4)	P							A		
Kitchen Island		S								S
Microwave Oven		X	X	X	X	S		X	X	X
Multiple Phone Lines	X	X	X	X	X	X		X	X	X
Patio/Balcony	S	X	X	X		X	X	X	X	X
Upgraded Lighting (5)		R	R			R	R	R		T
Stall Shower + any style tub										
Upgraded Tub (6)	O	S O					S O	O		S O
Vaulted/Cathedral Ceiling	S		S		S		S			
Washer/Dryer (7)	S F/S St	F	F	C	St	F	S F/S St	F	F	F
Black-on-Black Appliances in Kitchen		X								

X=in all units; S=in some units

(1) C=Ceramic tile; H=Hardwood; HS=Hardwood-style; G=Granite

(2) W=Wood-burning; G=Gas log; E=Electric

(3) P=Pre-wired; Svc=Service

(4) P=Pre-wired; A=Audible; M=Monitored

(5) R=Recessed; T=Track; C=Chandelier

(6) O=Oval soaker; J=Jacuzzi

(7) F=Full-sized side-by-side; St=Stacked; Conn=Connections

Table 6.0-2 continued

Common Area Amenity Selection by Apartment Community West Chester Market Area										
Amenity	Camden Valleybrook	Windsor at Brandywine Valley	Korman Malvern	Exton Crossing	Sharples Works	Spring House at Brandywine	Windsor at Windermere Place	Jefferson at Westtown	Claremont at Eagleview	Cornerstone Terrace
Billiards	X									X
Business Center	X	X	X			X		X	X	X
Clubhouse/Clubroom	X	X	X	X		X	X	X	X	X
Conference Room w/table & chairs	X	X	X					X	X	X
Controlled Building Access					X					
Controlled Property Access										
Fitness Center	X	X	X	X	X	X	X	X	X	X
Jacuzzi/Hot Tub/Whirlpool	X		X				X		X	
Media Room/Movie Theatre	X									
Picnic/Grill Area	X		X	X		X	X	X	X	
Sauna			X				X		X	
Swimming Pool	X	X	X	X		X	X	X	X	X
Teaching Kitchen										
Tennis Courts		X		X			X		X	
Video Camera Entrance										

7.0 Apartment Resident Survey

Survey Response. A total of 2,000 questionnaires were mailed to top-quality apartment communities considered potentially competitive to the Subject Development. Each questionnaire provided the opportunity for residents to respond either through the mail or via the Internet. From this mailing, 108 usable responses were received from the Web and 63 were received from the mail, producing a total response rate of 8.6 percent. Within the survey response sample, a Target Market was determined, defined as households that do not consider the Subject Site an unacceptable location, and those with incomes of \$35,000 or more. The Target Market contained 125 respondents, approximately 73 percent of the total return, or 6.3 percent of the total mailing.

Table 7.0-1

Survey Sample Size	
# Questionnaires mailed	2,000
# Received and tabulated	171
Survey Response	8.6%
# in Target Market	125
Target Market	
• Household income \$35,000+	
• Subject Site not unacceptable	

Table 7.0-2

Communities Sampled	
Windsor at Brandywine	10%
Camden Valleybrook	9%
Sharples Works	6%
Spring House at Brandywine	11%
Jefferson at Westtown	7%
Korman Communities	5%
Windsor at Windermere Place	17%
Cornerstone Terrace	8%
Exton Crossing	20%
Claremont at Eagleview	8%

Locational Preferences. The Subject Site is located in the West Chester area of Philadelphia “near the intersection of US 202 and S. Matlack Street”. Approximately 67 percent of all survey respondents rated the Subject Location as “desirable” or “acceptable”. The most positively rated site was “near the intersection of West Chester Pike and N. Chester Road”, with approximately 70 percent of all respondents responding with “desirable” or “acceptable”. Table 7.0-3 provides detailed response patterns for All Respondents and the Target Market. As can be seen, the remaining sites tested in the survey were all relatively strong, with a range from 60 to 65 percent rating the sites “desirable” or “acceptable”.

Table 7.0-3

Apartment Site Perceptions				
	Rating of Location			
	Desirable	Acceptable	Unacceptable	Don't Know
All Respondents				
Near the intersection of US 202 and Naamans Creek Road	27%	33%	27%	14%
Near the intersection of West Chester Pike and N Chester Road	27%	43%	13%	17%
Near the intersection of N High Street and E Evans Street (downtown Chester)	26%	33%	30%	11%
Near the intersection of US 202 and S Matlack Street	17%	49%	19%	15%
Near the intersection of Wilmington Pike and Sproul Road	20%	43%	17%	20%
Near the intersection of US 202 and W Street Road	20%	46%	16%	19%
Near the intersection of US 202 and Pleasant Grove Road	18%	44%	16%	21%
Near the intersection of US 202 and Smith Bridge Road	29%	31%	23%	18%
Target Market^a				
Near the intersection of US 202 and Naamans Creek Road	29%	33%	25%	14%
Near the intersection of West Chester Pike and N Chester Road	28%	44%	10%	17%
Near the intersection of N High Street and E Evans Street (downtown Chester)	29%	36%	24%	12%
Near the intersection of US 202 and S Matlack Street	20%	62%	-	18%
Near the intersection of Wilmington Pike and Sproul Road	19%	46%	15%	20%
Near the intersection of US 202 and W Street Road	17%	50%	11%	21%
Near the intersection of US 202 and Pleasant Grove Road	15%	48%	12%	25%
Near the intersection of US 202 and Smith Bridge Road	27%	32%	21%	21%

^a Earn \$35,000+ annually and do not rate the Subject Location as "unacceptable."

Target Market Demographic and Residence Characteristics. The largest segment of Target Market households are single adults without children (40 percent). Couples without children (29 percent) form the next largest segment, followed by households with children (21 percent). Roommates account for 10 of Target Market households.

On average, the heads of the household are 38 years old. As would be expected, age ranges widely, with the youngest head of household under 25 and the oldest over 60. However, some seven in ten of the Target Market respondents are under 40.

Target Market households are relatively affluent, earning an average of \$91,100 per year, or \$62,700 per wage earner. The average rent of \$1,305 per month consumes 20 percent of their income. Location of employment tends to be widely spread, with West Chester accounting for 20 percent, Exton accounting for 16 percent and the City of Philadelphia providing jobs for 10 percent. No other location was reported more than 8 percent.

Some 29 percent of Target Market respondents live in a studio or one-bedroom/one-bath unit, and 41 percent live in a two-bedroom/two-bath plan. A total of 17 percent describe their unit as a one-bedroom/den or a two-bedroom/one-bath, and 13 percent describe their residence as a three-bedroom plan.

Housing Preferences. Preferred and current floor plans generally match for the Target Market households. The largest discrepancy occurs in two-bedroom/two-bath designs which are home to 41 percent currently but are the preference of 48 percent. Seventeen percent currently live in a one-bedroom/den or two-bedroom/one-bath, but only 12 percent prefer this unit type. Within

household types, most households live in their preferred unit type. The major exception is for Childless couples were 23 percent currently live in one-bedroom/den unit types, but only 3 percent prefer this unit type, while 49 percent currently live in two-bedroom/two-bath designs, but 69 percent prefer this larger two-bedroom design.

A relatively small number of amenities are preferred by at least one-half of all Target Market households. They include mostly functional features, with a few design features. These features and their related monthly cost include:

Patio/balcony - storage	\$5	89.6%
Cultured marble bathroom countertops	\$5	79.2%
Ceiling fan in master bedroom	\$5	79.2%
Living room ceiling fan	\$5	69.6%
Programmable thermostat	\$5	67.2%
Sliding glass door to patio/balcony	\$5	63.2%
Ceramic tile floor in master bath	\$5	60.0%
Controlled building access	\$10	60.0%
Recessed lighting	\$3	57.6%
Car wash	\$5	55.2%
Oval soaking tub with shower head	\$10	53.6%
Double-sink lavatory	\$5	52.0%
Elevator	\$10	51.2%

On average, potential residents for the Subject would be willing to pay \$154 extra for their preferred package of interior and exterior amenities.

Target Market households own an average of 1.6 vehicles. Parking will be provided as part of the monthly rent. Six percent of Target Market households indicated they would pay an extra \$75 per month for a second unreserved covered parking space, while 8 percent indicated a willingness to pay \$100 per month for a second reserved parking space convenient to their apartment or elevator.

Appendix A: Supporting Tables and Charts

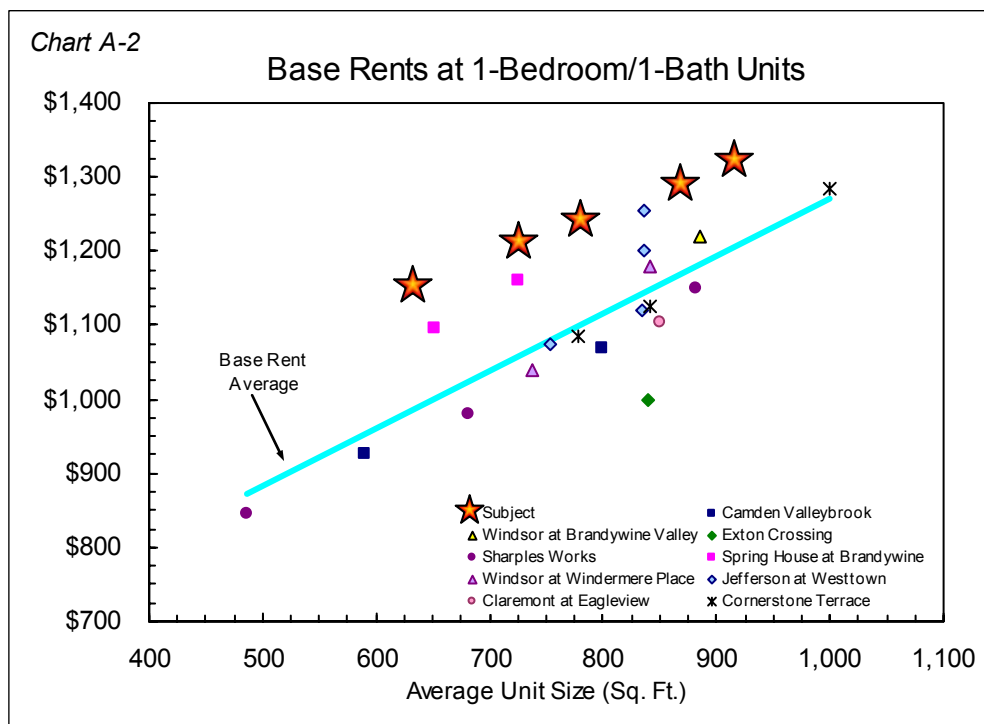
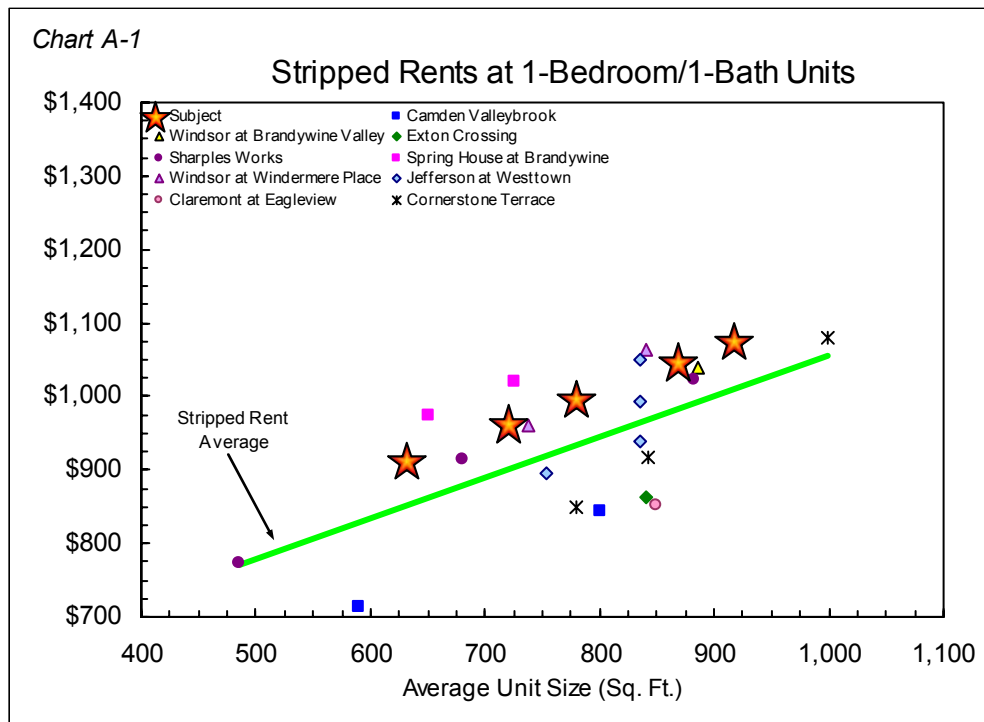


Table A-1

Stripped and Base Rents for the Most Comparable 1-Bedroom/1-Bath Units at Top Competitors					
	# of Units	Unit Size (Sq. Ft.)	Stripped Monthly Rent	Base Monthly Rent	Base Rent/ Sq. Ft.
Subject - 1/1	11	634	\$904	\$1,152	\$1.818
Subject - 1/1	50	726	\$959	\$1,207	\$1.662
Subject - 1/1	17	781	\$991	\$1,239	\$1.586
Subject - 1/1	27	869	\$1,043	\$1,291	\$1.485
Subject - 1/1	5	917	\$1,071	\$1,319	\$1.438
Camden Valleybrook	32	590	\$715	\$927	\$1.571
Camden Valleybrook	112	800	\$844	\$1,068	\$1.335
Windsor at Brandywine Valley	56	886	\$1,039	\$1,220	\$1.377
Exton Crossing	98	840	\$864	\$999	\$1.189
Sharples Works	9	486	\$773	\$845	\$1.739
Sharples Works	69	681	\$914	\$980	\$1.439
Sharples Works	24	882	\$1,024	\$1,150	\$1.304
Spring House at Brandywine	36	651	\$975	\$1,095	\$1.682
Spring House at Brandywine	18	725	\$1,020	\$1,160	\$1.600
Windsor at Windermere Place	85	737	\$960	\$1,040	\$1.411
Windsor at Windermere Place	21	841	\$1,065	\$1,180	\$1.403
Jefferson at Westtown	24	754	\$894	\$1,075	\$1.426
Jefferson at Westtown	24	835	\$939	\$1,120	\$1.341
Jefferson at Westtown	16	836	\$993	\$1,200	\$1.435
Jefferson at Westtown ^a	16	836	\$1,051	\$1,255	\$1.501
Claremont at Eagleview	56	850	\$853	\$1,105	\$1.300
Cornerstone Terrace	36	779	\$850	\$1,085	\$1.393
Cornerstone Terrace	56	842	\$916	\$1,125	\$1.336
Cornerstone Terrace	16	999	\$1,081	\$1,285	\$1.286

^a Indicates a \$95 deduction for a direct-entry garage.

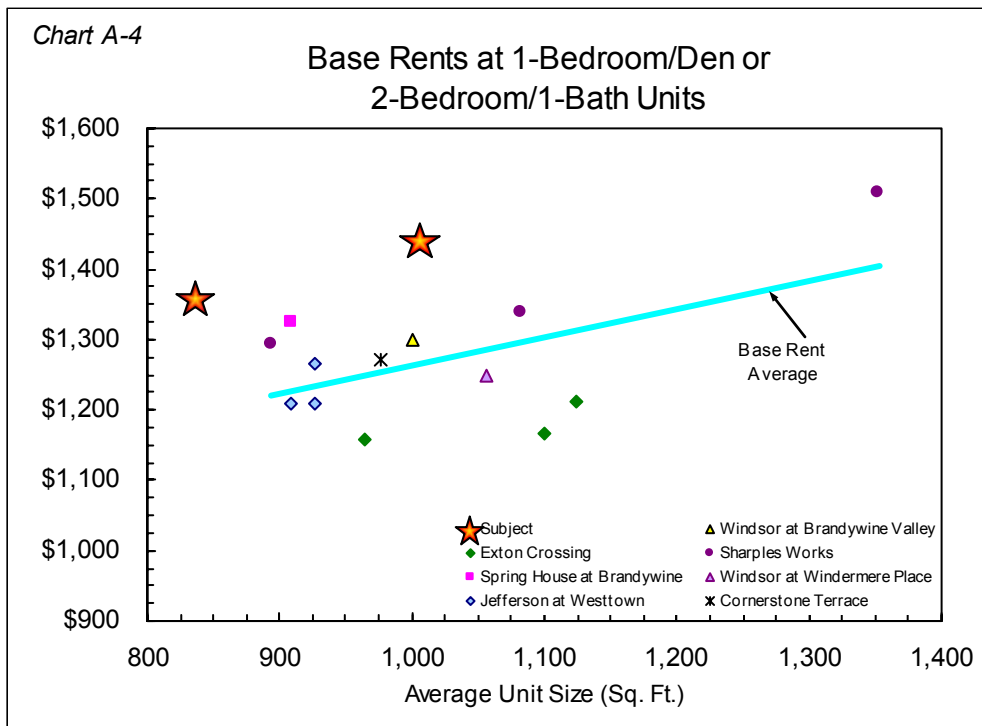
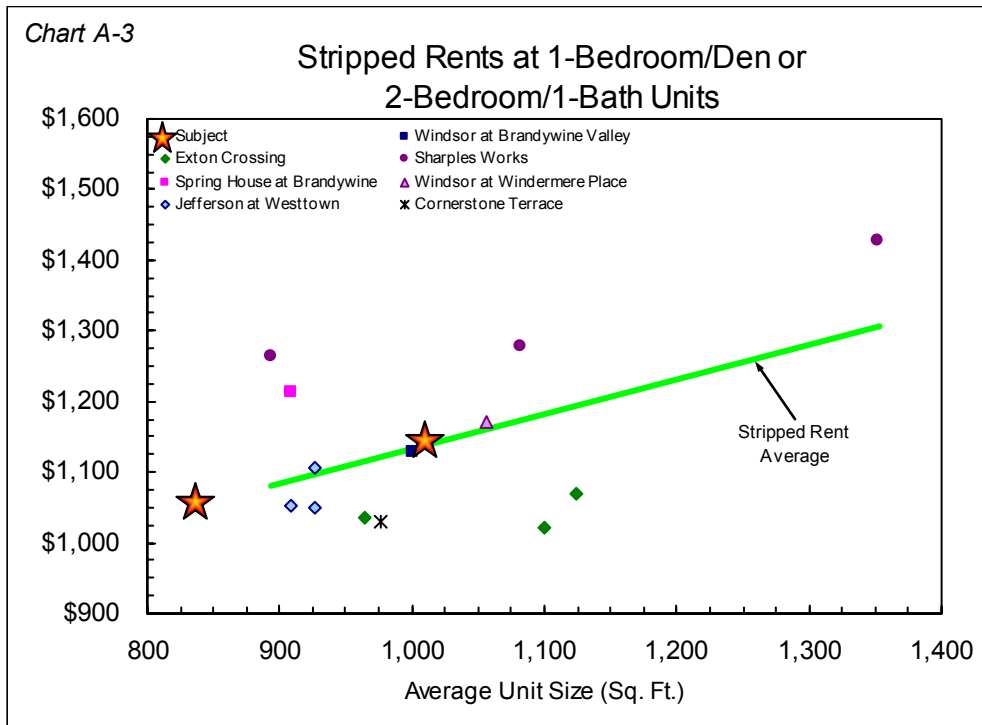


Table A-2

Stripped and Base Rents for the Most Comparable 1-Bedroom/Den or 2-Bedroom/1-Bath Units at Top Competitors					
	# of Units	Unit Size (Sq. Ft.)	Stripped Monthly Rent	Base Monthly Rent	Base Rent/ Sq. Ft.
Subject - 1/1 loft	12	838	\$1,055	\$1,353	\$1.615
Subject - 1/1 loft	20	1,006	\$1,138	\$1,436	\$1.427
Windsor at Brandywine Valley	42	1,000	\$1,128	\$1,300	\$1.300
Exton Crossing	108	1,100	\$1,021	\$1,167	\$1.061
Exton Crossing	94	1,124	\$1,068	\$1,213	\$1.079
Exton Crossing	30	965	\$1,035	\$1,157	\$1.199
Sharples Works	6	1,082	\$1,278	\$1,339	\$1.238
Sharples Works	7	893	\$1,263	\$1,295	\$1.451
Sharples Works	6	1,353	\$1,427	\$1,510	\$1.116
Spring House at Brandywine	42	908	\$1,213	\$1,325	\$1.459
Windsor at Windermere Place	22	1,056	\$1,170	\$1,250	\$1.184
Jefferson at Westtown	10	908	\$1,054	\$1,210	\$1.333
Jefferson at Westtown ^a	8	926	\$1,049	\$1,210	\$1.307
Jefferson at Westtown	16	926	\$1,107	\$1,265	\$1.366
Cornerstone Terrace	14	977	\$1,030	\$1,270	\$1.300

^a Indicates a \$95 deduction for a direct-entry garage.

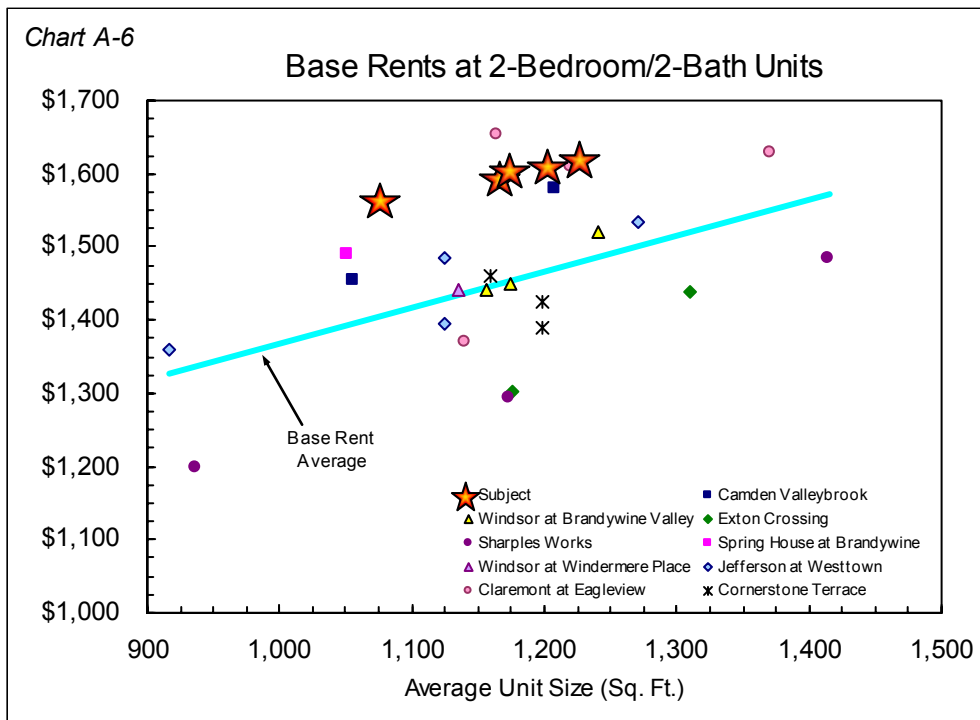
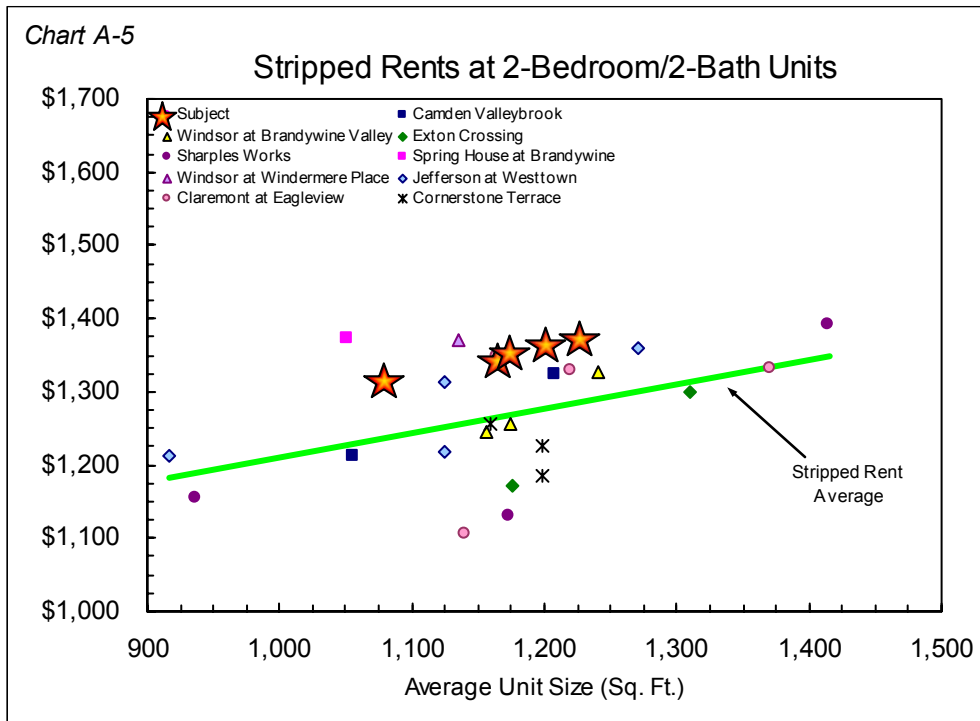


Table A-3

Stripped and Base Rents for the Most Comparable 2-Bedroom/2-Bath Units at Top Competitors					
	# of Units	Unit Size (Sq. Ft.)	Stripped Monthly Rent	Base Monthly Rent	Base Rent/ Sq. Ft.
Subject - 2/2	25	1,080	\$1,311	\$1,559	\$1.444
Subject - 2/2	7	1,168	\$1,342	\$1,590	\$1.362
Subject - 2/2	17	1,177	\$1,345	\$1,593	\$1.354
Subject - 2/2	32	1,203	\$1,355	\$1,603	\$1.332
Subject - 2/2	12	1,227	\$1,363	\$1,611	\$1.313
Camden Valleybrook	128	1,055	\$1,212	\$1,454	\$1.378
Camden Valleybrook	38	1,208	\$1,325	\$1,579	\$1.307
Windsor at Brandywine Valley	42	1,157	\$1,245	\$1,440	\$1.245
Windsor at Brandywine Valley	56	1,175	\$1,256	\$1,450	\$1.234
Windsor at Brandywine Valley	56	1,240	\$1,328	\$1,520	\$1.226
Exton Crossing	28	1,176	\$1,172	\$1,302	\$1.107
Exton Crossing	32	1,310	\$1,299	\$1,439	\$1.098
Sharples Works	11	937	\$1,156	\$1,200	\$1.281
Sharples Works	8	1,415	\$1,392	\$1,485	\$1.050
Sharples Works	14	1,173	\$1,130	\$1,295	\$1.104
Spring House at Brandywine	96	1,051	\$1,372	\$1,490	\$1.418
Windsor at Windermere Place	85	1,135	\$1,370	\$1,440	\$1.269
Jefferson at Westtown	10	917	\$1,212	\$1,360	\$1.483
Jefferson at Westtown ^a	8	1,124	\$1,314	\$1,485	\$1.321
Jefferson at Westtown	36	1,124	\$1,219	\$1,395	\$1.241
Jefferson at Westtown	42	1,271	\$1,358	\$1,535	\$1.208
Claremont at Eagleview	82	1,140	\$1,106	\$1,370	\$1.202
Claremont at Eagleview ^b	20	1,370	\$1,332	\$1,630	\$1.190
Claremont at Eagleview	10	1,219	\$1,328	\$1,610	\$1.321
Claremont at Eagleview ^a	26	1,164	\$1,350	\$1,655	\$1.422
Cornerstone Terrace	8	1,198	\$1,227	\$1,425	\$1.189
Cornerstone Terrace	88	1,199	\$1,185	\$1,390	\$1.159
Cornerstone Terrace	8	1,160	\$1,256	\$1,460	\$1.259

^a Indicates a \$95 deduction for a direct-entry garage.

^b Indicates an \$85 deduction for a non direct-entry garage.

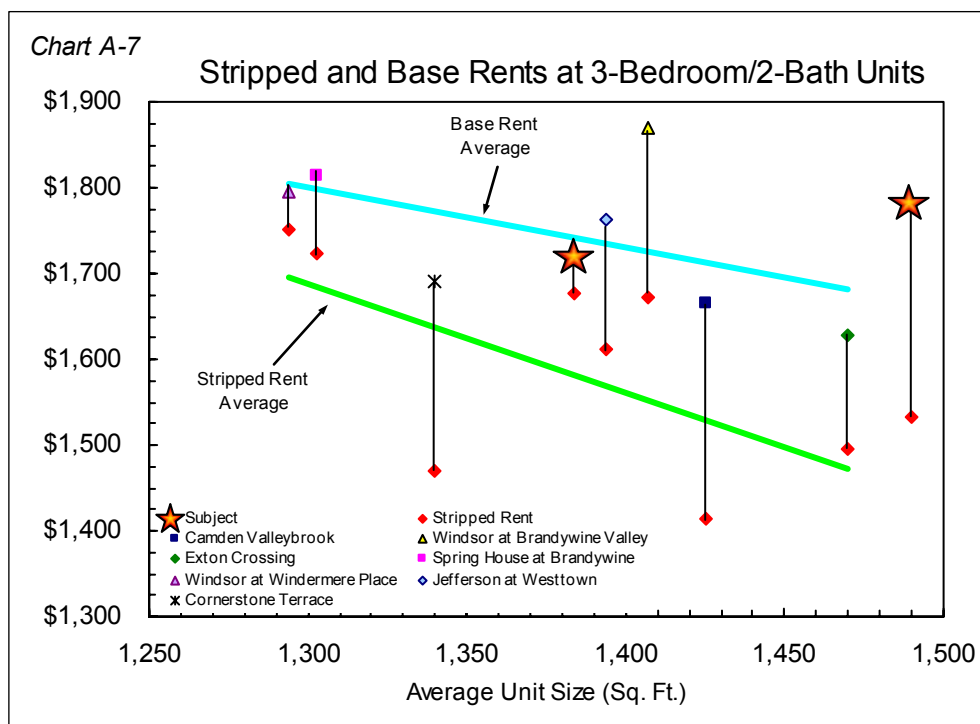


Table A-4

Stripped and Base Rents for the Most Comparable 3-Bedroom/2-Bath Units at Top Competitors						
	# of Units	Unit Size (Sq. Ft.)	Stripped Monthly Rent	Base Monthly Rent	Base Rent/Sq. Ft.	
Subject - 2/2 loft	5	1,384	\$1,676	\$1,716	\$1.240	
Subject - 3/2	10	1,490	\$1,532	\$1,780	\$1.195	
Camden Valleybrook	42	1,425	\$1,413	\$1,664	\$1.168	
Windsor at Brandywine Valley	28	1,407	\$1,673	\$1,870	\$1.329	
Exton Crossing	18	1,470	\$1,496	\$1,628	\$1.107	
Spring House at Brandywine	20	1,303	\$1,723	\$1,815	\$1.393	
Windsor at Windermere Place	25	1,294	\$1,751	\$1,796	\$1.388	
Jefferson at Westtown	40	1,394	\$1,611	\$1,762	\$1.264	
Cornerstone Terrace	12	1,340	\$1,469	\$1,690	\$1.261	

Appendix B: Property Profiles

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Cornerstone Terrace.....	B-11

Competitive Apartment Community

Camden Valleybrook
7000 Johnson Farm Lane
Chadds Ford, PA

Management Co.: Camden Property Trust
Completion Date: 2003
Occupancy: 96%

Floor Plan	Mix	%	Vacant	Approx. Square Footage	Quoted Rent		Quoted Rent/Sq. Ft.	
					Low	High	Low	High
1/1	32	9%	4	590	\$927	\$997	\$1.571	\$1.690
1/1	112	32%	5	800	\$1,068	\$1,101	\$1.335	\$1.376
2/2	128	36%	1	1,055	\$1,454	\$1,540	\$1.378	\$1.460
2/2	38	11%	1	1,208	\$1,579	\$1,579	\$1.307	\$1.307
3/2	42	12%	2	1,425	\$1,664	\$1,675	\$1.168	\$1.175
Total/ Average	352	100%	13	992	\$1,322	\$1,371	\$1.332	\$1.382
						\$1,347		\$1.357

Interior Amenities: 9-foot ceilings, central air conditioning, arched doorways, ceiling fan in living room, ceramic tile bath surround, computer desk in some units, crown molding, double-sink vanity in some units, entry hall closet, electric fireplace in some units, ceramic tile floor in kitchen and in entry, French door to patio in some units, granite/marble countertops in bath, pre-wired for high-speed Internet access, ice maker, pre-wired for intrusion alarm, linen closet in some units, multiple phone lines, oversized windows in some units, pantry in some units, patio/balcony with storage in some units, plant ledges, solarium in some units, electric stove, oval/soaker tub, utility room in some units, vaulted/cathedral ceiling in some units, vegetable sprayer, washer/dryer connections, side-by-side washer/dryer machines in some units, stacked washer/dryer machines in some units, walk-in closet.

Exterior Amenities: Billiards, business center, clubhouse/clubroom, conference room with table and chairs, elevator, fitness center, Jacuzzi/hot tub/whirlpool, movie theatre, picnic/grill area, swimming pool.

Rent Concessions: None quoted.

Date Contacted: October 2006

Competitive Apartment Community

Windsor at Brandywine Valley

1000 Cornerstone Drive
Glen Mills, PA

Management Co.: Windsor Properties

Completion Date: 2003

Occupancy: 98%

Floor Plan	Mix	%	Vacant	Approx. Square Footage	Quoted Rent		Quoted Rent/Sq. Ft.		Effective Rent		Effective Rent/Sq. Ft.	
					Low	High	Low	High	Low	High	Low	High
1/1	56	20%		886	\$1,220	\$1,250	\$1.377	\$1.411	\$1,118	\$1,146	\$1.262	\$1.293
1/1 den	42	15%		1,000	\$1,300	\$1,360	\$1.300	\$1.360	\$1,192	\$1,247	\$1.192	\$1.247
2/2	42	15%		1,157	\$1,440	\$1,485	\$1.245	\$1.283	\$1,320	\$1,361	\$1.141	\$1.177
2/2	56	20%		1,175	\$1,450	\$1,490	\$1.234	\$1.268	\$1,329	\$1,366	\$1.131	\$1.162
2/2	56	20%		1,240	\$1,520	\$1,550	\$1.226	\$1.250	\$1,393	\$1,421	\$1.124	\$1.146
3/2	28	10%		1,407	\$1,870	\$1,920	\$1.329	\$1.365	\$1,714	\$1,760	\$1.218	\$1.251
Total/ Average	280	100%	5	1,124	\$1,436	\$1,477	\$1.277	\$1.313	\$1,316	\$1,354	\$1.171	\$1.204
						\$1,456		\$1.295		\$1,335		\$1.187

Interior Amenities: 9-foot ceilings, central air conditioning, bay windows in some units, black-on-black kitchen appliances, ceramic tile bath surround, double-sink vanity in some units, entry hall closet in some units, gas fireplace with tile hearth and mantel in some units, ceramic tile floor in bath and in entry, French door to patio in some units, granite/marble countertops in bath, pre-wired for high-speed Internet access, ice maker, kitchen island in some units, linen closet, microwave oven, multiple phone lines, oversized windows in some units, pantry in some units, patio/balcony, plant ledges, recessed lighting, electric stove, oval/soaker tub in some units, utility room in some units, vegetable sprayer, washer/dryer connections, side-by-side washer/dryer machines, walk-in closet.

Exterior Amenities: Business center, clubhouse/clubroom, coffee bar, conference room with table and chairs, fitness center, swimming pool, tennis courts.

Rent Concessions: 1 month free on 12-month lease.

Date Contacted: October 2006

Competitive Apartment Community

Korman Communities at Malvern

311 W. Lancaster Avenue
Malvern, PA

Management Co.: Korman Company
Completion Date: 1997
Occupancy: 95%

Floor Plan	Mix	%	Vacant	Approx. Square Footage	Quoted Rent		Quoted Rent/Sq. Ft.	
					Low	High	Low	High
1/1	108	41%		703	\$1,399	\$1,409	\$1.990	\$2.004
1/1	64	24%		762	\$1,499	\$1,499	\$1.967	\$1.967
2/2	92	35%		1,068	\$1,799	\$1,999	\$1.684	\$1.872
Total/ Average	264	100%	13	845	\$1,563	\$1,636	\$1.850	\$1.938
						\$1,600		\$1.894

Interior Amenities: 8-foot ceilings, central air conditioning, Berber carpet, ceramic tile bath surround, chair railing, crown molding, entertainment center in some units, entry hall closet, wood-burning fireplace with tile hearth and mantel in some units, ceramic tile floor in kitchen, in bath, and in entry, French door to patio in some units, granite/marble countertops in bath, pre-wired for high-speed Internet access, ice maker, microwave oven, multiple phone lines, patio/balcony with storage, recessed lighting, stainless-steel kitchen appliances, electric stove, utility room in some units, vaulted/cathedral ceiling in some units, washer/dryer connections, side-by-side washer/dryer machines, walk-in closet.

Exterior Amenities: Business center, clubhouse/clubroom, coffee bar, concierge services, conference room with table and chairs, fitness center, Jacuzzi/hot tub/whirlpool, picnic/grill area, sauna, showers/locker room, swimming pool.

Rent Concessions: None quoted.

Date Contacted: October 2006

Competitive Apartment Community

Exton Crossing
201 Iron Lake Drive
Exton, PA

Management Co.: National Properties
Completion Date: 2000
Occupancy: 99%

Floor Plan	Mix	%	Vacant	Approx. Square Footage	Quoted Rent		Quoted Rent/Sq. Ft.	
					Low	High	Low	High
1/1	98	24%	0	840	\$999	\$1,016	\$1.189	\$1.210
2/1.5	108	26%	0	1,100	\$1,167	\$1,257	\$1.061	\$1.143
2/1.5	94	23%	0	1,124	\$1,213	\$1,273	\$1.079	\$1.133
2/2	28	7%	2	1,176	\$1,302	\$1,365	\$1.107	\$1.161
1/1 den	30	7%	0	965	\$1,157	\$1,245	\$1.199	\$1.290
2/2	32	8%	3	1,310	\$1,439	\$1,525	\$1.098	\$1.164
3/2	18	4%	1	1,470	\$1,628	\$1,725	\$1.107	\$1.173
Total/ Average	408	100%	6	1,071	\$1,187	\$1,251	\$1.109	\$1.168
						\$1,219		\$1.138

Interior Amenities: 8-foot ceilings, central air conditioning, breakfast area in some units, double-sink vanity in some units, entry hall closet, ceramic tile floor in entry, granite/marble countertops in bath, pre-wired for high-speed Internet access, linen closet, microwave oven, multiple phone lines, pantry in some units, patio/balcony (some with storage), electric stove, utility room in some units, washer/dryer connections, walk-in closet in some units.

Exterior Amenities: Basketball court, car wash, clubhouse/clubroom, fitness center, garden plots, jogging trail, picnic/grill area, playground, retail on site \$5 each, swimming pool, tennis courts.

Rent Concessions: None quoted.

Date Contacted: October 2006

Competitive Apartment Community

Sharples Works
300 E. Evans Street
West Chester, PA

Management Co.: Historic Landmarks Inc.
Completion Date: 1986
Occupancy: 97%

Floor Plan	Mix	%	Vacant	Approx. Square Footage	Quoted Rent		Quoted Rent/Sq. Ft.		Effective Rent		Effective Rent/Sq. Ft.	
					Low	High	Low	High	Low	High	Low	High
Studio	9	6%		486	\$840	\$1,015	\$1.727	\$2.087	\$770	\$930	\$1.583	\$1.913
1/1	63	41%		696	\$925	\$1,235	\$1.329	\$1.774	\$848	\$1,132	\$1.218	\$1.627
1/1 TH	1	1%		600	\$1,195	\$1,195	\$1.992	\$1.992	\$1,095	\$1,095	\$1.826	\$1.826
1/1.5 TH	24	16%		882	\$1,185	\$1,300	\$1.344	\$1.474	\$1,086	\$1,192	\$1.232	\$1.352
2/1 loft	6	4%		1,082	\$1,310	\$1,360	\$1.211	\$1.257	\$1,201	\$1,247	\$1.110	\$1.153
2/1	7	5%		893	\$1,210	\$1,350	\$1.355	\$1.512	\$1,109	\$1,238	\$1.242	\$1.386
2/1.5 TH	6	4%		1,353	\$1,475	\$1,560	\$1.091	\$1.153	\$1,352	\$1,430	\$1.000	\$1.057
2/2	13	8%		916	\$1,230	\$1,425	\$1.343	\$1.556	\$1,128	\$1,306	\$1.231	\$1.426
2/2.5 TH	8	5%		1,415	\$1,530	\$1,795	\$1.081	\$1.269	\$1,403	\$1,645	\$0.991	\$1.163
2/2 TH	17	11%		1,209	\$1,450	\$1,595	\$1.199	\$1.319	\$1,329	\$1,462	\$1.099	\$1.209
Total/ Average	154	100%	4	874	\$1,127	\$1,340	\$1.289	\$1.532	\$1,033	\$1,228	\$1.182	\$1.405
						\$1,233		\$1.411		\$1,130		\$1.293

Interior Amenities: 9-foot ceilings, central air conditioning, ceramic tile bath surround, entry hall closet in some units, ceramic tile floor in bath, granite/marble countertops in bath, pre-wired for high-speed Internet access, intercom system, linen closet in some units, microwave oven, multiple phone lines, oversized windows, skylight in some units, electric stove, vaulted/cathedral ceiling in some units, washer/dryer connections, stacked washer/dryer machines, walk-in closet in some units.

Exterior Amenities: Controlled building access, elevator, fitness center.

Rent Concessions: 1 month free on 12-month lease.

Date Contacted: October 2006

Competitive Apartment Community

Spring House at Brandywine

900 Reisling Lane
West Chester, PA

Management Co.: Bozzuto Group
Completion Date: 1999
Occupancy: 99%

Floor Plan	Mix	%	Vacant	Approx. Square Footage	Quoted Rent		Quoted Rent/Sq. Ft.	
					Low	High	Low	High
1/1	36	17%	1	651	\$1,095	\$1,110	\$1.682	\$1.705
1/1	18	8%	0	725	\$1,160	\$1,175	\$1.600	\$1.621
1/1 den	42	20%	0	908	\$1,325	\$1,340	\$1.459	\$1.476
2/2	96	45%	1	1,051	\$1,490	\$1,530	\$1.418	\$1.456
3/2	20	9%	1	1,303	\$1,815	\$1,855	\$1.393	\$1.424
Total/ Average	212	100%	3	951	\$1,393	\$1,422	\$1.465	\$1.495
						\$1,407		\$1.480

Interior Amenities: 9-foot ceilings, central air conditioning, ceramic tile bath surround, entry hall closet, gas fireplace in some units, French door to patio in some units, pre-wired for high-speed Internet access, ice maker in some units, linen closet, microwave oven in some units, multiple phone lines, oversized windows in some units, pantry in some units, patio/balcony, plant ledges, recessed lighting, gas stove, utility room in some units, washer/dryer connections, side-by-side washer/dryer machines, walk-in closet in some units.

Exterior Amenities: Business center, car wash, clubhouse/clubroom, fitness center, picnic/grill area, swimming pool.

Rent Concessions: None quoted.

Date Contacted: October 2006

Competitive Apartment Community

Windsor at Windermere Place

1500 Windermere Drive
West Chester, PA

Management Co.: Windsor Properties
Completion Date: 1995
Occupancy: 94%

Floor Plan	Mix	%	Vacant	Approx. Square Footage	Quoted Rent		Quoted Rent/Sq. Ft.	
					Low	High	Low	High
1/1	85	35%	1	737	\$1,040	\$1,140	\$1.411	\$1.547
1/1	21	9%	0	841	\$1,180	\$1,250	\$1.403	\$1.486
2/1	22	9%	1	1,056	\$1,250	\$1,370	\$1.184	\$1.297
2/2	85	35%	5	1,135	\$1,440	\$1,490	\$1.269	\$1.313
2/2 TH	4	2%	2	1,202	\$1,675	\$1,720	\$1.394	\$1.431
3/2	25	10%	5	1,294	\$1,796	\$1,860	\$1.388	\$1.437
Total/ Average	242	100%	14	980	\$1,300	\$1,377	\$1.327	\$1.405
						\$1,339		\$1.366

Interior Amenities: 8-foot ceilings, central air conditioning, ceramic tile bath surround, double-sink vanity in some units, entertainment center, entry hall closet, wood-burning fireplace with tile hearth and mantel in some units, pre-wired for high-speed Internet access, ice maker, linen closet in some units, pantry in some units, patio/balcony with storage, plant ledges, recessed lighting, electric stove, some two-bedroom townhome-style floor plans, oval/soaker tub in some units, utility room in some units, vaulted/cathedral ceiling in some units, washer/dryer connections, side-by-side washer/dryer machines in some units, stacked washer/dryer machines in some units, walk-in closet.

Exterior Amenities: Clubhouse/clubroom, fitness center, Jacuzzi/hot tub/whirlpool, picnic/grill area, playground, sauna, swimming pool, tennis courts.

Rent Concessions: None quoted.

Date Contacted: October 2006

Competitive Apartment Community

Jefferson at Westtown
1071 Wilmington Pike
West Chester, PA

Management Co.: Lincoln Property Company
Completion Date: 1998
Occupancy: 97%

Floor Plan	Mix	%	Vacant	Approx. Square Footage	Quoted Rent		Quoted Rent/Sq. Ft.	
					Low	High	Low	High
1/1	24	10%	0	754	\$1,075	\$1,095	\$1.426	\$1.452
1/1	24	10%	0	835	\$1,120	\$1,235	\$1.341	\$1.479
1/1	16	6%	0	836	\$1,200	\$1,200	\$1.435	\$1.435
1/1/1	16	6%	0	836	\$1,350	\$1,350	\$1.615	\$1.615
1/1 den	2	1%	0	881	\$1,210	\$1,210	\$1.373	\$1.373
1/1 den	10	4%	0	908	\$1,210	\$1,210	\$1.333	\$1.333
1/1 den	8	3%	1	926	\$1,210	\$1,210	\$1.307	\$1.307
1/1/1 den	16	6%	1	926	\$1,360	\$1,360	\$1.469	\$1.469
2/2/1	10	4%	0	917	\$1,360	\$1,360	\$1.483	\$1.483
2/2/1	8	3%	0	1,124	\$1,580	\$1,580	\$1.406	\$1.406
2/2	36	14%	2	1,124	\$1,395	\$1,395	\$1.241	\$1.241
2/2	42	17%	2	1,271	\$1,535	\$1,585	\$1.208	\$1.247
3/2	40	16%	2	1,394	\$1,762	\$1,822	\$1.264	\$1.307
Total/ Average	252	100%	8	1,054	\$1,392	\$1,423	\$1.320	\$1.349
						\$1,408		\$1.335

Interior Amenities: 9-foot ceilings, central air conditioning, bookshelves in some units, ceiling fan in bedroom, ceramic tile bath surround, computer desk in some units, crown molding, entry hall closet, gas-burning fireplace in some units, ceramic tile floor in entry, French door to patio, pre-wired for high-speed Internet access, ice maker, audible intrusion alarm, linen closet in some units, microwave oven, multiple phone lines, oversized windows in some units, pantry, patio/balcony (some with storage), plant ledges, recessed lighting, electric stove, oval/soaker tub, utility room in some units, washer/dryer connections, side-by-side washer/dryer machines, walk-in closet.

Exterior Amenities: Business center, car wash, clubhouse/clubroom, conference room with table and chairs, fitness center, picnic/grill area, swimming pool.

Rent Concessions: \$99 deposit.

Date Contacted: October 2006

Competitive Apartment Community

Claremont at Eagleview
 494 E. Wharton Blvd.
 Exton, PA

Management Co.: Hankin Group
 Completion Date: 2001/2006
 Occupancy: 98%

Floor Plan	Mix	%	Vacant	Approx. Square Footage	Quoted Rent		Quoted Rent/Sq. Ft.		Effective Rent		Effective Rent/Sq. Ft.	
					Low	High	Low	High	Low	High	Low	High
1/1	56	29%	2	850	\$1,105	\$1,145	\$1.300	\$1.347	\$1,020	\$1,057	\$1.200	\$1.243
2/2	82	42%	1	1,140	\$1,370	\$1,390	\$1.202	\$1.219	\$1,265	\$1,283	\$1.109	\$1.126
2/2.5/1 TH	20	10%	1	1,370	\$1,715	\$1,820	\$1.252	\$1.328	\$1,583	\$1,680	\$1.156	\$1.226
2/2	10	5%	0	1,219	\$1,610	\$1,610	\$1.321	\$1.321	\$1,486	\$1,486	\$1.219	\$1.219
2/2.5/1 TH	26	13%	0	1,164	\$1,750	\$1,750	\$1.503	\$1.503	\$1,615	\$1,615	\$1.388	\$1.388
Total/ Average	194	100%	4	1,087	\$1,392	\$1,423	\$1.281	\$1.309	\$1,285	\$1,314	\$1.182	\$1.208
						\$1,408		\$1.295		\$1,299		\$1.195

Interior Amenities: 9-foot ceilings, central air conditioning, ceramic tile bath surround, ceramic tile/Corian countertops in some units, computer desk in some units, crown molding, double-sink vanity in some units, entry hall closet in some units, gas-burning fireplace in some units, ceramic tile floor in kitchen, in bath, and in entry, granite/marble countertops in bath, pre-wired for high-speed Internet access, linen closet in some units, microwave oven, multiple phone lines, oversized windows in some units, pantry in some units, patio/balcony, electric stove, flat cooktop stove in some units, some two-bedroom townhome-style floor plans, utility room in some units, vegetable sprayer, washer/dryer connections, side-by-side washer/dryer machines, walk-in closet.

Exterior Amenities: Basketball court, business center, clubhouse/clubroom, conference room with table and chairs, fitness center, Jacuzzi/hot tub/whirlpool, picnic/grill area, playground, sauna, retail on site \$5 each, swimming pool, tennis courts.

Rent Concessions: 1 month free on 13-month lease.

Date Contacted: October 2006

Competitive Apartment Community

Cornerstone Terrace
1236 E. Lancaster Avenue
Downington, PA

Management Co.: Bozzuto Group
Completion Date: 7/06
Occupancy: 50%
Began Leasing: 1/06
Absorption/Month: 12 units

Floor Plan	Mix	%	Vacant	Approx. Square Footage	Quoted Rent		Quoted Rent/Sq. Ft.		Effective Rent		Effective Rent/Sq. Ft.	
					Low	High	Low	High	Low	High	Low	High
1/1	36	15%		779	\$1,085	\$1,100	\$1.393	\$1.412	\$1,023	\$1,038	\$1.313	\$1.332
1/1	56	23%		842	\$1,125	\$1,125	\$1.336	\$1.336	\$1,063	\$1,063	\$1.262	\$1.262
2/2	8	3%		1,198	\$1,425	\$1,425	\$1.189	\$1.189	\$1,363	\$1,363	\$1.137	\$1.137
2/2	88	36%		1,199	\$1,390	\$1,630	\$1.159	\$1.359	\$1,328	\$1,568	\$1.107	\$1.307
2/2	8	3%		1,160	\$1,460	\$1,475	\$1.259	\$1.272	\$1,377	\$1,392	\$1.187	\$1.200
2/2	2	1%		1,574	\$1,725	\$1,725	\$1.096	\$1.096	\$1,642	\$1,642	\$1.043	\$1.043
3/2	12	5%		1,340	\$1,690	\$1,705	\$1.261	\$1.272	\$1,607	\$1,622	\$1.199	\$1.210
1/1 den	14	6%		977	\$1,270	\$1,395	\$1.300	\$1.428	\$1,166	\$1,291	\$1.193	\$1.321
1/1 loft	16	7%		999	\$1,285	\$1,285	\$1.286	\$1.286	\$1,202	\$1,202	\$1.203	\$1.203
2/2 study	4	2%		1,722	\$1,875	\$2,000	\$1.089	\$1.161	\$1,771	\$1,896	\$1.028	\$1.101
Total/Average	244	100%	122	1,047	\$1,299	\$1,399	\$1.242	\$1.336	\$1,230	\$1,330	\$1.176	\$1.271
						\$1,349		\$1.289		\$1,280		\$1.223

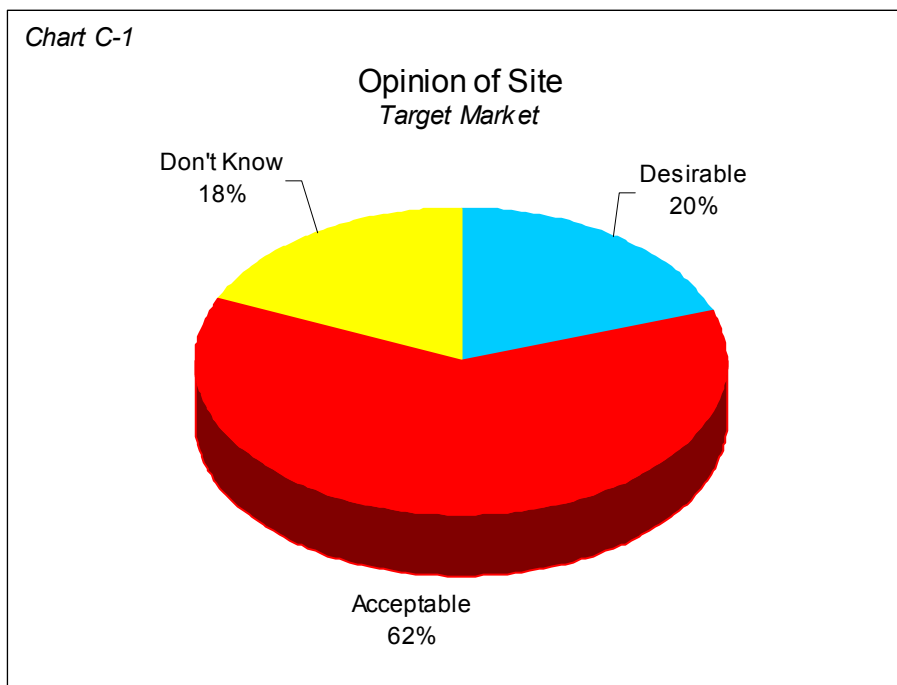
Interior Amenities: 9-foot ceilings, central air conditioning, bookshelves in some units, ceramic tile bath surround, computer desk in some units, double-sink vanity in some units, entry hall closet, electric fireplace in some units, French door to patio, granite/marble countertops in bath, pre-wired for high-speed Internet access, ice maker, kitchen island in some units, linen closet, microwave oven, multiple phone lines, oversized windows in some units, pantry, patio/balcony, plant ledges, stainless-steel kitchen appliances in some units, gas stove, track lighting, oval/soaker tub in some units, utility room in some units, washer/dryer connections, side-by-side washer/dryer machines, walk-in closet.

Exterior Amenities: Billiards, business center, clubhouse/clubroom, coffee bar, conference room with table and chairs, elevator, fitness center, swimming pool.

Rent Concessions: \$750 off on 1-bedroom/1-bath; \$1,000 off on 2-bedroom/2-bath; and \$1,250 off on 3-bedroom/2-bath floor plans on 12-month lease.

Date Contacted: October 2006

Appendix C: Survey Results



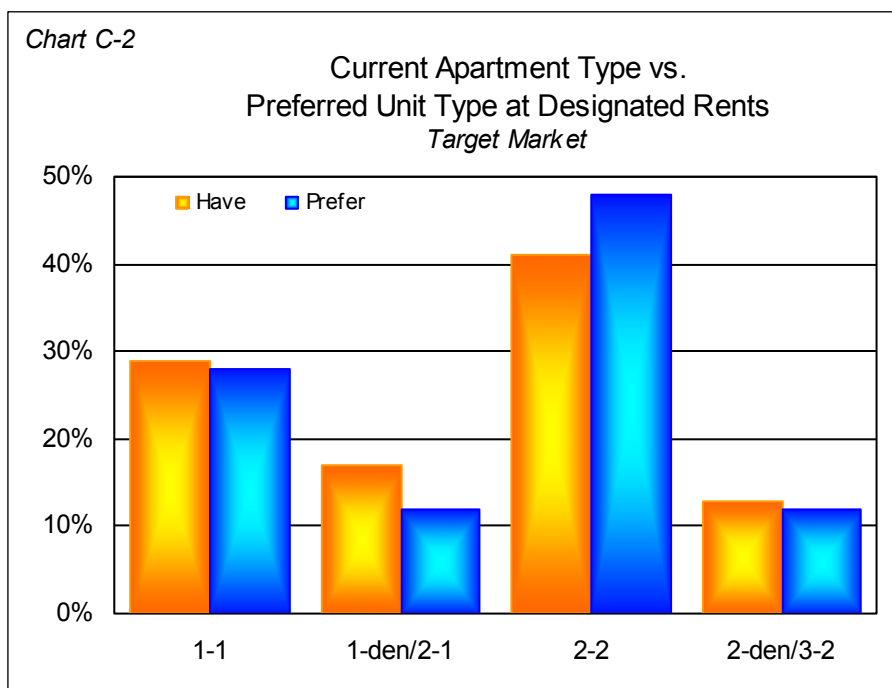


Table C-1

Current and Preferred Floor Plan by Household Composition <i>(Plan Preferred at \$1,075 to \$1,850 Monthly Rents)</i> <i>Target Market</i>				
	1-1	1-den or 2-1	2-2	2-den or 3-2
Couple without children living at home				
Have	11%	23%	49%	17%
Prefer	9%	3%	69%	20%
Couple with children in the home				
Have	28%	17%	44%	11%
Prefer	22%	11%	50%	17%
One-adult household living alone				
Have	52%	18%	26%	2%
Prefer	48%	22%	28%	2%
One-adult household with children in the home				
Have	0%	13%	63%	25%
Prefer	25%	0%	50%	25%
Roommates without children in the home				
Have	0%	0%	58%	33%
Prefer	8%	8%	67%	17%
Roommates with children living in the home				
Have	0%	0%	0%	0%
Prefer	0%	0%	0%	0%
Other				
Have	0%	0%	0%	100%
Prefer	100%	0%	0%	0%

Table C-2

Features Worth Additional Cost Target Market							
	Extra Monthly Cost	Total	Share Willing to Pay by Preferred Floor Plan				
			Selected Floor Plan	1-1	2-1	2-2	3-2
General							
Patio/balcony - storage	\$5	84.7%	89.6%	82.9%	93.3%	91.7%	93.3%
Programmable thermostat	\$5	63.5%	67.2%	57.1%	60.0%	75.0%	66.7%
Sliding glass door to patio/balcony	\$5	62.4%	63.2%	57.1%	66.7%	66.7%	60.0%
Berber carpet	\$5	43.5%	45.6%	37.1%	46.7%	45.0%	66.7%
French door to balcony	\$10	44.7%	44.0%	31.4%	60.0%	43.3%	60.0%
Bookshelves	\$3	37.6%	36.8%	40.0%	26.7%	38.3%	33.3%
Computer desk	\$25	12.4%	11.2%	14.3%	20.0%	6.7%	13.3%
Living Room							
Living room ceiling fan	\$5	64.1%	69.6%	62.9%	60.0%	71.7%	86.7%
Recessed lighting	\$3	57.1%	57.6%	60.0%	40.0%	60.0%	60.0%
Gas fireplace	\$35	41.2%	44.0%	25.7%	46.7%	55.0%	40.0%
Track lighting	\$3	36.5%	36.8%	37.1%	26.7%	40.0%	33.3%
Electric fireplace with heat control for year-round use	\$30	33.5%	32.0%	31.4%	26.7%	31.7%	40.0%
Kitchen							
Kitchen island	\$20	48.8%	49.6%	40.0%	46.7%	56.7%	46.7%
Ceramic tile floor in kitchen	\$10	47.1%	48.8%	57.1%	26.7%	45.0%	66.7%
Gas range	\$15	45.9%	44.8%	37.1%	33.3%	51.7%	46.7%
Hardwood-style floors in kitchen	\$10	44.7%	44.8%	54.3%	40.0%	41.7%	40.0%
Vegetable sprayer built into faucet	\$3	39.4%	42.4%	28.6%	53.3%	46.7%	46.7%
Stainless-steel appliances	\$15	37.1%	40.0%	37.1%	40.0%	41.7%	40.0%
Black-on-black appliances	\$5	32.9%	38.4%	37.1%	33.3%	38.3%	46.7%
Electric range with ceramic glass cooktop	\$15	35.9%	38.4%	34.3%	46.7%	36.7%	46.7%
Master Bath							
Cultured marble bathroom countertops	\$5	70.6%	79.2%	62.9%	80.0%	86.7%	86.7%
Ceramic tile floor in master bath	\$5	56.5%	60.0%	62.9%	46.7%	61.7%	60.0%
Oval soaking tub with shower head	\$10	50.0%	53.6%	42.9%	66.7%	60.0%	40.0%
Double-sink lavatory	\$5	51.2%	52.0%	37.1%	46.7%	63.3%	46.7%
Master Bedroom							
Ceiling fan in master bedroom	\$5	70.6%	79.2%	62.9%	80.0%	86.7%	86.7%
Views							
Top floor (4th) premium	\$10	27.1%	28.0%	22.9%	40.0%	30.0%	20.0%
Court yard view	\$10	27.6%	25.6%	22.9%	20.0%	30.0%	20.0%
Pool view	\$15	13.5%	16.0%	14.3%	26.7%	10.0%	33.3%
Storage							
Storage space in building, separate from your apartment	\$50	41.8%	44.0%	25.7%	46.7%	48.3%	66.7%
Common Area Amenities							
Controlled building access	\$10	58.8%	60.0%	51.4%	46.7%	70.0%	53.3%
Car wash	\$5	51.8%	55.2%	60.0%	33.3%	58.3%	53.3%
Elevator	\$10	45.9%	51.2%	42.9%	53.3%	55.0%	53.3%
Jacuzzi/hot tub	\$5	44.7%	48.0%	45.7%	33.3%	53.3%	46.7%
Pub room with TVs, bar/social area, darts, foosball, etc.	\$5	39.4%	40.8%	37.1%	33.3%	45.0%	40.0%
Playground	\$5	31.2%	34.4%	28.6%	33.3%	33.3%	53.3%
Sauna	\$3	29.4%	32.0%	31.4%	26.7%	30.0%	46.7%
Billiards	\$3	32.4%	31.2%	31.4%	46.7%	26.7%	33.3%
Large screen theater room for TV or movie programming	\$10	28.2%	28.8%	20.0%	20.0%	30.0%	53.3%
Coffee bar	\$3	27.6%	28.0%	25.7%	20.0%	25.0%	53.3%
Concierge services	\$10	20.0%	20.8%	22.9%	20.0%	21.7%	13.3%
Conference room	\$5	14.7%	16.0%	17.1%	26.7%	13.3%	13.3%

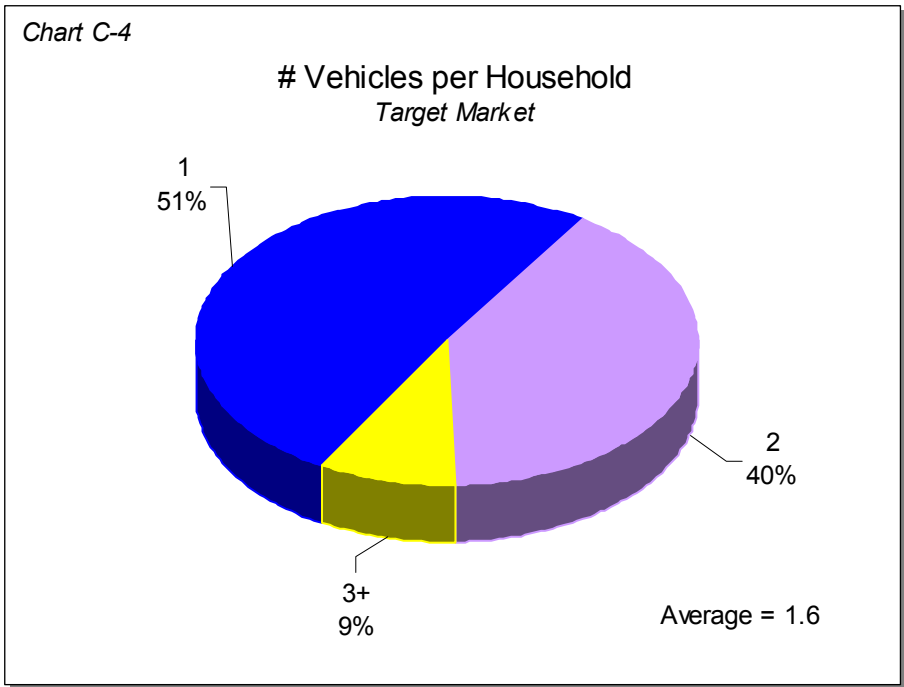
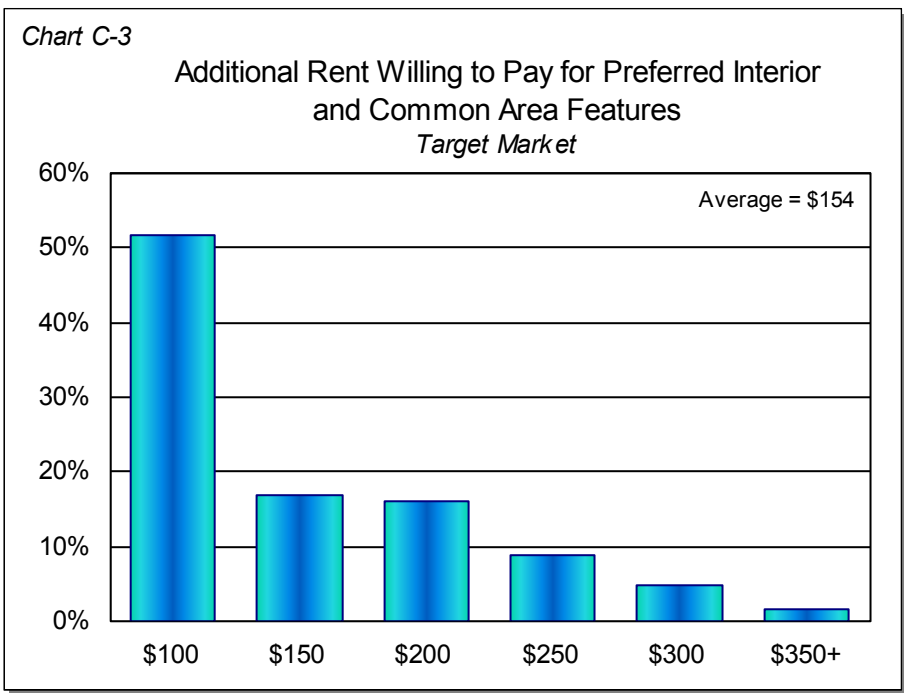
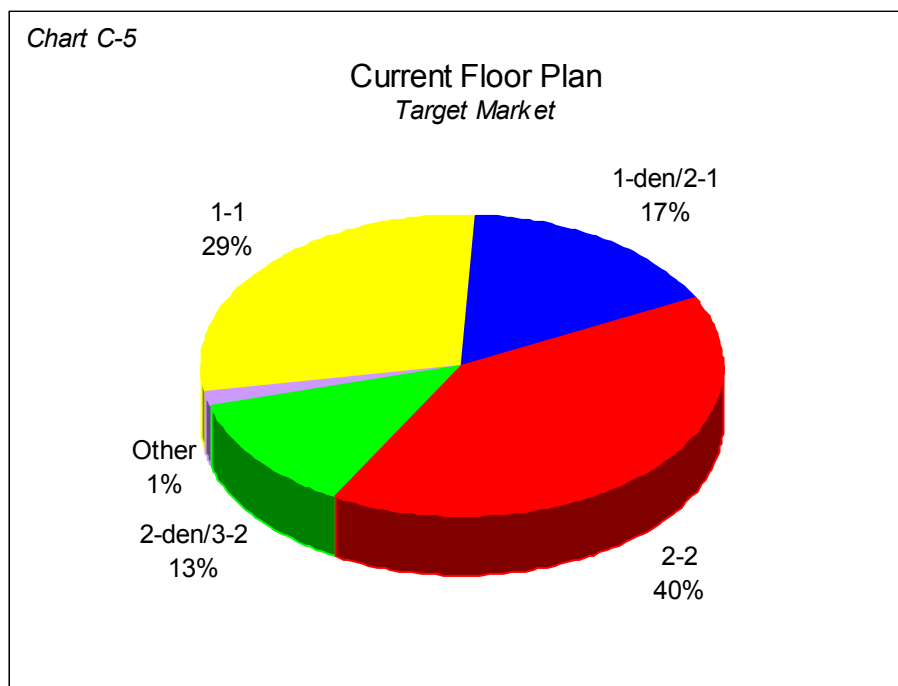
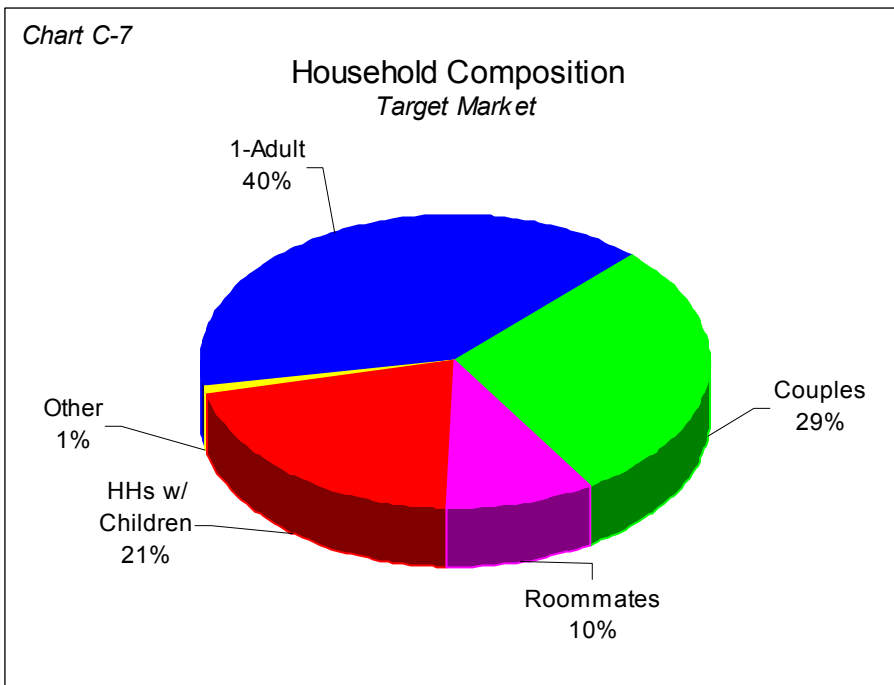
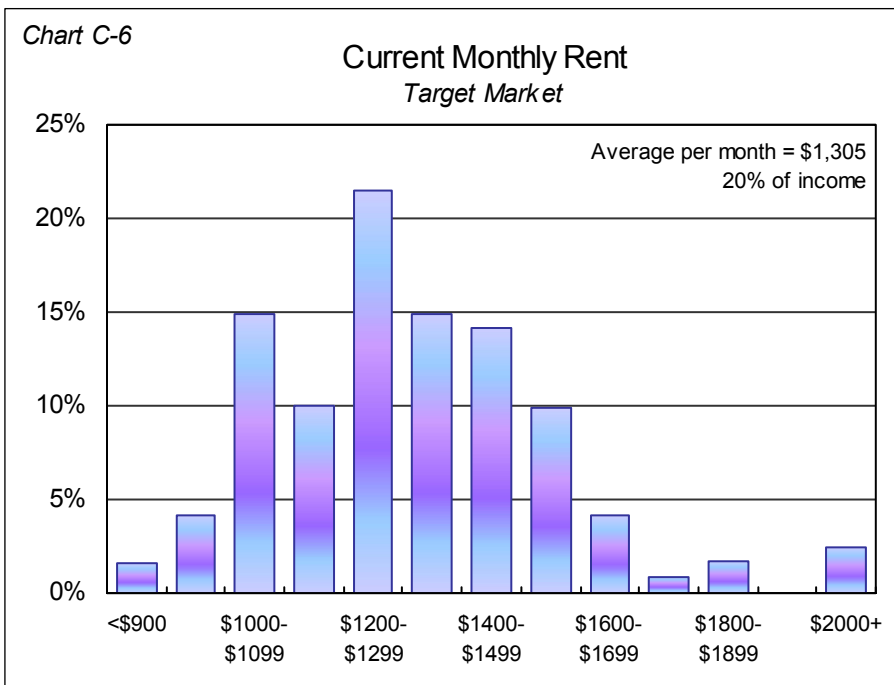


Table C-3

Preferred Parking Options Target Market		
Parking Options	Total	Selected Floor Plan
An extra \$75 per month for a second unreserved covered parking space	5%	6%
An extra \$100 per month for a second reserved parking space convenient to your apartment/elevator	8%	8%

Chart C-5





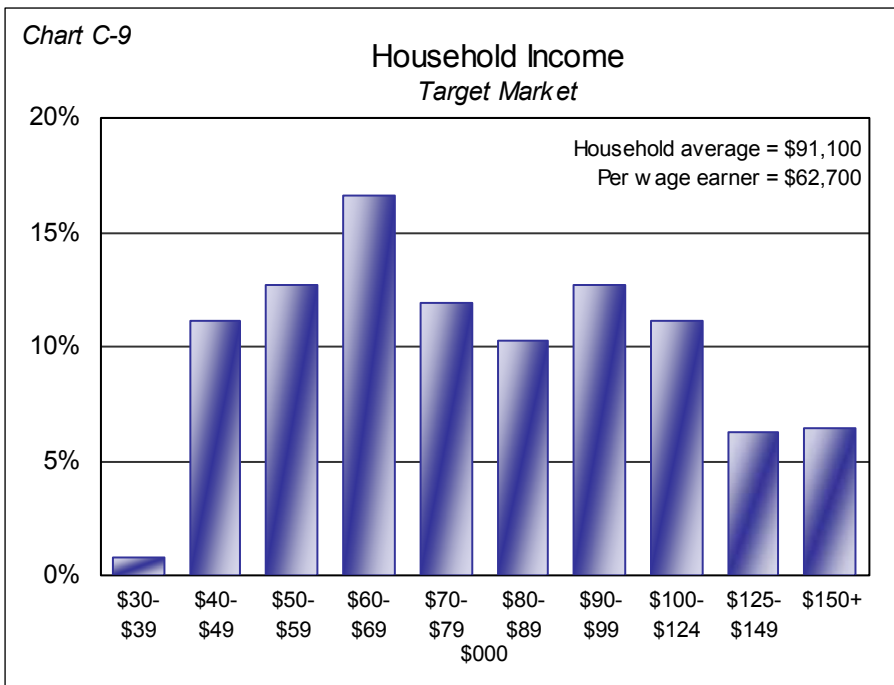
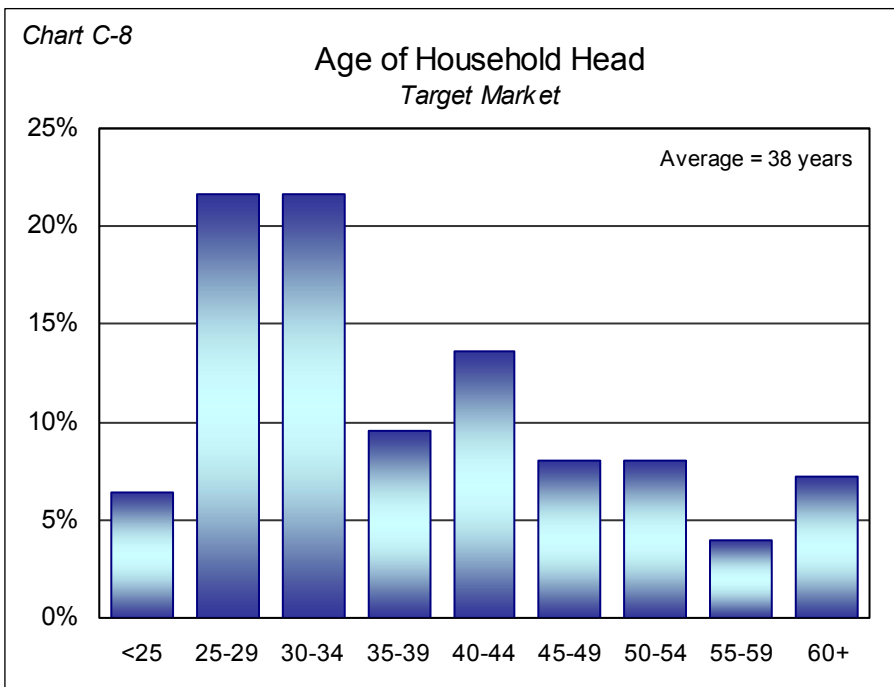


Table C-4

Place of Employment <i>Target Market</i>	
West Chester, PA	20%
Exton, PA	16%
City of Philadelphia	10%
Malvern, PA	8%
Wilmington, DE	4%
Glen Mills, PA	4%
Downingtown, PA	4%

Appendix D: Questionnaire and Survey Tabulations

Apartment Resident Survey

A real estate company has selected your household to provide insights about what you think would make a perfect apartment as they develop a property in the Philadelphia area. Your feedback will play a crucial role in the real estate company's decision-making process. This survey will take approximately fifteen minutes to complete. Be assured that your answers will remain confidential.

Please respond within the next **five** days. We thank you for your time and help.
Enclosed is a token of our appreciation.

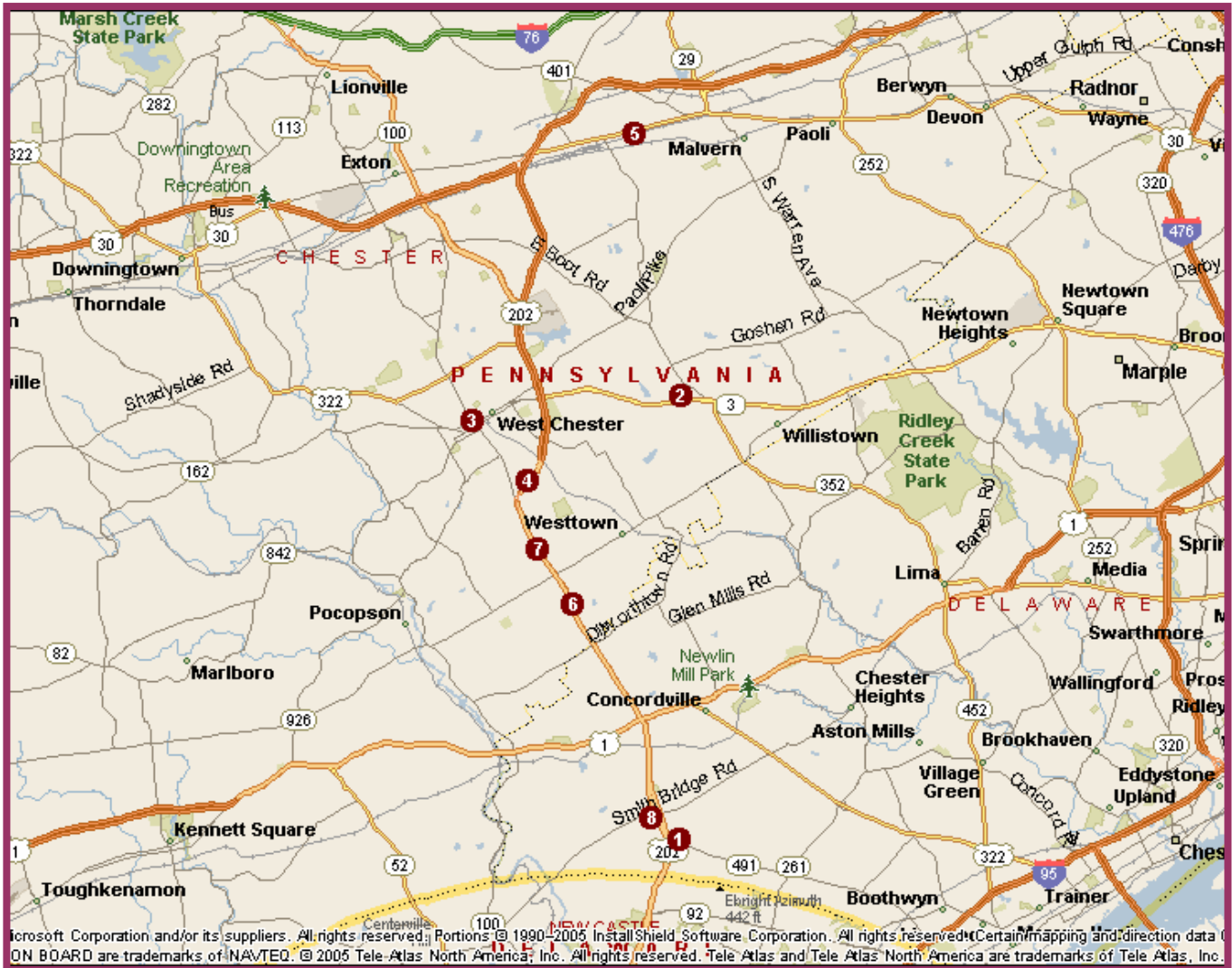
M/PF YieldStar

If you have any questions concerning this research, please contact Vanessa Packer at Vanessa.Packer@mpfyieldstar.com

Your Apartment Location

1. If you could find an ideal apartment at each of the following locations in the Philadelphia area, how would you rate each location as a place to live?

		Desirable	Acceptable	Unacceptable	Don't Know
1	Near the intersection of US 202 and Naamans Creek Road.....	<input type="checkbox"/> 0	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3
2	Near the intersection of West Chester Pike and N. Chester Road.....	<input type="checkbox"/> 0	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3
3	Near the intersection of N. High Street and E. Evans Street (downtown West Chester) ..	<input type="checkbox"/> 0	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3
4	Near the intersection US 202 and S. Matlack Street.....	<input type="checkbox"/> 0	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3
5	Near the intersection of Wilmington Pike and Sproul Road	<input type="checkbox"/> 0	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3
6	Near the intersection of US 202 and W. Street Road.....	<input type="checkbox"/> 0	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3
7	Near the intersection of US 202 and Pleasant Grove Road.....	<input type="checkbox"/> 0	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3
8	Near the intersection of US 202 and Smith Bridge Road.....	<input type="checkbox"/> 0	<input type="checkbox"/> 1	<input type="checkbox"/> 2	<input type="checkbox"/> 3



2. If you considered Site #4 unacceptable, what was your primary reason for finding the site unacceptable? _____

3. If you were considering a new apartment in the Philadelphia area, which one of these would you select? (Rent includes business center, clubhouse, fitness center, BBQ grills, swimming pool, 9-foot ceilings, entry hall closets, walk-in closets, ceramic tile entries, high-speed Internet, microwaves, full-size washers and dryers, and other features standard in the marketplace.)

- Small 1 bedroom/1 bath (600 to 649 square feet) for \$1,075 per month 0
- Medium 1 bedroom/1 bath (650 to 749 square feet) for \$1,125 per month 1
- Large 1 bedroom/1 bath (more than 750 square feet) for \$1,200 per month 2

- 1 bedroom/1 bath/den (900 to 975 square feet) for \$1,325 per month 3

- Small 2 bedroom/2 bath (1,000 to 1,099 square feet) for \$1,400 per month 4
- Medium 2 bedroom/2 bath (1,100 to 1,199 square feet) for \$1,500 per month 5
- Large 2 bedroom/2 bath (more than 1,200 square feet) for \$1,600 per month 6

- Medium 3 bedroom/2 bath (1,275 to 1,375 square feet) for \$1,750 per month 7
- Large 3 bedroom/2 bath (more than 1,376 square feet) for \$1,850 per month 8

Designing Your Apartment

4. The rent you pay is in part determined by the selection of features in your apartment. For example, if you have washer/dryer machines in your unit, your apartment is priced higher than it would be if you did not have washer/dryer machines in your unit. Current rent already includes the amenities listed in question 3.

Please indicate whether or not having each one of these features at your next apartment would be worth paying the extra cost each month:

		Would be Worth the Cost	Would Not be Worth the Cost
General Features	Bookshelves (\$3).....	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Computer desk (\$25)	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	French door to balcony (\$10)	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Sliding glass door to balcony (\$5)	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Berber carpet (\$5)	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Patio/Balcony – storage (\$5)	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Programmable thermostat (\$5)	<input type="checkbox"/> 0	<input type="checkbox"/> 1
Living Room	Recessed lighting (\$3).....	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Track lighting (\$3).....	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Living room ceiling fan (\$5)	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Electric fireplace with heat control for year-round use (\$30).....	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Gas fireplace (\$35).....	<input type="checkbox"/> 0	<input type="checkbox"/> 1
Kitchen	Black-on-black appliances (\$5)	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Stainless-steel appliances (\$15)	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Electric range with ceramic glass cooktop (\$15).....	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Gas range (\$15)	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Kitchen island (\$20)	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Ceramic tile floor in kitchen (\$10).....	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Hardwood-style floor in kitchen (\$10).....	<input type="checkbox"/> 0	<input type="checkbox"/> 1
Master Bath	Vegetable sprayer built into faucet (\$3)	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Oval soaking tub with shower head (\$10)	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Ceramic tile floor in master bath (\$5)	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Double-sink lavatory (\$5)	<input type="checkbox"/> 0	<input type="checkbox"/> 1
Master Bedroom	Cultured marble bathroom countertops (\$5)	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Ceiling fan in master bedroom (\$5).....	<input type="checkbox"/> 0	<input type="checkbox"/> 1
Views	Pool view (\$15).....	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Court yard view (\$10).....	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Top floor (4 th) premium (\$10)	<input type="checkbox"/> 0	<input type="checkbox"/> 1
Storage	Storage space in the building, separate from your apartment (\$50).....	<input type="checkbox"/> 0	<input type="checkbox"/> 1
Common Area Amenities	Large screen theater room for TV or movie programming (\$10).....	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Billiards (\$3)	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Conference room (\$5).....	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Coffee bar (\$3)	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Controlled building access (\$10).....	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Elevator (\$10).....	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Pub room with TVs, bar/social area, darts, foosball, etc. (\$5).....	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Car wash (\$5).....	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Concierge services (\$10)	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Jacuzzi/Hot tub (\$5)	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Playground (\$5).....	<input type="checkbox"/> 0	<input type="checkbox"/> 1
	Sauna (\$3).....	<input type="checkbox"/> 0	<input type="checkbox"/> 1

5. The features selected in question #4 above add an additional amount to the rent you currently pay. If you were able to find an apartment with most of the features you'd like to have, both inside your apartment and in the common areas of the apartment community, how much additional monthly rent do you think you'd be willing to pay for just these additional features?

- | | | | | | | | | | | | | |
|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|
| \$100 | \$150 | \$200 | \$250 | \$300 | \$350 | \$400 | \$450 | \$500 | \$550 | \$600 | \$650 | \$700 |
| <input type="checkbox"/> 00 | <input type="checkbox"/> 01 | <input type="checkbox"/> 02 | <input type="checkbox"/> 03 | <input type="checkbox"/> 04 | <input type="checkbox"/> 05 | <input type="checkbox"/> 06 | <input type="checkbox"/> 07 | <input type="checkbox"/> 08 | <input type="checkbox"/> 09 | <input type="checkbox"/> 10 | <input type="checkbox"/> 11 | <input type="checkbox"/> 12 |

Parking Choices

6. How many cars/trucks are owned or leased by residents of your household? _____ # cars/trucks
7. Parking will be provided by a gated, central parking garage with the first spot included in the rent. Would you be willing to pay. . .
- An extra \$75 per month for an **unreserved** covered parking space..... 0
 An extra \$100 per month for a **reserved** parking space more convenient to your apartment home/elevator 1
 None of the above 2

About Your Housing Background

8. Which type of apartment do you currently live in?
- 1-1 (one-bedroom/one-bath)..... 0
 1-1-den OR 2-1 OR 2-1 ½ 1
 2-2 OR 2-2 ½ 2
 2-2-den OR 3-2 3
 Other apartment type _____ 4
9. What is the monthly rent for your current apartment? \$ _____ monthly rent

About Your Household

10. What category best describes your household?
- Couple . . . with children living at home 0
 without children in the home..... 1
- One-Adult Household . . . living alone 2
 with children in the home..... 3
- Roommates . . . without children in the home..... 4
 with children living at home 5
- Other _____ 6
11. What is the age of each person in this household?
- Adult 1 _____ years Resident 3 _____ years
 Adult 2 _____ years Resident 4 _____ years
12. Into which category does the approximate **total** annual income (before taxes) of **all** adults living in your household fall?
- | | | |
|---|--|---|
| Under \$15,000..... <input type="checkbox"/> 00 | \$50,000-\$54,999..... <input type="checkbox"/> 08 | \$90,000-\$94,999 <input type="checkbox"/> 16 |
| \$15,000-\$19,999 ... <input type="checkbox"/> 01 | \$55,000-\$59,999..... <input type="checkbox"/> 09 | \$95,000-\$99,999 <input type="checkbox"/> 17 |
| \$20,000-\$24,999 ... <input type="checkbox"/> 02 | \$60,000-\$64,999..... <input type="checkbox"/> 10 | \$100,000-\$124,999 <input type="checkbox"/> 18 |
| \$25,000-\$29,999 ... <input type="checkbox"/> 03 | \$65,000-\$69,999..... <input type="checkbox"/> 11 | \$125,000-\$149,999 <input type="checkbox"/> 19 |
| \$30,000-\$34,999 ... <input type="checkbox"/> 04 | \$70,000-\$74,999..... <input type="checkbox"/> 12 | \$150,000-\$199,999 <input type="checkbox"/> 20 |
| \$35,000-\$39,999 ... <input type="checkbox"/> 05 | \$75,000-\$79,999..... <input type="checkbox"/> 13 | \$200,000-\$249,999 <input type="checkbox"/> 21 |
| \$40,000-\$44,999 ... <input type="checkbox"/> 06 | \$80,000-\$84,999..... <input type="checkbox"/> 14 | \$250,000-\$299,999 <input type="checkbox"/> 22 |
| \$45,000-\$49,999 ... <input type="checkbox"/> 07 | \$85,000-\$89,999..... <input type="checkbox"/> 15 | \$300,000 or more..... <input type="checkbox"/> 23 |
13. How many adults in your household work outside the home either full-time or part-time? _____ # adults
14. What are the Zip Codes where the adults in your household work (or nearest major intersection where he/she works)?
 (Example: NEC [northeast corner] Main Street and Elm Street.)
- Earners 1: Zip Code _____ Intersection _____
 Earners 2: Zip Code _____ Intersection _____

THANK YOU FOR YOUR HELP!

COMMUNITIES SAMPLED

	TOTAL	TARGET MARKET
	-----	-----
TOTAL ANSWERING	169 100.0%	125 100.0%
Windsor at Brandywine Valley	17 10.1%	15 12.0%
Camden Valleybrook	15 8.9%	10 8.0%
Sharples Works	10 5.9%	9 7.2%
Spring House at Brandywine	18 10.7%	11 8.8%
Jefferson at Westtown	11 6.5%	7 5.6%
Korman Communities	9 5.3%	8 6.4%
Windsor at Windermere Place	28 16.6%	21 16.8%
Cornerstone Terrace	13 7.7%	9 7.2%
Exton Crossing	34 20.1%	24 19.2%
Claremont at Eagleview	14 8.3%	11 8.8%

LOCATIONS CONSIDERED DESIRABLE OR ACCEPTABLE

	TOTAL	TARGET MARKET
	-----	-----
TOTAL ANSWERING	167 100.0%	125 100.0%
Near the intersection of US 202 and Naamans Creek Road	99 59.3%	77 61.6%
Near the intersection of West Chester Pike and N Chester Road	118 70.7%	91 72.8%
Near the intersection of N High Street and E Evans Street (downtown Chester)	100 59.9%	81 64.8%
Near the intersection of US 202 and S Matlack Street	111 66.5%	103 82.4%
Near the intersection of Wilmington Pike and Sproul Road	105 62.9%	81 64.8%
Near the intersection of US 202 and W Street Road	110 65.9%	85 68.0%
Near the intersection of US 202 and Pleasant Grove Road	105 62.9%	79 63.2%
Near the intersection of US 202 and Smith Bridge Road	100 59.9%	74 59.2%

OPINION OF SITE #4

	TOTAL	TARGET MARKET
	-----	-----
TOTAL ANSWERING	167 100.0%	126 100.0%
Desirable	29 17.4	25 19.8
Acceptable	82 49.1	78 61.9
Unacceptable	31 18.6	-
Don't know	25 15.0	23 18.3

REASONS SITE CONSIDERED UNACCEPTABLE

	TOTAL -----	TARGET MARKET -----
TOTAL	171 100.0%	126 100.0%
Too much traffic	7 4.1%	-
Difficult access because of highway	3 1.8%	-
Not convenient to work	4 2.3%	-
Area too congested	3 1.8%	-
Area too industrial	2 1.2%	-
Not a safe area	1 0.6%	-
Wrong side of 202 and Rte 3 interchange	1 0.6%	-
Too close to West Chester University	3 1.8%	-
Area too commercial	2 1.2%	-
Too close to busy highway	1 0.6%	-
Prefer different area	2 1.2%	-
Not near anything of interest	1 0.6%	-
Not near commuter train	1 0.6%	-
Traffic lights	2 1.2%	1 0.8%

(Continued)

REASONS SITE CONSIDERED UNACCEPTABLE
(Continued)

	TOTAL	TARGET MARKET
	-----	-----
Too far	1 0.6%	-
NO ANSWER	143 83.6%	125 99.2%

PREFERRED FLOOR PLAN

	TOTAL	TARGET MARKET
	-----	-----
TOTAL ANSWERING	168 100.0%	125 100.0%
Small 1 bedroom/1 bath (600 to 649 square feet) for \$1075 per month	16 9.5%	12 9.6%
Medium 1 bedroom/1 bath with (650 to 749 square feet) for \$1125 per month	10 6.0%	8 6.4%
Large 1 bedroom/1 bath (more than 750 square feet) for \$1200 per month	17 10.1%	15 12.0%
1 bedroom/1 bath/den (900 to 975 square feet) for \$1325 per month	24 14.3%	15 12.0%
Small 2 bedroom/2 bath (1000 to 1,099 sq ft) for \$1400 per month	29 17.3%	23 18.4%
Medium 2 bedroom/2 bath (1,100 to 1,199 sq ft) for \$1500 per month	33 19.6%	26 20.8%
Large 2 bedroom/2 bath (more than 1,200 sq ft) for \$1600 per month	20 11.9%	11 8.8%
Medium 3 bedroom/2 bath (1275 to 1375 sq ft) for \$1750 per month	8 4.8%	7 5.6%
Large 3 bedroom/2 bath (more than 1376 square feet) for \$1850 per month	11 6.5%	8 6.4%

FEATURES WORTH ADDITIONAL COST

	TOTAL	TARGET MARKET
	-----	-----
TOTAL ANSWERING	170 100.0%	126 100.0%
Patio/balcony - storage (\$5)	144 84.7%	113 89.7%
Cultured marble bathroom countertops (\$5)	120 70.6%	99 78.6%
Ceiling fan in master bedroom (\$5)	120 70.6%	99 78.6%
Living room ceiling fan (\$5)	109 64.1%	87 69.0%
Programmable thermostat (\$5)	108 63.5%	85 67.5%
Sliding glass door to patio/ balcony (\$5)	106 62.4%	80 63.5%
Controlled building access (\$10)	100 58.8%	75 59.5%
Recessed lighting (\$3)	97 57.1%	73 57.9%
Ceramic tile floor in master bath (\$5)	96 56.5%	75 59.5%
Car wash (\$5)	88 51.8%	69 54.8%
Double sink lavatory (\$5)	87 51.2%	66 52.4%
Oval soaking tub with shower head (\$10)	85 50.0%	67 53.2%
Kitchen Island (\$20)	83 48.8%	62 49.2%
Ceramic tile floor in kitchen (\$10)	80 47.1%	61 48.4%

(Continued)

FEATURES WORTH ADDITIONAL COST
(Continued)

	TOTAL	TARGET MARKET
	-----	-----
Elevator (\$10)	78 45.9%	64 50.8%
Gas range (\$15)	78 45.9%	56 44.4%
French door to balcony (\$10)	76 44.7%	55 43.7%
Hardwood-style floors in kitchen (\$10)	76 44.7%	57 45.2%
Jacuzzi/hot tub (\$5)	76 44.7%	60 47.6%
Berber carpet (\$5)	74 43.5%	57 45.2%
Storage space in building, separate from your apartment (\$50)	71 41.8%	55 43.7%
Gas fireplace (\$35)	70 41.2%	55 43.7%
Vegetable sprayer built into faucet (\$3)	67 39.4%	53 42.1%
Pub room with TVs, bar/social area, darts, foosball, etc (\$5)	67 39.4%	51 40.5%
Bookshelves (\$3)	64 37.6%	47 37.3%
Stainless-steel appliances (\$15)	63 37.1%	50 39.7%
Track lighting (\$3)	62 36.5%	46 36.5%
Electric range with ceramic glass cooktop (\$15)	61 35.9%	48 38.1%

(Continued)

FEATURES WORTH ADDITIONAL COST
(Continued)

	TOTAL	TARGET MARKET
	-----	-----
Electric fireplace with heat control for year-round use (\$30)	57 33.5%	40 31.7%
Black-on-black appliances (\$5)	56 32.9%	48 38.1%
Billiards (\$3)	55 32.4%	39 31.0%
Playground (\$5)	53 31.2%	44 34.9%
Sauna (\$3)	50 29.4%	40 31.7%
Large screen theater room for TV or movie programming (\$10)	48 28.2%	36 28.6%
Coffee bar (\$3)	47 27.6%	35 27.8%
Court yard view (\$10)	47 27.6%	32 25.4%
Top floor (4th) premium (\$10)	46 27.1%	35 27.8%
Concierge services (\$10)	34 20.0%	26 20.6%
Conference room (\$5)	25 14.7%	20 15.9%
Pool view (\$15)	23 13.5%	20 15.9%
Computer desk (\$25)	21 12.4%	14 11.1%

ADDITIONAL RENT WILLING TO PAY FOR ADDITIONAL AMENITIES

	TOTAL	TARGET MARKET
	-----	-----
TOTAL ANSWERING	163 100.0%	124 100.0%
\$100	81 49.7%	64 51.6%
\$150	34 20.9%	21 16.9%
\$200	25 15.3%	20 16.1%
\$250	13 8.0%	11 8.9%
\$300	7 4.3%	6 4.8%
\$350	2 1.2%	1 0.8%
\$400	-	-
\$450	-	-
\$500	-	-
\$550	-	-
\$600	-	-
\$650	-	-
\$700	1 0.6%	1 0.8%
MEAN	153.07	154.44

NUMBER OF CARS/TRUCKS IN HOUSEHOLD

	TOTAL	TARGET MARKET
	-----	-----
TOTAL ANSWERING	167 100.0%	124 100.0%
None	-	-
One	89 53.3%	63 50.8%
Two	65 38.9%	50 40.3%
Three	10 6.0%	8 6.5%
Four or more	3 1.8%	3 2.4%
Mean	1.56	1.60

PREFERRED PARKING SPACE IN UNDERGROUND GARAGE

	TOTAL	TARGET MARKET
	-----	-----
TOTAL ANSWERING	22 100.0%	17 100.0%
An extra \$75 per month for a second unreserved covered parking space	8 36.4%	7 41.2%
An extra \$100 per month for a second reserved parking space convenient to your apartment/elevator	14 63.6%	10 58.8%

CURRENT FLOOR PLAN

	TOTAL	TARGET MARKET
	-----	-----
TOTAL ANSWERING	169 100.0	126 100.0
1-1	50 29.6	36 28.6
1-1-den/2-1	35 20.7	21 16.7
2-2	60 35.5	51 40.5
2-2-den/3-2	21 12.4	16 12.7
Other apartment type	3 1.8	2 1.6

CURRENT MONTHLY RENT

	TOTAL	TARGET MARKET
	-----	-----
TOTAL ANSWERING	164 100.0%	121 100.0%
Under \$750	2 1.2%	1 0.8%
\$750 - \$799	-	-
\$800 - \$849	-	-
\$850 - \$899	1 0.6%	1 0.8%
\$900 - \$949	1 0.6%	1 0.8%
\$950 - \$999	6 3.7%	4 3.3%
\$1,000 - \$1,049	14 8.5%	10 8.3%
\$1,050 - \$1,099	12 7.3%	8 6.6%
\$1,100 - \$1,149	9 5.5%	6 5.0%
\$1,150 - \$1,199	8 4.9%	6 5.0%
\$1,200 - \$1,249	22 13.4%	14 11.6%
\$1,250 - \$1,299	16 9.8%	12 9.9%
\$1,300 - \$1,349	13 7.9%	10 8.3%
\$1,350 - \$1,399	8 4.9%	8 6.6%
\$1,400 - \$1,449	18 11.0%	15 12.4%

(Continued)

CURRENT MONTHLY RENT
(Continued)

	TOTAL	TARGET MARKET
	-----	-----
\$1,450 - \$1,499	2 1.2%	2 1.7%
\$1,500 - \$1,549	8 4.9%	4 3.3%
\$1,550 - \$1,599	9 5.5%	8 6.6%
\$1,600 - \$1,649	2 1.2%	1 0.8%
\$1,650 - \$1,699	5 3.0%	4 3.3%
\$1,700 - \$1,749	1 0.6%	1 0.8%
\$1,750 - \$1,799	1 0.6%	-
\$1,800 - \$1,849	2 1.2%	2 1.7%
\$1,850 - \$1,899	-	-
\$1,900 - \$1,949	-	-
\$1,950 - \$1,999	-	-
\$2,000 - \$2,099	2 1.2%	2 1.7%
\$2,100 - \$2,199	1 0.6%	-
\$2,200 - \$2,299	-	-
\$2,300 - \$2,399	-	-

(Continued)

CURRENT MONTHLY RENT
(Continued)

	TOTAL	TARGET MARKET
	-----	-----
\$2,400 - \$2,499	-	-
\$2,500 - \$2,599	1 0.6%	1 0.8%
\$2,600 - \$2,699	-	-
\$2,700 - \$2,799	-	-
\$2,800 - \$2,899	-	-
\$2,900 - \$2,999	-	-
\$3,000 or more	-	-
Mean	1289.7	1305.0

HOUSEHOLD CLASSIFICATION

	TOTAL	TARGET MARKET
	-----	-----
TOTAL ANSWERING	169 100.0%	125 100.0%
Couple with children living at home	23 13.6%	18 14.4%
Couple without children living in the home	45 26.6%	36 28.8%
One-adult household without children living in the home	79 46.7%	50 40.0%
One-adult household with children living in the home	9 5.3%	8 6.4%
Roommates without children living in the home	12 7.1%	12 9.6%
Roommates with children living in the home	-	-
Other	1 0.6%	1 0.8%

AGE OF ADULT # 1

	TOTAL	TARGET MARKET
	-----	-----
TOTAL ANSWERING	165 100.0%	125 100.0%
Under 25	10 6.1%	8 6.4%
25 - 29	35 21.2%	27 21.6%
30 - 34	29 17.6%	27 21.6%
35 - 39	18 10.9%	12 9.6%
40 - 44	21 12.7%	17 13.6%
45 - 49	15 9.1%	10 8.0%
50 - 54	15 9.1%	10 8.0%
55 - 59	6 3.6%	5 4.0%
60 - 64	7 4.2%	5 4.0%
65 - 69	4 2.4%	2 1.6%
70 or older	5 3.0%	2 1.6%
Mean	39.7	38.4

AGE OF ADULT # 2

	TOTAL	TARGET MARKET
	-----	-----
TOTAL ANSWERING	81 100.0%	68 100.0%
Under 25	11 13.6%	9 13.2%
25 - 29	24 29.6%	23 33.8%
30 - 34	15 18.5%	13 19.1%
35 - 39	8 9.9%	5 7.4%
40 - 44	6 7.4%	5 7.4%
45 - 49	5 6.2%	5 7.4%
50 - 54	4 4.9%	3 4.4%
55 - 59	3 3.7%	2 2.9%
60 - 64	3 3.7%	2 2.9%
65 - 69	-	-
70 or older	2 2.5%	1 1.5%
Mean	34.9	33.7

AGE OF RESIDENT # 3

	TOTAL	TARGET MARKET
	-----	-----
TOTAL ANSWERING	26 100.0%	22 100.0%
Under 5	8 30.8%	7 31.8%
5 - 9	5 19.2%	4 18.2%
10 - 14	3 11.5%	2 9.1%
15 - 19	4 15.4%	3 13.6%
20 - 24	4 15.4%	4 18.2%
25 - 29	1 3.8%	1 4.5%
30 - 34	1 3.8%	1 4.5%
35 - 39	-	-
40 - 44	-	-
45 - 49	-	-
50 - 54	-	-
55 - 59	-	-
60 - 64	-	-
65 - 69	-	-
70 or older	-	-
Mean	12.0	12.6

AGE OF RESIDENT # 4

	TOTAL	TARGET MARKET
	-----	-----
TOTAL ANSWERING	12 100.0%	9 100.0%
Under 5	2 16.7%	2 22.2%
5 - 9	6 50.0%	4 44.4%
10 - 14	2 16.7%	1 11.1%
15 - 19	1 8.3%	1 11.1%
20 - 24	-	-
25 - 29	1 8.3%	1 11.1%
30 - 34	-	-
35 - 39	-	-
40 - 44	-	-
45 - 49	-	-
50 - 54	-	-
55 - 59	-	-
60 - 64	-	-
65 - 69	-	-
70 or older	-	-
Mean	9.5	9.4

HOUSEHOLD INCOME

	TOTAL	TARGET MARKET
	-----	-----
TOTAL ANSWERING	165 100.0%	126 100.0%
Under \$15,000	2 1.2%	-
\$15,000-\$19,999	1 0.6%	-
\$20,000-\$24,999	2 1.2%	-
\$25,000-\$29,999	-	-
\$30,000-\$34,999	1 0.6%	-
\$35,000-\$39,999	3 1.8%	1 0.8%
\$40,000-\$44,999	4 2.4%	3 2.4%
\$45,000-\$49,999	13 7.9%	11 8.7%
\$50,000-\$54,999	13 7.9%	11 8.7%
\$55,000-\$59,999	9 5.5%	5 4.0%
\$60,000-\$64,999	11 6.7%	9 7.1%
\$65,000-\$69,999	14 8.5%	12 9.5%
\$70,000-\$74,999	7 4.2%	5 4.0%
\$75,000-\$79,999	13 7.9%	10 7.9%

(Continued)

HOUSEHOLD INCOME
(Continued)

	TOTAL	TARGET MARKET
	-----	-----
\$80,000-\$84,999	5 3.0%	5 4.0%
\$85,000-\$89,999	10 6.1%	8 6.3%
\$90,000-\$94,999	8 4.8%	7 5.6%
\$95,000-\$99,999	10 6.1%	9 7.1%
\$100,000-\$124,999	15 9.1%	14 11.1%
\$125,000-\$149,999	11 6.7%	8 6.3%
\$150,000-\$199,999	7 4.2%	2 1.6%
\$200,000-\$249,999	2 1.2%	2 1.6%
\$250,000-\$299,999	-	-
\$300,000 or more	4 2.4%	4 3.2%
MEAN	88.15	91.07

NUMBER OF ADULTS EMPLOYED OUTSIDE THE HOME

	TOTAL	TARGET MARKET
	-----	-----
TOTAL ANSWERING	169 100.0%	124 100.0%
None	5 3.0%	1 0.8%
One	105 62.1%	72 58.1%
Two	54 32.0%	47 37.9%
Three	2 1.2%	2 1.6%
Four or more	3 1.8%	2 1.6%
Mean	1.351	1.452

LOCATION OF EMPLOYMENT
Earner #1

	TOTAL	TARGET MARKET
	-----	-----
TOTAL ANSWERING	153 100.0%	114 100.0%
City of Philadelphia	16 10.5%	11 9.6%
19102	1 0.7%	-
19103	3 2.0%	1 0.9%
19104	1 0.7%	1 0.9%
19109	1 0.7%	-
19112	1 0.7%	1 0.9%
19113	1 0.7%	1 0.9%
19132	1 0.7%	1 0.9%
19143	2 1.3%	2 1.8%
19145	1 0.7%	1 0.9%
19146	1 0.7%	1 0.9%
19153	2 1.3%	2 1.8%
19154	1 0.7%	-
West Chester	7 4.6%	5 4.4%

(Continued)

LOCATION OF EMPLOYMENT
 Earner #1
 (Continued)

	TOTAL	TARGET MARKET
	-----	-----
19382	5 3.3%	3 2.6%
19383	2 1.3%	2 1.8%
Wilmington DE	8 5.2%	5 4.4%
19803	3 2.0%	1 0.9%
19805	1 0.7%	1 0.9%
19806	1 0.7%	1 0.9%
19808	1 0.7%	-
19810	1 0.7%	1 0.9%
19850	1 0.7%	1 0.9%
17003 Annville PA	1 0.7%	1 0.9%
17527 Gap PA	1 0.7%	1 0.9%
19008 Broomall PA	1 0.7%	1 0.9%
19014 Aston PA	3 2.0%	2 1.8%
19063 Media PA	6 3.9%	3 2.6%

(Continued)

LOCATION OF EMPLOYMENT

Earners #1
(Continued)

	TOTAL	TARGET MARKET
	-----	-----
19085 Villanova PA	2 1.3%	2 1.8%
19301 Paoli PA	1 0.7%	1 0.9%
19312 Berwyn PA	3 2.0%	2 1.8%
19317 Chadds Ford PA	1 0.7%	1 0.9%
19335 Downingtown PA	6 3.9%	5 4.4%
19342 Glen Mills PA	5 3.3%	5 4.4%
19348 Kennett Square PA	4 2.6%	3 2.6%
19355 Malvern PA	15 9.8%	9 7.9%
19365 Parksburg PA	1 0.7%	1 0.9%
19372 Thorndale PA	1 0.7%	1 0.9%
19425 Chester Springs	1 0.7%	1 0.9%
19460 Phoenixville PA	1 0.7%	1 0.9%
19073 Newtown Square	2 1.3%	-
19341 Exton	21 13.7%	18 15.8%

(Continued)

LOCATION OF EMPLOYMENT

Earners #1
(Continued)

	TOTAL	TARGET MARKET
	-----	-----
19380 West Chester	23 15.0%	18 15.8%
19004 Bala Cynwyd	1 0.7%	1 0.9%
19401 Norristown	1 0.7%	1 0.9%
19426 Collegeville	1 0.7%	1 0.9%
19428 Conshohocken	1 0.7%	1 0.9%
19486 West Point	1 0.7%	1 0.9%
19522 Fleetwood PA	1 0.7%	-
19607 Reading	1 0.7%	1 0.9%
19013 Chester	1 0.7%	1 0.9%
19022 Crum Lynne	2 1.3%	2 1.8%
19087 Wayne	5 3.3%	3 2.6%
19355 Malvern	15 9.8%	9 7.9%
19406 King of Prussia	1 0.7%	1 0.9%
19462 Plymouth Meeting	1 0.7%	1 0.9%

(Continued)

LOCATION OF EMPLOYMENT
 Earner #1
 (Continued)

	TOTAL	TARGET MARKET
	-----	-----
New Jersey	1 0.7%	1 0.9%
Travels/works from home	2 1.3%	1 0.9%
Retired	3 2.0%	1 0.9%

RENT AS A PER CENT OF INCOME

	TOTAL	TARGET MARKET
	-----	-----
TOTAL ANSWERING	156 100.0%	121 100.0%
Under 10 per cent	9 5.8%	6 5.0%
10.0 to 10.9 per cent	5 3.2%	3 2.5%
11.0 to 11.9 per cent	2 1.3%	2 1.7%
12.0 to 12.9 per cent	5 3.2%	5 4.1%
13.0 to 13.9 per cent	17 10.9%	14 11.6%
14.0 to 14.9 per cent	7 4.5%	5 4.1%
15.0 to 15.9 per cent	5 3.2%	5 4.1%
16.0 to 16.9 per cent	3 1.9%	3 2.5%
17.0 to 17.9 per cent	10 6.4%	10 8.3%
18.0 to 18.9 per cent	4 2.6%	2 1.7%
19.0 to 19.9 per cent	10 6.4%	7 5.8%
20.0 to 20.9 per cent	10 6.4%	6 5.0%
21.0 to 21.9 per cent	7 4.5%	7 5.8%
22.0 to 22.9 per cent	6 3.8%	6 5.0%

(Continued)

RENT AS A PER CENT OF INCOME
(Continued)

	TOTAL	TARGET MARKET
	-----	-----
23.0 to 23.9 per cent	2 1.3%	2 1.7%
24.0 to 24.9 per cent	9 5.8%	8 6.6%
25.0 to 25.9 per cent	10 6.4%	7 5.8%
26.0 to 26.9 per cent	5 3.2%	3 2.5%
27.0 to 27.9 per cent	1 0.6%	1 0.8%
28.0 to 28.9 per cent	6 3.8%	5 4.1%
29.0 to 29.9 per cent	5 3.2%	4 3.3%
30.0 to 30.9 per cent	1 0.6%	1 0.8%
31.0 to 31.9 per cent	4 2.6%	3 2.5%
32.0 to 32.9 per cent	1 0.6%	-
33.0 to 33.9 per cent	1 0.6%	-
34.0 to 34.9 per cent	1 0.6%	1 0.8%
35.0 per cent or more	10 6.4%	5 4.1%
Mean	20.5	20.2

Appendix E: Comparable Property Rent Adjustment Model

Comparable Property Rent Adjustment Model
SUMMARY OF PROPERTIES

	Camden Valleybrook	Windsor at Brandywine Valley	Korman Communities Malvern	Exton Crossing	Sharples Works	Spring House at Brandywine	Windsor at Windermere Place	Jefferson at Westtown	Claremont at Eagleview	Cornerstone Terrace
Number of Units	352	280	264	18	154	212	242	252	194	244
Square Feet	992	1,124	845	1,470	874	951	980	1,054	1,087	1,047
High Quoted Rent	\$1,371	\$1,477	\$1,636	\$1,725	\$1,228	\$1,422	\$1,377	\$1,423	\$1,423	\$1,399
Avg Rent	\$1,347	\$1,456	\$1,600	\$1,677	\$1,130	\$1,407	\$1,339	\$1,408	\$1,408	\$1,349
Low Quoted Rent	\$1,322	\$1,436	\$1,563	\$1,628	\$1,033	\$1,393	\$1,300	\$1,392	\$1,392	\$1,299
Low Rent PSF	\$1.332	\$1.277	\$1.850	\$1.107	\$1.182	\$1.465	\$1.327	\$1.320	\$1.281	\$1.242
Effective Rent	\$1,322	\$1,316	\$1,563	\$1,187	\$1,033	\$1,393	\$1,300	\$1,392	\$1,285	\$1,231
Effective rent psf	\$1.332	\$1.171	\$1.850	\$1.109	\$1.182	\$1.465	\$1.327	\$1.320	\$1.182	\$1.176
% concession	0.00%	-8.34%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	-7.69%	-5.28%
Total Parking Deduction	\$0	\$120	\$0	\$0	\$0	\$0	\$0	\$15	\$0	\$69
Pct of Amenity/Low Rent	0.0%	8.3%	0.0%	0.0%	0.0%	0.0%	0.0%	1.1%	0.0%	5.3%
Base monthly Rent	\$1,322	\$1,316	\$1,563	\$1,628	\$1,033	\$1,393	\$1,300	\$1,392	\$1,285	\$1,231
Base Rent PSF	\$1.332	\$1.171	\$1.850	\$1.107	\$1.182	\$1.465	\$1.327	\$1.320	\$1.182	\$1.176
Utilities Included	\$0	\$0	\$0	\$44	\$26	\$0	\$0	\$0	\$0	\$0
Base Monthly Rent Less Utilities	\$1,322	\$1,316	\$1,563	\$1,584	\$1,007	\$1,393	\$1,300	\$1,392	\$1,285	\$1,231
Base Rent PSF Less Utilities	\$1.332	\$1.171	\$1.850	\$1.077	\$1.152	\$1.465	\$1.327	\$1.320	\$1.182	\$1.176
Age Adjustment										
Year Completed	2009	2003	2009	1997	1998	1986	1999	1993	1998	2001
Age (years)		6	0	12	11	23	10	16	11	8
Age Factor/Yr	0.5%									
Total Age Adjustment	\$40	\$0	\$94	\$90	\$119	\$70	\$104	\$77	\$51	\$18
Age Adjusted Base Rent	\$1,361	\$1,316	\$1,656	\$1,718	\$1,152	\$1,463	\$1,404	\$1,469	\$1,337	\$1,249
Age Adjusted Avg Rent	\$1,386	\$1,456	\$1,693	\$1,766	\$1,249	\$1,477	\$1,443	\$1,484	\$1,459	\$1,367
Total Amenity Deductions	\$276	\$231	\$248	\$159	\$186	\$196	\$174	\$249	\$300	\$233
Pct of Amenity/Low Rent	20.9%	16.1%	15.9%	9.8%	18.0%	14.1%	13.4%	17.9%	21.6%	17.9%
Age & Amenity Adjusted (Stripped) Rent	\$1,086	\$1,085	\$1,408	\$1,559	\$965	\$1,266	\$1,231	\$1,220	\$1,036	\$1,016
Age & Amenity Adjusted (Stripped) Rent PSF	\$1.094	\$0.965	\$1.667	\$1.060	\$1.104	\$1.332	\$1.256	\$1.157	\$0.953	\$0.971
% Diff Avg vs Stripped	24.0%	34.2%	13.6%	7.6%	17.1%	11.1%	8.8%	15.4%	35.8%	32.7%
% Diff Avg vs Base	1.9%	10.6%	2.4%	3.0%	9.4%	1.0%	3.0%	1.1%	9.5%	9.6%
% Diff Base vs Stripped	21.7%	21.3%	11.0%	4.5%	7.0%	10.0%	5.7%	14.1%	24.0%	21.1%

Comparable Property Rent Adjustment Model						
<i>Camden Valleybrook</i>						
	1/1	1/1	2/2	2/2	3/2	TOTALS
Number of Units	32	112	128	38	42	352
Square Feet	590	800	1,055	1,208	1,425	992
High Quoted Rent	\$997	\$1,101	\$1,540	\$1,579	\$1,675	\$1,371
Avg Rent	\$962	\$1,085	\$1,497	\$1,579	\$1,670	\$1,347
Low Quoted Rent	\$927	\$1,068	\$1,454	\$1,579	\$1,664	\$1,322
Low Rent PSF	\$1.571	\$1.335	\$1.378	\$1.307	\$1.168	\$1.332
Effective Rent	\$927	\$1,068	\$1,454	\$1,579	\$1,664	\$1,322
Effective rent psf	\$1.571	\$1.335	\$1.378	\$1.307	\$1.168	\$1.332
% concession	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
TOTAL PARKING DEDUCTIONS:	\$0	\$0	\$0	\$0	\$0	\$0
Pct of Amenity/Low Rent	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
BASE MONTHLY RENT	\$927	\$1,068	\$1,454	\$1,579	\$1,664	\$1,322
Base Rent PSF	\$1.571	\$1.335	\$1.378	\$1.307	\$1.168	\$1.332
Utilities Included	\$0	\$0	\$0	\$0	\$0	\$0
Base Monthly Rent Less Utilities	\$927	\$1,068	\$1,454	\$1,579	\$1,664	\$1,322
Base Rent PSF Less Utilities	\$1.571	\$1.335	\$1.378	\$1.307	\$1.168	\$1.332
Age Adjustment						
Year Completed	2009	2003	2003	2003	2003	2003
Age (years)		6	6	6	6	6
Age Factor/Yr	0.5%					
Total Age Adjustment		\$28	\$32	\$44	\$47	\$50
Age Adjusted Base Rent (Less Utilities)		\$955	\$1,100	\$1,498	\$1,626	\$1,714
Total Amenity Deductions	\$1,760	\$240	\$256	\$286	\$301	\$276
Pct of Amenity/Low Rent		25.9%	24.0%	19.7%	19.1%	20.9%
Age & Amenity Adjusted (Stripped) Rent		\$715	\$844	\$1,212	\$1,325	\$1,413
Age & Amenity Adjusted (Stripped) Rent PSF		\$1.212	\$1.055	\$1.148	\$1.097	\$0.992

Comparable Property Rent Adjustment Model							
<i>Windsor at Brandywine Valley</i>							
	1/1	1/1 den	2/2	2/2	2/2	3/2	TOTALS
Number of Units	56	42	42	56	56	28	280
Square Feet	886	1,000	1,157	1,175	1,240	1,407	1,124
High Quoted Rent	\$1,250	\$1,360	\$1,485	\$1,490	\$1,550	\$1,920	\$1,477
Avg Rent	\$1,235	\$1,330	\$1,463	\$1,470	\$1,535	\$1,895	\$1,456
Low Quoted Rent	\$1,220	\$1,300	\$1,440	\$1,450	\$1,520	\$1,870	\$1,436
Low Rent PSF	\$1.377	\$1.300	\$1.245	\$1.234	\$1.226	\$1.329	\$1.277
Effective Rent	\$1,118	\$1,192	\$1,320	\$1,329	\$1,393	\$1,714	\$1,316
Effective rent psf	\$1.262	\$1.192	\$1.141	\$1.131	\$1.124	\$1.218	\$1.171
% concession	-8.36%	-8.31%	-8.33%	-8.33%	-8.33%	-8.34%	-8.34%
TOTAL PARKING DEDUCTIONS:	\$0	\$0	\$0	\$0	\$0	\$0	\$120
Pct of Amenity/Low Rent	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	8.3%
BASE MONTHLY RENT	\$1,118	\$1,192	\$1,320	\$1,329	\$1,393	\$1,714	\$1,316
Base Rent PSF	\$1.262	\$1.192	\$1.141	\$1.131	\$1.124	\$1.218	\$1.171
Utilities Included	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Base Monthly Rent Less Utilities	\$1,118	\$1,192	\$1,320	\$1,329	\$1,393	\$1,714	\$1,316
Base Rent PSF Less Utilities	\$1.262	\$1.192	\$1.141	\$1.131	\$1.124	\$1.218	\$1.171
Age Adjustment							
Year Completed	2009	2003	2003	2003	2003	2003	2003
Age (years)		6	6	6	6	6	6
Age Factor/Yr	0.5%						
Total Age Adjustment		\$34	\$36	\$40	\$40	\$42	\$51
Age Adjusted Base Rent (Less Utilities)		\$1,152	\$1,228	\$1,360	\$1,369	\$1,435	\$1,765
Total Amenity Deductions	\$1,760	\$218	\$211	\$238	\$238	\$238	\$253
Pct of Amenity/Low Rent		17.9%	16.2%	16.5%	16.4%	15.7%	13.5%
Age & Amenity Adjusted (Stripped) Rent		\$934	\$1,017	\$1,122	\$1,131	\$1,197	\$1,512
Age & Amenity Adjusted (Stripped) Rent PSF		\$1.054	\$1.017	\$0.969	\$0.963	\$0.965	\$1.000

Comparable Property Rent Adjustment Model <i>Korman Communities Malvern</i>					
		1/1	1/1	2/2	TOTALS
Number of Units		108	64	92	264
Square Feet		703	762	1,068	845
High Quoted Rent		\$1,409	\$1,499	\$1,999	\$1,636
Avg Rent		\$1,404	\$1,499	\$1,899	\$1,600
Low Quoted Rent		\$1,399	\$1,499	\$1,799	\$1,563
Low Rent PSF		\$1.990	\$1.967	\$1.684	\$1.850
Effective Rent		\$1,399	\$1,499	\$1,799	\$1,563
Effective rent psf		\$1.990	\$1.967	\$1.684	\$1.850
% concession		0.00%	0.00%	0.00%	0.00%
TOTAL PARKING DEDUCTIONS:		\$0	\$0	\$0	\$0
Pct of Amenity/Low Rent		0.0%	0.0%	0.0%	0.0%
BASE MONTHLY RENT		\$1,399	\$1,499	\$1,799	\$1,563
Base Rent PSF		\$1.990	\$1.967	\$1.684	\$1.850
Utilities Included		\$31	\$33	\$42	\$0
Base Monthly Rent Less Utilities		\$1,368	\$1,466	\$1,757	\$1,563
Base Rent PSF Less Utilities		\$1.946	\$1.924	\$1.645	\$1.850
Age Adjustment					
Year Completed	2009	1997	1997	1997	1997
Age (years)		12	12	12	12
Age Factor/Yr	0.5%				
Total Age Adjustment		\$82	\$88	\$105	\$94
Age Adjusted Base Rent (Less Utilities)		\$1,450	\$1,554	\$1,862	\$1,656
Total Amenity Deductions	\$1,760	\$266	\$236	\$236	\$248
Pct of Amenity/Low Rent		19.0%	15.7%	13.1%	15.9%
Age & Amenity Adjusted (Stripped) Rent		\$1,184	\$1,318	\$1,626	\$1,408
Age & Amenity Adjusted (Stripped) Rent PSF		\$1.684	\$1.730	\$1.523	\$1.667

Comparable Property Rent Adjustment Model									
Exton Crossing									
	1/1	2/1.5	2/1.5	1/1 den	2/2	2/2	3/2	TOTALS	
Number of Units	98	108	94	30	28	32	18	408	
Square Feet	840	1,100	1,124	965	1,176	1,310	1,470	1,071	
High Quoted Rent	\$1,016	\$1,257	\$1,273	\$1,245	\$1,365	\$1,525	\$1,725	\$1,251	
Avg Rent	\$1,008	\$1,212	\$1,243	\$1,201	\$1,334	\$1,482	\$1,677	\$1,219	
Low Quoted Rent	\$999	\$1,167	\$1,213	\$1,157	\$1,302	\$1,439	\$1,628	\$1,187	
Low Rent PSF	\$1.189	\$1.061	\$1.079	\$1.199	\$1.107	\$1.098	\$1.107	\$1.109	
Effective Rent	\$999	\$1,167	\$1,213	\$1,157	\$1,302	\$1,439	\$1,628	\$1,187	
Effective rent psf	\$1.189	\$1.061	\$1.079	\$1.199	\$1.107	\$1.098	\$1.107	\$1.109	
% concession	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
TOTAL PARKING DEDUCTIONS:	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Pct of Amenity/Low Rent	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
BASE MONTHLY RENT	\$999	\$1,167	\$1,213	\$1,157	\$1,302	\$1,439	\$1,628	\$1,187	
Base Rent PSF	\$1.189	\$1.061	\$1.079	\$1.199	\$1.107	\$1.098	\$1.107	\$1.109	
Utilities Included	\$25	\$33	\$34	\$29	\$35	\$39	\$44	\$0	
Base Monthly Rent Less Utilities	\$974	\$1,134	\$1,179	\$1,128	\$1,267	\$1,400	\$1,584	\$1,187	
Base Rent PSF Less Utilities	\$1.159	\$1.031	\$1.049	\$1.169	\$1.077	\$1.068	\$1.077	\$1.109	
Age Adjustment									
Year Completed	2009	1998	1998	1998	1998	1998	1998	1998	
Age (years)		11	11	11	11	11	11	11	
Age Factor/Yr	0.5%								
Total Age Adjustment		\$54	\$62	\$65	\$62	\$70	\$77	\$65	
Age Adjusted Base Rent (Less Utilities)		\$1,027	\$1,196	\$1,244	\$1,190	\$1,336	\$1,477	\$1,671	\$1,253
Total Amenity Deductions	\$1,760	\$154	\$164	\$164	\$144	\$152	\$164	\$159	\$159
Pct of Amenity/Low Rent		15.4%	14.1%	13.5%	12.4%	11.7%	11.4%	9.8%	13.4%
Age & Amenity Adjusted (Stripped) Rent		\$873	\$1,032	\$1,080	\$1,046	\$1,184	\$1,313	\$1,512	\$1,094
Age & Amenity Adjusted (Stripped) Rent PSF		\$1.040	\$0.939	\$0.961	\$1.084	\$1.007	\$1.002	\$1.029	\$1.021

Comparable Property Rent Adjustment Model											
Sharples Works											
	Studio	1/1	1/1 TH	1/1.5 TH	2/1 loft	2/1	2/1.5 TH	2/2	2/2.5 TH	2/2 TH	TOTALS
Number of Units	9	63	1	24	6	7	6	13	8	17	154
Square Feet	486	696	600	882	1,082	893	1,353	916	1,415	1,209	874
High Quoted Rent	\$930	\$1,132	\$1,095	\$1,192	\$1,247	\$1,238	\$1,430	\$1,306	\$1,645	\$1,462	\$1,228
Avg Rent	\$850	\$990	\$1,095	\$1,139	\$1,224	\$1,174	\$1,391	\$1,217	\$1,524	\$1,396	\$1,130
Low Quoted Rent	\$770	\$848	\$1,095	\$1,086	\$1,201	\$1,109	\$1,352	\$1,128	\$1,403	\$1,329	\$1,033
Low Rent PSF	\$1.583	\$1.218	\$1.825	\$1.232	\$1.110	\$1.242	\$1.000	\$1.231	\$0.992	\$1.099	\$1.182
Effective Rent	\$770	\$848	\$1,095	\$1,086	\$1,201	\$1,109	\$1,352	\$1,128	\$1,403	\$1,329	\$1,033
Effective rent psf	\$1.583	\$1.218	\$1.825	\$1.232	\$1.110	\$1.242	\$1.000	\$1.231	\$0.992	\$1.099	\$1.182
% concession	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
TOTAL PARKING DEDUCTIONS:	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Pct of Amenity/Low Rent	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
BASE MONTHLY RENT	\$770	\$848	\$1,095	\$1,086	\$1,201	\$1,109	\$1,352	\$1,128	\$1,403	\$1,329	\$1,033
Base Rent PSF	\$1.583	\$1.218	\$1.825	\$1.232	\$1.110	\$1.242	\$1.000	\$1.231	\$0.992	\$1.099	\$1.182
Utilities Included	\$15	\$21	\$18	\$26	\$32	\$27	\$41	\$27	\$42	\$36	\$26
Base Monthly Rent Less Utilities	\$755	\$827	\$1,077	\$1,060	\$1,169	\$1,082	\$1,311	\$1,101	\$1,361	\$1,293	\$1,007
Base Rent PSF Less Utilities	\$1.553	\$1.188	\$1.795	\$1.202	\$1.080	\$1.212	\$0.970	\$1.201	\$0.962	\$1.069	\$1.152
Age Adjustment											
Year Completed	2009	1986	1986	1986	1986	1986	1986	1986	1986	1986	1986
Age (years)		23	23	23	23	23	23	23	23	23	23
Age Factor/Yr	0.5%										
Total Age Adjustment		\$87	\$95	\$124	\$122	\$134	\$124	\$151	\$127	\$156	\$149
Age Adjusted Base Rent (Less Utilities)		\$842	\$922	\$1,201	\$1,181	\$1,303	\$1,207	\$1,462	\$1,227	\$1,517	\$1,441
Total Amenity Deductions	\$1,760	\$153	\$156	\$226	\$229	\$179	\$151	\$211	\$151	\$216	\$186
Pct of Amenity/Low Rent		19.9%	18.4%	20.6%	21.1%	14.9%	13.6%	15.6%	13.4%	15.4%	20.7%
Age & Amenity Adjusted (Stripped) Rent		\$689	\$766	\$975	\$952	\$1,124	\$1,056	\$1,251	\$1,076	\$1,301	\$1,166
Age & Amenity Adjusted (Stripped) Rent PSF		\$1.417	\$1.101	\$1.625	\$1.080	\$1.039	\$1.183	\$0.925	\$1.175	\$0.920	\$1.101

Comparable Property Rent Adjustment Model <i>Spring House at Brandywine</i>						
	1/1	1/1	1/1 den	2/2	3/2	TOTALS
Number of Units	36	18	42	96	20	212
Square Feet	651	725	908	1051	1303	951
High Quoted Rent	\$1,110	\$1,175	\$1,340	\$1,530	\$1,855	\$1,422
Avg Rent	\$1,103	\$1,168	\$1,333	\$1,510	\$1,835	\$1,407
Low Quoted Rent	\$1,095	\$1,160	\$1,325	\$1,490	\$1,815	\$1,393
Low Rent PSF	\$1.682	\$1.600	\$1.459	\$1.418	\$1.393	\$1.465
Effective Rent	\$1,095	\$1,160	\$1,325	\$1,490	\$1,815	\$1,393
Effective rent psf	\$1.682	\$1.600	\$1.459	\$1.418	\$1.393	\$1.465
% concession	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
TOTAL PARKING DEDUCTIONS:	\$0	\$0	\$0	\$0	\$0	\$0
Pct of Amenity/Low Rent	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
BASE MONTHLY RENT	\$1,095	\$1,160	\$1,325	\$1,490	\$1,815	\$1,393
Base Rent PSF	\$1.682	\$1.600	\$1.459	\$1.418	\$1.393	\$1.465
Utilities Included	\$0	\$0	\$0	\$0	\$0	\$0
Base Monthly Rent Less Utilities	\$1,095	\$1,160	\$1,325	\$1,490	\$1,815	\$1,393
Base Rent PSF Less Utilities	\$1.682	\$1.600	\$1.459	\$1.418	\$1.393	\$1.465
Age Adjustment						
Year Completed	2009	1999	1999	1999	1999	1999
Age (years)		10	10	10	10	10
Age Factor/Yr	0.5%					
Total Age Adjustment		\$55	\$58	\$66	\$75	\$70
Age Adjusted Base Rent (Less Utilities)		\$1,150	\$1,218	\$1,391	\$1,565	\$1,906
Total Amenity Deductions	\$1,760	\$185	\$208	\$188	\$203	\$193
Pct of Amenity/Low Rent		16.9%	17.9%	14.2%	13.6%	10.6%
Age & Amenity Adjusted (Stripped) Rent		\$965	\$1,010	\$1,203	\$1,362	\$1,713
Age & Amenity Adjusted (Stripped) Rent PSF		\$1.482	\$1.393	\$1.325	\$1.295	\$1.314

Comparable Property Rent Adjustment Model <i>Windsor at Windermere Place</i>							
	1/1	1/1	2/1	2/2	2/2 TH	3/2	TOTALS
Number of Units	85	21	22	85	4	25	242
Square Feet	737	841	1,056	1,135	1,202	1,294	980
High Quoted Rent	\$1,140	\$1,250	\$1,370	\$1,490	\$1,720	\$1,860	\$1,377
Avg Rent	\$1,090	\$1,215	\$1,310	\$1,465	\$1,698	\$1,828	\$1,339
Low Quoted Rent	\$1,040	\$1,180	\$1,250	\$1,440	\$1,675	\$1,796	\$1,300
Low Rent PSF	\$1.411	\$1.403	\$1.184	\$1.269	\$1.394	\$1.388	\$1.327
Effective Rent	\$1,040	\$1,180	\$1,250	\$1,440	\$1,675	\$1,796	\$1,300
Effective rent psf	\$1.411	\$1.403	\$1.184	\$1.269	\$1.394	\$1.388	\$1.327
% concession	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
TOTAL PARKING DEDUCTIONS:	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Pct of Amenity/Low Rent	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
BASE MONTHLY RENT	\$1,040	\$1,180	\$1,250	\$1,440	\$1,675	\$1,796	\$1,300
Base Rent PSF	\$1.411	\$1.403	\$1.184	\$1.269	\$1.394	\$1.388	\$1.327
Utilities Included	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Base Monthly Rent Less Utilities	\$1,040	\$1,180	\$1,250	\$1,440	\$1,675	\$1,796	\$1,300
Base Rent PSF Less Utilities	\$1.411	\$1.403	\$1.184	\$1.269	\$1.394	\$1.388	\$1.327
Age Adjustment							
Year Completed	2009	1993	1993	1993	1993	1993	1993
Age (years)		16	16	16	16	16	16
Age Factor/Yr	0.5%						
Total Age Adjustment		\$83	\$94	\$100	\$115	\$134	\$104
Age Adjusted Base Rent (Less Utilities)		\$1,123	\$1,274	\$1,350	\$1,555	\$1,809	\$1,404
Total Amenity Deductions	\$1,760	\$158	\$203	\$173	\$176	\$290	\$174
Pct of Amenity/Low Rent		15.2%	17.2%	13.8%	12.2%	17.3%	9.8%
Age & Amenity Adjusted (Stripped) Rent		\$965	\$1,071	\$1,177	\$1,379	\$1,519	\$1,231
Age & Amenity Adjusted (Stripped) Rent PSF		\$1.310	\$1.274	\$1.115	\$1.215	\$1.264	\$1.256

Comparable Property Rent Adjustment Model														
Jefferson at Westtown														
	1/1	1/1	1/1	1/1/1	no fp 1/1 den	no fp 1/1 den	1/1 den	1/1/1 den	no fp 2/2/1	2/2/1	2/2	2/2	3/2	TOTALS
Number of Units	24	24	16	16	2	10	8	16	10	8	36	42	40	252
Square Feet	754	835	836	836	881	908	926	926	917	1,124	1,124	1,271	1,394	1,054
High Quoted Rent	\$1,095	\$1,235	\$1,200	\$1,350	\$1,210	\$1,210	\$1,210	\$1,360	\$1,360	\$1,580	\$1,395	\$1,585	\$1,822	\$1,423
Avg Rent	\$1,085	\$1,178	\$1,200	\$1,350	\$1,210	\$1,210	\$1,210	\$1,360	\$1,360	\$1,580	\$1,395	\$1,560	\$1,792	\$1,408
Low Quoted Rent	\$1,075	\$1,120	\$1,200	\$1,350	\$1,210	\$1,210	\$1,210	\$1,360	\$1,360	\$1,580	\$1,395	\$1,535	\$1,762	\$1,392
Low Rent PSF	\$1.426	\$1.341	\$1.435	\$1.615	\$1.373	\$1.333	\$1.307	\$1.469	\$1.483	\$1.406	\$1.241	\$1.208	\$1.264	\$1.320
Effective Rent	\$1,075	\$1,120	\$1,200	\$1,350	\$1,210	\$1,210	\$1,210	\$1,360	\$1,360	\$1,580	\$1,395	\$1,535	\$1,762	\$1,392
Effective rent psf	\$1.426	\$1.341	\$1.435	\$1.615	\$1.373	\$1.333	\$1.307	\$1.469	\$1.483	\$1.406	\$1.241	\$1.208	\$1.264	\$1.320
% concession	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
TOTAL PARKING DEDUCTIONS:	\$0	\$0	\$0	\$95	\$0	\$0	\$0	\$95	\$0	\$95	\$0	\$0	\$0	\$15
Pct of Amenity/Low Rent	0.0%	0.0%	0.0%	7.0%	0.0%	0.0%	0.0%	7.0%	0.0%	6.0%	0.0%	0.0%	0.0%	1.1%
BASE MONTHLY RENT	\$1,075	\$1,120	\$1,200	\$1,255	\$1,210	\$1,210	\$1,210	\$1,265	\$1,360	\$1,485	\$1,395	\$1,535	\$1,762	\$1,392
Base Rent PSF	\$1.426	\$1.341	\$1.435	\$1.501	\$1.373	\$1.333	\$1.307	\$1.366	\$1.483	\$1.321	\$1.241	\$1.208	\$1.264	\$1.320
Utilities Included	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Base Monthly Rent Less Utilities	\$1,075	\$1,120	\$1,200	\$1,255	\$1,210	\$1,210	\$1,210	\$1,265	\$1,360	\$1,485	\$1,395	\$1,535	\$1,762	\$1,392
Base Rent PSF Less Utilities	\$1.426	\$1.341	\$1.435	\$1.501	\$1.373	\$1.333	\$1.307	\$1.366	\$1.483	\$1.321	\$1.241	\$1.208	\$1.264	\$1.320
Age Adjustment														
Year Completed	2009	1998	1998	1998	1998	1998	1998	1998	1998	1998	1998	1998	1998	1998
Age (years)		11	11	11	11	11	11	11	11	11	11	11	11	11
Age Factor/Yr	0.5%													
Total Age Adjustment		\$59	\$62	\$66	\$69	\$67	\$67	\$70	\$75	\$82	\$77	\$84	\$97	\$77
Age Adjusted Base Rent (Less Utilities)		\$1,134	\$1,182	\$1,266	\$1,324	\$1,277	\$1,277	\$1,335	\$1,435	\$1,567	\$1,472	\$1,619	\$1,859	\$1,469
Total Amenity Deductions	\$1,760	\$240	\$243	\$273	\$273	\$223	\$228	\$228	\$223	\$253	\$253	\$261	\$248	\$249
Pct of Amenity/Low Rent		22.3%	21.7%	22.8%	20.2%	18.4%	18.8%	16.8%	16.4%	16.0%	18.1%	17.0%	14.1%	17.9%
Age & Amenity Adjusted (Stripped) Rent		\$894	\$939	\$993	\$1,051	\$1,054	\$1,049	\$1,107	\$1,212	\$1,314	\$1,219	\$1,358	\$1,611	\$1,220
Age & Amenity Adjusted (Stripped) Rent PSF		\$1.186	\$1.124	\$1.188	\$1.257	\$1.196	\$1.132	\$1.195	\$1.321	\$1.169	\$1.084	\$1.069	\$1.156	\$1.157

Comparable Property Rent Adjustment Model Claremont at Eagleview						
	1/1	2/2	2/2.5/1 TH	2/2	2/2.5/1 TH	TOTALS
Number of Units	56	82	20	10	26	194
Square Feet	850	1,140	1,370	1,219	1,164	1,087
High Quoted Rent	\$1,145	\$1,390	\$1,820	\$1,610	\$1,750	\$1,423
Avg Rent	\$1,125	\$1,380	\$1,768	\$1,610	\$1,750	\$1,408
Low Quoted Rent	\$1,105	\$1,370	\$1,715	\$1,610	\$1,750	\$1,392
Low Rent PSF	\$1.300	\$1.202	\$1.252	\$1.321	\$1.503	\$1.281
Effective Rent	\$1,020	\$1,265	\$1,583	\$1,486	\$1,615	\$1,285
Effective rent psf	\$1.200	\$1.109	\$1.156	\$1.219	\$1.388	\$1.182
% concession	-7.69%	-7.69%	-7.69%	-7.69%	-7.69%	-7.69%
TOTAL PARKING DEDUCTIONS:	\$0	\$0	\$85	\$0	\$95	\$0
Pct of Amenity/Low Rent	0.0%	0.0%	5.0%	0.0%	5.4%	0.0%
BASE MONTHLY RENT	\$1,020	\$1,265	\$1,498	\$1,486	\$1,520	\$1,285
Base Rent PSF	\$1.200	\$1.109	\$1.093	\$1.219	\$1.306	\$1.182
Utilities Included	\$26	\$34	\$41	\$37	\$35	\$0
Base Monthly Rent Less Utilities	\$995	\$1,230	\$1,457	\$1,450	\$1,485	\$1,285
Base Rent PSF Less Utilities	\$1.170	\$1.079	\$1.063	\$1.189	\$1.276	\$1.182
Age Adjustment						
Year Completed	2009	2001	2001	2001	2001	2001
Age (years)		8	8	8	8	8
Age Factor/Yr	0.5%					
Total Age Adjustment		\$40	\$49	\$58	\$59	\$51
Age Adjusted Base Rent (Less Utilities)		\$1,034	\$1,280	\$1,515	\$1,508	\$1,545
Total Amenity Deductions	\$1,760	\$270	\$308	\$320	\$283	\$300
Pct of Amenity/Low Rent		24.4%	22.5%	18.7%	17.6%	19.0%
Age & Amenity Adjusted (Stripped) Rent		\$764	\$972	\$1,195	\$1,225	\$1,213
Age & Amenity Adjusted (Stripped) Rent PSF		\$0.899	\$0.852	\$0.872	\$1.005	\$1.042
						\$0.953

Comparable Property Rent Adjustment Model											
Cornerstone Terrace											
	1/1	1/1	2/2	2/2	2/2	2/2	3/2	1/1 den	1/1 loft	2/2 study	TOTALS
Number of Units	36	56	8	88	8	2	12	14	16	4	244
Square Feet	779	842	1,198	1,199	1,160	1,574	1,340	977	999	1,722	1,047
High Quoted Rent	\$1,100	\$1,125	\$1,425	\$1,630	\$1,475	\$1,725	\$1,705	\$1,395	\$1,285	\$2,000	\$1,399
Avg Rent	\$1,093	\$1,125	\$1,425	\$1,510	\$1,468	\$1,725	\$1,698	\$1,333	\$1,285	\$1,938	\$1,349
Low Quoted Rent	\$1,085	\$1,125	\$1,425	\$1,390	\$1,460	\$1,725	\$1,690	\$1,270	\$1,285	\$1,875	\$1,299
Low Rent PSF	\$1.393	\$1.336	\$1.189	\$1.159	\$1.259	\$1.096	\$1.261	\$1.300	\$1.286	\$1.089	\$1.242
Effective Rent	\$1,023	\$1,063	\$1,363	\$1,328	\$1,377	\$1,642	\$1,607	\$1,166	\$1,202	\$1,771	\$1,231
Effective rent psf	\$1.313	\$1.262	\$1.137	\$1.107	\$1.187	\$1.043	\$1.199	\$1.193	\$1.203	\$1.028	\$1.176
% concession	-5.71%	-5.51%	-4.39%	-4.50%	-5.71%	-4.83%	-4.93%	-8.20%	-6.49%	-5.56%	-5.28%
TOTAL PARKING DEDUCTIONS:	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$69
Pct of Amenity/Low Rent	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	5.3%
BASE MONTHLY RENT	\$1,023	\$1,063	\$1,363	\$1,328	\$1,377	\$1,642	\$1,607	\$1,166	\$1,202	\$1,771	\$1,231
Base Rent PSF	\$1.313	\$1.262	\$1.137	\$1.107	\$1.187	\$1.043	\$1.199	\$1.193	\$1.203	\$1.028	\$1.176
Utilities Included	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Base Monthly Rent Less Utilities	\$1,023	\$1,063	\$1,363	\$1,328	\$1,377	\$1,642	\$1,607	\$1,166	\$1,202	\$1,771	\$1,231
Base Rent PSF Less Utilities	\$1.313	\$1.262	\$1.137	\$1.107	\$1.187	\$1.043	\$1.199	\$1.193	\$1.203	\$1.028	\$1.176
Age Adjustment											
Year Completed	2009	2006	2006	2006	2006	2006	2006	2006	2006	2006	2006
Age (years)		3	3	3	3	3	3	3	3	3	3
Age Factor/Yr	0.5%										
Total Age Adjustment		\$15	\$16	\$20	\$20	\$21	\$25	\$24	\$17	\$18	\$18
Age Adjusted Base Rent (Less Utilities)		\$1,038	\$1,079	\$1,383	\$1,347	\$1,397	\$1,666	\$1,631	\$1,183	\$1,220	\$1,797
Total Amenity Deductions	\$1,760	\$251	\$226	\$219	\$226	\$226	\$259	\$246	\$259	\$223	\$233
Pct of Amenity/Low Rent		23.1%	20.1%	15.4%	16.3%	15.5%	15.0%	14.6%	20.4%	17.4%	13.9%
Age & Amenity Adjusted (Stripped) Rent		\$787	\$853	\$1,164	\$1,121	\$1,171	\$1,407	\$1,385	\$924	\$997	\$1,536
Age & Amenity Adjusted (Stripped) Rent PSF		\$1.011	\$1.013	\$0.972	\$0.935	\$1.010	\$0.894	\$1.033	\$0.946	\$0.998	\$0.971

