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**A MARKET CONDITIONS AND
PROJECT EVALUATION SUMMARY**

OF:

**FAIRMONT
HOMES**

A MARKET CONDITIONS AND PROJECT EVALUATION SUMMARY OF: FAIRMONT HOMES

208 Blanton Avenue
Griffin, Spalding County, Georgia 30223

Effective Date: March 19, 2019
Report Date: April 10, 2019

Prepared for:
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April 10, 2019

Christina Dies
Administrative Assistant
Pennrose, LLC
675 Ponce de Leon Avenue, Suite 8500
Atlanta, Georgia 30308

Re: Application Market Study for Fairmont Homes, located in Griffin, Spalding County, Georgia

Dear Ms. Dies:

At your request, Novogradac & Company LLP performed a study of the multifamily rental market in the Griffin, Spalding County, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project. We previously completed two application market studies for the Subject with effective dates of July 13, 2018 and August 21, 2017.

The purpose of this market study is to assess the viability of the renovation of the 80-unit family LIHTC project. It will be a newly renovated affordable LIHTC project, with 80 revenue generating units, restricted to households earning 50 and 60 percent of the Area Median Income (AMI) or less. The Subject is currently a public housing property that is being renovated through the Rental Assistance Demonstration (RAD) HUD program. Post renovation, all of the units will continue to operate with project-based rental assistance, where tenants will pay 30 percent of their income towards rent. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions.

The scope of this report meets the requirements of Georgia Department of Community Affairs (DCA), including the following:

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

Novogradac & Company LLP adheres to the market study guidelines promulgated by the National Council of Housing Market Analysts (NCHMA).

This report contains, to the fullest extent possible and practical, explanations of the data, reasoning, and analyses that were used to develop the opinions contained herein. The report also includes a thorough analysis of the scope of the study, regional and local demographic and economic studies, and market

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analyses including conclusions. The depth of discussion contained in the report is specific to the needs of the client. Information included in this report is accurate and the report can be relied upon by DCA as a true assessment of the low-income housing rental market. This report is completed in accordance with DCA market study guidelines. We inform the reader that other users of this document may underwrite the LIHTC rents to a different standard than contained in this report.

The Stated Purpose of this assignment is for tax credit application. You agree not to use the Report other than for the Stated Purpose, and you agree to indemnify us for any claims, damages or losses that we may incur as the result of your use of the Report for other than the Stated Purpose. Without limiting the general applicability of this paragraph, under no circumstances may the Report be used in advertisements, solicitations and/or any form of securities offering.

The authors of this report certify that we are not part of the development team, owner of the Subject property, general contractor, nor are we affiliated with any member of the development team engaged in the development of the Subject property or the development's partners or intended partners. Please do not hesitate to contact us if there are any questions regarding the report or if Novogradac & Company LLP can be of further assistance. It has been our pleasure to assist you with this project.

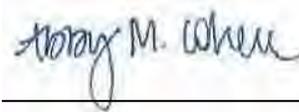
Respectfully submitted,
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TABLE OF CONTENTS

A. Executive Summary	1
Executive Summary.....	2
B. Project Description.....	10
Project Description.....	11
C. Site Evaluation.....	14
D. Market Area	30
Primary Market Area	31
E. Community Demographic Data	33
Community Demographic Data	34
F. Employment Trends.....	40
G. Project-Specific Affordability and Demand Analysis	49
H. Competitive Rental Analysis.....	75
I. Absorption and Stabilization Rates.....	93
Absorption and Stabilization Rates.....	94
J. Interviews	95
K. Conclusions and Recommendations	98
Conclusions	99
L. Signed Statement Requirements.....	103

Addendum

A. EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

1. Project Description

Fairmont Homes will be a newly renovated family property located at 208 Blanton Avenue in Griffin, Spalding County, Georgia, which consists of four, one-story, residential buildings and 17 two-story townhome residential buildings.

The following table illustrates the proposed unit mix.

PROPOSED RENTS								
Unit Type	Unit Size (SF)	Number of Units	Contract Rent	Utility Allowance (1)	Gross Rent	2018 LIHTC Maximum Allowable Gross Rent	2019 HUD Fair Market Rents	
<i>@50% (Project Based Rental Assistance - PBRA)</i>								
1BR / 1BA	611	3	\$558	\$123	\$681	\$701	\$966	
2BR / 2BA	865	7	\$686	\$102	\$788	\$842	\$1,106	
3BR / 2BA	936	5	\$895	\$109	\$1,004	\$972	\$1,427	
4BR / 2BA	1,181	1	\$1,100	\$126	\$1,226	\$1,085	\$1,752	
<i>@60% (Project Based Rental Assistance - PBRA)</i>								
1BR / 1BA	611	11	\$558	\$123	\$681	\$842	\$966	
2BR / 2BA	865	31	\$686	\$102	\$788	\$1,011	\$1,106	
3BR / 2BA	936	19	\$895	\$109	\$1,004	\$1,167	\$1,427	
4BR / 2BA	1,181	3	\$1,100	\$126	\$1,226	\$1,302	\$1,752	
		80						

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

All of the Subject’s units will continue to operate with an additional subsidy, where tenants pay 30 percent of their income towards rent. The Subject’s proposed three and four-bedroom contract rents are above the 2018 maximum allowable rent level. As a result, if the additional subsidy is lost, the rents will need to be lowered to at or below the maximum allowable rent level. The renovated Subject will offer similar to inferior in-unit amenities in comparison to the LIHTC and market-rate comparable properties and similar to inferior property amenities. The Subject will lack dishwashers, carpeting, ceiling fans, garbage disposals, and walk-in closets, which several of the comparable properties offer. Additionally, several of the comparable properties offer business centers, exercise facilities, picnic areas, and swimming pools, which the Subject will not offer. It should be noted that Fairmont Park, which is located adjacent north and east of the Subject, is currently undergoing over \$1 million in renovations. The new renovations will transform the current softball field into an open common area and install walking trails along with benches and picnic areas, a playground, tot lot, net climbing structure, and beach volleyball court. Additionally, the community center adjacent north of the Subject recently completed renovations to the basketball court and added a community room and library. Community events for Fairmont Homes will be held at the community center. Though not on the site itself, these local area recreational and community amenities will be easily accessible to tenants. Overall, we believe that the in-unit amenities are a weakness of the development, though the renovations to Fairmont Park will provide many desirable recreational amenities to tenants and will benefit the Subject in the market.

2. Site Description/Evaluation

The Subject is located at 208 Blanton Avenue in Griffin, Spalding County, Georgia. The Subject is located in a residential neighborhood with a community park and grade school adjacent to the Subject site. Fairmont Park, which is located adjacent north and east of the Subject, was renovated in 2018 with over \$1 million in improvements and will include many local area recreational amenities that will be easily accessible to tenants. There are also single-family homes north, west, and south of the Subject site. Downtown Griffin is

located approximately one mile south of the Subject. Highway 41 is located approximately 2.2 miles west of the Subject site. There are a number of big box retail stores that are located along Highway 41, which includes The Home Depot and Walmart. There are a number of chain restaurants 2.6 miles northwest of the Subject that exhibit good condition. Major employers are located southeast and southwest of the Subject. The Subject site is considered “Car-Dependent” by *Walk Score* with a rating of 41 out of 100. The Subject site is considered a desirable building site for rental housing. The Subject is located in a residential neighborhood. The uses surrounding the Subject are in average condition and the site has good proximity to locational amenities, which are within 2.9 miles of the Subject site.

3. Market Area Definition

The PMA is generally defined by the Spalding County line, Teamon Road, and Jackson Road to the north, the Spalding County line, Barnesville Road, and Georgia Highway 36 to the east, State Route 41, Milner Road, and Georgia Highway 18 to the south, and Hollonville Road and the Flint River to the west. This area encompasses all of Griffin and includes parts of Spalding, Lamar, and Pike Counties. The approximate distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 7 miles
 East: 9 miles
 South: 11 miles
 West: 13 miles

The PMA was defined based on interviews with the local housing authority, property managers at comparable properties, and the Subject’s property manager. Many property managers indicated that a significant portion of their tenants come from out of state. Of those residents coming from within Georgia most are coming from the Griffin area. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2019 market study guidelines, we have not accounted for leakage in our demand analysis found later in this report. The farthest PMA boundary from the Subject is approximately 13 miles. The Secondary Market Area (SMA) is defined as the Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area (MSA), which consists of 30 counties in northwest Georgia and encompasses 8,726 square miles.

4. Community Demographic Data

The population in the PMA increased by 16.9 percent between 2000 and 2018, compared to the 38.2 percent increase in the regional MSA and 17.5 percent increase across the overall nation. The current population of the PMA is 75,226 and it is expected to increase to 77,796 through market entry. The percentage of renter households in the PMA remained relatively stable between 2000 and 2018, and is estimated to be 38.7 percent as of 2018. This is more than the estimated 33 percent of renter households across the overall nation. As of 2018, the median income in the PMA is below the surrounding MSA. Median household income growth in the PMA exceeded the MSA between 2000 and 2018. In particular, median income in the PMA rose from 52 percent of the national median income in 2000 to 80 percent in 2018. Overall, the combination of rising population and household income levels bodes well for future demand for multifamily housing.

According to *RealtyTrac* statistics, one in every 2,471 housing units nationwide was in some stage of foreclosure as of March 2019. The town of Griffin is experiencing a foreclosure rate of one in every 1,433 homes, while Spalding County is experiencing foreclosure rate of one in every 1,866 homes and Georgia experienced one foreclosure in every 3,075 housing units. Overall, Griffin is experiencing a higher foreclosure rate compared to the nation, the state of Georgia and Spalding County as a whole. The Subject’s neighborhood does not have a significant amount of abandoned or vacancy structures that would impact the marketability of the Subject.

5. Economic Data

The PMA and Spalding County are part of the Atlanta Metro area economy, the 10th largest in the country in 2014 according to *Global Atlanta* and *Business Insider*. The area serves as the headquarters for numerous Fortune 500 and Fortune 100 companies and has a diverse employment base overall. The largest industries in the PMA are retail trade, healthcare/social assistance, and manufacturing. When compared to the nation, the manufacturing, retail trade, educational services, and transportation/warehousing sectors are overrepresented in the PMA, while the professional/scientific/technical services sector is underrepresented. While the manufacturing, retail trade, and transportation/warehousing industries are more susceptible to periods of economic contraction, the educational services and healthcare/social assistance sectors are traditionally more stable. Total employment in the MSA grew considerably between 2002 and 2007, outpacing national growth in that time. Between 2008 and 2010, during the most recent national recession, total employment in the MSA contracted at rates similar to or more significant than national trends. Since that time, the MSA experienced moderate to strong growth in total employment, surpassing pre-recessionary levels in 2014, similar to the nation. Several employers announced expansions in the region while there were no WARN notices were filed, which is positive for the local economy. Overall the economy appears to be in an expansion phase that has been ongoing since 2011. This suggests that demand for all housing types should be trending positively as the areas employment base grows. The growing local economy is a positive indicator of demand for rental housing and the Subject's renovated units.

6. Project-Specific Affordability and Demand Analysis

The following table illustrates the demand and capture rates for the Subject's proposed units.

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Proposed Rents
1BR @50% (PBRA)	\$0	\$29,950	3	1,003	0	1,003	0.3%	\$558
1BR @50%	\$24,034	\$29,950	3	370	0	370	0.8%	\$558
1BR @60% (PBRA)	\$0	\$35,940	11	1,144	12	1,132	1.0%	\$558
1BR @60%	\$28,869	\$35,940	11	400	12	388	2.8%	\$558
1BR Overall - As Proposed	\$0	\$35,940	14	1,144	12	1,132	1.2%	-
1BR - Overall - Absent Subsidy	\$24,034	\$35,940	14	511	12	499	2.8%	-
2BR @50% (PBRA)	\$0	\$33,700	7	1,004	0	1,004	0.7%	\$686
2BR @50%	\$28,869	\$33,700	7	371	0	371	1.9%	\$686
2BR @60% (PBRA)	\$0	\$40,440	31	1,145	60	1,085	2.9%	\$686
2BR @60%	\$34,663	\$40,440	31	400	60	340	9.1%	\$686
2BR Overall - As Proposed	\$0	\$40,440	38	1,145	60	1,085	3.5%	-
2BR - Overall - Absent Subsidy	\$28,869	\$40,440	38	512	60	452	8.4%	-
3BR @50% (PBRA)	\$0	\$40,400	5	722	0	722	0.7%	\$895
3BR @50%	\$33,326	\$40,400	5	267	0	267	1.9%	\$895
3BR @60% (PBRA)	\$0	\$48,480	19	824	48	776	2.4%	\$895
3BR @60%	\$40,011	\$48,480	19	288	48	240	7.9%	\$895
3BR Overall - As Proposed	\$0	\$48,480	24	824	48	776	3.1%	-
3BR - Overall - Absent Subsidy	\$33,326	\$48,480	24	368	48	320	7.5%	-
4BR @50% (PBRA)	\$0	\$43,400	1	404	0	404	0.2%	\$1,100
4BR @50%	\$37,200	\$43,400	1	149	0	149	0.7%	\$1,100
4BR @60% (PBRA)	\$0	\$52,080	3	461	0	461	0.7%	\$1,100
4BR @60%	\$44,640	\$52,080	3	161	0	161	1.9%	\$1,100
4BR Overall - As Proposed	\$0	\$52,080	4	461	0	461	0.9%	-
4BR - Overall - Absent Subsidy	\$37,200	\$52,080	4	206	0	206	1.9%	-
@50% (PBRA) Overall	\$0	\$43,400	16	3,133	0	3,133	0.5%	-
@50% Overall	\$24,034	\$43,400	16	1,157	0	1,157	1.4%	-
@60% (PBRA) Overall	\$0	\$52,080	64	3,573	120	3,453	1.9%	-
@60% Overall	\$28,869	\$52,080	64	1,248	120	1,128	5.7%	-
Overall - As Proposed	\$0	\$52,080	80	3,573	120	3,453	2.3%	-
Overall - Absent Subsidy	\$24,034	\$52,080	80	1,597	120	1,477	5.4%	-

We believe these calculated capture rates are reasonable, particularly as these calculations do not consider demand from outside the PMA or standard rental household turnover.

7. Competitive Rental Analysis

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes seven “true” comparable properties containing 840 units.

The availability of LIHTC data is considered average; there are seven LIHTC properties in the PMA. We utilized one LIHTC property and two mixed-income properties in our analysis. We were unable to contact one family LIHTC property, Marian Point, and excluded three LIHTC properties that target seniors. All of the comparable properties target the general population and offer generally similar unit types in comparison to the Subject. However, none of the comparable LIHTC properties offer four-bedroom units. The comparable LIHTC properties are all located in the PMA, between 0.1 and 1.5 miles of the Subject.

The availability of market-rate data is considered good. The Subject is located in Griffin and there are several market-rate properties in the area. We included four conventional properties in our analysis of the competitive market. All of the market-rate properties are located in the PMA, between 2.1 and 3.1 miles from the Subject site. These comparables were built or renovated between 1985 and 2006. However, none of the market rate properties offer four-bedroom units. As a result, we included classified listings in our analysis. Overall, we believe the market-rate properties we used in our analysis are the most comparable. Other market-rate properties were excluded based on proximity and condition.

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

None of the comparable properties offer four-bedroom units and we were unable to identify any market rate properties that offer four-bedroom units. As a result, we included classified listings from Griffin and Locust Grove to supplement our market data. The following table illustrates the closest four-bedroom classified listings to the Subject.

CLASSIFIED LISTINGS

Unit Type	Building Type	Location	Rent	Unit Size (SF)	Adjusted Rent	Rent Per SF	Utilities Included	Condition
4BR/1.5BA	Single-family	Griffin	\$1,050	1,397	\$1,065	\$0.76	None	Average
4BR/2.5BA	Single-family	Locust Grove	\$1,400	1,980	\$1,415	\$0.71	None	Excellent
4BR/2BA	Single-family	Williamson	\$1,025	1,753	\$1,040	\$0.59	None	Excellent
4BR/2.5BA	Single-family	Locust Grove	\$1,700	2,744	\$1,715	\$0.63	None	Good
4BR/2.5BA	Single-family	Locust Grove	\$2,220	2,710	\$2,235	\$0.82	None	Excellent
4BR/2.5BA	Single-family	Locust Grove	\$1,450	2,101	\$1,465	\$0.70	None	Excellent
AVERAGE			\$1,474	2,114	\$1,489	\$0.70		

Source: Craigslist, Hotpads, March 2019.

In general, the classified listings offer significantly superior unit sizes and attached garages, which the Subject does not offer. The Subject’s four-bedroom unit sizes are within the range of the three-bedroom units at the comparable properties. The renovated Subject will offer similar condition relative to the classified listings. The classified listings do not offer additional property amenities, but offer superior in-unit amenities and a private yard. Overall, the four-bedroom units at the Subject will be inferior to the classified listings.

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

SUBJECT COMPARISON TO COMPARABLE RENTS

Unit Type	Rent Level	Subject Contract Rents	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR / 1BA	@50% (PBRA)	\$558	\$567	\$850	\$699	25%
1BR / 1BA	@60% (PBRA)	\$558	\$607	\$850	\$730	31%
2BR / 2BA	@50% (PBRA)	\$686	\$614	\$960	\$779	14%
2BR / 2BA	@60% (PBRA)	\$686	\$720	\$960	\$814	19%
3BR / 2BA	@50% (PBRA)	\$895	\$773	\$1,070	\$909	2%
3BR / 2BA	@60% (PBRA)	\$895	\$798	\$1,070	\$922	3%
4BR / 2BA	@50% (PBRA)	\$1,100	\$1,040	\$2,235	\$1,489	35%
4BR / 2BA	@60% (PBRA)	\$1,100	\$1,040	\$2,235	\$1,489	35%

As illustrated the Subject’s proposed 50 and 60 percent contract rents are well below the surveyed average when compared to the comparables, both LIHTC and market-rate. With the exception of the three-bedroom units, the Subject’s proposed rents are below the surveyed range of comparable LIHTC and market rents. It should be noted the Subject’s proposed rents are contract rents and tenants will pay 30 percent of their income towards rent. The Subject’s proposed rents three and four-bedroom unit rents at the 50 percent of AMI level are above the maximum allowable rents and would need to be lowered if the Subject’s project-based subsidy was lost. The Subject’s proposed three-bedroom rents are similar to the surveyed average of the surveyed comparable rents. However, as these units will operate with a subsidy, we believe this is reasonable as no tenants are expected to pay the full contract rent amount.

Walden Pointe Apartment Homes is achieving the highest one, two, and three-bedroom unrestricted rents in the market. The Subject will be inferior to Walden Pointe Apartment Homes upon completion of renovations. Walden Pointe Apartment Homes was built in 1998 and exhibits average condition, which is slightly inferior to the anticipated good condition of the Subject upon completion. Walden Pointe Apartment Homes is located 3.1 miles from the Subject site and offers a similar location. Walden Pointe Apartment Homes offers superior property amenities when compared to the Subject as it offers an exercise facility, swimming pool, picnic area, and tennis court, which the Subject will not offer. However, as previously discussed, the renovations to Fairmont Park, which is located adjacent to the Subject site, will provide numerous community amenities easily accessible to tenants. Walden Pointe Apartment Homes offers slightly superior in-unit amenities in comparison to the Subject as it offers ceiling fans, dishwashers, garbage disposals, and microwaves, which the Subject does not offer. The lowest one, two, and three-bedroom unrestricted rents at Walden Pointe Apartment Homes are approximately 52, 40 and 20 percent higher than the Subject’s one, two, and three-bedroom rents at 60 percent AMI, respectively.

8. Absorption/Stabilization Estimate

There is a limited amount of new construction in the Subject's area. As such, only one of the comparable properties were able to provide absorption data. Therefore, we expanded our search to include Iris at Park Pointe and Terraces at the Park, two recently constructed developments located in Griffin.

ABSORPTION

Property Name	Rent Structure	Tenancy	Year	Total Units	Units Absorbed Per Month
Terraces At The Park	LIHTC	Senior	2018	68	17
Iris At Park Pointe	LIHTC	Senior	2017	85	17
Oaks at Park Pointe	LIHTC	Family	2015	84	21

Per DCA guidelines, we calculate the absorption to 93 percent occupancy. Terraces at the Park and Iris at Park Pointe are senior LIHTC/ACC developments located 1.6 to 1.8 miles west of the Subject in Griffin.

Terraces at the Park opened in December 2018 and is 96 percent leased as of March 2019, indicating an absorption pace of 17 units per month. Iris at Park Pointe opened in February 2018 and demonstrated an absorption rate of 17 units per month, which equates to an absorption rate of five months. Oaks at Park Pointe is a LIHTC/PBRA family development located in Griffin. This property opened in 2015 and experienced an absorption rate of 21 units per month, which equates to an absorption rate of four months.

The Subject is a proposed renovation of an existing public housing property. Historically, the Subject has operated at 96 to 100 percent occupancy. However, the Subject is 58.8 percent occupied due to units being held vacant in anticipation of renovations. Renovations are scheduled to begin in November 2019 and be completed in December 2020. With the healthy LIHTC vacancy rate and waiting lists at the LIHTC comparable properties, and the Subject's additional subsidy, we believe that the Subject's units could reasonably expect to lease 20 units per month, similar to Terraces at the Park, Iris at Park Pointe and Oaks at Park Pointe. At this rate, the Subject would reach a stabilized occupancy of 93 percent within four months.

9. Overall Conclusion

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The LIHTC comparables are experiencing a weighted average vacancy rate of 3.3 percent, which is considered low. Historically, the Subject has operated at 96 to 100 percent occupancy. However, the Subject is 58.8 percent occupied due to units being held vacant in anticipation of renovations. The comparable properties are generally older and exhibit average condition. The Subject will undergo an extensive renovation. Weaknesses of the Subject will include in-unit amenities and unit sizes. In general, the Subject will offer slightly inferior to inferior unit sizes and similar to inferior in-unit amenities relative to the comparable properties. The Subject lacks dishwashers, carpeting, ceiling fans, garbage disposals, and walk-in closets, which several of the comparable properties offer. Additionally, several of the comparable properties offer business centers, exercise facilities, picnic areas, and swimming pools, which the Subject does not offer. Fairmont Park, which is located adjacent north and east of the Subject, is currently undergoing over \$1 million in renovations. Overall, we believe that the in-unit amenities are a weakness of the development, though the renovations to Fairmont Park will provide many desirable recreational and community amenities to tenants and will allow the Subject to compete in the market. The Subject offers four-bedroom units, which are not available among the comparable properties and are demonstrated to be in demand in the market. As such, the Subject will continue to fill a void in the market for low income four-bedroom units. In general, the Subject will be similar to inferior to the comparable properties. Based on the Subject's current performance, we believe that the renovated Subject is feasible as proposed. We believe that it will fill a void in the market and will perform well.

Summary Table: (must be completed by the analyst and included in the executive summary)										
Development Name:		Fairmont Homes						Total # Units:		80
Location:		208 Blanton Avenue Griffin, GA 30223						# LIHTC Units:		80
PMA Boundary:		North:Spalding County line, Teamon Rd, Jackson Rd; South: Route 41, Milner Rd, GA Hwy 18; East: Spalding County line, Barnesville Rd, GA Hwy 36; West: Hollonville Rd, Flint River								
Farthest Boundary Distance to Subject:								13 miles		
Rental Housing Stock (found on page 83)										
Type	# Properties*	Total Units	Vacant Units	Average Occupancy						
All Rental Housing	34	2,591	251	90.3%						
Market-Rate Housing	20	1,350	41	97.0%						
Assisted/Subsidized Housing not to include LIHTC	6	692	73	89.5%						
LIHTC	7	429	17	96.0%						
Stabilized Comps	33	2,471	131	94.7%						
Properties in Construction & Lease Up	1	120	120	0.0%						
*Only includes properties in PMA										
Subject Development					Average Market Rent*			Highest Unadjusted Comp Rent		
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF	
3	1BR at 50% AMI (PBRA)	1	611	\$558	\$699	\$1.14	25%	\$850	\$0.85	
7	2BR at 50% AMI (PBRA)	2	865	\$686	\$779	\$0.90	14%	\$960	\$0.75	
5	3BR at 50% AMI (PBRA)	2	936	\$895	\$909	\$0.97	2%	\$1,070	\$0.72	
1	4BR at 50% AMI (PBRA)	2	1,181	\$1,100	\$1,489	\$1.26	35%	\$2,220	\$0.82	
11	1BR at 60% AMI (PBRA)	1	611	\$558	\$730	\$1.19	31%	\$850	\$0.85	
31	2BR at 60% AMI (PBRA)	2	865	\$686	\$814	\$0.94	19%	\$960	\$0.75	
19	3BR at 60% AMI (PBRA)	2	936	\$895	\$922	\$0.98	3%	\$1,070	\$0.72	
3	4BR at 60% AMI (PBRA)	2	1,181	\$1,100	\$1,489	\$1.26	35%	\$2,220	\$0.82	
Capture Rates (found on page 74)										
Targeted Population				@50% (PBRA)	@60% (PBRA)	@50%	@60%	Overall - As Proposed	Overall - Absent Subsidy	
Capture Rate:				0.5%	1.9%	1.4%	5.7%	2.3%	5.4%	

*Includes LIHTC and unrestricted (when applicable)

B. PROJECT DESCRIPTION

PROJECT DESCRIPTION

- 1. **Project Address and Development Location:** The Subject is located at 208 Blanton Avenue in Griffin, Spalding County, Georgia 30223. The Subject is an existing public housing property.
- 2. **Construction Type:** The Subject consists of four, one-story, residential buildings and 17 two-story townhome buildings. The Subject will be a rehabilitation of an existing property.
- 3. **Occupancy Type:** Families.
- 4. **Special Population Target:** None.
- 5. **Number of Units by Bedroom Type and AMI Level:** See following property profile.
- 6. **Unit Size, Number of Bedrooms and Structure Type:** See following property profile.
- 7. **Rents and Utility Allowances:** See following property profile.
- 8. **Existing or Proposed Project-Based Rental Assistance:** See following property profile.
- 9. **Proposed Development Amenities:** See following property profile.

Fairmont Homes											
Location	208 Blanton Avenue Griffin, GA 30223 Spalding County										
Units	80										
Type	Various (2 stories)										
Year Built / Renovated	1952 / 2020										
Market											
Program	@50%, @60%, PBRA			Leasing Pace				n/a			
Annual Turnover Rate	N/A			Change in Rent (Past Year)				n/a			
Units/Month Absorbed	n/a			Concession				n/a			
Section 8 Tenants	N/A										
Utilities											
A/C	not included – central			Other Electric				not included			
Cooking	not included – electric			Water				not included			
Water Heat	not included – electric			Sewer				not included			
Heat	not included – electric			Trash Collection				included			
Unit Mix (face rent)											
Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?
1	1	One-story	3	611	\$558	\$0	@50% (PBRA)	Yes	N/A	N/A	N/A
1	1	One-story	11	611	\$558	\$0	@60% (PBRA)	Yes	N/A	N/A	N/A
2	2	Townhouse (2 stories)	7	865	\$686	\$0	@50% (PBRA)	Yes	N/A	N/A	N/A
2	2	Townhouse (2 stories)	31	865	\$686	\$0	@60% (PBRA)	Yes	N/A	N/A	N/A
3	2	Townhouse (2 stories)	5	936	\$895	\$0	@50% (PBRA)	Yes	N/A	N/A	N/A
3	2	Townhouse (2 stories)	19	936	\$895	\$0	@60% (PBRA)	Yes	N/A	N/A	N/A
4	2	Townhouse (2 stories)	1	1,181	\$1,100	\$0	@50% (PBRA)	Yes	N/A	N/A	N/A
4	2	Townhouse (2 stories)	3	1,181	\$1,100	\$0	@60% (PBRA)	Yes	N/A	N/A	N/A
Amenities											
In-Unit	Balcony/Patio Central A/C Coat Closet Oven Refrigerator Washer/Dryer hookup			Property	Clubhouse/Meeting Room/Community Room Off-Street Parking On-Site Management Playground			Security	Patrol Perimeter Fencing none none none		
								Premium Other Services			
Comments											
The community room and playground for the property are located at the adjacent Fairmont Park and community center, where community activities for the property will be held. The utility allowances are \$123, \$102, \$109, and \$126 for the one, two, three, and four-bedroom units, respectively.											

10. Scope of Renovations:

The Subject is an existing public housing property and will be renovated. Hard costs of renovations are expected to be \$4,841,520 or \$60,519 per unit. The scope of renovations is detailed as follows:

- Replace siding with cement board siding.
- Clean and repair brick masonry.
- Repair and replace roof.
- Replace sidewalks and repair parking lot.
- Replace windows.
- Replace signage.
- Replace water supply lines.
- Provide additional insulation.
- Replace vinyl tile flooring.
- Replace kitchen cabinets and bathroom vanities.
- Replace kitchen sinks, bathroom tubs, and toilets.
- Replace mini-blinds.
- Replace ranges, refrigerators, and range hoods.
- Replace water heater, replace water and sewer connections.
- Renovate community building.
- Convert all gas utilities to electric.

Current Rents:

The Subject's vacant units are currently being held vacant at the Subject in anticipation of renovations. The average tenant paid rent at the Subject according to a March 2019 rent roll is \$266.

Current Occupancy:

The Subject is currently 58.8 percent occupied as of the rent roll dated March 19, 2019. The elevated vacancy rate at the Subject is due to units being held vacant in anticipation of renovations. Historically, the Subject property has operated with a 96 to 100 percent occupancy rate. The Subject currently operates as a public housing property. Following renovations, all units will continue to operate with a project-based subsidy. The Griffin Housing Authority maintains a waiting list of 405 households for family properties throughout its portfolio.

Current Tenant Income:

The Subject is currently a public housing property. The current tenants are restricted to incomes below 50 percent of the AMI. The current average tenant paid rent is \$266.

11. Placed in Service Date:

The Subject was originally built in 1952. Renovations will occur with tenants in place. Therefore, buildings will be placed back in service on a rolling basis. Renovations are scheduled to begin in November 2019 and be completed in December 2020.

Conclusion:

The Subject is an existing apartment complex that consists of 21 residential buildings that will be renovated to good condition, comparable with most of the inventory in the area. As a renovated property, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical deterioration.

C. SITE EVALUATION

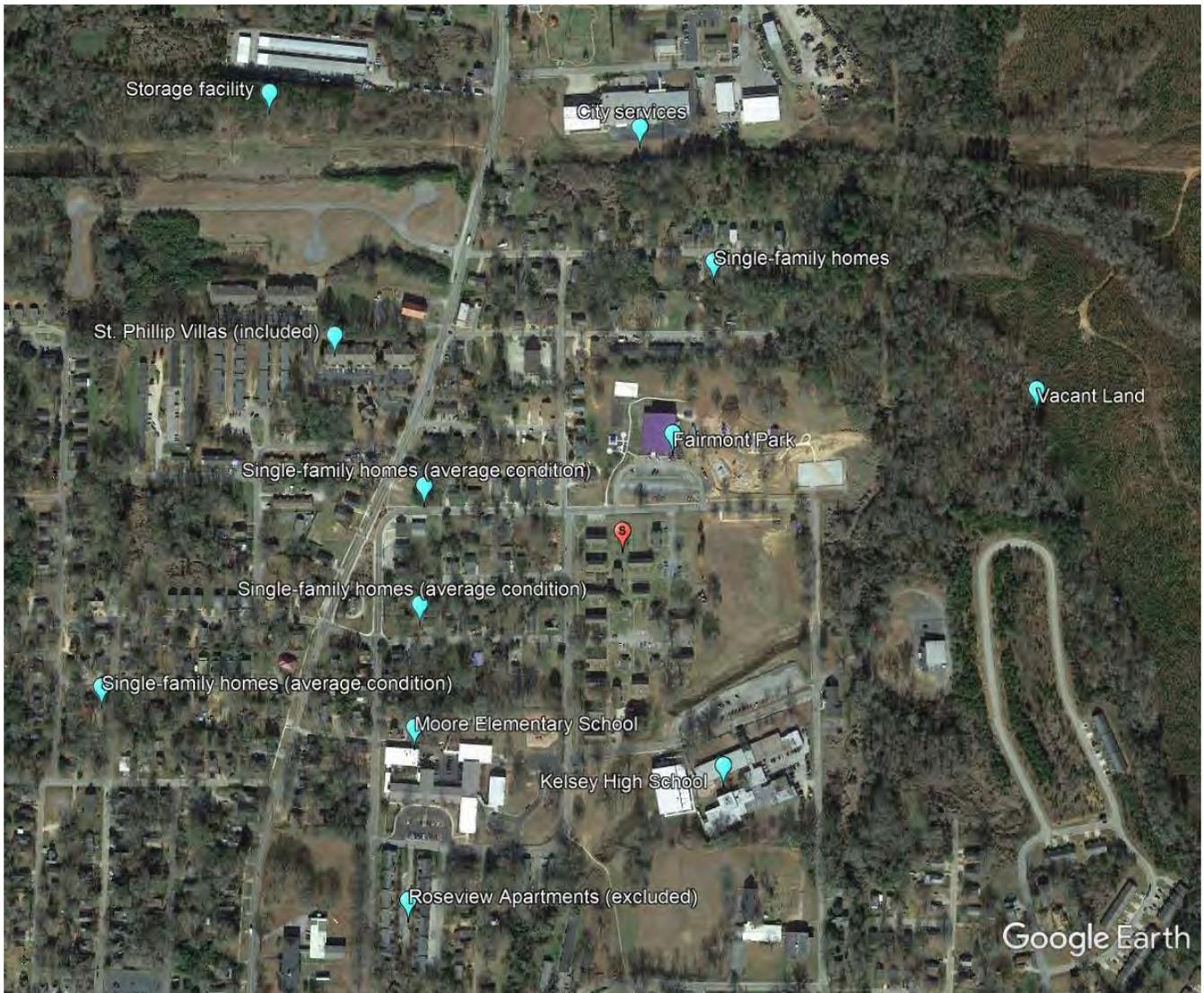
1. **Date of Site Visit and Name of Inspector:** Travis Jorgenson visited the site on March 19, 2019.

2. **Physical Features of the Site:** The following illustrates the physical features of the site.

Frontage: The Subject has frontage along Blanton Avenue, Kelsey Street, and Pool Road.

Visibility/Views: The Subject has good visibility from Blanton Avenue, Kelsey Street, and Pool Road. Views consist of Fairmont Park, a community center, single-family homes, and A.Z. Kelsey High School, which exhibit average condition.

Surrounding Uses: The following map illustrates the surrounding land uses.



Source: Google Earth, March 2019.

The Subject is located on the east side of Pool Road, south of

Blanton Avenue and north of Kelsey Street. Adjacent north of the Subject site is a community center. Farther north are a mix of single-family homes and small multifamily uses, which also exhibit average condition. Directly east of the Subject site is Fairmont Park. It should be noted that Fairmont Park is currently undergoing over \$1 million in renovations. The new renovations will transform the current softball field into an open common area and install walking trails along with benches and picnic areas, a playground, tot lot, net climbing structure, and beach volleyball court. Additionally, the community center adjacent north of the Subject recently completed renovations to the basketball court and added a community room and library. Community events for Fairmont Homes will be held at the community center. Though not on the site itself, these local area recreational and community amenities will be easily accessible to tenants. To the south of the Subject site is Moore Elementary School and A.Z. Kelsey High School, which exhibit average condition. West of the Subject are single-family homes that exhibit average condition. St. Philip Villas, a LIHTC property included as a comparable, is also located northwest of the Subject. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. However, there are a limited number of retail uses in the Subject’s immediate neighborhood. The Subject site is considered “Car Dependent” by *Walk Score* with a rating of 41 out of 100. The Subject site is located in a residential neighborhood. The uses surrounding the Subject are in average condition and the site has good proximity to locational amenities, which are within 2.9 miles of the Subject.

Positive/Negative Attributes of Site:

The Subject’s proximity to a grade school and public park are considered positive attributes. However, the condition of surrounding uses in the Subject’s neighborhood is average, which is considered a weakness of the site. Fairmont Park, which is located adjacent north and east of the Subject, is currently undergoing over \$1 million in renovations. Though not on the site itself, these local area recreational amenities will be easily accessible to tenants and will positively impact the Subject’s neighborhood.

3. Physical Proximity to Locational Amenities:

The Subject is located within 2.9 miles of all locational amenities.

4. Pictures of Site and Adjacent Uses:

The following are pictures of the Subject site and adjacent uses.



Subject exterior



Subject exterior



Subject exterior



Subject exterior



Subject exterior



Subject exterior



Subject exterior



Subject exterior



Subject community space



Subject community space



Subject unit interior



Subject unit interior



Subject unit interior



Subject unit interior



Subject unit interior



Subject unit interior



Subject unit interior



Subject unit interior



Subject unit interior



Subject unit interior



Subject unit interior



Subject unit interior



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Subject unit interior



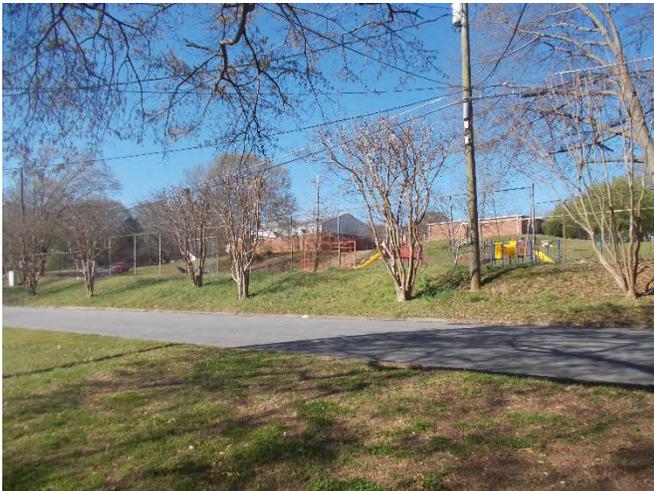
Subject unit interior



Single-family home west of the Subject



Small multifamily building west of the Subject



Elementary School south of the Subject



High School south of the Subject



Vacant land east of the Subject



Baseball field east of the Subject



Fairmont Park under construction north of the Subject



Community center north of the Subject



Fairmont Park under construction north of the Subject



Roseview Apartments south of the Subject



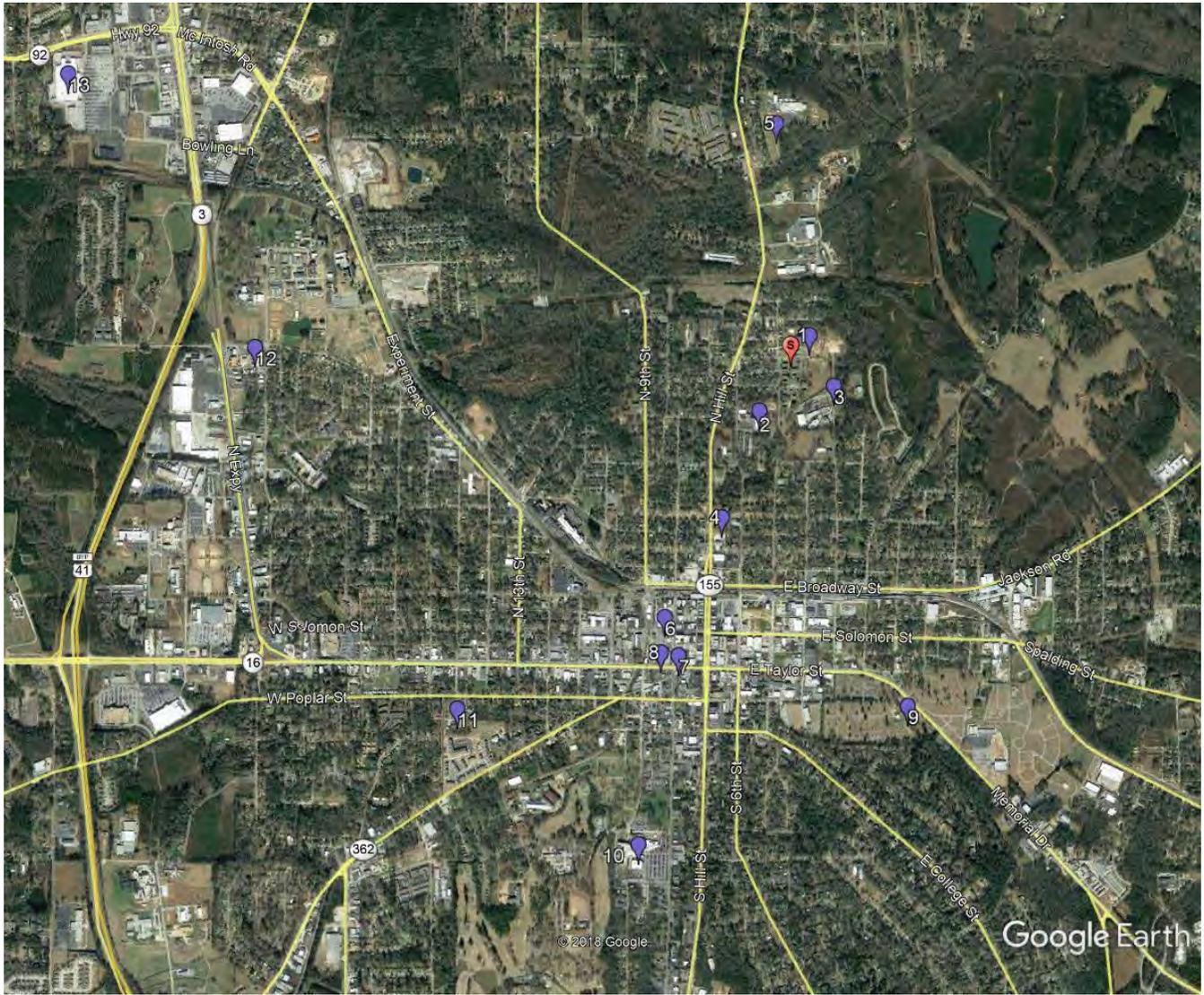
Small multifamily buildings north of the Subject



Daycare west of the Subject

5. Proximity to Locational Amenities:

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



Source: Google Earth, March 2019.

LOCATIONAL AMENITIES

Map #	Service or Amenity	Distance from Subject (Driving)
1	Fairmont Park	0.1 miles
2	Moore Elementary School	0.3 miles
3	A.Z. Kelsey High School	0.3 miles
4	Phillip's Food Pride	0.7 miles
5	Atkinson Elementary School	0.9 miles
6	U.S. Post Office	1.0 miles
7	Claxton Cole Pharmacy	1.2 miles
8	BB&T Bank	1.3 miles
9	Flint River Regional Library	1.6 miles
10	WellStar Spalding Regional Hospital	1.8 miles
11	Griffin Police Department	1.9 miles
12	Griffin Fire Department	2.3 miles
13	Walmart Supercenter	2.9 miles

6. Description of Land Uses

The Subject is located in a residential neighborhood with a community park and grade school adjacent to the Subject site. It should be noted that Fairmont Park, which is located adjacent north and east of the Subject, is currently undergoing over \$1 million in renovations. The new renovations will transform the current softball field into an open common area and install walking trails along with benches and picnic areas, a playground, tot lot, net climbing structure, and beach volleyball court. Additionally, the community center adjacent north of the Subject recently completed renovations to the basketball court and added a community room and library. Community events for Fairmont Homes will be held at the community center. Though not on the site itself, these local area recreational and community amenities will be easily accessible to tenants. There are also single-family homes north, west, and south of the Subject site. Downtown Griffin is located approximately one mile south of the Subject. Highway 41 is located approximately 2.2 miles west of the Subject site. There are a number of big box retail stores that are located along Highway 41, which includes The Home Depot and Walmart. There are a number of chain restaurants 2.6 miles northwest of the Subject that exhibit good condition. Major employers are located southeast and southwest of the Subject. The Subject site is considered “Car-Dependent” by *Walk Score* with a rating of 41 out of 100. The Subject site is considered a desirable building site for rental housing. The Subject is located in a residential neighborhood.

7. Crime:

The following table illustrates crime statistics in the Subject’s PMA compared to the MSA.

2018 CRIME INDICES

	PMA	Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area
Total Crime*	132	139
Personal Crime*	97	130
Murder	136	155
Rape	80	88
Robbery	76	163
Assault	109	118
Property Crime*	136	140
Burglary	135	147
Larceny	141	134
Motor Vehicle Theft	96	178

Source: Esri Demographics 2018, Novogradac & Company LLP, March 2019

*Unweighted aggregations

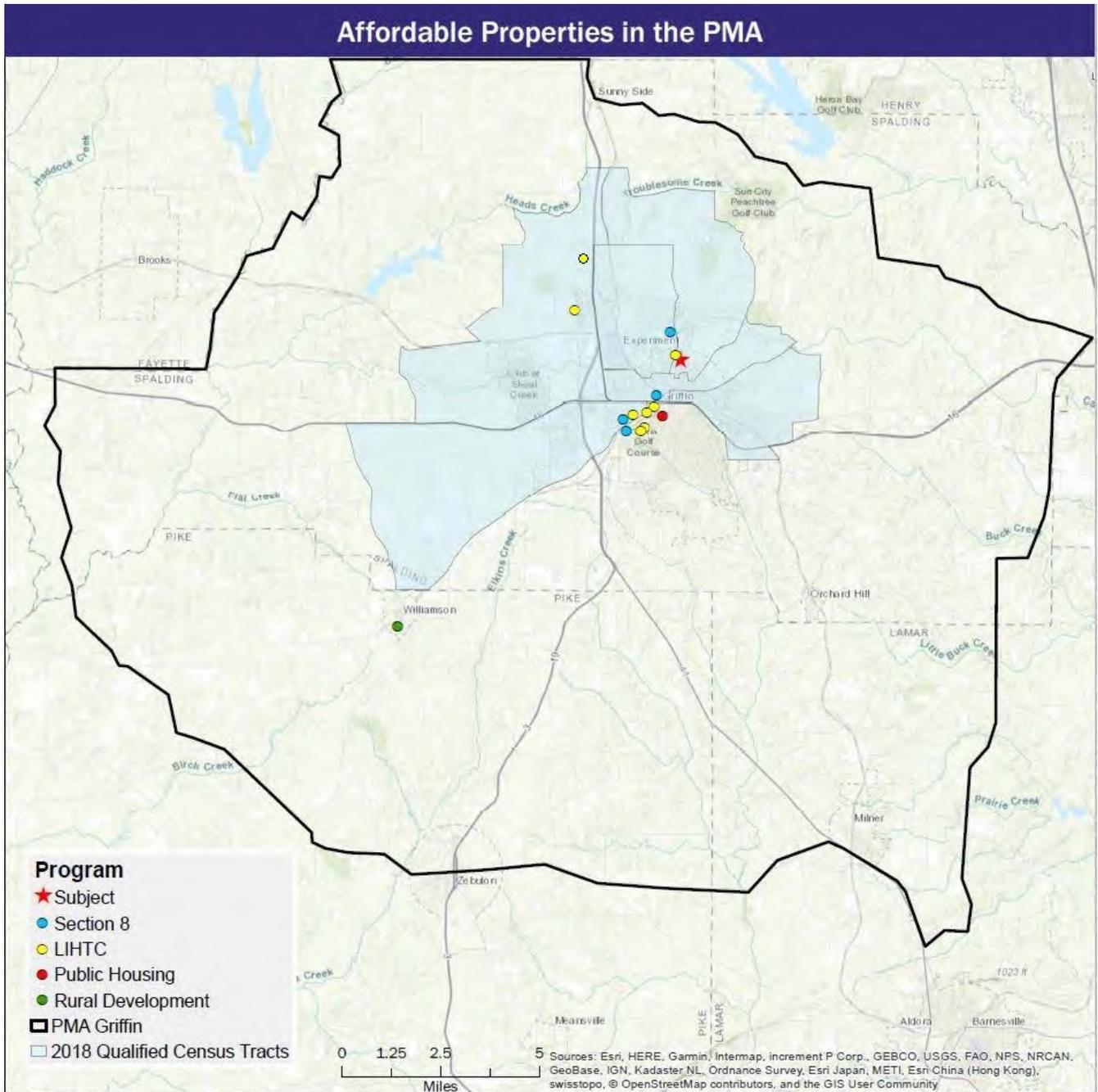
Total crime risk indices in the PMA are modestly elevated relative to the national average and similar to the surrounding MSA. Both geographic areas feature crime risk indices above the overall nation. The Subject's security features include a security patrol and

perimeter fencing.

8. **Existing Assisted Rental Housing Property Map:** The following map and list identifies all assisted rental housing properties in the PMA.

AFFORDABLE PROPERTIES IN THE PMA

Property Name	Program	Location	Tenancy	# of Units	Distance from Subject	Map Color
Fairmont Homes	Public Housing	Griffin	Family	80	-	Star
Nine Oaks	Public Housing	Griffin	Senior	50	1.3 miles	Yellow
Oaks At Park Pointe	LIHTC/PBRA	Griffin	Family	84	1.5 miles	
Poplar Grove	LIHTC/ Market	Griffin	Family	36	1.3 miles	
St. Phillip Villas	LIHTC/ Market	Griffin	Family	60	0.1 miles	
Glenco Trace Apartments	LIHTC	Griffin	Senior	72	2.5 miles	
Iris At Park Pointe	LIHTC	Griffin	Senior	85	1.6 miles	
Terraces At The Park	LIHTC	Griffin	Senior	68	1.8 miles	
Marian Point	LIHTC/ Market	Griffin	Family	24	1.2 miles	
Tranquility at Griffin	LIHTC	Griffin	Family	120	2.9 miles	
Heritage Apartments	Section 8	Griffin	Family	120	1.9 miles	
Northside Hills Apartments	Section 8	Griffin	Family	264	0.8 miles	
Regency Apartments	Section 8	Griffin	Family	80	1.7 miles	
St. George's Court	Section 8	Griffin	Senior	100	0.9 miles	
Piedmont Ridge Apartments	Rural Development	Williamson	Family	78	11.3 miles	Green



9. Road, Infrastructure or Proposed Improvements:

We did not witness any road, infrastructure or proposed improvements during our field work.

10. Access, Ingress-Egress and Visibility of Site:

The Subject site can be accessed from Blanton Avenue, Pool Road, Quincy Avenue, and Kelsey Street, which are two-lane, neighborhood streets. Quincy Avenue provides access to N Hill Street to the west, which provides access to downtown Griffin to the south. Overall, access and visibility are considered good.

11. Conclusion:

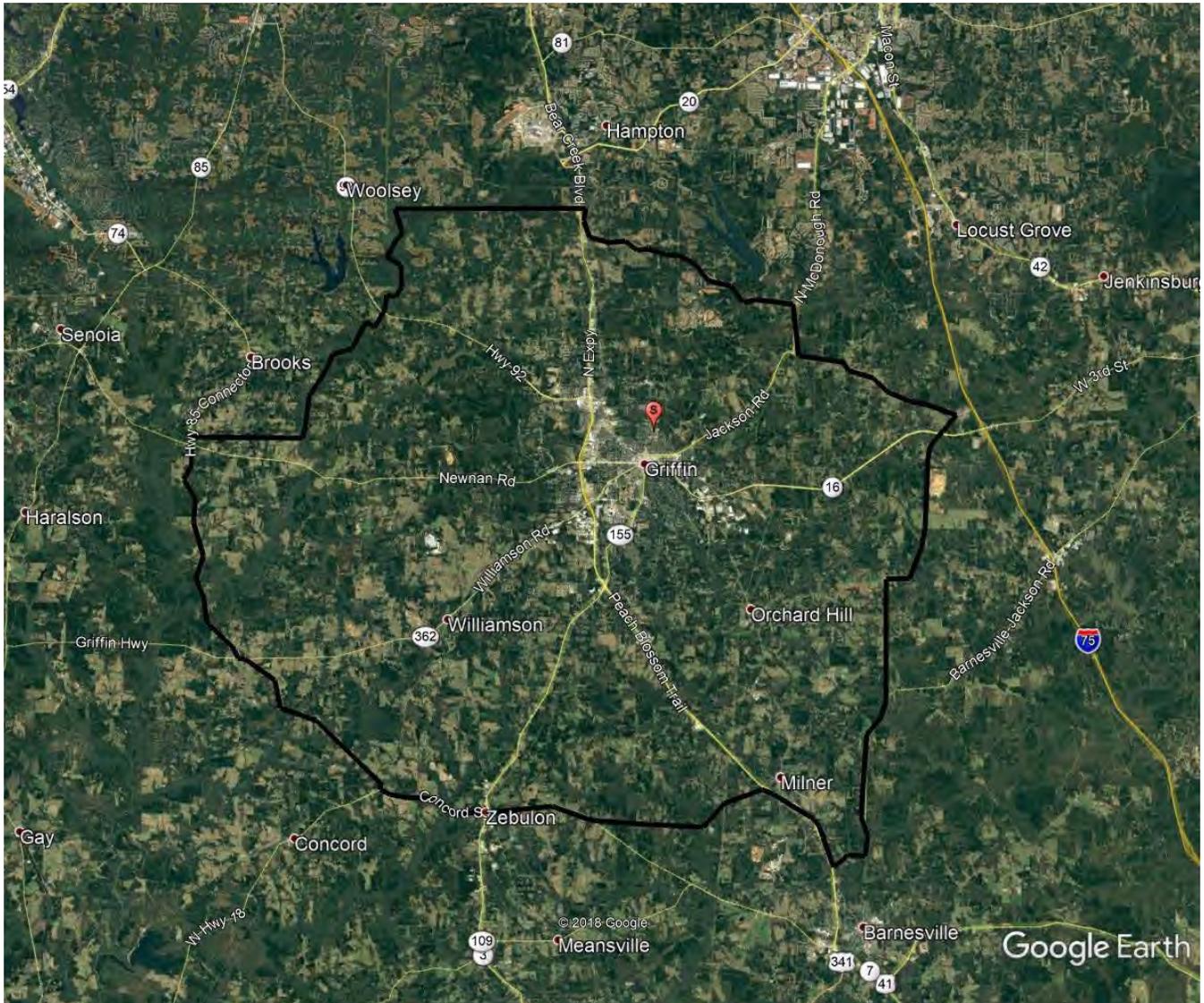
The Subject is located at 208 Blanton Avenue in Griffin, Spalding County, Georgia. The Subject is located in a residential neighborhood with a community park and grade school adjacent to the Subject site. Fairmont Park, which is located adjacent north and east of the Subject, was renovated in 2018 with over \$1 million in improvements and will include many local area recreational amenities that will be easily accessible to tenants. There are also single-family homes north, west, and south of the Subject site. Downtown Griffin is located approximately one mile south of the Subject. Highway 41 is located approximately 2.2 miles west of the Subject site. There are a number of big box retail stores that are located along Highway 41, which includes The Home Depot and Walmart. There are a number of chain restaurants 2.6 miles northwest of the Subject that exhibit good condition. Major employers are located southeast and southwest of the Subject. The Subject site is considered “Car-Dependent” by *Walk Score* with a rating of 41 out of 100. The Subject site is considered a desirable building site for rental housing. The Subject is located in a residential neighborhood. The uses surrounding the Subject are in average condition and the site has good proximity to locational amenities, which are within 2.9 miles of the Subject site.

D. MARKET AREA

PRIMARY MARKET AREA

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

Primary Market Area Map



Source: Google Earth, March 2019.

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

The PMA is generally defined by the Spalding County line, Teamon Road, and Jackson Road to the north, the Spalding County line, Barnesville Road, and Georgia Highway 36 to the east, State Route 41, Milner Road, and Georgia Highway 18 to the south, and Hollonville Road and the Flint River to the west. This area

encompasses all of Griffin and includes parts of Spalding, Lamar, and Pike Counties. The approximate distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 7 miles
East: 9 miles
South: 11 miles
West: 13 miles

The PMA was defined based on interviews with the local housing authority, property managers at comparable properties, and the Subject's property manager. Many property managers indicated that a significant portion of their tenants come from out of state. Of those residents coming from within Georgia most are coming from the Griffin area. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2019 market study guidelines, we have not accounted for leakage in our demand analysis found later in this report. The farthest PMA boundary from the Subject is approximately 13 miles. The Secondary Market Area (SMA) is defined as the Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area (MSA), which consists of 30 counties in northwest Georgia and encompasses 8,726 square miles.

E. COMMUNITY DEMOGRAPHIC DATA

COMMUNITY DEMOGRAPHIC DATA

The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied to determine if the Primary Market Area (PMA) and the Atlanta-Sandy Springs-Roswell, GA MSA are areas of growth or contraction. The discussions will also describe typical household size and will provide a picture of the health of the community and the economy. The following demographic tables are specific to the populations of the PMA and the MSA. Although the Subject’s anticipated completion is in December 2020, we have utilized July 2021 as the estimated market entry time in this section of the report according to DCA guidelines.

1. Population Trends

The following tables illustrate (a) Total Population, (b) Population by Age Group within the population in the MSA, the PMA and nationally from 2000 through 2023.

1a. Total Population

The following table illustrates the total population within the PMA, MSA and nation from 2000 through 2023.

Year	PMA		Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	64,375	-	4,261,895	-	281,038,168	-
2010	72,274	1.2%	5,286,728	2.4%	308,745,538	1.0%
2018	75,226	0.5%	5,891,925	1.4%	330,088,686	0.8%
Projected Mkt Entry July 2021	77,796	1.1%	6,160,776	1.5%	338,408,284	0.8%
2023	79,510	1.1%	6,340,010	1.5%	343,954,683	0.8%

Source: Esri Demographics 2018, Novogradac & Company LLP, March 2019

Between 2000 and 2010 the PMA experienced moderate growth in the general population, outpacing the nation but lagging growth in the MSA. Between 2010 and 2018; however, the PMA experienced minimal growth in the general population and was outpaced by the MSA and the nation as a whole. Through the projected market entry date of 2021 and 2023, population growth in all areas of observation is projected to accelerate and be strong, while the PMA is projected to be outpaced by the MSA but greater than the nation.

1b. Total Population by Age Group

The following table illustrates the total population within the PMA and MSA from 2000 to 2023.

POPULATION BY AGE GROUP

PMA					
Age Cohort	2000	2010	2018	Projected Mkt Entry July 2021	2023
0-4	4,783	5,130	4,893	4,940	4,971
5-9	5,012	5,183	4,975	5,060	5,117
10-14	4,939	5,160	4,961	5,169	5,308
15-19	4,582	4,973	4,588	4,797	4,936
20-24	3,984	4,384	4,498	4,343	4,239
25-29	4,505	4,660	5,123	4,884	4,725
30-34	4,561	4,553	4,919	5,115	5,245
35-39	5,006	4,888	4,863	5,057	5,187
40-44	4,950	4,879	4,625	4,901	5,085
45-49	4,476	5,181	4,867	4,817	4,783
50-54	4,118	5,087	4,905	5,002	5,067
55-59	3,299	4,556	5,048	5,056	5,061
60-64	2,643	4,195	4,691	4,970	5,156
65-69	2,230	3,245	4,250	4,495	4,658
70-74	1,869	2,293	3,278	3,664	3,922
75-79	1,558	1,679	2,169	2,607	2,899
80-84	1,004	1,163	1,323	1,583	1,756
85+	853	1,065	1,249	1,336	1,394
Total	64,372	72,274	75,225	77,795	79,509

Source: Esri Demographics 2018, Novogradac & Company LLP, March 2019

POPULATION BY AGE GROUP

Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area					
Age Cohort	2000	2010	2018	Projected Mkt Entry July 2021	2023
0-4	318,718	380,735	382,402	397,680	407,865
5-9	325,853	394,306	398,594	406,549	411,853
10-14	314,167	390,992	409,292	419,139	425,703
15-19	290,064	378,372	391,878	405,243	414,153
20-24	289,487	341,650	395,195	395,858	396,300
25-29	363,934	377,057	444,697	451,022	455,239
30-34	382,069	386,120	422,567	468,964	499,895
35-39	396,706	417,987	417,742	443,304	460,346
40-44	359,953	415,233	402,436	420,074	431,833
45-49	307,240	411,635	415,663	405,021	397,926
50-54	267,442	364,330	399,550	405,273	409,088
55-59	186,716	301,331	381,689	383,853	385,295
60-64	131,017	252,453	323,874	349,353	366,339
65-69	101,827	170,690	268,305	291,617	307,158
70-74	82,788	114,130	186,724	218,947	240,429
75-79	65,285	81,144	115,987	144,245	163,084
80-84	42,347	57,082	68,975	82,897	92,178
85+	36,257	51,481	66,355	71,738	75,326
Total	4,261,870	5,286,728	5,891,925	6,160,776	6,340,010

Source: Esri Demographics 2018, Novogradac & Company LLP, March 2019

The largest age cohorts in the PMA are between 25 and 29 and 55 and 59, which indicates the presence of families and seniors.

2. Household Trends

The following tables illustrate (a) Total Households and Average Household Size, (b) Household Tenure, (c) Households by Income, (d) Renter Households by Size within the population in the MSA, the PMA and nationally from 2000 through 2023.

2a. Total Number of Households and Average Household Size

The following tables illustrate the total number of households and average household size within the PMA, MSA and nation from 2000 through 2023.

HOUSEHOLDS

Year	PMA		Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	23,656	-	1,559,137	-	105,403,008	-
2010	26,388	1.2%	1,943,881	2.5%	116,716,296	1.1%
2018	27,464	0.5%	2,161,768	1.4%	124,110,017	0.8%
Projected Mkt Entry July 2021	28,281	1.0%	2,255,339	1.4%	126,957,565	0.8%
2023	28,825	1.0%	2,317,719	1.4%	128,855,931	0.8%

Source: Esri Demographics 2018, Novogradac & Company LLP, March 2019

AVERAGE HOUSEHOLD SIZE

Year	PMA		Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.68	-	2.68	-	2.59	-
2010	2.69	0.0%	2.67	0.0%	2.58	-0.1%
2018	2.69	0.0%	2.69	0.1%	2.59	0.1%
Projected Mkt Entry July 2021	2.70	0.2%	2.69	0.1%	2.60	0.1%
2023	2.71	0.2%	2.70	0.1%	2.61	0.1%

Source: Esri Demographics 2018, Novogradac & Company LLP, March 2019

The number of households in the PMA grew moderately between 2000 and 2010, at a pace slightly above that of the nation but well below that of the MSA. Between 2010 and 2018; however, household growth in the PMA was minimal, while households in the MSA and nation continued to grow at a modest pace. Through the projected market entry date and 2023, household growth in the PMA is projected to be modest and trail MSA and be slightly greater than that of the nation in that time. The average household size in the PMA is generally similar to that of the MSA and not increased since 2000. As of 2018, the average household size in the PMA and MSA is slightly above that of nation though household size is projected to increase through 2023.

2b. Households by Tenure

The table below depicts household growth by tenure from 2000 through 2023.

TENURE PATTERNS PMA

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	15,219	64.3%	8,437	35.7%
2018	16,832	61.3%	10,632	38.7%
Projected Mkt Entry July 2021	17,770	62.8%	10,511	37.2%
2023	18,395	63.8%	10,430	36.2%

Source: Esri Demographics 2018, Novogradac & Company LLP, March 2019

As the table illustrates, households within the PMA reside in predominately owner-occupied residences. Nationally, approximately two-thirds of the population resides in owner-occupied housing units, and one-third resides in renter-occupied housing units. Therefore, there is a larger percentage of renters in the PMA than the nation. This percentage is projected to remain relatively stable over the next five years.

2c. Household Income

The following table depicts renter household income in the PMA in 2018, market entry, and 2023.

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA

Income Cohort	2018		Projected Mkt Entry July 2021		2023	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	1,736	16.3%	1,678	16.0%	1,640	15.7%
\$10,000-19,999	2,241	21.1%	2,147	20.4%	2,084	20.0%
\$20,000-29,999	1,639	15.4%	1,604	15.3%	1,580	15.1%
\$30,000-39,999	1,209	11.4%	1,190	11.3%	1,177	11.3%
\$40,000-49,999	1,196	11.2%	1,194	11.4%	1,193	11.4%
\$50,000-59,999	825	7.8%	815	7.8%	808	7.7%
\$60,000-74,999	562	5.3%	593	5.6%	614	5.9%
\$75,000-99,999	676	6.4%	689	6.6%	697	6.7%
\$100,000-124,999	275	2.6%	294	2.8%	306	2.9%
\$125,000-149,999	102	1.0%	110	1.0%	115	1.1%
\$150,000-199,999	66	0.6%	70	0.7%	72	0.7%
\$200,000+	105	1.0%	128	1.2%	144	1.4%
Total	10,632	100.0%	10,511	100.0%	10,430	100.0%

Source: HISTA Data / Ribbon Demographics 2018, Novogradac & Company LLP, March 2019

RENTER HOUSEHOLD INCOME DISTRIBUTION - MSA

Income Cohort	2018		Projected Mkt Entry July 2021		2023	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	96,676	12.1%	94,731	11.6%	93,435	11.3%
\$10,000-19,999	114,132	14.3%	110,172	13.5%	107,532	13.1%
\$20,000-29,999	111,698	14.0%	109,347	13.4%	107,780	13.1%
\$30,000-39,999	101,667	12.7%	100,532	12.3%	99,776	12.1%
\$40,000-49,999	83,543	10.4%	83,758	10.3%	83,902	10.2%
\$50,000-59,999	64,734	8.1%	66,503	8.2%	67,683	8.2%
\$60,000-74,999	71,271	8.9%	74,214	9.1%	76,176	9.2%
\$75,000-99,999	65,820	8.2%	70,692	8.7%	73,940	9.0%
\$100,000-124,999	35,891	4.5%	39,733	4.9%	42,294	5.1%
\$125,000-149,999	19,141	2.4%	22,135	2.7%	24,131	2.9%
\$150,000-199,999	18,229	2.3%	21,201	2.6%	23,183	2.8%
\$200,000+	17,057	2.1%	21,193	2.6%	23,951	2.9%
Total	799,859	100.0%	814,213	100.0%	823,783	100.0%

Source: HISTA Data / Ribbon Demographics 2018, Novogradac & Company LLP, March 2019

The Subject will target tenants earning between \$0 and \$52,080 as proposed and \$24,034 to \$52,080 absent a subsidy. As the table above depicts, approximately 53 percent of renter households in the PMA are earning incomes less than \$40,000 annually. Through the projected market entry date, the share of renter households in the PMA earning less than \$40,000 annually is projected to decrease slightly. This indicates that a large share of renter households will be income-eligible to reside at the Subject.

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

The following table illustrates household size for all households in 2018, 2021 and 2023. To determine the number of renter households by number of persons per household, the total number of households is adjusted by the percentage of renter households.

RENTER HOUSEHOLDS BY NUMBER OF PERSONS - PMA

Household Size	2018		Projected Mkt Entry July 2021		2023	
	Number	Percentage	Number	Percentage	Number	Percentage
1 Person	3,269	30.7%	3,217	30.6%	3,182	30.5%
2 Persons	2,415	22.7%	2,351	22.4%	2,309	22.1%
3 Persons	1,948	18.3%	1,941	18.5%	1,936	18.6%
4 Persons	1,458	13.7%	1,456	13.9%	1,455	14.0%
5+ Persons	1,542	14.5%	1,546	14.7%	1,548	14.8%
Total Households	10,632	100%	10,511	100%	10,430	100%

Source: HISTA Data / Ribbon Demographics 2018, Novogradac & Company LLP, March 2019

The majority of renter households in the PMA are one to three-person households.

Conclusion

The population in the PMA increased by 16.9 percent between 2000 and 2018, compared to the 38.2 percent increase in the regional MSA and 17.5 percent increase across the overall nation. The current population of the PMA is 75,226 and it is expected to increase to 77,796 through market entry. The percentage of renter households in the PMA remained relatively stable between 2000 and 2018, and is estimated to be 38.7 percent as of 2018. This is more than the estimated 33 percent of renter households

across the overall nation. As of 2018, the median income in the PMA is below the surrounding MSA. Median household income growth in the PMA exceeded the MSA between 2000 and 2018. In particular, median income in the PMA rose from 52 percent of the national median income in 2000 to 80 percent in 2018. Overall, the combination of rising population and household income levels bodes well for future demand for multifamily housing.

F. EMPLOYMENT TRENDS

Employment Trends

The PMA and Spalding County part of the Atlanta Metro area economy, the 10th largest in the country in 2014 according to *Global Atlanta* and *Business Insider*. The area serves as the headquarters for numerous Fortune 500 and Fortune 100 companies and has a diverse employment base overall. Employment levels decreased during the national recession but have surpassed pre-recession highs while the area continues to be in an expansionary phase.

1. Covered Employment

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

COVERED EMPLOYMENT		
Spalding County, Georgia		
Year	Total Employment	% Change
2007	26,672	-
2008	26,373	-1.13%
2009	24,709	-6.74%
2010	24,374	-1.37%
2011	24,616	0.98%
2012	24,654	0.15%
2013	24,616	-0.16%
2014	24,840	0.90%
2015	25,549	2.77%
2016	26,648	4.12%
2017	27,559	3.31%
2018 YTD Average	27,641	3.59%
Dec-17	27,198	-
Dec-18	27,711	1.85%

Source: U.S. Bureau of Labor Statistics
 YTD as of Feb 2018

As illustrated in the table above, Spalding County experienced a weakening economy during the national recession. The county began feeling the effects of the downturn in 2008 with an employment decrease. Employment growth rebounded starting in 2014 and Spalding County exhibited employment growth from 2014 through year-to-date 2018. Spalding County employment surpassed pre-recessionary highs in 2016. Employment growth year over year has been strong from December 2017 to December 2018.

2. Total Jobs by Industry

The following table illustrates the total jobs by employment sectors within Spalding County as of February 2018.

TOTAL JOBS BY INDUSTRY
Spalding County, Georgia - Q1 2018

	Number	Percent
Total, all industries	17,369	100.0%
Goods-producing	3,045	17.5%
Natural resources and mining	29	0.2%
Construction	523	3.0%
Manufacturing	2,493	14.4%
Service-providing	14,324	82.5%
Trade, transportation, and utilities	3,840	22.1%
Information	82	0.5%
Financial activities	629	3.6%
Professional and business services	3,330	19.2%
Education and health services	3,956	22.8%
Leisure and hospitality	2,030	11.7%
Other services	425	2.4%
Unclassified	32	0.2%

Source: Bureau of Labor Statistics, 2018

Education and health services is the largest industry in Spalding County, followed by trade, transportation, and utilities and professional and business services. The following table illustrates employment by industry for the PMA as of 2018.

2018 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Retail Trade	4,207	13.4%	17,381,607	11.0%
Healthcare/Social Assistance	4,067	13.0%	22,154,439	14.0%
Manufacturing	3,961	12.7%	15,694,985	9.9%
Educational Services	2,934	9.4%	14,568,337	9.2%
Transportation/Warehousing	2,628	8.4%	6,660,099	4.2%
Accommodation/Food Services	2,143	6.8%	11,958,374	7.6%
Construction	2,008	6.4%	10,333,928	6.5%
Other Services	1,715	5.5%	7,758,801	4.9%
Public Administration	1,557	5.0%	7,345,537	4.7%
Prof/Scientific/Tech Services	1,193	3.8%	11,673,939	7.4%
Admin/Support/Waste Mgmt Svcs	1,187	3.8%	6,943,459	4.4%
Wholesale Trade	1,120	3.6%	4,028,405	2.6%
Finance/Insurance	1,006	3.2%	7,284,572	4.6%
Utilities	454	1.5%	1,433,069	0.9%
Information	301	1.0%	2,881,691	1.8%
Real Estate/Rental/Leasing	296	0.9%	3,165,171	2.0%
Agric/Forestry/Fishing/Hunting	251	0.8%	2,273,158	1.4%
Arts/Entertainment/Recreation	244	0.8%	3,672,444	2.3%
Mining	18	0.1%	591,596	0.4%
Mgmt of Companies/Enterprises	0	0.0%	87,511	0.1%
Total Employment	31,290	100.0%	157,891,122	100.0%

Source: Esri Demographics 2018, Novogradac & Company LLP, March 2019

Employment in the PMA is concentrated in the retail trade, healthcare/social assistance, and manufacturing industries, which collectively comprise 39.1 percent of local employment. The large share of PMA employment in retail trade and manufacturing is notable as both industries are historically volatile, and prone to contraction during recessionary periods. However, the PMA also has a significant share of employment in the healthcare industry, which is historically known to exhibit greater stability during recessionary periods. Relative to the overall nation, the PMA features comparatively greater employment in the transportation/warehousing, manufacturing, and wholesale trade industries. Conversely, the PMA is underrepresented in the professional/scientific/technology services, arts/entertainment/recreation, and finance/insurance industries.

3. Major Employers

The table below shows the largest employers in Spalding County, Georgia.

**MAJOR EMPLOYERS
SPALDING COUNTY**

Rank	Employer Name	Industry	# Of Employees
1	Griffin-Spalding County School System	Education	1,452
2	Spalding Regional Medical Center	Healthcare	900
3	Caterpillar, Inc.	Manufacturing	900
4	Southern Crescent Technical College	Education	640
5	Spalding County	Public Administration	601
6	CareMaster Medical	Healthcare	600
7	City of Griffin	Public Administration	466
8	University of Georgia-Griffin	Educational Services	405
9	Norcom	Manufacturing	280
10	1888 Mills	Manufacturing	278
11	Supreme Corporation	Manufacturing	200
12	Bandag, Inc.	Manufacturing	170
13	Vernay Manufacturing, Inc.	Manufacturing	165
14	Coveris, LLC	Manufacturing	160
15	AT&T	Technical Services	126
16	Perkins-Shibaura Engines	Manufacturing	124
17	International Paper	Manufacturing	115
18	Marino Ware Inc.	Manufacturing	100
Totals			7,682

Source: Georgia Department of Labor, March 2019

Major employers in Spalding County are heavily concentrated in the manufacturing industry, which is consistent with the prior analysis of employment by industry in the PMA. This indicates that the local economy is largely reliant on the success of these employers and the manufacturing industry as a whole.

Expansions/Contractions

According to the Georgia Department of Labor, no WARN notices have been issued for Spalding County since 2014. We performed internet research and came across the following economic developments in recent years in Spalding County.

- Dollar General completed construction in May 2018 on a one million square foot distribution center along the Butts-Spalding county line on the eastern side of the PMA. This facility created approximately 500 jobs in the local economy. Dollar General has also announced publicly that they will be seeking to open their retail stores throughout the area.
- Rinnai, a Japanese company that manufactures tank-less water heaters, announced plans in August 2017 to open a new plant in Griffin. This 300,000-square foot facility is expected to be completed by 2020 and add over 300 jobs in the next 10 years.
- In January 2017, the University of Georgia opened a new facility at their Griffin Campus known as the Food Technology Center or “FoodPIC Building.” This development, which cost an estimated \$7.4 million, aims to help launch new food products in the area, improve access to fresh-foods, and provide an economic boost to the Griffin area. The University of Georgia indicated that the new facility has created new positions as well, but figures were not available.

Overall, the lack of WARN notices issued in Spalding County, the recent additions of a Dollar General and new FoodPIC Building, and the upcoming Rinnai manufacturing plant are positive factors that bode well for the area.

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for the MSA from 2002 to December 2018.

EMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area			USA		
	Total Employment	% Change	Differential from peak	Total Employment	% Change	Differential from peak
2002	2,324,880	-	-19.7%	136,485,000	-	-11.0%
2003	2,347,173	1.0%	-19.0%	137,736,000	0.9%	-10.2%
2004	2,382,163	1.5%	-17.8%	139,252,000	1.1%	-9.2%
2005	2,445,674	2.7%	-15.6%	141,730,000	1.8%	-7.6%
2006	2,538,141	3.8%	-12.4%	144,427,000	1.9%	-5.8%
2007	2,618,825	3.2%	-9.6%	146,047,000	1.1%	-4.8%
2008	2,606,822	-0.5%	-10.0%	145,363,000	-0.5%	-5.2%
2009	2,452,057	-5.9%	-15.4%	139,878,000	-3.8%	-8.8%
2010	2,440,037	-0.5%	-15.8%	139,064,000	-0.6%	-9.3%
2011	2,486,895	1.9%	-14.1%	139,869,000	0.6%	-8.8%
2012	2,545,474	2.4%	-12.1%	142,469,000	1.9%	-7.1%
2013	2,572,589	1.1%	-11.2%	143,929,000	1.0%	-6.1%
2014	2,619,531	1.8%	-9.6%	146,305,000	1.7%	-4.6%
2015	2,684,742	2.5%	-7.3%	148,833,000	1.7%	-2.9%
2016	2,794,326	4.1%	-3.5%	151,436,000	1.7%	-1.2%
2017	2,896,736	3.7%	0.0%	153,337,000	1.3%	0.0%
2018 YTD Average*	2,980,149	2.9%	-	155,761,000	1.6%	-
Dec-2017	2,931,140	-	-	153,602,000	-	-
Dec-2018	2,986,890	1.9%	-	156,481,000	1.9%	-

Source: U.S. Bureau of Labor Statistics, March 2019

UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area				USA		
	Unemployment Rate	Change	Differential from peak	Unemployment Rate	Change	Differential from peak
2002	5.0%	-	0.6%	5.8%	-	1.4%
2003	4.9%	-0.2%	0.5%	6.0%	0.2%	1.6%
2004	4.8%	-0.1%	0.4%	5.5%	-0.5%	1.2%
2005	5.4%	0.6%	0.9%	5.1%	-0.5%	0.7%
2006	4.7%	-0.7%	0.2%	4.6%	-0.5%	0.3%
2007	4.4%	-0.2%	0.0%	4.6%	0.0%	0.3%
2008	6.2%	1.7%	1.7%	5.8%	1.2%	1.4%
2009	9.9%	3.8%	5.5%	9.3%	3.5%	4.9%
2010	10.3%	0.4%	5.9%	9.6%	0.3%	5.3%
2011	9.9%	-0.4%	5.5%	9.0%	-0.7%	4.6%
2012	8.8%	-1.1%	4.4%	8.1%	-0.9%	3.7%
2013	7.8%	-1.0%	3.4%	7.4%	-0.7%	3.0%
2014	6.8%	-1.0%	2.3%	6.2%	-1.2%	1.8%
2015	5.7%	-1.1%	1.3%	5.3%	-0.9%	0.9%
2016	5.1%	-0.6%	0.7%	4.9%	-0.4%	0.5%
2017	4.6%	-0.6%	0.1%	4.4%	-0.5%	0.0%
2018 YTD Average*	3.7%	-0.9%	-	3.9%	-0.4%	-
Dec-2017	4.1%	-	-	3.9%	-	-
Dec-2018	3.6%	-0.5%	-	3.7%	-0.2%	-

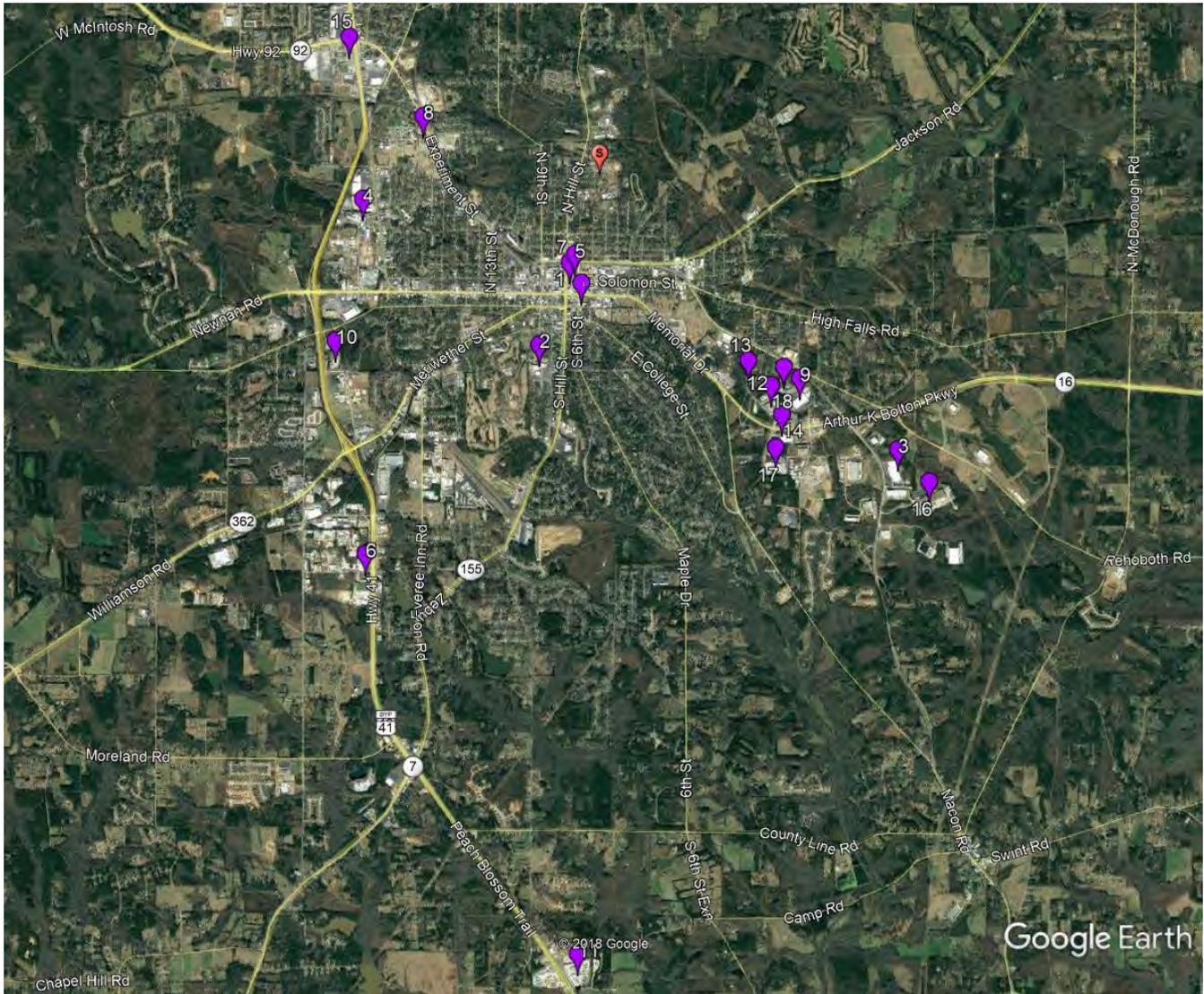
Source: U.S. Bureau of Labor Statistics, March 2019

Prior to the national recession, average employment growth in the MSA generally exceeded the nation. Annual job growth in the MSA outpaced the nation in every year between 2003 and 2007. The effects of the recession were particularly pronounced in the MSA, which suffered a 6.8 percent contraction in employment growth (2007-2010), greater than the 4.8 percent contraction reported by the nation as a whole (2007-2010). Employment in the MSA recovered and surpassed pre-recessionary levels in 2014, the same year as the overall nation. More recently, employment growth in the MSA exceeded the nation in every year since 2012. As of December 2018, total employment in the MSA is at a post-recessionary record and increasing at an annualized rate of 1.9 percent, similar to growth across the overall nation.

The MSA experienced a lower average unemployment rate relative to the overall nation during the years preceding the recession. The effects of the recession were more pronounced in the MSA, which experienced a 5.9 percentage point increase in unemployment, compared to only a 5.0 percentage point increase across the overall nation. Since 2012, the MSA generally experienced a higher unemployment rate compared to the overall nation. According to the most recent labor statistics, the unemployment rate in the MSA is 3.6 percent, slightly lower than the current national unemployment rate of 3.7 percent. Overall, the local economy appears to have fully recovered from the national recession and entered into an expansionary phase.

5. Map of Site and Major Employment Concentrations

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



Source: Google Earth, March 2019.

**MAJOR EMPLOYERS
SPALDING COUNTY**

Rank	Employer Name	Industry	# Of Employees
1	Griffin-Spalding County School System	Education	1,452
2	Spalding Regional Medical Center	Healthcare	900
3	Caterpillar, Inc.	Manufacturing	900
4	Southern Crescent Technical College	Education	640
5	Spalding County	Public Administration	601
6	CareMaster Medical	Healthcare	600
7	City of Griffin	Public Administration	466
8	University of Georgia-Griffin	Educational Services	405
9	Norcom	Manufacturing	280
10	1888 Mills	Manufacturing	278
11	Supreme Corporation	Manufacturing	200
12	Bandag, Inc.	Manufacturing	170
13	Vernay Manufacturing, Inc.	Manufacturing	165
14	Coveris, LLC	Manufacturing	160
15	AT&T	Technical Services	126
16	Perkins-Shibaura Engines	Manufacturing	124
17	International Paper	Manufacturing	115
18	Marino Ware Inc.	Manufacturing	100
	Totals		7,682

Source: Georgia Department of Labor, March 2019

6. Conclusion

The PMA and Spalding County are part of the Atlanta Metro area economy, the 10th largest in the country in 2014 according to *Global Atlanta* and *Business Insider*. The area serves as the headquarters for numerous Fortune 500 and Fortune 100 companies and has a diverse employment base overall. The largest industries in the PMA are retail trade, healthcare/social assistance, and manufacturing. When compared to the nation, the manufacturing, retail trade, educational services, and transportation/warehousing sectors are overrepresented in the PMA, while the professional/scientific/technical services sector is underrepresented. While the manufacturing, retail trade, and transportation/warehousing industries are more susceptible to periods of economic contraction, the educational services and healthcare/social assistance sectors are traditionally more stable. Total employment in the MSA grew considerably between 2002 and 2007, outpacing national growth in that time. Between 2008 and 2010, during the most recent national recession, total employment in the MSA contracted at rates similar to or more significant than national trends. Since that time, the MSA experienced moderate to strong growth in total employment, surpassing pre-recessionary levels in 2014, similar to the nation. Several employers announced expansions in the region while there were no WARN notices were filed, which is positive for the local economy. Overall the economy appears to be in an expansion phase that has been ongoing since 2011. This suggests that demand for all housing types should be trending positively as the areas employment base grows. The growing local economy is a positive indicator of demand for rental housing and the Subject’s renovated units.

G. PROJECT-SPECIFIC AFFORDABILITY AND DEMAND ANALYSIS

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

1. Income Restrictions

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

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

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

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

2. Affordability

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

FAMILY INCOME LIMITS - AS PROPOSED

Unit Type	Minimum	Maximum	Minimum	Maximum
	Allowable Income	Allowable Income	Allowable Income	Allowable Income
	@50% (PBRA)		@60% (PBRA)	
1BR	\$0	\$29,950	\$0	\$35,940
2BR	\$0	\$33,700	\$0	\$40,440
3BR	\$0	\$40,400	\$0	\$48,480
4BR	\$0	\$43,400	\$0	\$52,080

FAMILY INCOME LIMITS - ABSENT SUBSIDY

Unit Type	Minimum	Maximum	Minimum	Maximum
	Allowable Income		Allowable Income	
	@50%		@60%	
1BR	\$24,034	\$29,950	\$28,869	\$35,940
2BR	\$28,869	\$33,700	\$34,663	\$40,440
3BR	\$33,326	\$40,400	\$40,011	\$48,480
4BR	\$37,200	\$43,400	\$44,640	\$52,080

3. Demand

The demand for the Subject will be derived from three sources: new households, existing households and elderly homeowners likely to convert to rentership. These calculations are illustrated in the following tables.

Demand from New Households

The number of new households entering the market is the first level of demand calculated. We utilized 2021, the anticipated date of market entry, as the base year for the analysis. Therefore, 2018 household population estimates are inflated to 2021 by interpolation of the difference between 2018 estimates and 2023 projections. This change in households is considered the gross potential demand for the Subject property. This number is adjusted for income eligibility and renter tenure. This is calculated as an annual demand number. In other words, this calculates the anticipated new households in 2021. This number takes the overall growth from 2018 to 2021 and applies it to its respective income cohorts by percentage. This number does not reflect lower income households losing population, as this may be a result of simple dollar value inflation.

Demand from Existing Households

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

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

Demand from Elderly Homeowners likely to Convert to Rentership

An additional source of demand is also seniors likely to move from their own homes into rental housing. This source is only appropriate when evaluating senior properties and is determined by interviews with property managers in the PMA. It should be noted that per DCA guidelines, we lower demand from seniors who convert to homeownership to be at or below 2.0 percent of total demand.

3d. Other

Per the 2019 GA DCA Qualified Allocation Plan (QAP) and Market Study Manual, GA DCA does not consider demand from outside the Primary Market Area (PMA), including the Secondary Market Area (SMA). Therefore, we do not account for leakage from outside the PMA boundaries in our demand analysis.

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

We calculated all of our capture rates based on household size. DCA guidelines indicate that properties with over 20 percent of their proposed units in three and four-bedroom units need to be adjusted to considered larger household sizes. Our capture rates incorporate household size adjustments for all of the Subject’s units.

Net Demand

The following pages will outline the overall demand components added together (3(a), 3(b) and 3(c)) less the supply of competitive developments awarded and/or constructed or placed in service from 2016 to the present.

Additions to Supply

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

- Comparable/competitive LIHTC and bond units (vacant or occupied) that were funded, are under construction, or are in properties that have not yet reached stabilized occupancy
- Comparable/competitive conventional or market rate units that are proposed, are under construction, or are in properties that have not yet reached stabilized occupancy. As the following discussion will demonstrate, competitive market rate units are those with rent levels that are comparable to the proposed rents at the Subject.

Per GA DCA guidelines, competitive units are defined as those units that are of similar size and configuration and provide alternative housing to a similar tenant population, at rent levels comparative to those proposed for the Subject development.

COMPETITIVE SUPPLY

Property Name	Program	Location	Tenancy	Status	# of Competitive Units
Regency Apartments (Ava Park)	Section 8	Griffin	Family	Existing	0
Tranquility at Griffin	LIHTC	Griffin	Family	Proposed	120
Nine Oaks	Public Housing	Griffin	Senior	Proposed	0
Terraces at the Park	LIHTC	Griffin	Senior	Complete	0

- Regency Apartments is an existing, 80-unit, family Section 8 property. This development applied for tax exempt bond financing in 2018 for renovations under the development name Ava Park. All units are expected to maintain their subsidy following renovations. As such, none of these units will be deducted from our demand analysis.
- Tranquility at Griffin is a proposed, 120-unit, family LIHTC property that was awarded tax exempt bond financing in 2018. This property will be a new construction development located 3.7 miles from the Subject. The property will offer 12 one-bedroom units, 60 two-bedroom units and 48 three-bedroom units. All of these units will be restricted to the 60 percent of AMI level. As the property will target family households, the units at this property are considered directly competitive with the Subject. Therefore, all 120 units at this property will be deducted from our demand analysis.
- Nine Oaks is an existing, age-restricted, 50-unit, public housing development. This property is applying for tax exempt bond financing for renovations as of 2018. All units at this property operate with a subsidy and will maintain their subsidy following renovations. The property offers one-bedroom units. As this property is existing and targets seniors, none of these units are deducted from our demand analysis.
- Terraces at the Park is a new construction, 68-unit, age-restricted LIHTC property. This property was awarded tax credits in 2016, opened in December 2018 and is still in its initial absorption period but is 95.6 percent leased. This property is directly competitive with the Subject and is included as a

comparable property in this report. While this property has not yet reached a stabilized occupancy rate, the 68 units target seniors and are not considered directly competitive with the Subject.

Therefore, there are 120 units to deduct from our demand analysis. The following table illustrates the total number of units removed based on existing properties as well as new properties to the market area that have been allocated or are not yet stabilized. Note that this table may illustrate non-competitive units and competitive properties that are not deducted from our demand analysis.

ADDITIONS TO SUPPLY

Unit Type	@50% (PBRA)	@60% (PBRA)	@50%	@60%	Overall
OBR					
1BR	0	12	0	12	12
2BR	0	60	0	60	60
3BR	0	48	0	48	48
4BR	0	0	0	0	0
5BR					
Total	0	120	0	120	240

Rehab Developments and PBRA

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

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

Capture Rates

The above calculations and derived capture rates are illustrated in the following tables. Note that the demographic data used in the following tables, including tenure patterns, household size and income distribution through the projected market entry date of 2021 are illustrated in the previous section of this report.

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA

Income Cohort	2018		Projected Mkt Entry July 2021		2023	
	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>
\$0-9,999	1,736	16.3%	1,678	16.0%	1,640	15.7%
\$10,000-19,999	2,241	21.1%	2,147	20.4%	2,084	20.0%
\$20,000-29,999	1,639	15.4%	1,604	15.3%	1,580	15.1%
\$30,000-39,999	1,209	11.4%	1,190	11.3%	1,177	11.3%
\$40,000-49,999	1,196	11.2%	1,194	11.4%	1,193	11.4%
\$50,000-59,999	825	7.8%	815	7.8%	808	7.7%
\$60,000-74,999	562	5.3%	593	5.6%	614	5.9%
\$75,000-99,999	676	6.4%	689	6.6%	697	6.7%
\$100,000-124,999	275	2.6%	294	2.8%	306	2.9%
\$125,000-149,999	102	1.0%	110	1.0%	115	1.1%
\$150,000-199,999	66	0.6%	70	0.7%	72	0.7%
\$200,000+	105	1.0%	128	1.2%	144	1.4%
Total	10,632	100.0%	10,511	100.0%	10,430	100.0%

Source: HISTA Data / Ribbon Demographics 2018, Novogradac & Company LLP, March 2019

50% AMI (PBRA) – As Proposed

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @50% (PBRA)

Minimum Income Limit		\$0		Maximum Income Limit		\$43,400	
Income Category	New Renter Households - Total Change in Households PMA 2018 to Prj Mrkt Entry July 2021		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	-58	47.5%	\$9,999	100.0%	-58		
\$10,000-19,999	-94	77.7%	\$9,999	100.0%	-94		
\$20,000-29,999	-35	29.2%	\$9,999	100.0%	-35		
\$30,000-39,999	-19	15.8%	\$9,999	100.0%	-19		
\$40,000-49,999	-2	1.5%	\$3,401	34.0%	-1		
\$50,000-59,999	-10	8.4%	\$0	0.0%	0		
\$60,000-74,999	31	-25.7%	\$0	0.0%	0		
\$75,000-99,999	13	-10.4%	\$0	0.0%	0		
\$100,000-124,999	19	-15.3%	\$0	0.0%	0		
\$125,000-149,999	8	-6.4%	\$0	0.0%	0		
\$150,000-199,999	4	-3.0%	\$0	0.0%	0		
\$200,000+	23	-19.3%	\$0	0.0%	0		
Total	-121	100.0%		170.8%	-207		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @50% (PBRA)

Minimum Income Limit		\$0		Maximum Income Limit		\$43,400	
Income Category	Total Renter Households PMA 2018		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	1,736	16.3%	\$9,999	100.0%	1,736		
\$10,000-19,999	2,241	21.1%	\$9,999	100.0%	2,241		
\$20,000-29,999	1,639	15.4%	\$9,999	100.0%	1,639		
\$30,000-39,999	1,209	11.4%	\$9,999	100.0%	1,209		
\$40,000-49,999	1,196	11.2%	\$3,401	34.0%	407		
\$50,000-59,999	825	7.8%	\$0	0.0%	0		
\$60,000-74,999	562	5.3%	\$0	0.0%	0		
\$75,000-99,999	676	6.4%	\$0	0.0%	0		
\$100,000-124,999	275	2.6%	\$0	0.0%	0		
\$125,000-149,999	102	1.0%	\$0	0.0%	0		
\$150,000-199,999	66	0.6%	\$0	0.0%	0		
\$200,000+	105	1.0%	\$0	0.0%	0		
Total	10,632	100.0%		68.0%	7,232		

ASSUMPTIONS - @50% (PBRA)

Persons in Household	OBR	1BR	2BR	3BR	4BR+
1	0%	90%	10%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	60%	40%	0%
4	0%	0%	0%	60%	40%
5+	0%	0%	0%	50%	50%

Tenancy	Family	% of Income towards Housing	35%
Rural/Urban	Urban	Maximum # of Occupants	5

Demand from New Renter Households 2018 to July 2021

Income Target Population	@50% (PBRA)
New Renter Households PMA	-121
Percent Income Qualified	170.8%
New Renter Income Qualified Households	-207

Demand from Existing Households 2018

Demand from Rent Overburdened Households

Income Target Population	@50% (PBRA)
Total Existing Demand	10,632
Income Qualified	68.0%
Income Qualified Renter Households	7,232
Percent Rent Overburdened Prj Mrkt Entry July 2021	44.0%
Rent Overburdened Households	3,179

Demand from Living in Substandard Housing

Income Qualified Renter Households	7,232
Percent Living in Substandard Housing	2.2%
Households Living in Substandard Housing	161

Senior Households Converting from Homeownership

Income Target Population	@50% (PBRA)
Total Senior Homeowners	0
Rural Versus Urban	0.0%
Senior Demand Converting from Homeownership	0

Total Demand

Total Demand from Existing Households	3,340
Total New Demand	-207
Total Demand (New Plus Existing Households)	3,133

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

By Bedroom Demand

One Person	30.6%	959
Two Persons	22.4%	701
Three Persons	18.5%	578
Four Persons	13.9%	434
Five Persons	14.7%	461
Total	100.0%	3,133

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	90%	863
Of two-person households in 1BR units	20%	140
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	96
Of two-person households in 2BR units	80%	561
Of three-person households in 2BR units	60%	347
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	231
Of four-person households in 3BR units	60%	260
Of five-person households in 3BR units	50%	230
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	40%	174
Of five-person households in 4BR units	50%	230
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0

Total Demand **3,133**

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	1,003	-	0	=	1,003
2 BR	1,004	-	0	=	1,004
3 BR	722	-	0	=	722
4 BR	404	-	0	=	404
5 BR	-	-	-	=	-
Total	3,133		0		3,133

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	3	/	1,003	=	0.3%
2 BR	7	/	1,004	=	0.7%
3 BR	5	/	722	=	0.7%
4 BR	1	/	404	=	0.2%
5 BR	-	/	-	=	-
Total	16		3,133		0.5%

60% AMI (PBRA) – As Proposed

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60% (PBRA)

Minimum Income Limit		\$0		Maximum Income Limit		\$52,080	
Income Category	New Renter Households - Total Change in		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	Households PMA 2018 to Prj Mrkt Entry July 2021						
\$0-9,999	-58	47.5%	\$9,999	100.0%	-58		
\$10,000-19,999	-94	77.7%	\$9,999	100.0%	-94		
\$20,000-29,999	-35	29.2%	\$9,999	100.0%	-35		
\$30,000-39,999	-19	15.8%	\$9,999	100.0%	-19		
\$40,000-49,999	-2	1.5%	\$9,999	100.0%	-2		
\$50,000-59,999	-10	8.4%	\$2,081	20.8%	-2		
\$60,000-74,999	31	-25.7%	\$0	0.0%	0		
\$75,000-99,999	13	-10.4%	\$0	0.0%	0		
\$100,000-124,999	19	-15.3%	\$0	0.0%	0		
\$125,000-149,999	8	-6.4%	\$0	0.0%	0		
\$150,000-199,999	4	-3.0%	\$0	0.0%	0		
\$200,000+	23	-19.3%	\$0	0.0%	0		
Total	-121	100.0%		173.5%	-210		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60% (PBRA)

Minimum Income Limit		\$0		Maximum Income Limit		\$52,080	
Income Category	Total Renter Households PMA 2018		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	1,736	16.3%	\$9,999	100.0%	1,736		
\$10,000-19,999	2,241	21.1%	\$9,999	100.0%	2,241		
\$20,000-29,999	1,639	15.4%	\$9,999	100.0%	1,639		
\$30,000-39,999	1,209	11.4%	\$9,999	100.0%	1,209		
\$40,000-49,999	1,196	11.2%	\$9,999	100.0%	1,196		
\$50,000-59,999	825	7.8%	\$2,081	20.8%	172		
\$60,000-74,999	562	5.3%	\$0	0.0%	0		
\$75,000-99,999	676	6.4%	\$0	0.0%	0		
\$100,000-124,999	275	2.6%	\$0	0.0%	0		
\$125,000-149,999	102	1.0%	\$0	0.0%	0		
\$150,000-199,999	66	0.6%	\$0	0.0%	0		
\$200,000+	105	1.0%	\$0	0.0%	0		
Total	10,632	100.0%		77.1%	8,193		

ASSUMPTIONS - @60% (PBRA)

Tenancy		Family		% of Income towards Housing		35%	
Rural/Urban		Urban		Maximum # of Occupants		5	
Persons in Household	OBR	1BR	2BR	3BR	4BR+		
1	0%	90%	10%	0%	0%		
2	0%	20%	80%	0%	0%		
3	0%	0%	60%	40%	0%		
4	0%	0%	0%	60%	40%		
5+	0%	0%	0%	50%	50%		

Demand from New Renter Households 2018 to July 2021

Income Target Population	@60% (PBRA)
New Renter Households PMA	-121
Percent Income Qualified	173.5%
New Renter Income Qualified Households	-210

Demand from Existing Households 2018

Demand from Rent Overburdened Households

Income Target Population	@60% (PBRA)
Total Existing Demand	10,632
Income Qualified	77.1%
Income Qualified Renter Households	8,193
Percent Rent Overburdened Prj Mrkt Entry July 2021	44.0%
Rent Overburdened Households	3,602

Demand from Living in Substandard Housing

Income Qualified Renter Households	8,193
Percent Living in Substandard Housing	2.2%
Households Living in Substandard Housing	182

Senior Households Converting from Homeownership

Income Target Population	@60% (PBRA)
Total Senior Homeowners	0
Rural Versus Urban	0.0%
Senior Demand Converting from Homeownership	0

Total Demand

Total Demand from Existing Households	3,784
Total New Demand	-210
Total Demand (New Plus Existing Households)	3,573

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

By Bedroom Demand

One Person	30.6%	1,094
Two Persons	22.4%	799
Three Persons	18.5%	660
Four Persons	13.9%	495
Five Persons	14.7%	525
Total	100.0%	3,573

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	90%	984
Of two-person households in 1BR units	20%	160
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	109
Of two-person households in 2BR units	80%	640
Of three-person households in 2BR units	60%	396
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	264
Of four-person households in 3BR units	60%	297
Of five-person households in 3BR units	50%	263
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	40%	198
Of five-person households in 4BR units	50%	263
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
Total Demand		3,573

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	1,144	-	12	=	1,132
2 BR	1,145	-	60	=	1,085
3 BR	824	-	48	=	776
4 BR	461	-	0	=	461
5 BR	-	-	-	=	-
Total	3,573		120		3,453

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	11	/	1,132	=	1.0%
2 BR	31	/	1,085	=	2.9%
3 BR	19	/	776	=	2.4%
4 BR	3	/	461	=	0.7%
5 BR	-	/	-	=	-
Total	64		3,453		1.9%

All Units – As Proposed

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$0		Maximum Income Limit		\$52,080	
Income Category	New Renter Households - Total Change in		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	Households PMA 2018 to Prj Mrkt Entry July 2021						
\$0-9,999	-58	47.5%	\$9,999	100.0%	-58		
\$10,000-19,999	-94	77.7%	\$9,999	100.0%	-94		
\$20,000-29,999	-35	29.2%	\$9,999	100.0%	-35		
\$30,000-39,999	-19	15.8%	\$9,999	100.0%	-19		
\$40,000-49,999	-2	1.5%	\$9,999	100.0%	-2		
\$50,000-59,999	-10	8.4%	\$2,081	20.8%	-2		
\$60,000-74,999	31	-25.7%	\$0	0.0%	0		
\$75,000-99,999	13	-10.4%	\$0	0.0%	0		
\$100,000-124,999	19	-15.3%	\$0	0.0%	0		
\$125,000-149,999	8	-6.4%	\$0	0.0%	0		
\$150,000-199,999	4	-3.0%	\$0	0.0%	0		
\$200,000+	23	-19.3%	\$0	0.0%	0		
Total	-121	100.0%		173.5%	-210		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$0		Maximum Income Limit		\$52,080	
Income Category	Total Renter Households PMA 2018		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	1,736	16.3%	\$9,999	100.0%	1,736		
\$10,000-19,999	2,241	21.1%	\$9,999	100.0%	2,241		
\$20,000-29,999	1,639	15.4%	\$9,999	100.0%	1,639		
\$30,000-39,999	1,209	11.4%	\$9,999	100.0%	1,209		
\$40,000-49,999	1,196	11.2%	\$9,999	100.0%	1,196		
\$50,000-59,999	825	7.8%	\$2,081	20.8%	172		
\$60,000-74,999	562	5.3%	\$0	0.0%	0		
\$75,000-99,999	676	6.4%	\$0	0.0%	0		
\$100,000-124,999	275	2.6%	\$0	0.0%	0		
\$125,000-149,999	102	1.0%	\$0	0.0%	0		
\$150,000-199,999	66	0.6%	\$0	0.0%	0		
\$200,000+	105	1.0%	\$0	0.0%	0		
Total	10,632	100.0%		77.1%	8,193		

ASSUMPTIONS - Overall

ASSUMPTIONS - Overall					
Tenancy	Family	% of Income towards Housing			35%
Rural/Urban	Urban	Maximum # of Occupants			5
Persons in Household	OBR	1BR	2BR	3BR	4BR+
1	0%	90%	10%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	60%	40%	0%
4	0%	0%	0%	60%	40%
5+	0%	0%	0%	50%	50%

Demand from New Renter Households 2018 to July 2021

Income Target Population	Overall
New Renter Households PMA	-121
Percent Income Qualified	173.5%
New Renter Income Qualified Households	-210

Demand from Existing Households 2018

Demand from Rent Overburdened Households

Income Target Population	Overall
Total Existing Demand	10,632
Income Qualified	77.1%
Income Qualified Renter Households	8,193
Percent Rent Overburdened Prj Mrkt Entry July 2021	44.0%
Rent Overburdened Households	3,602

Demand from Living in Substandard Housing

Income Qualified Renter Households	8,193
Percent Living in Substandard Housing	2.2%
Households Living in Substandard Housing	182

Senior Households Converting from Homeownership

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

Total Demand

Total Demand from Existing Households	3,784
Total New Demand	-210
Total Demand (New Plus Existing Households)	3,573

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

By Bedroom Demand

One Person	30.6%	1,094
Two Persons	22.4%	799
Three Persons	18.5%	660
Four Persons	13.9%	495
Five Persons	14.7%	525
Total	100.0%	3,573

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	90%	984
Of two-person households in 1BR units	20%	160
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	109
Of two-person households in 2BR units	80%	640
Of three-person households in 2BR units	60%	396
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	264
Of four-person households in 3BR units	60%	297
Of five-person households in 3BR units	50%	263
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	40%	198
Of five-person households in 4BR units	50%	263
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
Total Demand		3,573

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	1,144	-	12	=	1,132
2 BR	1,145	-	60	=	1,085
3 BR	824	-	48	=	776
4 BR	461	-	0	=	461
5 BR	-	-	-	=	-
Total	3,573		120		3,453

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	14	/	1,132	=	1.2%
2 BR	38	/	1,085	=	3.5%
3 BR	24	/	776	=	3.1%
4 BR	4	/	461	=	0.9%
5 BR	-	/	-	=	-
Total	80		3,453		2.3%

50% AMI – Absent Subsidy

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @50%

Minimum Income Limit		\$24,034		Maximum Income Limit		\$43,400	
Income Category	New Renter Households - Total Change in		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	Households PMA 2018 to Prj Mrkt Entry July 2021						
\$0-9,999	-58	47.5%	\$0	0.0%	0		
\$10,000-19,999	-94	77.7%	\$0	0.0%	0		
\$20,000-29,999	-35	29.2%	\$5,965	59.7%	-21		
\$30,000-39,999	-19	15.8%	\$9,999	100.0%	-19		
\$40,000-49,999	-2	1.5%	\$3,401	34.0%	-1		
\$50,000-59,999	-10	8.4%	\$0	0.0%	0		
\$60,000-74,999	31	-25.7%	\$0	0.0%	0		
\$75,000-99,999	13	-10.4%	\$0	0.0%	0		
\$100,000-124,999	19	-15.3%	\$0	0.0%	0		
\$125,000-149,999	8	-6.4%	\$0	0.0%	0		
\$150,000-199,999	4	-3.0%	\$0	0.0%	0		
\$200,000+	23	-19.3%	\$0	0.0%	0		
Total	-121	100.0%		33.8%	-41		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @50%

Minimum Income Limit		\$24,034		Maximum Income Limit		\$43,400	
Income Category	Total Renter Households PMA 2018		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	1,736	16.3%	\$0	0.0%	0		
\$10,000-19,999	2,241	21.1%	\$0	0.0%	0		
\$20,000-29,999	1,639	15.4%	\$5,964	59.6%	978		
\$30,000-39,999	1,209	11.4%	\$9,999	100.0%	1,209		
\$40,000-49,999	1,196	11.2%	\$3,401	34.0%	407		
\$50,000-59,999	825	7.8%	\$0	0.0%	0		
\$60,000-74,999	562	5.3%	\$0	0.0%	0		
\$75,000-99,999	676	6.4%	\$0	0.0%	0		
\$100,000-124,999	275	2.6%	\$0	0.0%	0		
\$125,000-149,999	102	1.0%	\$0	0.0%	0		
\$150,000-199,999	66	0.6%	\$0	0.0%	0		
\$200,000+	105	1.0%	\$0	0.0%	0		
Total	10,632	100.0%		24.4%	2,593		

ASSUMPTIONS - @50%

ASSUMPTIONS - @50%					
Tenancy	Family		% of Income towards Housing		35%
Rural/Urban	Urban		Maximum # of Occupants		5
Persons in Household	OBR	1BR	2BR	3BR	4BR+
1	0%	90%	10%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	60%	40%	0%
4	0%	0%	0%	60%	40%
5+	0%	0%	0%	50%	50%

Demand from New Renter Households 2018 to July 2021

Income Target Population	@50%
New Renter Households PMA	-121
Percent Income Qualified	33.8%
New Renter Income Qualified Households	-41

Demand from Existing Households 2018

Demand from Rent Overburdened Households

Income Target Population	@50%
Total Existing Demand	10,632
Income Qualified	24.4%
Income Qualified Renter Households	2,594
Percent Rent Overburdened Prj Mrkt Entry July 2021	44.0%
Rent Overburdened Households	1,140

Demand from Living in Substandard Housing

Income Qualified Renter Households	2,594
Percent Living in Substandard Housing	2.2%
Households Living in Substandard Housing	58

Senior Households Converting from Homeownership

Income Target Population	@50%
Total Senior Homeowners	0
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	0

Total Demand

Total Demand from Existing Households	1,198
Total New Demand	-41
Total Demand (New Plus Existing Households)	1,157

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

By Bedroom Demand

One Person	30.6%	354
Two Persons	22.4%	259
Three Persons	18.5%	214
Four Persons	13.9%	160
Five Persons	14.7%	170
Total	100.0%	1,157

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	90%	319
Of two-person households in 1BR units	20%	52
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	35
Of two-person households in 2BR units	80%	207
Of three-person households in 2BR units	60%	128
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	85
Of four-person households in 3BR units	60%	96
Of five-person households in 3BR units	50%	85
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	40%	64
Of five-person households in 4BR units	50%	85
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
Total Demand		1,157

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand	
0 BR	-	-	-	=	-	-
1 BR	370	-	0	=	370	370
2 BR	371	-	0	=	371	371
3 BR	267	-	0	=	267	267
4 BR	149	-	0	=	149	149
5 BR	-	-	-	=	-	-
Total	1,157		0		1,157	

	Developer's Unit Mix		Net Demand		Capture Rate	
0 BR	-	/	-	=	-	-
1 BR	3	/	370	=	0.8%	0.8%
2 BR	7	/	371	=	1.9%	1.9%
3 BR	5	/	267	=	1.9%	1.9%
4 BR	1	/	149	=	0.7%	0.7%
5 BR	-	/	-	=	-	-
Total	16		1,157		1.4%	

60% AMI – Absent Subsidy

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$28,869		Maximum Income Limit		\$52,080	
Income Category	New Renter Households - Total Change in		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	Households PMA 2018 to Prj Mrkt Entry July 2021						
\$0-9,999	-58	47.5%	\$0	0.0%	0		
\$10,000-19,999	-94	77.7%	\$0	0.0%	0		
\$20,000-29,999	-35	29.2%	\$1,130	11.3%	-4		
\$30,000-39,999	-19	15.8%	\$9,999	100.0%	-19		
\$40,000-49,999	-2	1.5%	\$9,999	100.0%	-2		
\$50,000-59,999	-10	8.4%	\$2,081	20.8%	-2		
\$60,000-74,999	31	-25.7%	\$0	0.0%	0		
\$75,000-99,999	13	-10.4%	\$0	0.0%	0		
\$100,000-124,999	19	-15.3%	\$0	0.0%	0		
\$125,000-149,999	8	-6.4%	\$0	0.0%	0		
\$150,000-199,999	4	-3.0%	\$0	0.0%	0		
\$200,000+	23	-19.3%	\$0	0.0%	0		
Total	-121	100.0%		22.4%	-27		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$28,869		Maximum Income Limit		\$52,080	
Income Category	Total Renter Households PMA 2018		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	1,736	16.3%	\$0	0.0%	0		
\$10,000-19,999	2,241	21.1%	\$0	0.0%	0		
\$20,000-29,999	1,639	15.4%	\$1,130	11.3%	185		
\$30,000-39,999	1,209	11.4%	\$9,999	100.0%	1,209		
\$40,000-49,999	1,196	11.2%	\$9,999	100.0%	1,196		
\$50,000-59,999	825	7.8%	\$2,081	20.8%	172		
\$60,000-74,999	562	5.3%	\$0	0.0%	0		
\$75,000-99,999	676	6.4%	\$0	0.0%	0		
\$100,000-124,999	275	2.6%	\$0	0.0%	0		
\$125,000-149,999	102	1.0%	\$0	0.0%	0		
\$150,000-199,999	66	0.6%	\$0	0.0%	0		
\$200,000+	105	1.0%	\$0	0.0%	0		
Total	10,632	100.0%		26.0%	2,762		

ASSUMPTIONS - @60%

Tenancy		Family		% of Income towards Housing		35%	
Rural/Urban		Urban		Maximum # of Occupants		5	
Persons in Household	0BR	1BR	2BR	3BR	4BR+		
1	0%	90%	10%	0%	0%		
2	0%	20%	80%	0%	0%		
3	0%	0%	60%	40%	0%		
4	0%	0%	0%	60%	40%		
5+	0%	0%	0%	50%	50%		

Demand from New Renter Households 2018 to July 2021

Income Target Population	@60%
New Renter Households PMA	-121
Percent Income Qualified	22.4%
New Renter Income Qualified Households	-27

Demand from Existing Households 2018

Demand from Rent Overburdened Households

Income Target Population	@60%
Total Existing Demand	10,632
Income Qualified	26.0%
Income Qualified Renter Households	2,762
Percent Rent Overburdened Prj Mrkt Entry July 2021	44.0%
Rent Overburdened Households	1,214

Demand from Living in Substandard Housing

Income Qualified Renter Households	2,762
Percent Living in Substandard Housing	2.2%
Households Living in Substandard Housing	61

Senior Households Converting from Homeownership

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

Total Demand

Total Demand from Existing Households	1,276
Total New Demand	-27
Total Demand (New Plus Existing Households)	1,248

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

By Bedroom Demand

One Person	30.6%	382
Two Persons	22.4%	279
Three Persons	18.5%	231
Four Persons	13.9%	173
Five Persons	14.7%	184
Total	100.0%	1,248

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	90%	344
Of two-person households in 1BR units	20%	56
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	38
Of two-person households in 2BR units	80%	223
Of three-person households in 2BR units	60%	138
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	92
Of four-person households in 3BR units	60%	104
Of five-person households in 3BR units	50%	92
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	40%	69
Of five-person households in 4BR units	50%	92
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
Total Demand		1,248

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	400	-	12	=	388
2 BR	400	-	60	=	340
3 BR	288	-	48	=	240
4 BR	161	-	0	=	161
5 BR	-	-	-	=	-
Total	1,248		120		1,128

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	11	/	388	=	2.8%
2 BR	31	/	340	=	9.1%
3 BR	19	/	240	=	7.9%
4 BR	3	/	161	=	1.9%
5 BR	-	/	-	=	-
Total	64		1,128		5.7%

All Units – Absent Subsidy

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall LIHTC

Minimum Income Limit		\$24,034		Maximum Income Limit		\$52,080	
Income Category	New Renter Households - Total Change in		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	Households PMA 2018 to Prj Mkt Entry July 2021						
\$0-9,999	-58	47.5%	\$0	0.0%	0		
\$10,000-19,999	-94	77.7%	\$0	0.0%	0		
\$20,000-29,999	-35	29.2%	\$5,965	59.7%	-21		
\$30,000-39,999	-19	15.8%	\$9,999	100.0%	-19		
\$40,000-49,999	-2	1.5%	\$9,999	100.0%	-2		
\$50,000-59,999	-10	8.4%	\$2,081	20.8%	-2		
\$60,000-74,999	31	-25.7%	\$0	0.0%	0		
\$75,000-99,999	13	-10.4%	\$0	0.0%	0		
\$100,000-124,999	19	-15.3%	\$0	0.0%	0		
\$125,000-149,999	8	-6.4%	\$0	0.0%	0		
\$150,000-199,999	4	-3.0%	\$0	0.0%	0		
\$200,000+	23	-19.3%	\$0	0.0%	0		
Total	-121	100.0%		36.5%	-44		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall LIHTC

Minimum Income Limit		\$24,034		Maximum Income Limit		\$52,080	
Income Category	Total Renter Households PMA 2018		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	1,736	16.3%	\$0	0.0%	0		
\$10,000-19,999	2,241	21.1%	\$0	0.0%	0		
\$20,000-29,999	1,639	15.4%	\$5,965	59.7%	978		
\$30,000-39,999	1,209	11.4%	\$9,999	100.0%	1,209		
\$40,000-49,999	1,196	11.2%	\$9,999	100.0%	1,196		
\$50,000-59,999	825	7.8%	\$2,081	20.8%	172		
\$60,000-74,999	562	5.3%	\$0	0.0%	0		
\$75,000-99,999	676	6.4%	\$0	0.0%	0		
\$100,000-124,999	275	2.6%	\$0	0.0%	0		
\$125,000-149,999	102	1.0%	\$0	0.0%	0		
\$150,000-199,999	66	0.6%	\$0	0.0%	0		
\$200,000+	105	1.0%	\$0	0.0%	0		
Total	10,632	100.0%		33.4%	3,554		

ASSUMPTIONS - Overall LIHTC

Tenancy		Family		% of Income towards Housing		35%	
Rural/Urban		Urban		Maximum # of Occupants		5	
Persons in Household	0BR	1BR	2BR	3BR	4BR+		
1	0%	90%	10%	0%	0%		
2	0%	20%	80%	0%	0%		
3	0%	0%	60%	40%	0%		
4	0%	0%	0%	60%	40%		
5+	0%	0%	0%	50%	50%		

Demand from New Renter Households 2018 to July 2021

Income Target Population	Overall LIHTC
New Renter Households PMA	-121
Percent Income Qualified	36.5%
New Renter Income Qualified Households	-44

Demand from Existing Households 2018

Demand from Rent Overburdened Households

Income Target Population	Overall LIHTC
Total Existing Demand	10,632
Income Qualified	33.4%
Income Qualified Renter Households	3,554
Percent Rent Overburdened Prj Mrkt Entry July 2021	44.0%
Rent Overburdened Households	1,563

Demand from Living in Substandard Housing

Income Qualified Renter Households	3,554
Percent Living in Substandard Housing	2.2%
Households Living in Substandard Housing	79

Senior Households Converting from Homeownership

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

Total Demand

Total Demand from Existing Households	1,642
Total New Demand	-44
Total Demand (New Plus Existing Households)	1,597

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

By Bedroom Demand

One Person	30.6%	489
Two Persons	22.4%	357
Three Persons	18.5%	295
Four Persons	13.9%	221
Five Persons	14.7%	235
Total	100.0%	1,597

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	90%	440
Of two-person households in 1BR units	20%	71
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	49
Of two-person households in 2BR units	80%	286
Of three-person households in 2BR units	60%	177
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	118
Of four-person households in 3BR units	60%	133
Of five-person households in 3BR units	50%	117
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	40%	89
Of five-person households in 4BR units	50%	117
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
Total Demand		1,597

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand	
0 BR	-	-	-	=	-	-
1 BR	511	-	12	=	499	499
2 BR	512	-	60	=	452	452
3 BR	368	-	48	=	320	320
4 BR	206	-	0	=	206	206
5 BR	-	-	-	=	-	-
Total	1,597		120		1,477	

	Developer's Unit Mix		Net Demand		Capture Rate	
0 BR	-	/	-	=	-	-
1 BR	14	/	499	=	2.8%	2.8%
2 BR	38	/	452	=	8.4%	8.4%
3 BR	24	/	320	=	7.5%	7.5%
4 BR	4	/	206	=	1.9%	1.9%
5 BR	-	/	-	=	-	-
Total	80		1,477		5.4%	

4. Capture Rate Analysis Chart

Our demand analysis is used to determine a base of demand for the Subject as a tax credit property. Several factors affect the indicated capture rates and are discussed following.

- The number of households in the PMA is expected to increase 2.9 percent between 2018 and 2021.
- This demand analysis does not measure the PMA's or Subject's ability to attract additional or latent demand into the market from elsewhere by offering an affordable option. We believe this to be moderate and therefore the demand analysis is somewhat conservative in its conclusions because this demand is not included.

The following table illustrates demand and net demand for the Subject's units. Note that these capture rates are not based on appropriate bedroom types, as calculated previously.

DEMAND AND NET DEMAND

DCA Conclusion Tables (Family)	HH at @50% (PBRA) AMI (\$0 to \$43,400)	HH at @60% (PBRA) AMI (\$0 to \$52,080)	HH at @50% AMI (\$24,034 to \$43,400)	HH at @60% AMI (\$28,869 to \$52,080)	Overall - As Proposed	Overall - Absent Subsidy
Demand from New Households (age and income appropriate)	-207	-210	-41	-27	-210	-44
PLUS	+	+	+	+	+	+
Demand from Existing Renter Households - Substandard Housing	161	182	58	61	182	79
PLUS	+	+	+	+	+	+
Demand from Existing Renter Housholds - Rent Overburdened Households	3,179	3,602	1,140	1,214	3,602	1,563
Sub Total	3,133	3,573	1,157	1,248	3,573	1,597
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 2% where applicable)	0	0	0	0	0	0
Equals Total Demand	3,133	3,573	1,157	1,248	3,573	1,597
Less	-	-	-	-	-	-
Competitive New Supply	0	120	0	120	120	120
Equals Net Demand	3,133	3,453	1,157	1,128	3,453	1,477

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rents	Minimum Market Rent	Maximum Market Rent	Proposed Rents
1BR @50% (PBRA)	\$0	\$29,950	3	1,003	0	1,003	0.3%	4 months	\$699	\$567	\$850	\$558
1BR @50%	\$24,034	\$29,950	3	370	0	370	0.8%	4 months	\$699	\$567	\$850	\$558
1BR @60% (PBRA)	\$0	\$35,940	11	1,144	12	1,132	1.0%	4 months	\$730	\$607	\$850	\$558
1BR @60%	\$28,869	\$35,940	11	400	12	388	2.8%	4 months	\$730	\$607	\$850	\$558
1BR Overall - As Proposed	\$0	\$35,940	14	1,144	12	1,132	1.2%	4 months	-	-	-	-
1BR - Overall - Absent Subsidy	\$24,034	\$35,940	14	511	12	499	2.8%	4 months	-	-	-	-
2BR @50% (PBRA)	\$0	\$33,700	7	1,004	0	1,004	0.7%	4 months	\$779	\$614	\$960	\$686
2BR @50%	\$28,869	\$33,700	7	371	0	371	1.9%	4 months	\$779	\$614	\$960	\$686
2BR @60% (PBRA)	\$0	\$40,440	31	1,145	60	1,085	2.9%	4 months	\$814	\$720	\$960	\$686
2BR @60%	\$34,663	\$40,440	31	400	60	340	9.1%	4 months	\$814	\$720	\$960	\$686
2BR Overall - As Proposed	\$0	\$40,440	38	1,145	60	1,085	3.5%	4 months	-	-	-	-
2BR - Overall - Absent Subsidy	\$28,869	\$40,440	38	512	60	452	8.4%	4 months	-	-	-	-
3BR @50% (PBRA)	\$0	\$40,400	5	722	0	722	0.7%	4 months	\$909	\$773	\$1,070	\$895
3BR @50%	\$33,326	\$40,400	5	267	0	267	1.9%	4 months	\$909	\$773	\$1,070	\$895
3BR @60% (PBRA)	\$0	\$48,480	19	824	48	776	2.4%	4 months	\$922	\$798	\$1,070	\$895
3BR @60%	\$40,011	\$48,480	19	288	48	240	7.9%	4 months	\$922	\$798	\$1,070	\$895
3BR Overall - As Proposed	\$0	\$48,480	24	824	48	776	3.1%	4 months	-	-	-	-
3BR - Overall - Absent Subsidy	\$33,326	\$48,480	24	368	48	320	7.5%	4 months	-	-	-	-
4BR @50% (PBRA)	\$0	\$43,400	1	404	0	404	0.2%	4 months	\$1,489	\$1,040	\$2,235	\$1,100
4BR @50%	\$37,200	\$43,400	1	149	0	149	0.7%	4 months	\$1,489	\$1,040	\$2,235	\$1,100
4BR @60% (PBRA)	\$0	\$52,080	3	461	0	461	0.7%	4 months	\$1,489	\$1,040	\$2,235	\$1,100
4BR @60%	\$44,640	\$52,080	3	161	0	161	1.9%	4 months	\$1,489	\$1,040	\$2,235	\$1,100
4BR Overall - As Proposed	\$0	\$52,080	4	461	0	461	0.9%	4 months	-	-	-	-
4BR - Overall - Absent Subsidy	\$37,200	\$52,080	4	206	0	206	1.9%	4 months	-	-	-	-
@50% (PBRA) Overall	\$0	\$43,400	16	3,133	0	3,133	0.5%	-	-	-	-	-
@50% Overall	\$24,034	\$43,400	16	1,157	0	1,157	1.4%	-	-	-	-	-
@60% (PBRA) Overall	\$0	\$52,080	64	3,573	120	3,453	1.9%	-	-	-	-	-
@60% Overall	\$28,869	\$52,080	64	1,248	120	1,128	5.7%	-	-	-	-	-
Overall - As Proposed	\$0	\$52,080	80	3,573	120	3,453	2.3%	-	-	-	-	-
Overall - Absent Subsidy	\$24,034	\$52,080	80	1,597	120	1,477	5.4%	-	-	-	-	-

As the analysis illustrates, as proposed, the Subject’s capture rates at the 50 percent AMI level will range from 0.2 to 0.7 percent, with an overall capture rate of 0.5 percent and the 60 percent of AMI level will range from 0.7 to 2.9, with an overall capture rate of 1.9. In the absent subsidy scenario, assuming maximum allowable rents, the Subject’s capture rates at the 50 percent AMI level will range from 0.7 to 1.9 percent, with an overall capture rate of 1.4 percent and the 60 percent of AMI level will range from 1.9 to 9.1, with an overall capture rate of 5.7. The Subject’s capture rates are within the DCA threshold. Further, according to Georgia DCA, all subsidized units are considered leasable. Therefore, we believe there is adequate demand for the Subject.

H. COMPETITIVE RENTAL ANALYSIS

Survey of Comparable Projects

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes seven “true” comparable properties containing 840 units.

The availability of LIHTC data is considered average; there are seven LIHTC properties in the PMA. We utilized one LIHTC property and two mixed-income properties in our analysis. We were unable to contact one family LIHTC property, Marian Point, and excluded three LIHTC properties that target seniors. All of the comparable properties target the general population and offer generally similar unit types in comparison to the Subject. However, none of the comparable LIHTC properties offer four-bedroom units. The comparable LIHTC properties are all located in the PMA, between 0.1 and 1.5 miles of the Subject.

The availability of market-rate data is considered good. The Subject is located in Griffin and there are several market-rate properties in the area. We included four conventional properties in our analysis of the competitive market. All of the market-rate properties are located in the PMA, between 2.1 and 3.1 miles from the Subject site. These comparables were built or renovated between 1985 and 2006. However, none of the market rate properties offer four-bedroom units. As a result, we included classified listings in our analysis. Overall, we believe the market-rate properties we used in our analysis are the most comparable. Other market-rate properties were excluded based on proximity and condition.

A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided on the following pages. A map illustrating the location of the Subject in relation to comparable properties is also provided on the following pages. The properties are further profiled in the following write-ups. The property descriptions include information on vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available.

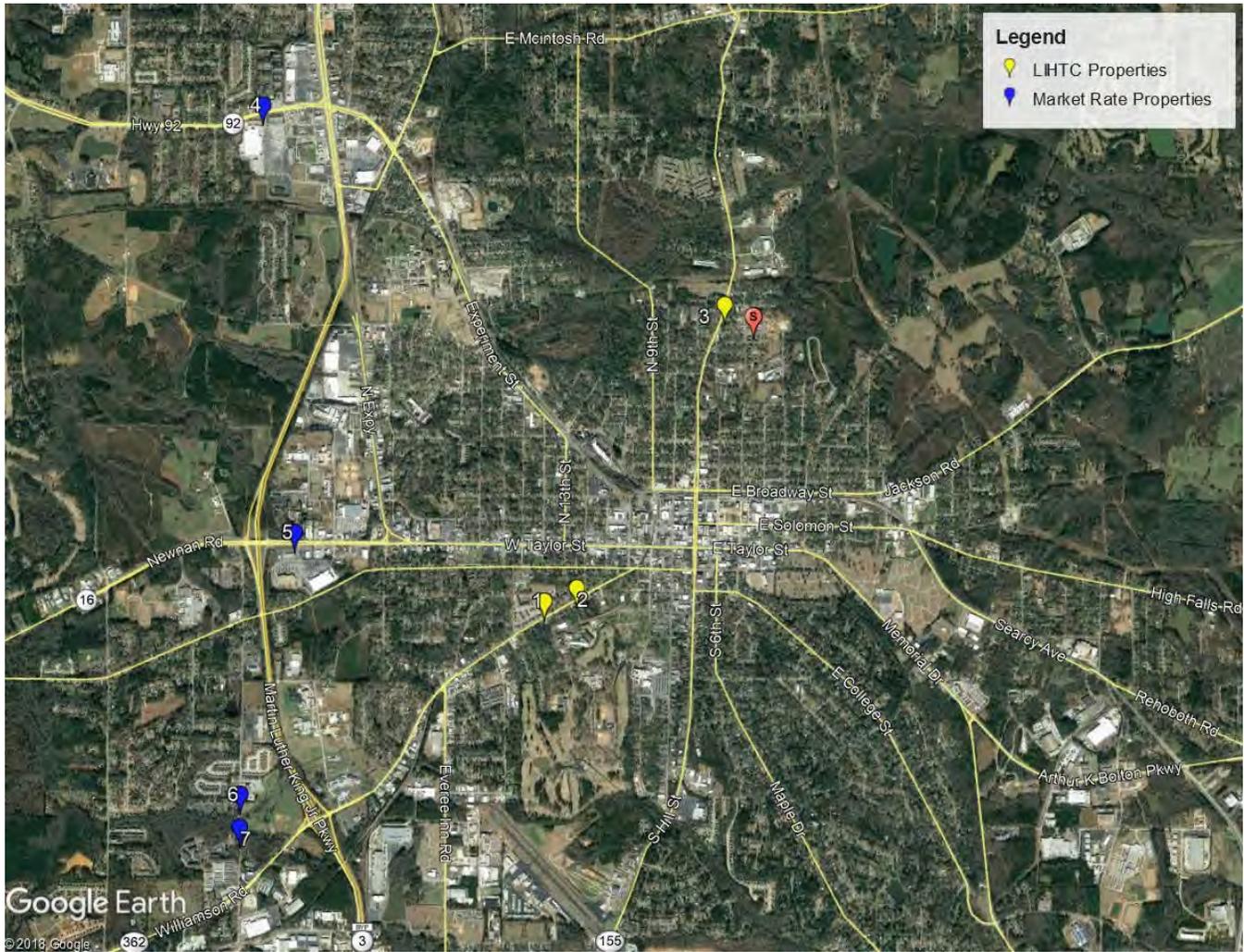
Excluded Properties

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

EXCLUDED PROPERTIES

Property Name	Program	Location	Tenancy	# of Units	Reason for Exclusion
Nine Oaks	Public Housing	Griffin	Senior	50	Subsidized
Glenco Trace Apartments	LIHTC	Griffin	Senior	72	Dissimilar tenancy
Iris At Park Pointe	LIHTC	Griffin	Senior	85	Dissimilar tenancy
Terraces At The Park	LIHTC	Griffin	Senior	68	Dissimilar tenancy
Marian Point	LIHTC/ Market	Griffin	Family	24	Unable to contact
Tranquility at Griffin	LIHTC	Griffin	Family	120	Proposed
Heritage Apartments	Section 8	Griffin	Family	120	Subsidized
Northside Hills Apartments	Section 8	Griffin	Family	264	Subsidized
Regency Apartments	Section 8	Griffin	Family	80	Subsidized
St. George's Court	Section 8	Griffin	Senior	100	Subsidized
Piedmont Ridge Apartments	Rural Development	Williamson	Family	78	Subsidized
700 South	Market	Griffin	Family	18	Dissimilar unit types
Carlisle Apartments	Market	Griffin	Family	16	Dissimilar unit types
Chapman Hall	Market	Griffin	Family	15	Inferior condition
Garden Gate Apartments	Market	Griffin	Family	72	Inferior condition
Grandview Apartments	Market	Griffin	Family	36	Dissimilar unit types
Hill Street Commons	Market	Griffin	Family	6	Too few units
North Pointe Apartments	Market	Griffin	Family	32	Dissimilar unit types
Parkhill	Market	Griffin	Family	48	Inferior condition
R. Childers Apartments	Market	Griffin	Family	18	Refused to participate
Roseview Apartments	Market	Griffin	Family	41	Inferior condition
Terrace Place	Market	Griffin	Family	18	Dissimilar unit types
Versailles Apartments	Market	Griffin	Family	80	Dissimilar unit types
Vineyard Hill Apartments	Market	Griffin	Family	128	Dissimilar unit types
Vineyard Villas	Market	Griffin	Family	77	Dissimilar unit types
Westwind Apartments	Market	Griffin	Family	32	Dissimilar unit types
Willow Creek Apartments	Market	Griffin	Family	53	Inferior condition

Comparable Rental Property Map



COMPARABLE PROPERTIES

#	Comparable Property	Rent Structure	Distance to Subject
S	Fairmont Homes	@50% (PBRA), @60% (PBRA)	-
1	Oaks At Park Pointe	@50% (PBRA), @60%	1.5 miles
2	Poplar Grove	@50%, @60%, Market	1.3 miles
3	St. Phillip Villas	@50%, @60%, Market	0.1 miles
4	Griffin Crossing Apartments	Market	2.3 miles
5	Vineyard Creek Apartments	Market	2.1 miles
6	Vineyard Place Apartments	Market	3.0 miles
7	Walden Pointe Apartment Homes	Market	3.1 miles

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

SUMMARY MATRIX

Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate
Subject	Fairmont Homes 208 Blanton Avenue Griffin, GA 30223 Spalding County	-	Various 2-stories 1952 / 2019 Family	@50% (PBRA), @60% (PBRA)	1BR / 1BA	3	3.8%	611	@50% (PBRA)	\$558	N/A	Yes	N/A	N/A
					1BR / 1BA	11	13.8%	611	@60% (PBRA)	\$558	N/A	Yes	N/A	N/A
					2BR / 2BA	7	8.8%	865	@50% (PBRA)	\$686	N/A	Yes	N/A	N/A
					2BR / 2BA	31	38.8%	865	@60% (PBRA)	\$686	N/A	Yes	N/A	N/A
					3BR / 2BA	5	6.3%	936	@50% (PBRA)	\$895	N/A	Yes	N/A	N/A
					3BR / 2BA	19	23.8%	936	@60% (PBRA)	\$895	N/A	Yes	N/A	N/A
					4BR / 2BA	1	1.3%	1,181	@50% (PBRA)	\$1,100	N/A	Yes	N/A	N/A
					4BR / 2BA	3	3.8%	1,181	@60% (PBRA)	\$1,100	N/A	Yes	N/A	N/A
					80							N/A	N/A	
1	Oaks At Park Pointe 420 Park Rd Griffin, GA 30224 Spalding County	1.5 miles	Townhouse 2-stories 2015 / n/a Family	@50% (Project) Based Rental	2BR / 1.5BA	23	27.4%	900	@50% (PBRA)	\$614	N/A	Yes	N/A	N/A
					2BR / 1.5BA	1	1.2%	991	@50% (PBRA)	\$614	N/A	Yes	N/A	N/A
					2BR / 1.5BA	23	27.4%	900	@60%	\$834	Yes	Yes	0	0.0%
					2BR / 1.5BA	1	1.2%	991	@60%	\$834	Yes	Yes	0	0.0%
					3BR / 2BA	5	6.0%	1,219	@50% (PBRA)	\$960	N/A	Yes	0	0.0%
					3BR / 2BA	12	14.3%	1,226	@50% (PBRA)	\$960	N/A	Yes	N/A	N/A
					3BR / 2BA	1	1.2%	1,262	@50% (PBRA)	\$960	N/A	Yes	N/A	N/A
					3BR / 2BA	5	6.0%	1,219	@60%	\$947	Yes	Yes	0	0.0%
					3BR / 2BA	11	13.1%	1,226	@60%	\$947	Yes	Yes	0	0.0%
					3BR / 2BA	2	2.4%	1,226	@60%	\$947	Yes	Yes	0	0.0%
					84							2	2.4%	
2	Poplar Grove 617 Meriwether St Griffin, GA 30224 Spalding County	1.3 miles	Garden 2-stories 1945 / 2012 Family	@50%, @60%, Market	1BR / 1BA	6	16.7%	611	@50%	\$567	No	No	1	16.7%
					1BR / 1BA	6	16.7%	611	@60%	\$657	No	No	0	0.0%
					1BR / 1BA	4	11.1%	611	Market	\$682	N/A	No	0	0.0%
					2BR / 1BA	8	22.2%	879	@50%	\$675	No	No	0	0.0%
					2BR / 1BA	8	22.2%	879	@60%	\$750	No	No	0	0.0%
					2BR / 1BA	4	11.1%	879	Market	\$800	N/A	No	1	25.0%
										36				
3	St. Phillip Villas 829 N Hill St Griffin, GA 30223 Spalding County	0.1 miles	Garden 2-stories 2002 / n/a Family	@50%, @60%, Market	1BR / 1BA	4	6.7%	975	@50%	\$582	No	Yes	0	0.0%
					1BR / 1BA	4	6.7%	975	@60%	\$607	No	Yes	0	0.0%
					1BR / 1BA	4	6.7%	975	Market	\$652	N/A	Yes	0	0.0%
					2BR / 2BA	12	20.0%	1,175	@50%	\$695	No	Yes	0	0.0%
					2BR / 2BA	20	33.3%	1,175	@60%	\$720	No	Yes	0	0.0%
					2BR / 2BA	4	6.7%	1,175	Market	\$745	N/A	Yes	0	0.0%
					3BR / 2BA	4	6.7%	1,350	@50%	\$773	No	Yes	1	25.0%
					3BR / 2BA	4	6.7%	1,350	@60%	\$798	No	Yes	0	0.0%
					4	6.7%	1,350	Market	\$833	N/A	Yes	1	25.0%	
					60							2	3.3%	
4	Griffin Crossing Apartments 1597 W McIntosh Rd Griffin, GA 30223 Spalding County	2.3 miles	Garden 2-stories 1986 / 2006 Family	Market	1BR / 1BA	80	29.4%	824	Market	\$814	N/A	No	3	3.8%
					2BR / 2BA	168	61.8%	944	Market	\$734	N/A	No	0	0.0%
					3BR / 2BA	24	8.8%	1,090	Market	\$878	N/A	No	0	0.0%
										272				
5	Vineyard Creek Apartments 1569 GA-16 Griffin, GA 30223 Spalding County	2.1 miles	Various 2-stories 1985 / n/a Family	Market	1BR / 1BA	N/A	N/A	575	Market	\$765	N/A	No	0	N/A
					2BR / 1BA	N/A	N/A	900	Market	\$810	N/A	No	0	N/A
					2BR / 2.5BA	N/A	N/A	1,085	Market	\$855	N/A	No	0	N/A
					3BR / 2BA	N/A	N/A	1,161	Market	\$850	N/A	No	0	N/A
					3BR / 2.5BA	N/A	N/A	1,300	Market	\$930	N/A	No	0	N/A
					60							0	0.0%	
6	Vineyard Place Apartments 657 Carver Rd Griffin, GA 30224 Spalding County	3.0 miles	Garden 2-stories 1989 / 2005 Family	Market	1BR / 1BA	24	21.4%	745	Market	\$800	N/A	No	0	0.0%
					1BR / 1BA	N/A	N/A	805	Market	\$810	N/A	No	0	N/A
					2BR / 1BA	16	14.3%	1,003	Market	\$865	N/A	No	0	0.0%
					2BR / 2BA	48	42.9%	1,080	Market	\$900	N/A	No	0	0.0%
					2BR / 2BA	16	14.3%	1,093	Market	\$914	N/A	No	0	0.0%
					2BR / 2BA	N/A	N/A	1,150	Market	\$924	N/A	No	0	0.0%
					24	21.4%	1,240	Market	\$995	N/A	No	0	0.0%	
					112							0	0.0%	
7	Walden Pointe Apartment Homes 701 Carver Rd Griffin, GA 30223 Spalding County	3.1 miles	Garden 3-stories 1998 / n/a Family	Market	1BR / 1BA	72	33.3%	998	Market	\$850	N/A	No	N/A	N/A
					2BR / 2BA	112	51.9%	1,280	Market	\$960	N/A	No	N/A	N/A
					3BR / 2BA	32	14.8%	1,480	Market	\$1,070	N/A	No	N/A	N/A
										216				

FAIRMONT HOMES – GRIFFIN, GEORGIA – MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.								
	Units Surveyed:	840	Weighted Occupancy:	97.9%				
	Market Rate	660	Market Rate	98.2%				
	Tax Credit	180	Tax Credit	96.7%				
One-Bedroom One Bath		Two-Bedroom Two Bath		Three-Bedroom Two Bath		Four-Bedroom Two Bath		
Property	Average	Property	Average	Property	Average	Property	Average	
RENT	Walden Pointe Apartment Homes (Market)	\$850	Walden Pointe Apartment Homes (Market)	\$960	Walden Pointe Apartment Homes (Market)	\$1,070	Fairmont Homes (@50%)	\$1,100
	Griffin Crossing Apartments (Market)	\$814	Vineyard Place Apartments (Market)	\$924	Vineyard Place Apartments (Market)	\$995	Fairmont Homes (@60%)	\$1,100
	Vineyard Place Apartments (Market)	\$810	Vineyard Place Apartments (Market)	\$914	Oaks At Park Pointe (@50%)	\$960		
	Vineyard Place Apartments (Market)	\$800	Vineyard Place Apartments (Market)	\$900	Oaks At Park Pointe (@50%)	\$960		
	Vineyard Creek Apartments (Market)	\$765	Vineyard Place Apartments (Market)(1BA)	\$865	Oaks At Park Pointe (@50%)	\$960		
	Poplar Grove (Market)	\$682	Vineyard Creek Apartments (Market)(2.5BA)	\$855	Oaks At Park Pointe (@60%)	\$947		
	Poplar Grove (@60%)	\$657	Oaks At Park Pointe (@60%)(1.5BA)	\$834	Oaks At Park Pointe (@60%)	\$947		
	St. Phillip Villas (Market)	\$652	Oaks At Park Pointe (@60%)(1.5BA)	\$834	Oaks At Park Pointe (@60%)	\$947		
	St. Phillip Villas (@60%)	\$607	Vineyard Creek Apartments (Market)(1BA)	\$810	Vineyard Creek Apartments (Market)(2.5BA)	\$930		
	St. Phillip Villas (@50%)	\$582	Poplar Grove (Market)(1BA)	\$800	Fairmont Homes (@60%)	\$895		
	Poplar Grove (@50%)	\$567	Poplar Grove (@60%)(1BA)	\$750	Fairmont Homes (@50%)	\$895		
	Fairmont Homes (@60%)	\$558	St. Phillip Villas (Market)	\$745	Griffin Crossing Apartments (Market)	\$878		
	Fairmont Homes (@50%)	\$558	Griffin Crossing Apartments (Market)	\$734	Vineyard Creek Apartments (Market)	\$850		
			St. Phillip Villas (@60%)	\$720	St. Phillip Villas (Market)	\$833		
			St. Phillip Villas (@50%)	\$695	St. Phillip Villas (@60%)	\$798		
			Fairmont Homes (@60%)	\$686	St. Phillip Villas (@50%)	\$773		
			Fairmont Homes (@50%)	\$686				
			Poplar Grove (@50%)(1BA)	\$675				
			Oaks At Park Pointe (@50%)(1.5BA)	\$614				
			Oaks At Park Pointe (@50%)(1.5BA)	\$614				
SQUARE FOOTAGE	Walden Pointe Apartment Homes (Market)	998	Walden Pointe Apartment Homes (Market)	1,280	Walden Pointe Apartment Homes (Market)	1,480	Fairmont Homes (@50%)	1,181
	St. Phillip Villas (@60%)	975	St. Phillip Villas (Market)	1,175	St. Phillip Villas (Market)	1,350	Fairmont Homes (@60%)	1,181
	St. Phillip Villas (@50%)	975	St. Phillip Villas (@50%)	1,175	St. Phillip Villas (@50%)	1,350		
	St. Phillip Villas (Market)	975	St. Phillip Villas (@60%)	1,175	St. Phillip Villas (@60%)	1,350		
	Griffin Crossing Apartments (Market)	824	Vineyard Place Apartments (Market)	1,150	Vineyard Creek Apartments (Market)(2.5BA)	1,300		
	Vineyard Place Apartments (Market)	805	Vineyard Place Apartments (Market)	1,093	Oaks At Park Pointe (@50%)	1,262		
	Vineyard Place Apartments (Market)	745	Vineyard Creek Apartments (Market)(2.5BA)	1,085	Vineyard Place Apartments (Market)	1,240		
	Poplar Grove (@50%)	611	Vineyard Place Apartments (Market)	1,080	Oaks At Park Pointe (@50%)	1,226		
	Fairmont Homes (@60%)	611	Vineyard Place Apartments (Market)(1BA)	1,003	Oaks At Park Pointe (@60%)	1,226		
	Poplar Grove (@60%)	611	Oaks At Park Pointe (@60%)(1.5BA)	991	Oaks At Park Pointe (@60%)	1,226		
	Poplar Grove (Market)	611	Oaks At Park Pointe (@50%)(1.5BA)	991	Oaks At Park Pointe (@50%)	1,219		
	Fairmont Homes (@50%)	611	Griffin Crossing Apartments (Market)	944	Oaks At Park Pointe (@60%)	1,219		
	Vineyard Creek Apartments (Market)	575	Oaks At Park Pointe (@50%)(1.5BA)	900	Vineyard Creek Apartments (Market)	1,161		
			Oaks At Park Pointe (@60%)(1.5BA)	900	Griffin Crossing Apartments (Market)	1,090		
			Vineyard Creek Apartments (Market)(1BA)	900	Fairmont Homes (@60%)	936		
			Poplar Grove (@50%)(1BA)	879	Fairmont Homes (@50%)	936		
			Poplar Grove (Market)(1BA)	879				
			Poplar Grove (@60%)(1BA)	879				
			Fairmont Homes (@60%)	865				
			Fairmont Homes (@50%)	865				
RENT PER SQUARE FOOT	Vineyard Creek Apartments (Market)	\$1.33	Oaks At Park Pointe (@60%)(1.5BA)	\$0.93	Fairmont Homes (@50%)	\$0.96	Fairmont Homes (@50%)	\$0.93
	Poplar Grove (Market)	\$1.12	Poplar Grove (Market)(1BA)	\$0.91	Fairmont Homes (@60%)	\$0.96	Fairmont Homes (@60%)	\$0.93
	Poplar Grove (@60%)	\$1.08	Vineyard Creek Apartments (Market)(1BA)	\$0.90	Griffin Crossing Apartments (Market)	\$0.81		
	Vineyard Place Apartments (Market)	\$1.07	Vineyard Place Apartments (Market)(1BA)	\$0.86	Vineyard Place Apartments (Market)	\$0.80		
	Vineyard Place Apartments (Market)	\$1.01	Poplar Grove (@60%)(1BA)	\$0.85	Oaks At Park Pointe (@50%)	\$0.79		
	Griffin Crossing Apartments (Market)	\$0.99	Oaks At Park Pointe (@60%)(1.5BA)	\$0.84	Oaks At Park Pointe (@50%)	\$0.78		
	Poplar Grove (@50%)	\$0.93	Vineyard Place Apartments (Market)	\$0.84	Oaks At Park Pointe (@60%)	\$0.78		
	Fairmont Homes (@50%)	\$0.91	Vineyard Place Apartments (Market)	\$0.83	Oaks At Park Pointe (@60%)	\$0.77		
	Fairmont Homes (@60%)	\$0.91	Vineyard Place Apartments (Market)	\$0.80	Oaks At Park Pointe (@60%)	\$0.77		
	Walden Pointe Apartment Homes (Market)	\$0.85	Fairmont Homes (@50%)	\$0.79	Oaks At Park Pointe (@50%)	\$0.76		
	St. Phillip Villas (Market)	\$0.67	Fairmont Homes (@60%)	\$0.79	Vineyard Creek Apartments (Market)	\$0.73		
	St. Phillip Villas (@60%)	\$0.62	Vineyard Creek Apartments (Market)(2.5BA)	\$0.79	Walden Pointe Apartment Homes (Market)	\$0.72		
	St. Phillip Villas (@50%)	\$0.60	Griffin Crossing Apartments (Market)	\$0.78	Vineyard Creek Apartments (Market)(2.5BA)	\$0.72		
			Poplar Grove (@50%)(1BA)	\$0.77	St. Phillip Villas (Market)	\$0.62		
			Walden Pointe Apartment Homes (Market)	\$0.75	St. Phillip Villas (@60%)	\$0.59		
			Oaks At Park Pointe (@50%)(1.5BA)	\$0.68	St. Phillip Villas (@50%)	\$0.57		
			St. Phillip Villas (Market)	\$0.63				
			Oaks At Park Pointe (@50%)(1.5BA)	\$0.62				
			St. Phillip Villas (@60%)	\$0.61				
			St. Phillip Villas (@50%)	\$0.59				

PROPERTY PROFILE REPORT

Oaks At Park Pointe

Effective Rent Date 3/14/2019
Location 420 Park Rd
Griffin, GA 30224
Spalding County
Distance 1.5 miles
Units 84
Vacant Units 2
Vacancy Rate 2.4%
Type Townhouse (2 stories)
Year Built/Renovated 2015 / N/A
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors None identified
Tenant Characteristics 10 percent seniors
Contact Name Connie
Phone 678-739-7437



Market Information

Program @50% (Project Based Rental Assistance -
Annual Turnover Rate 14%
Units/Month Absorbed 21
HCV Tenants 18%
Leasing Pace Pre-leased
Annual Chg. in Rent Increased up to nine percent
Concession None
Waiting List Yes, 100 households

Utilities

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

Oaks At Park Pointe, continued

Trend Report

Vacancy Rates

2Q17	2Q18	3Q18	1Q19
0.0%	0.0%	0.0%	2.4%

Trend: @50%

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	0.0%	\$602	\$0	\$602	\$602
2018	2	0.0%	\$602	\$0	\$602	\$602
2018	3	0.0%	\$602	\$0	\$602	\$602
2019	1	N/A	\$614	\$0	\$614	\$614

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
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3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	0.0%	\$734	\$0	\$734	\$734
2018	2	0.0%	\$734	\$0	\$734	\$734
2018	3	0.0%	\$734	\$0	\$734	\$734
2019	1	N/A	\$960	\$0	\$960	\$960

Trend: @60%

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	0.0%	\$734	\$0	\$734	\$734
2018	2	0.0%	\$765	\$0	\$765	\$765
2018	3	0.0%	\$765	\$0	\$765	\$765
2019	1	0.0%	\$834	\$0	\$834	\$834

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
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3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	0.0%	\$828 - \$944	\$0	\$828 - \$944	\$828 - \$944
2018	2	0.0%	\$867 - \$944	\$0	\$867 - \$944	\$867 - \$944
2018	3	0.0%	\$867 - \$944	\$0	\$867 - \$944	\$867 - \$944
2019	1	0.0%	\$947	\$0	\$947	\$947

Trend: Comments

2Q17	We performed a physical property inspection and the property currently exhibits excellent condition. This property is formerly known as Meriwether Redevelopment Phase I. The contact stated that the Phase II development is currently under construction and is likely to be finished in November 2017. She further indicated that they have not begun marketing for the property yet. The property operates with a waiting list of approximately two years in length, which management believed most households would likely apply for the property's Phase II units. The contact indicated that they have experienced minimal turnover since opening in October 2015. The contact stated that rents recently increased due to the change in maximum allowable levels.
2Q18	According to the contact there is strong demand for tax credit properties in the area. The contact stated there are currently no vacant units and the waiting list is over 100 households in length. The contact was unable to provide a breakdown of households on the waiting list for subsidized units and households on the waiting list for LIHTC units.
3Q18	N/A
1Q19	The property receives 100 inquiries per week. The three-bedroom units are in most demand, and according to the contact there is a strong demand for affordable housing in the market. The waiting list of 100 households is for the subsidized units only. There is no waiting list for LIHTC units. Both vacancies are subsidized units.

Photos



PROPERTY PROFILE REPORT

Poplar Grove

Effective Rent Date	3/13/2019
Location	617 Meriwether St Griffin, GA 30224 Spalding County
Distance	1.3 miles
Units	36
Vacant Units	2
Vacancy Rate	5.6%
Type	Garden (2 stories)
Year Built/Renovated	1945 / 2012
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed local tenancy. Eight percent seniors
Contact Name	Dee
Phone	678-688-5388



Market Information

Program	@50%, @60%, Market
Annual Turnover Rate	60%
Units/Month Absorbed	N/A
HCV Tenants	25%
Leasing Pace	Within two months
Annual Chg. in Rent	Increased up to six percent
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	6	611	\$610	\$0	@50%	No	1	16.7%	no	None
1	1	Garden (2 stories)	6	611	\$700	\$0	@60%	No	0	0.0%	no	None
1	1	Garden (2 stories)	4	611	\$725	\$0	Market	No	0	0.0%	N/A	None
2	1	Garden (2 stories)	8	879	\$725	\$0	@50%	No	0	0.0%	no	None
2	1	Garden (2 stories)	8	879	\$800	\$0	@60%	No	0	0.0%	no	None
2	1	Garden (2 stories)	4	879	\$850	\$0	Market	No	1	25.0%	N/A	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$610	\$0	\$610	-\$43	\$567	1BR / 1BA	\$700	\$0	\$700	-\$43	\$657
2BR / 1BA	\$725	\$0	\$725	-\$50	\$675	2BR / 1BA	\$800	\$0	\$800	-\$50	\$750
Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent						
1BR / 1BA	\$725	\$0	\$725	-\$43	\$682						
2BR / 1BA	\$850	\$0	\$850	-\$50	\$800						

Poplar Grove, continued

Amenities

In-Unit		Security	Services
Blinds	Carpeting	None	None
Central A/C	Coat Closet		
Dishwasher	Garbage Disposal		
Oven	Refrigerator		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Exercise Facility	Off-Street Parking(\$0.00)		
On-Site Management	Picnic Area		
Playground			

Comments

The contact reported 100 inquiries per week and stated that maximum rents are not attainable in the market. The property manager reported three senior tenants over 62 years of age. The property operates on a first come first served basis and does not maintain a waiting list.

Poplar Grove, continued

Trend Report

Vacancy Rates

2Q17	2Q18	3Q18	1Q19
5.6%	0.0%	0.0%	5.6%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	16.7%	\$575	\$0	\$575	\$532
2018	2	0.0%	\$610	\$0	\$610	\$567
2018	3	0.0%	\$610	\$0	\$610	\$567
2019	1	16.7%	\$610	\$0	\$610	\$567

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	0.0%	\$680	\$0	\$680	\$630
2018	2	0.0%	\$695	\$0	\$695	\$645
2018	3	0.0%	\$695	\$0	\$695	\$645
2019	1	0.0%	\$725	\$0	\$725	\$675

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	0.0%	\$625	\$0	\$625	\$582
2018	2	0.0%	\$700	\$0	\$700	\$657
2018	3	0.0%	\$700	\$0	\$700	\$657
2019	1	0.0%	\$700	\$0	\$700	\$657

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	12.5%	\$725	\$0	\$725	\$675
2018	2	0.0%	\$750	\$0	\$750	\$700
2018	3	0.0%	\$750	\$0	\$750	\$700
2019	1	0.0%	\$800	\$0	\$800	\$750

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	0.0%	\$675	\$0	\$675	\$632
2018	2	0.0%	\$767	\$0	\$767	\$724
2018	3	0.0%	\$767	\$0	\$767	\$724
2019	1	0.0%	\$725	\$0	\$725	\$682

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	0.0%	\$775	\$0	\$775	\$725
2018	2	0.0%	\$800	\$0	\$800	\$750
2018	3	0.0%	\$800	\$0	\$800	\$750
2019	1	25.0%	\$850	\$0	\$850	\$800

Trend: Comments

2Q17	We performed a physical property inspection and the property currently exhibits average condition. The contact stated that they have been able to raise rents significantly since 2016, as they were not at maximum allowable levels. The contact indicated that some tenants have moved out due to the rent increases, but that most remained and that vacancy generally remains at or below five percent.
	There are a total of 28 LIHTC units and eight market rate units. The contact indicated that the current vacancy rate is somewhat typical, attributing it to a generally slow leasing pace. According to the contact, maximum rents on units restricted to 50 and 60 percent of the AMI are not achievable in the local market as market rate rents are typically lower than maximum allowable rates.
2Q18	We performed a physical property inspection and the property currently exhibits average condition. The contact stated that they have been able to raise rents significantly since 2017, as they were not at maximum allowable levels. According to the contact, this property currently maintains a waiting list that consists of 20 households.
3Q18	N/A
1Q19	The contact reported 100 inquiries per week and stated that maximum rents are not attainable in the market. The property manager reported three senior tenants over 62 years of age. The property operates on a first come first served basis and does not maintain a waiting list.

Photos



PROPERTY PROFILE REPORT

St. Phillip Villas

Effective Rent Date	3/14/2019
Location	829 N Hill St Griffin, GA 30223 Spalding County
Distance	0.1 miles
Units	60
Vacant Units	2
Vacancy Rate	3.3%
Type	Garden (2 stories)
Year Built/Renovated	2002 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Griffin Crossing, Iris at Park Point, Oaks at Park
Tenant Characteristics	40 percent seniors
Contact Name	Melinda
Phone	770-229-4008



Market Information

Program	@50%, @60%, Market
Annual Turnover Rate	5%
Units/Month Absorbed	N/A
HCV Tenants	18%
Leasing Pace	Pre-leased to within one week
Annual Chg. in Rent	Increased up to 13 percent
Concession	None
Waiting List	Yes, 20 households

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	4	975	\$625	\$0	@50%	Yes	0	0.0%	no	None
1	1	Garden (2 stories)	4	975	\$650	\$0	@60%	Yes	0	0.0%	no	None
1	1	Garden (2 stories)	4	975	\$695	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (2 stories)	12	1,175	\$745	\$0	@50%	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	20	1,175	\$770	\$0	@60%	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	4	1,175	\$795	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Garden (2 stories)	4	1,350	\$835	\$0	@50%	Yes	1	25.0%	no	None
3	2	Garden (2 stories)	4	1,350	\$860	\$0	@60%	Yes	0	0.0%	no	None
3	2	Garden (2 stories)	4	1,350	\$895	\$0	Market	Yes	1	25.0%	N/A	None

St. Phillip Villas, continued

Trend Report

Vacancy Rates

2Q17	2Q18	3Q18	1Q19
1.7%	1.7%	3.3%	3.3%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	0.0%	\$550	\$0	\$550	\$507
2018	2	25.0%	\$575	\$0	\$575	\$532
2018	3	50.0%	\$580	\$0	\$580	\$537
2019	1	0.0%	\$625	\$0	\$625	\$582

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	0.0%	\$645	\$0	\$645	\$595
2018	2	0.0%	\$695	\$0	\$695	\$645
2018	3	0.0%	\$705	\$0	\$705	\$655
2019	1	0.0%	\$745	\$0	\$745	\$695

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	25.0%	\$745	\$0	\$745	\$683
2018	2	0.0%	\$795	\$0	\$795	\$733
2018	3	0.0%	\$800	\$0	\$800	\$738
2019	1	25.0%	\$835	\$0	\$835	\$773

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	0.0%	\$555	\$0	\$555	\$512
2018	2	0.0%	\$585	\$0	\$585	\$542
2018	3	0.0%	\$590	\$0	\$590	\$547
2019	1	0.0%	\$650	\$0	\$650	\$607

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	0.0%	\$680	\$0	\$680	\$630
2018	2	0.0%	\$720	\$0	\$720	\$670
2018	3	0.0%	\$725	\$0	\$725	\$675
2019	1	0.0%	\$770	\$0	\$770	\$720

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	0.0%	\$765	\$0	\$765	\$703
2018	2	0.0%	\$800	\$0	\$800	\$738
2018	3	0.0%	\$810	\$0	\$810	\$748
2019	1	0.0%	\$860	\$0	\$860	\$798

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	0.0%	\$585	\$0	\$585	\$542
2018	2	0.0%	\$610	\$0	\$610	\$567
2018	3	0.0%	\$610	\$0	\$610	\$567
2019	1	0.0%	\$695	\$0	\$695	\$652

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	0.0%	\$685	\$0	\$685	\$635
2018	2	0.0%	\$740	\$0	\$740	\$690
2018	3	0.0%	\$740	\$0	\$740	\$690
2019	1	0.0%	\$795	\$0	\$795	\$745

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	0.0%	\$775	\$0	\$775	\$713
2018	2	0.0%	\$810	\$0	\$810	\$748
2018	3	0.0%	\$810	\$0	\$810	\$748
2019	1	25.0%	\$895	\$0	\$895	\$833

Trend: Comments

- 2Q17 We performed a physical property inspection and the property currently exhibits average condition. The contact indicated that the property maintains a waiting list of approximately 15 households.
- 2Q18 According to the contact, demand for tax credit properties in the area is very strong. The contact stated there has only been one tenant move out in the last six months.
- 3Q18 According to the contact, demand for tax credit properties in the area is very strong. The contact stated there has only been three tenants move out in the last eight months. The two vacant units are being processed from the waiting list.
- 1Q19 The contact reported a strong demand for affordable housing, but stated maximum allowable rents are not attainable in the market. According to the contact there are not enough high paying jobs to support the maximum allowable rents. The property receives 25 inquiries per week.

Photos



PROPERTY PROFILE REPORT

Griffin Crossing Apartments

Effective Rent Date	3/08/2019
Location	1597 W McIntosh Rd Griffin, GA 30223 Spalding County
Distance	2.3 miles
Units	272
Vacant Units	3
Vacancy Rate	1.1%
Type	Garden (2 stories)
Year Built/Renovated	1986 / 2006
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Walden Landing
Tenant Characteristics	None identified
Contact Name	Melinda
Phone	770-228-6994



Market Information

Program	Market
Annual Turnover Rate	17%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased up to 12 percent
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	80	824	\$799	\$0	Market	No	3	3.8%	N/A	None
2	2	Garden (2 stories)	168	944	\$719	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden (2 stories)	24	1,090	\$863	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$799	\$0	\$799	\$15	\$814
2BR / 2BA	\$719	\$0	\$719	\$15	\$734
3BR / 2BA	\$863	\$0	\$863	\$15	\$878

Griffin Crossing Apartments, continued

Amenities

In-Unit		Security	Services
Blinds	Carpeting	Intercom (Phone)	None
Central A/C	Coat Closet	Limited Access	
Dishwasher	Ceiling Fan	Perimeter Fencing	
Garbage Disposal	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Basketball Court	Business Center/Computer Lab	None	None
Clubhouse/Meeting Room/Community	Exercise Facility		
Central Laundry	Off-Street Parking(\$0.00)		
On-Site Management	Picnic Area		
Playground	Recreation Areas		
Sport Court	Swimming Pool		

Comments

The contact receives approximately 100 inquiries per week. The property does not accept Housing Choice Vouchers. Rents are set by Yield Star and change daily.

Griffin Crossing Apartments, continued

Trend Report

Vacancy Rates

2Q17	2Q18	3Q18	1Q19
3.7%	2.2%	0.7%	1.1%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	3.8%	\$663	\$0	\$663	\$678
2018	2	1.3%	\$667	\$0	\$667	\$682
2018	3	0.0%	\$712	\$0	\$712	\$727
2019	1	3.8%	\$799	\$0	\$799	\$814

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	3.6%	\$706	\$0	\$706	\$721
2018	2	3.0%	\$718	\$0	\$718	\$733
2018	3	1.2%	\$864	\$0	\$864	\$879
2019	1	0.0%	\$719	\$0	\$719	\$734

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	4.2%	\$770	\$0	\$770	\$785
2018	2	0.0%	\$862	\$0	\$862	\$877
2018	3	0.0%	\$893	\$0	\$893	\$908
2019	1	0.0%	\$863	\$0	\$863	\$878

Trend: Comments

2Q17	We performed a physical property inspection and the property currently exhibits average condition. The contact stated that vacancy was slightly higher due to recent renovations, and that they typically maintain occupancy near 98 percent. Renovations included updated cabinetry, new appliances, paint, and general deferred maintenance. The contact indicated that the renovations would not be considered a full remodel and that it was largely repair and maintenance-oriented. The contact indicated that rent ranges were due to fireplaces and unit floor, with ground floor units renting for a premium. Rents for one, two, and three-bedroom units range as high as \$746, \$798, and \$790, respectively. Only base rents are shown.
2Q18	This property utilizes YieldStar, therefore rents change daily. The contact was unable to comment on the number of senior households at the property. This property does not accept Housing Choice Vouchers.
3Q18	This property utilizes YieldStar, therefore rents change daily. This property does not accept Housing Choice Vouchers.
1Q19	The contact receives approximately 100 inquiries per week. The property does not accept Housing Choice Vouchers. Rents are set by Yield Star and change daily.

Photos



PROPERTY PROFILE REPORT

Vineyard Creek Apartments

Effective Rent Date	3/08/2019
Location	1569 GA-16 Griffin, GA 30223 Spalding County
Distance	2.1 miles
Units	60
Vacant Units	0
Vacancy Rate	0.0%
Type	Various (2 stories)
Year Built/Renovated	1985 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None Identified
Tenant Characteristics	None identified
Contact Name	Cindy
Phone	770-233-6895



Market Information

Program	Market
Annual Turnover Rate	40%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Increased up to 15 percent
Annual Chg. in Rent	None
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	N/A	575	\$750	\$0	Market	No	0	N/A	N/A	None
2	1	Garden (2 stories)	N/A	900	\$795	\$0	Market	No	0	N/A	N/A	None
2	2.5	Townhouse (2 stories)	N/A	1,085	\$840	\$0	Market	No	0	N/A	N/A	None
3	2	Garden (2 stories)	N/A	1,161	\$835	\$0	Market	No	0	N/A	N/A	None
3	2.5	Townhouse (2 stories)	N/A	1,300	\$915	\$0	Market	No	0	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$750	\$0	\$750	\$15	\$765
2BR / 1BA	\$795	\$0	\$795	\$15	\$810
2BR / 2.5BA	\$840	\$0	\$840	\$15	\$855
3BR / 2BA	\$835	\$0	\$835	\$15	\$850
3BR / 2.5BA	\$915	\$0	\$915	\$15	\$930

Vineyard Creek Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Garbage Disposal	Oven		
Refrigerator	Washer/Dryer hookup		
Property		Premium	Other
Central Laundry	Off-Street Parking(\$0.00)	None	None
On-Site Management	Picnic Area		
Playground	Swimming Pool		

Comments

The contact reported the property is never below 95 percent occupied. The property does not accept Housing Choice Vouchers.

Vineyard Creek Apartments, continued

Trend Report

Vacancy Rates

2Q17	2Q18	3Q18	1Q19
5.0%	0.0%	0.0%	0.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$575	\$0	\$575	\$590
2018	2	N/A	\$610	\$0	\$610	\$625
2018	3	N/A	\$610	\$0	\$610	\$625
2019	1	N/A	\$750	\$0	\$750	\$765

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$690	\$0	\$690	\$705
2018	2	N/A	\$690	\$0	\$690	\$705
2018	3	N/A	\$690	\$0	\$690	\$705
2019	1	N/A	\$795	\$0	\$795	\$810

2BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$790	\$0	\$790	\$805
2018	2	N/A	\$820	\$0	\$820	\$835
2018	3	N/A	\$820	\$0	\$820	\$835
2019	1	N/A	\$840	\$0	\$840	\$855

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$795	\$0	\$795	\$810
2018	2	N/A	\$865	\$0	\$865	\$880
2018	3	N/A	\$865	\$0	\$865	\$880
2019	1	N/A	\$915	\$0	\$915	\$930

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$775	\$0	\$775	\$790
2018	2	N/A	\$790	\$0	\$790	\$805
2018	3	N/A	\$790	\$0	\$790	\$805
2019	1	N/A	\$835	\$0	\$835	\$850

Trend: Comments

2Q17	We performed a physical property inspection and the property currently exhibits average condition. The contact stated that there is a small waiting list for some floor plans, and these are usually exhausted upon one or two units turning over. The contact further suggested there is no stronger demand for any particular floor plan and that townhouses are not really viewed as much of a premium in the market. The contact suggested the extra space and bathroom area were the main draws for townhomes.
2Q18	This property does not accept Housing Choice Vouchers. We performed a physical property inspection and the property currently exhibits average condition.
3Q18	N/A
1Q19	The contact reported the property is never below 95 percent occupied. The property does not accept Housing Choice Vouchers.

Photos



PROPERTY PROFILE REPORT

Vineyard Place Apartments

Effective Rent Date	3/08/2019
Location	657 Carver Rd Griffin, GA 30224 Spalding County
Distance	3 miles
Units	112
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	1989 / 2005
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Walden Pointe
Tenant Characteristics	Mixed tenancy, most from surrounding counties
Contact Name	Nancy
Phone	770.229.5572



Market Information

Program	Market
Annual Turnover Rate	21%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Pre-leased to one week
Annual Chg. in Rent	Increased up to seven percent
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	24	745	\$785	\$0	Market	No	0	0.0%	N/A	None
1	1	Garden (2 stories)	N/A	805	\$795	\$0	Market	No	0	N/A	N/A	None
2	1	Garden (2 stories)	16	1,003	\$850	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (2 stories)	48	1,080	\$885	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (2 stories)	16	1,093	\$899	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (2 stories)	N/A	1,150	\$909	\$0	Market	No	0	N/A	N/A	None
3	2	Garden (2 stories)	24	1,240	\$980	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$785 - \$795	\$0	\$785 - \$795	\$15	\$800 - \$810
2BR / 1BA	\$850	\$0	\$850	\$15	\$865
2BR / 2BA	\$885 - \$909	\$0	\$885 - \$909	\$15	\$900 - \$924
3BR / 2BA	\$980	\$0	\$980	\$15	\$995

Vineyard Place Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Perimeter Fencing	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Fireplace	Furnishing		
Garbage Disposal	Oven		
Refrigerator	Washer/Dryer hookup		
Property		Premium	Other
Clubhouse/Meeting Room/Community	Exercise Facility	None	None
Central Laundry	Off-Street Parking(\$0.00)		
On-Site Management	Playground		
Recreation Areas	Sauna		
Sport Court	Swimming Pool		
Tennis Court			

Comments

The contact receives 150 inquiries per week.

Vineyard Place Apartments, continued

Trend Report

Vacancy Rates

2Q17	2Q18	3Q18	1Q19
4.5%	0.0%	5.4%	0.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$690 - \$700	\$0	\$690 - \$700	\$705 - \$715
2018	2	N/A	\$760 - \$775	\$0	\$760 - \$775	\$775 - \$790
2018	3	N/A	\$760 - \$775	\$0	\$760 - \$775	\$775 - \$790
2019	1	N/A	\$785 - \$795	\$0	\$785 - \$795	\$800 - \$810

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	6.2%	\$822	\$0	\$822	\$837
2018	2	0.0%	\$840	\$0	\$840	\$855
2018	3	6.2%	\$840	\$0	\$840	\$855
2019	1	0.0%	\$850	\$0	\$850	\$865

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$743 - \$812	\$0	\$743 - \$812	\$758 - \$827
2018	2	N/A	\$850 - \$875	\$0	\$850 - \$875	\$865 - \$890
2018	3	N/A	\$850 - \$875	\$0	\$850 - \$875	\$865 - \$890
2019	1	N/A	\$885 - \$909	\$0	\$885 - \$909	\$900 - \$924

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	4.2%	\$804	\$0	\$804	\$819
2018	2	0.0%	\$910	\$0	\$910	\$925
2018	3	0.0%	\$910	\$0	\$910	\$925
2019	1	0.0%	\$980	\$0	\$980	\$995

Trend: Comments

2Q17	We performed a physical property inspection and the property currently exhibits average condition. The contact stated that rents are subject to change daily and that they utilize Yieldstar. The contact stated that ground floor units rent at a \$30 premium. Only base rents are shown. The two most expensive two-bedroom floorplans include extra storage and a private deck space. Three-bedroom units decreased 10 percent and one-bedroom units decreased one percent. Two-bedroom units increased three to five percent.
2Q18	This property does not accept Housing Choice Vouchers.
3Q18	According to the contact, there have been a series of move-outs resulting in a higher than typical vacancy rate. The contact stated the property typically operates at 100 percent occupancy. This property does not accept Housing Choice Vouchers.
1Q19	The contact receives 150 inquiries per week.

Photos



PROPERTY PROFILE REPORT

Walden Pointe Apartment Homes

Effective Rent Date	3/14/2019
Location	701 Carver Rd Griffin, GA 30223 Spalding County
Distance	3.1 miles
Units	216
Vacant Units	9
Vacancy Rate	4.2%
Type	Garden (3 stories)
Year Built/Renovated	1998 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Vineyard Place, Griffin Crossing
Tenant Characteristics	Approximately 20% seniors, 80% families, most from Spalding County
Contact Name	Jenny
Phone	770-228-3366



Market Information

Program	Market
Annual Turnover Rate	40%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one month
Annual Chg. in Rent	Increased four percent
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	72	998	\$835	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	112	1,280	\$945	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	32	1,480	\$1,055	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$835	\$0	\$835	\$15	\$850
2BR / 2BA	\$945	\$0	\$945	\$15	\$960
3BR / 2BA	\$1,055	\$0	\$1,055	\$15	\$1,070

Walden Pointe Apartment Homes, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	In-Unit Alarm	None
Carpeting	Central A/C	Patrol	
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator	Washer/Dryer hookup		
Property		Premium	Other
Car Wash	Clubhouse/Meeting Room/Community	None	None
Courtyard	Exercise Facility		
Garage(\$50.00)	Central Laundry		
Off-Street Parking(\$0.00)	On-Site Management		
Picnic Area	Playground		
Swimming Pool	Tennis Court		

Comments

The property receives 50 to 100 inquiries per week. Four vacancies are pre-leased. The property does not accept Housing Choice Vouchers.

Walden Pointe Apartment Homes, continued

Trend Report

Vacancy Rates

2Q17	2Q18	3Q18	1Q19
1.4%	0.9%	0.0%	4.2%

Trend: Market

1BR / 1.5BA

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

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	1.4%	\$660	\$0	\$660	\$675
2018	2	1.4%	\$805	\$0	\$805	\$820
2018	3	0.0%	\$805	\$0	\$805	\$820
2019	1	N/A	\$835	\$0	\$835	\$850

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	0.9%	\$750	\$0	\$750	\$765
2018	2	0.9%	\$915	\$0	\$915	\$930
2018	3	0.0%	\$905	\$0	\$905	\$920
2019	1	N/A	\$945	\$0	\$945	\$960

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	3.1%	\$850	\$0	\$850	\$865
2018	2	0.0%	\$985	\$0	\$985	\$1,000
2018	3	0.0%	\$1,020	\$0	\$1,020	\$1,035
2019	1	N/A	\$1,055	\$0	\$1,055	\$1,070

Trend: Comments

2Q17	We performed a physical property inspection and the property currently exhibits average condition. The contact reported that they recently went through their waiting list for one-bedroom units and that they have exactly one available unit for the start of the upcoming month. There is a flat rate of \$40 for water, sewer, and trash for tenants. This is charged in addition to the rents reflected.
2Q18	The contact stated there are two vacant units which are currently pre-leased. This property offers garages at \$100, they are currently being 100% utilized. This property does not accept Housing Choice Vouchers.
3Q18	This property offers garages at \$100. The contact did not know how many garages the property offers but stated they are currently being 100% utilized. This property does not accept Housing Choice Vouchers.
1Q19	The property receives 50 to 100 inquiries per week. Four vacancies are pre-leased. The property does not accept Housing Choice Vouchers.

Photos



1. Housing Choice Vouchers

We were unable to reach a representative of the Georgia Department of Community Affairs, despite multiple attempts. The application process for Housing Choice Vouchers was opened from February 1, 2016 to February 7, 2016. The following table illustrates voucher usage at the comparables.

TENANTS WITH VOUCHERS			
Property Name	Rent Structure	Tenancy	Housing Choice Voucher Tenants
Oaks At Park Pointe	LIHTC/PBRA	Family	18%
Poplar Grove	LIHTC/ Market	Family	25%
St. Phillip Villas	LIHTC/ Market	Family	18%
Griffin Crossing Apartments	Market	Family	0%
Vineyard Creek Apartments	Market	Family	0%
Vineyard Place Apartments	Market	Family	0%
Walden Pointe Apartment Homes	Market	Family	0%

Housing Choice Voucher usage in this market ranges from zero to 25 percent. The majority of LIHTC properties report a low reliance on tenants with vouchers. The Subject is a subsidized public housing property that will operate with project-based rental assistance post renovation. Therefore, tenant-based vouchers will not be accepted at the Subject in the as proposed scenario. Absent subsidy, we believe the Subject would maintain a voucher usage of approximately 15 percent following renovations.

2. Phased Developments

The Subject is not part of a multi-phase development.

Lease Up History

There is a limited amount of new construction in the Subject's area. As such, only one of the comparable properties were able to provide absorption data. Therefore, we expanded our search to include Iris at Park Pointe and Terraces at the Park, two recently constructed developments located in Griffin.

ABSORPTION					
Property Name	Rent Structure	Tenancy	Year	Total Units	Units Absorbed Per Month
Terraces At The Park	LIHTC	Senior	2018	68	17
Iris At Park Pointe	LIHTC	Senior	2017	85	17
Oaks at Park Pointe	LIHTC	Family	2015	84	21

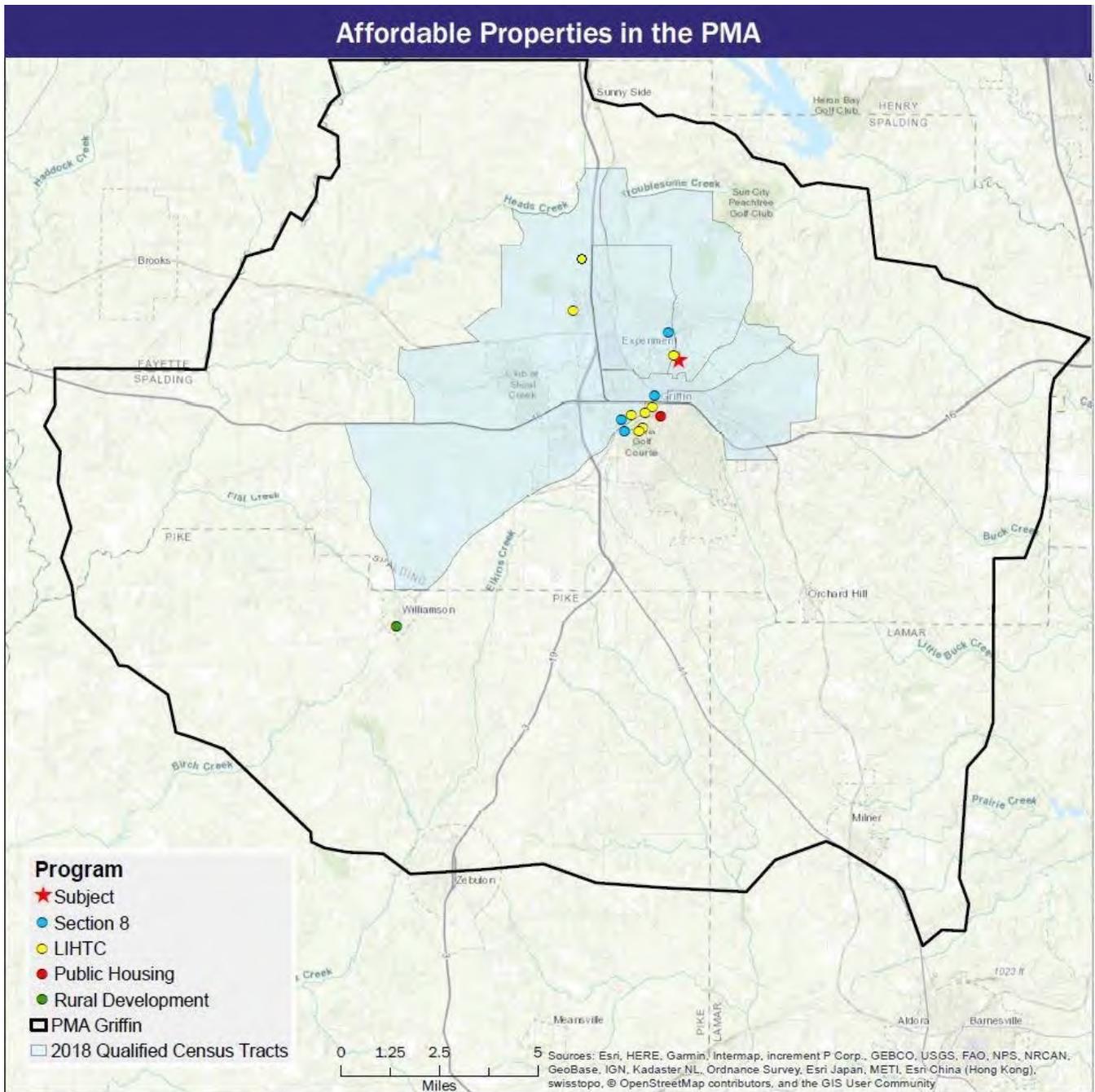
Per DCA guidelines, we calculate the absorption to 93 percent occupancy. Terraces at the Park and Iris at Park Pointe are senior LIHTC/ACC developments located 1.6 to 1.8 miles west of the Subject in Griffin. Terraces at the Park opened in December 2018 and is 96 percent leased as of March 2019, indicating an absorption pace of 17 units per month. Iris at Park Pointe opened in February 2018 and demonstrated an absorption rate of 17 units per month, which equates to an absorption rate of five months. Oaks at Park Pointe is a LIHTC/PBRA family development located in Griffin. This property opened in 2015 and experienced an absorption rate of 21 units per month, which equates to an absorption rate of four months.

The Subject is a proposed renovation of an existing public housing property. Historically, the Subject has operated at 96 to 100 percent occupancy. However, the Subject is 58.8 percent occupied due to units being held vacant in anticipation of renovations. Renovations are scheduled to begin in November 2019 and be completed in December 2020. With the healthy LIHTC vacancy rate and waiting lists at the LIHTC comparable properties, and the Subject's additional subsidy, we believe that the Subject's units could reasonably expect to lease 20 units per month, similar to Terraces at the Park, Iris at Park Pointe and Oaks at Park Pointe. At this rate, the Subject would reach a stabilized occupancy of 93 percent within four months.

3. Competitive Project Map

COMPETITIVE PROJECTS

Property Name	Program	Location	Tenancy	# of Units	Occupancy	Map Color
Fairmont Homes	Public Housing	Griffin	Family	80	58.8%	Star
Nine Oaks	Public Housing	Griffin	Senior	50	0.0%	Red
Oaks At Park Pointe	LIHTC/PBRA	Griffin	Family	84	97.6%	Yellow
Poplar Grove	LIHTC/ Market	Griffin	Family	36	94.4%	Yellow
St. Phillip Villas	LIHTC/ Market	Griffin	Family	60	96.7%	Yellow
Glenco Trace Apartments	LIHTC	Griffin	Senior	72	95.8%	Yellow
Iris At Park Pointe	LIHTC	Griffin	Senior	85	97.6%	Yellow
Terraces At The Park	LIHTC	Griffin	Senior	68	91.2%	Yellow
Marian Point	LIHTC/ Market	Griffin	Family	24	N/A	Yellow
Tranquility at Griffin	LIHTC	Griffin	Family	120	N/A	Yellow
Heritage Apartments	Section 8	Griffin	Family	120	98.3%	Blue
Northside Hills Apartments	Section 8	Griffin	Family	264	94.3%	Blue
Regency Apartments	Section 8	Griffin	Family	80	92.5%	Blue
St. George's Court	Section 8	Griffin	Senior	100	N/A	Blue
Piedmont Ridge Apartments	Rural Development	Williamson	Family	78	N/A	Green



4. Amenities

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

FAIRMONT HOMES – GRIFFIN, GEORGIA – MARKET STUDY

AMENITY MATRIX

Subject	Oaks At Park Pointe	Poplar Grove	St. Phillip Villas	Griffin Crossing Apartments	Vineyard Creek Apartments	Vineyard Place Apartments	Walden Pointe Apartment Homes	
Rent Structure	LIHTC/PBRA	LIHTC/PBRA	LIHTC/Market	LIHTC/Market	Market	Market	Market	
Building								
Property Type	Various	Townhouse	Garden	Garden	Garden	Various	Garden	Garden
# of Stories	2-stories	2-stories	2-stories	2-stories	2-stories	2-stories	2-stories	3-stories
Year Built	1952	2015	1945	2002	1986	1985	1989	1998
Year Renovated	2020	n/a	2012	n/a	2006	n/a	2005	n/a
Utility Structure								
Cooking	no	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no
Water	no	no	yes	yes	no	no	no	no
Sewer	no	no	yes	yes	no	no	no	no
Trash	yes	yes	yes	yes	no	no	no	no
Unit Amenities								
Balcony/Patio	yes	yes	no	yes	no	yes	yes	yes
Carpeting	no	yes	yes	yes	yes	yes	yes	yes
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes
Ceiling Fan	no	yes	no	no	yes	no	no	yes
Coat Closet	yes	yes	yes	yes	yes	yes	yes	yes
Exterior Storage	no	yes	no	yes	no	no	no	no
Walk-In Closet	no	no	no	yes	yes	no	no	no
Washer/Dryer	no	yes	yes	no	no	no	no	no
W/D Hookup	yes	yes	yes	yes	yes	yes	yes	yes
Kitchen								
Dishwasher	no	yes	yes	yes	yes	yes	yes	yes
Disposal	no	no	yes	yes	yes	yes	yes	yes
Microwave	no	no	no	no	no	no	no	yes
Oven	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes
Community								
Business Center	no	yes	yes	yes	yes	no	no	no
Community Room	yes	yes	yes	yes	yes	no	yes	yes
Central Laundry	no	yes	no	yes	yes	yes	yes	yes
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes
Recreation								
Basketball Court	no	no	no	yes	yes	no	no	no
Exercise Facility	no	no	yes	yes	yes	no	yes	yes
Playground	yes	no	yes	yes	yes	yes	yes	yes
Swimming Pool	no	no	no	no	yes	yes	yes	yes
Picnic Area	no	yes	yes	yes	yes	yes	no	yes
Tennis Court	no	no	no	no	no	no	yes	yes
Sauna	no	no	no	no	no	no	yes	no
Security								
In-Unit Alarm	no	yes	no	no	no	no	no	yes
Intercom	no	no	no	no	yes	no	no	no
Limited Access	no	no	no	yes	yes	no	no	no
Patrol	yes	no	no	no	no	no	no	yes
Perimeter Fencing	yes	no	no	yes	yes	no	yes	no
Parking								
Garage	no	no	no	no	no	no	no	yes
Garage Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$50
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes

The renovated Subject will offer similar to inferior in-unit amenities in comparison to the LIHTC and market rate comparable properties and similar to inferior property amenities. The Subject lacks dishwashers, carpeting, ceiling fans, garbage disposals, and walk-in closets, which several of the comparable properties offer. Additionally, several of the comparable properties offer business centers, exercise facilities, picnic areas, and swimming pools, which the Subject does not offer. Overall, we believe that the in-unit amenities are a weakness of the development, though the renovations to Fairmont Park will provide many desirable recreational and community amenities to tenants and will allow the Subject to compete in the market.

5. Comparable Tenancy

The Subject will target families. All of the comparable properties also target families.

Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY					
Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Oaks At Park Pointe	LIHTC/PBRA	Family	84	2	2.4%
Poplar Grove	LIHTC/ Market	Family	36	2	5.6%
St. Phillip Villas	LIHTC/ Market	Family	60	2	3.3%
Griffin Crossing Apartments	Market	Family	272	3	1.1%
Vineyard Creek Apartments	Market	Family	60	0	0.0%
Vineyard Place Apartments	Market	Family	112	0	0.0%
Walden Pointe Apartment Homes	Market	Family	216	9	4.2%
Total LIHTC			180	6	3.3%
Total Market Rate			660	12	1.8%
Overall Total			840	18	2.1%

Overall vacancy in the market is very low at 2.1 percent. The LIHTC and mixed-income comparables demonstrate an average vacancy of 3.3 percent. Oaks at Park Pointe reported both vacancies are in the property’s subsidized units, which are expected to be filled from this property’s 100 household waiting list. St. Phillip Villas also has two vacancies at this time that are expected to be leased from the property’s 20 household waiting list. Poplar Grove reported the highest vacancy rate of the surveyed LIHTC properties, but this property has only two vacant units at this time and the vacancy rate is inflated by the property’s small number of units. The low vacancy rates and presence of waiting lists among the LIHTC and mixed-income comparables indicates strong demand for affordable housing in the area.

The vacancy rates among the market-rate comparable properties range from zero to 4.2 percent, averaging 1.8 percent, which is considered very low. The low vacancy rates among the market rate comparables indicates strong demand for conventional housing in the area. Historically, the Subject has operated at 96 to 100 percent occupancy. However, the Subject is 58.8 percent occupied as units are being held vacant in anticipation of renovations. The Griffin Housing Authority maintains a waiting list of 405 households for family properties throughout its portfolio. As a newly renovated property, we anticipate that the Subject would perform with a vacancy rate of five percent or less. Based on the low vacancy rates among the LIHTC and market rate comparables, as well as the presence of waiting lists among the LIHTC comparables, we believe that there is sufficient demand for additional affordable housing in the market. We do not believe that the Subject will impact the performance of the existing LIHTC properties if allocated.

6. Properties Under Construction and Proposed

The following section details properties currently planned, proposed or under construction.

Tranquility at Griffin

- a. Location: 2173 North Expressway, Griffin, GA
- b. Owner: Monarch Private Capital (management company)
- c. Total number of units: 120 units
- d. Unit configuration: One, two and three bedroom units
- e. Rent structure: 60 percent AMI
- f. Estimated market entry: Late 2020
- g. Relevant information: Family tenancy

7. Rental Advantage

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

SIMILARITY MATRIX

#	Property Name	Program	Tenancy	Property Amenities	Unit Features	Location	Age / Condition	Unit Sizes	Overall Comparison
1	Oaks At Park Pointe	LIHTC/PBRA	Family	Slightly Superior	Superior	Similar	Slightly Superior	Superior	30
2	Poplar Grove	LIHTC/Market	Family	Slightly Superior	Slightly Superior	Similar	Slightly Inferior	Similar	5
3	St. Phillip Villas	LIHTC/Market	Family	Superior	Superior	Similar	Slightly Inferior	Superior	25
4	Griffin Crossing Apartments	Market	Family	Superior	Slightly Superior	Similar	Slightly Inferior	Superior	20
5	Vineyard Creek Apartments	Market	Family	Slightly Superior	Slightly Superior	Similar	Slightly Inferior	Similar	5
6	Vineyard Place Apartments	Market	Family	Superior	Slightly Superior	Similar	Slightly Inferior	Superior	20
7	Walden Pointe Apartment	Market	Family	Superior	Slightly Superior	Similar	Slightly Inferior	Superior	20

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

The rental rates at the LIHTC properties are compared to the Subject’s proposed 50 and 60 percent AMI rents in the following table.

LIHTC RENT COMPARISON @50%

Property Name	1BR	2BR	3BR	4BR	Rents at Max?
Fairmont Homes	\$558	\$686	\$895	\$1,100	N/A
LIHTC Maximum Rent (Net)	\$578	\$740	\$863	\$959	
Oaks At Park Pointe	-	\$614	\$960	-	Yes
Poplar Grove	\$567	\$675	-	-	No
St. Phillip Villas	\$582	\$695	\$773	-	No
Average	\$575	\$685	\$773	-	

LIHTC RENT COMPARISON @60%

	1BR	2BR	3BR	4BR	Rents at Max?
Fairmont Homes	\$558	\$686	\$895	\$1,100	N/A
LIHTC Maximum Rent (Net)	\$719	\$909	\$1,058	\$1,176	
Oaks At Park Pointe	-	\$834	\$947	-	Yes
Poplar Grove	\$657	\$750	-	-	No
St. Phillip Villas	\$607	\$720	\$798	-	No
Average	\$632	\$768	\$873	-	

The AMI in Spalding County for peaked in 2018. Therefore, all of the comparables are held to the 2018 maximum allowable rent levels. Poplar Grove and St. Phillip Villas reported that rents were not at the maximum allowable rent level. All of the 50 percent units at Oaks at Park Pointe are subsidized; however, the property is achieving the maximum allowable rents at 60 percent of the AMI. None of the comparable properties offer four-bedroom units and we were unable to identify any LIHTC properties that offer four-bedroom units. Overall, the Subject is considered most similar to Poplar Grove.

Poplar Grove is located 1.3 miles from the Subject in Griffin and offers a similar location. This property was constructed in 1945 and underwent renovations in 2012. Poplar Grove currently exhibits average condition, which is slightly inferior to the anticipated good condition of the Subject upon completion of renovations. This property offers slightly superior in-unit and community amenities when compared to the Subject as it offers in-unit washers and dryers as well as a business center and exercise facility, which the Subject does not offer. However, as previously discussed, the renovations to Fairmont Park, which is located adjacent to the Subject site, will provide numerous community amenities easily accessible to tenants. Poplar Grove offers similar unit sizes to the Subject. Overall, Poplar Grove is considered similar to the Subject.

Overall, we believe the Subject can achieve rents similar to those currently achieved at Poplar Grove. The Subject’s proposed rents are similar to or below those currently achieved at Poplar Grove. Given the low vacancy rates among the LIHTC comparables and the presence of waiting lists in the market, we believe that the Subject’s proposed rents are reasonable and achievable. It should be noted that none of the LIHTC comparables offer four-bedroom units. However, given the low vacancy rates and presence of waiting lists in the market for three-bedroom units, we believe there will be strong demand for four-bedroom units in the market. Further, the Subject’s proposed four-bedroom contract rents provide a significant rental advantage over the classified listings presented later in this report.

The Subject will continue to operate with a project-based subsidy, where tenants pay 30 percent of their income towards rent, and the property has historically operated with 96 to 100 percent occupancy. The Subject’s proposed rents are contract rents and tenants pay only a portion of their income towards rent. As such, an analysis of the achievability of the Subject’s proposed contract rents is moot. The proposed contract rents are above the maximum allowable rents for the Subject’s three and four-bedroom units at the 50 percent of AMI level. Were the Subject to lose its subsidy, its rents would be lowered to within the maximum allowable rent guidelines. We believe achievable LIHTC rents for the Subject would be similar to the current rents at Polar Grove. As a result, we believe the Subject as proposed with a subsidy would be successful as proposed.

Analysis of “Market Rents”

Per DCA’s market study guidelines, “average market rent is to be a reflection of rents that are achieved in the market. In other words, the rents the competitive properties are currently receiving. Average market rent is not ‘Achievable unrestricted market rent.’” In an urban market with many tax credit comps, the average market rent might be the weighted average of those tax credit comps. In cases where there are few tax credit comps, but many market-rate comps with similar unit designs and amenity packages, then the average market rent might be the weighted average of those market-rate comps. In a small rural market

there may be neither tax credit comps nor market-rate comps with similar positioning as the subject. In a case like that the average market rent would be a weighted average of whatever rents were present in the market.

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

None of the comparable properties offer four-bedroom units and we were unable to identify any market rate properties that offer four-bedroom units. As a result, we included classified listings from Griffin and Locust Grove to supplement our market data. The following table illustrates the closest four-bedroom classified listings to the Subject.

CLASSIFIED LISTINGS

Unit Type	Building Type	Location	Rent	Unit Size (SF)	Adjusted Rent	Rent Per SF	Utilities Included	Condition
4BR/1.5BA	Single-family	Griffin	\$1,050	1,397	\$1,065	\$0.76	None	Average
4BR/2.5BA	Single-family	Locust Grove	\$1,400	1,980	\$1,415	\$0.71	None	Excellent
4BR/2BA	Single-family	Williamson	\$1,025	1,753	\$1,040	\$0.59	None	Excellent
4BR/2.5BA	Single-family	Locust Grove	\$1,700	2,744	\$1,715	\$0.63	None	Good
4BR/2.5BA	Single-family	Locust Grove	\$2,220	2,710	\$2,235	\$0.82	None	Excellent
4BR/2.5BA	Single-family	Locust Grove	\$1,450	2,101	\$1,465	\$0.70	None	Excellent
AVERAGE			\$1,474	2,114	\$1,489	\$0.70		

Source: Craigslist, Hotpads, March 2019.

In general, the classified listings offer significantly superior unit sizes and attached garages, which the Subject does not offer. The Subject’s four-bedroom unit sizes are within the range of the three-bedroom units at the comparable properties. The renovated Subject will offer similar condition relative to the classified listings. The classified listings do not offer additional property amenities, but offer superior in-unit amenities and a private yard. Overall, the four-bedroom units at the Subject will be inferior to the classified listings.

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

SUBJECT COMPARISON TO COMPARABLE RENTS

Unit Type	Rent Level	Subject Contract Rents	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR / 1BA	@50% (PBRA)	\$558	\$567	\$850	\$699	25%
1BR / 1BA	@60% (PBRA)	\$558	\$607	\$850	\$730	31%
2BR / 2BA	@50% (PBRA)	\$686	\$614	\$960	\$779	14%
2BR / 2BA	@60% (PBRA)	\$686	\$720	\$960	\$814	19%
3BR / 2BA	@50% (PBRA)	\$895	\$773	\$1,070	\$909	2%
3BR / 2BA	@60% (PBRA)	\$895	\$798	\$1,070	\$922	3%
4BR / 2BA	@50% (PBRA)	\$1,100	\$1,040	\$2,235	\$1,489	35%
4BR / 2BA	@60% (PBRA)	\$1,100	\$1,040	\$2,235	\$1,489	35%

As illustrated the Subject’s proposed 50 and 60 percent contract rents are well below the surveyed average when compared to the comparables, both LIHTC and market rate. With the exception of the three-bedroom units, the Subject’s proposed rents are below the surveyed range of comparable LIHTC and market rents. It should be noted the Subject’s proposed rents are contract rents and tenants pay 30 percent of their income towards rent. The Subject’s proposed rents three and four-bedroom unit rents at the 50 percent of AMI level are above the maximum allowable rents and would need to be lowered if the Subject’s project-based subsidy were lost. The Subject’s proposed three-bedroom rents are similar to the surveyed average of the surveyed comparable rents. However, as these units will operate with a subsidy, we believe this is reasonable as no tenants are expected to pay the full contract rent amount.

Walden Pointe Apartment Homes is achieving the highest one, two, and three-bedroom unrestricted rents in the market. The Subject will be inferior to Walden Pointe Apartment Homes upon completion of renovations. Walden Pointe Apartment Homes was built in 1998 and exhibits average condition, which is slightly inferior to the anticipated good condition of the Subject upon completion. Walden Pointe Apartment Homes is located 3.1 miles from the Subject site and offers a similar location. Walden Pointe Apartment Homes offers superior property amenities when compared to the Subject as it offers an exercise facility, swimming pool, picnic area, and tennis court, which the Subject will not offer. However, as previously discussed, the renovations to Fairmont Park, which is located adjacent to the Subject site, will provide numerous community amenities easily accessible to tenants. Walden Pointe Apartment Homes offers slightly superior in-unit amenities in comparison to the Subject as it offers ceiling fans, dishwashers, garbage disposals, and microwaves, which the Subject does not offer. The lowest one, two, and three-bedroom unrestricted rents at Walden Pointe Apartment Homes are approximately 52, 40 and 20 percent higher than the Subject’s one, two, and three-bedroom rents at 60 percent AMI, respectively.

8. LIHTC Competition – DCA Funded Properties within the PMA

The Subject is an existing public housing property that operates with an additional subsidy. Post renovation, the Subject will continue to operate with an additional subsidy, where tenants pay 30 percent of their income towards rent. Capture rates for the Subject are considered low. If allocated, the Subject will be similar to inferior to the existing LIHTC housing stock. The average LIHTC vacancy rate is low at 3.3 percent.

There is one proposed LIHTC property in the PMA that was allocated in 2018, Tranquility at Griffin. This property will offer a total of 120 one, two and three-bedroom units that will be competitive with the Subject. However, the Subject will operate all units with a subsidy, and will target households earning 50 and 60 percent of the AMI or less. Tranquility at Griffin will target households earning 60 percent of the AMI or less and is expected to be directly competitive with the Subject. Given the performance of the comparable LIHTC properties, we believe there is ample demand for the Subject in the market as well as this proposed new construction development. Historically, the Subject has operated at 96 to 100 percent occupancy. However, the Subject is 58.8 percent occupied due to units being held vacant in anticipation of renovations. We do not believe that the renovation of the Subject will impact the new family LIHTC property or any of the existing LIHTC properties that are in overall average condition and currently performing well.

9. Rental Trends in the PMA

The table below depicts household growth by tenure from 2000 through 2023.

TENURE PATTERNS PMA

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	15,219	64.3%	8,437	35.7%
2018	16,832	61.3%	10,632	38.7%
Projected Mkt Entry July 2021	17,770	62.8%	10,511	37.2%
2023	18,395	63.8%	10,430	36.2%

Source: Esri Demographics 2018, Novogradac & Company LLP, March 2019

As the table illustrates, households within the PMA reside in predominately owner-occupied residences. Nationally, approximately two-thirds of the population resides in owner-occupied housing units, and one-third resides in renter-occupied housing units. Therefore, there is a larger percentage of renters in the PMA than the nation. This percentage is projected to remain relatively stable over the next five years.

Historical Vacancy

The following table details historical vacancy levels for the properties included as comparables.

HISTORICAL VACANCY

Property Name	Program	Total Units	2014 Q1	2014 Q2	2015 Q2	2016 Q2	2017 Q2	2018 Q2	2018 Q3	2019 Q1
Fairmont Homes	LIHTC/PBRA	80	N/A							
Oaks At Park Pointe	LIHTC/PBRA	84	N/A	N/A	N/A	N/A	0.0%	0.0%	0.0%	2.4%
Poplar Grove	LIHTC/ Market	36	N/A	8.3%	8.3%	N/A	5.6%	0.0%	0.0%	5.6%
St. Phillip Villas	LIHTC/ Market	60	N/A	5.0%	0.0%	1.7%	1.7%	1.7%	3.3%	3.3%
Griffin Crossing Apartments	Market	272	16.5%	4.0%	0.7%	2.2%	3.7%	2.2%	0.7%	1.1%
Vineyard Creek Apartments	Market	60	N/A	N/A	N/A	0.0%	5.0%	0.0%	0.0%	0.0%
Vineyard Place Apartments	Market	112	8.0%	6.2%	1.8%	0.9%	4.5%	0.0%	5.4%	0.0%
Walden Pointe Apartment Homes	Market	216	1.4%	0.5%	1.9%	0.0%	1.4%	0.9%	0.0%	4.2%

As illustrated in the table, we were able to obtain historical vacancy rates at several of the comparable properties for several quarters in the past five years. In general, vacancy rates at the comparable properties have increased slightly since 2018 but decreased significantly from 2014. Overall, we believe that the current performance of the LIHTC comparable properties, as well as their historically low to moderate vacancy rates, indicate demand for affordable rental housing in the Subject’s market.

Change in Rental Rates

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

RENT GROWTH

Property Name	Rent Structure	Tenancy	Rent Growth
Oaks At Park Pointe	LIHTC/PBRA	Family	Increased up to nine percent
Poplar Grove	LIHTC/ Market	Family	Increased up to six percent
St. Phillip Villas	LIHTC/ Market	Family	Increased up to 13 percent
Griffin Crossing Apartments	Market	Family	Increased up to 12 percent
Vineyard Creek Apartments	Market	Family	None
Vineyard Place Apartments	Market	Family	Increased up to seven percent
Walden Pointe Apartment Homes	Market	Family	Increased four percent

The LIHTC properties report growth up to 13 percent in the past year. The market rate properties generally reported rent growth of four to 12 percent. Absent subsidy, we anticipate that the Subject would be able to achieve moderate rent growth in the future as a LIHTC property.

10. Impact of Foreclosed, Abandoned and Vacant Structures

According to *RealtyTrac* statistics, one in every 2,471 housing units nationwide was in some stage of foreclosure as of March 2019. The town of Griffin is experiencing a foreclosure rate of one in every 1,433 homes, while Spalding County is experiencing foreclosure rate of one in every 1,866 homes and Georgia experienced one foreclosure in every 3,075 housing units. Overall, Griffin is experiencing a higher foreclosure rate compared to the nation, the state of Georgia and Spalding County as a whole. The Subject's neighborhood does not have a significant amount of abandoned or vacancy structures that would impact the marketability of the Subject.

11. Effect of Subject on Other Affordable Units in Market

There is one proposed LIHTC property in the PMA that was allocated in 2018, Tranquility at Griffin. This property will offer a total of 120 one, two and three-bedroom units that will be competitive with the Subject. However, the Subject will operate all units with a subsidy, and will target households earning 50 and 60 percent of the AMI or less. Tranquility at Griffin will target households earning 60 percent of the AMI or less and is expected to be directly competitive with the Subject, were the Subject to lose its subsidy. Given the performance of the comparable LIHTC properties, we believe there is ample demand for the Subject in the market as well as this proposed new construction development. Historically, the Subject has operated at 96 to 100 percent occupancy. However, the Subject is 58.8 percent occupied due to units being held vacant in anticipation of renovations. We do not believe that the renovation of the Subject will impact Tranquility at Griffin or any of the existing LIHTC properties that are in overall average condition and currently performing well. In summary, the performance of the comparable LIHTC properties, the existence of waiting lists for affordable units, and the fact that the Subject will not add new units to the market all indicate that the Subject will not negatively impact the existing or proposed affordable rental units in the market.

Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The LIHTC comparables are experiencing a weighted average vacancy rate of 3.3 percent, which is considered low. Historically, the Subject has operated at 96 to 100 percent occupancy. However, the Subject is 58.8 percent occupied due to units being held vacant in anticipation of renovations. The comparable properties are generally older and exhibit average condition. The Subject will undergo an extensive renovation. Weaknesses of the Subject will include in-unit amenities and unit sizes. In general, the Subject will offer slightly inferior to inferior unit sizes and similar to inferior in-unit amenities relative to the comparable properties. The Subject lacks dishwashers, carpeting, ceiling fans, garbage disposals, and walk-in closets, which several of the comparable properties offer. Additionally, several of the comparable properties offer business centers, exercise facilities, picnic areas, and swimming pools, which the Subject does not offer. Fairmont Park, which is located adjacent north and east of the Subject, is currently undergoing over \$1 million in renovations. Overall, we believe that the in-unit amenities are a weakness of the development, though the renovations to Fairmont Park will provide many desirable recreational and community amenities to tenants and will allow the Subject to compete in the market. The Subject offers four-bedroom units, which are not available among the comparable properties and are demonstrated to be in demand in the market. As such, the Subject will continue to fill a void in the market for low income four-bedroom units. In general, the Subject will be similar to inferior to the comparable properties. Based on the Subject's current performance, we believe that the renovated Subject is feasible as proposed. We believe that it will fill a void in the market and will perform well.

I. ABSORPTION AND STABILIZATION RATES

ABSORPTION AND STABILIZATION RATES

There is a limited amount of new construction in the Subject's area. As such, only one of the comparable properties were able to provide absorption data. Therefore, we expanded our search to include Iris at Park Pointe and Terraces at the Park, two recently constructed developments located in Griffin.

ABSORPTION

Property Name	Rent Structure	Tenancy	Year	Total Units	Units Absorbed Per Month
Terraces At The Park	LIHTC	Senior	2018	68	17
Iris At Park Pointe	LIHTC	Senior	2017	85	17
Oaks at Park Pointe	LIHTC	Family	2015	84	21

Per DCA guidelines, we calculate the absorption to 93 percent occupancy. Terraces at the Park and Iris at Park Pointe are senior LIHTC/ACC developments located 1.6 to 1.8 miles west of the Subject in Griffin. Terraces at the Park opened in December 2018 and is 96 percent leased as of March 2019, indicating an absorption pace of 17 units per month. Iris at Park Pointe opened in February 2018 and demonstrated an absorption rate of 17 units per month, which equates to an absorption rate of five months. Oaks at Park Pointe is a LIHTC/PBRA family development located in Griffin. This property opened in 2015 and experienced an absorption rate of 21 units per month, which equates to an absorption rate of four months.

The Subject is a proposed renovation of an existing public housing property. Historically, the Subject has operated at 96 to 100 percent occupancy. However, the Subject is 58.8 percent occupied due to units being held vacant in anticipation of renovations. Renovations are scheduled to begin in November 2019 and be completed in December 2020. With the healthy LIHTC vacancy rate and waiting lists at the LIHTC comparable properties, and the Subject's additional subsidy, we believe that the Subject's units could reasonably expect to lease 20 units per month, similar to Terraces at the Park, Iris at Park Pointe and Oaks at Park Pointe. At this rate, the Subject would reach a stabilized occupancy of 93 percent within four months.

J. INTERVIEWS

Georgia Department of Community Affairs, Waycross Regional Office

We were unable to reach a representative of the Georgia Department of Community Affairs, despite multiple attempts. The application process for Housing Choice Vouchers was opened from February 1, 2016 to February 7, 2016. The payment standards for Spalding County are listed below.

PAYMENT STANDARDS	
Unit Type	Standard
One-Bedroom	\$988
Two-Bedroom	\$1,134
Three-Bedroom	\$1,478
Four-Bedroom	\$1,816

Source: Georgia DCA, March 2019

The Subject’s proposed rents are set below the current payment standards. All of the Subject’s units will operate with an additional subsidy; therefore, tenants with Housing Choice Vouchers will not be able to reside at the Subject. In the absent subsidy scenario, the maximum allowable LIHTC rents are below the 2018 payment standards and tenants with Housing Choice Vouchers would be able to reside at the Subject without paying additional rent out of pocket.

Planning

We spoke with Kirk Toussaint, the director of Planning for the city of Griffin. Mr. Toussaint was not aware of any new construction multifamily projects within the PMA. We additionally consulted a March 2018 Costar report to identify any planned or under construction properties in the PMA. However, we identified one development that was awarded tax exempt bond financing by the Georgia Department of Community Affairs in 2018. Tranquility at Griffin is a proposed, 120-unit, family LIHTC property that was awarded tax exempt bond financing in 2018. This property will be a new construction development located 3.7 miles from the Subject. The property will offer 12 one-bedroom units, 60 two-bedroom units and 48 three-bedroom units. All of these units will be restricted to the 60 percent of AMI level. As the property will target family households, the units at this property are considered competitive with the Subject and are deducted from our demand analysis.

Griffin-Spalding Development Authority

We spoke with Kim Grist, administrative assistant of the Griffin-Spalding Development Authority. Ms. Grist was able to highlight some major economic developments in the area. Specifically, she noted the opening of the Dollar General distribution center in Jackson, Georgia. The distribution center is located off of interstate 75 in-between Griffin and Jackson and is projected to bring 500 jobs to the local economy. Ms. Grist also mentioned the announcement of plans in August 2017 for Rinnai, a Japanese company that manufactures tank-less water heaters, to open a new plant in Griffin. This 300,000-square foot facility is expected to be completed by 2020 and add over 300 jobs in the next 10 years

Additionally, Ms. Grist indicated a planned 570-acre mixed use development located along Arthur K. Bolton Parkway, to be known as Lakes at Green Valley. The development will be the first “eco” mixed-use park in Georgia and will consist of a hotel, conference center, commercial space, industrial area and a residential town center. The 150,000 square foot hotel will offer approximately 110 rooms. In addition to the hotel, a 75,000 square foot conference center will add 70 more sleeping rooms and a 50,000 square foot pool, spa and tennis center. The 11.5 acre commercial portion of the development will offer 1.5 acre lots to businesses serving the park such as restaurants, banks, and dry cleaners. The industrial component of the development, totaling 360 acres, will offer 2.5 million square feet of industrial space. The final component of this development will be a 43-acre residential town center. The town center will include 27 half acre lots constructed to offer a neighborhood atmosphere. The Lakes at Green Valley is currently in the early stages of

construction with infrastructure throughout site being completed. Ms. Grist noted that many tenants have already agreed to occupy space in the development, which she believed was a good sign as large developments like this typically take two and a half years to attract tenants.

K. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

Demographics

The population in the PMA increased by 16.9 percent between 2000 and 2018, compared to the 38.2 percent increase in the regional MSA and 17.5 percent increase across the overall nation. The current population of the PMA is 75,226 and it is expected to increase to 77,796 through market entry. The percentage of renter households in the PMA remained relatively stable between 2000 and 2018, and is estimated to be 38.7 percent as of 2018. This is more than the estimated 33 percent of renter households across the overall nation. As of 2018, the median income in the PMA is below the surrounding MSA. Median household income growth in the PMA exceeded the MSA between 2000 and 2018. In particular, median income in the PMA rose from 52 percent of the national median income in 2000 to 80 percent in 2018. Overall, the combination of rising population and household income levels bodes well for future demand for multifamily housing.

Employment Trends

The PMA and Spalding County are part of the Atlanta Metro area economy, the 10th largest in the country in 2014 according to *Global Atlanta* and *Business Insider*. The area serves as the headquarters for numerous Fortune 500 and Fortune 100 companies and has a diverse employment base overall. The largest industries in the PMA are retail trade, healthcare/social assistance, and manufacturing. When compared to the nation, the manufacturing, retail trade, educational services, and transportation/warehousing sectors are overrepresented in the PMA, while the professional/scientific/technical services sector is underrepresented. While the manufacturing, retail trade, and transportation/warehousing industries are more susceptible to periods of economic contraction, the educational services and healthcare/social assistance sectors are traditionally more stable. Total employment in the MSA grew considerably between 2002 and 2007, outpacing national growth in that time. Between 2008 and 2010, during the most recent national recession, total employment in the MSA contracted at rates similar to or more significant than national trends. Since that time, the MSA experienced moderate to strong growth in total employment, surpassing pre-recessionary levels in 2014, similar to the nation. Several employers announced expansions in the region while there were no WARN notices were filed, which is positive for the local economy. Overall the economy appears to be in an expansion phase that has been ongoing since 2011. This suggests that demand for all housing types should be trending positively as the areas employment base grows. The growing local economy is a positive indicator of demand for rental housing and the Subject's renovated units.

Capture Rates

The following table illustrates the demand and capture rates for the Subject's proposed units.

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Proposed Rents
1BR @50% (PBRA)	\$0	\$29,950	3	1,003	0	1,003	0.3%	\$558
1BR @50%	\$24,034	\$29,950	3	370	0	370	0.8%	\$558
1BR @60% (PBRA)	\$0	\$35,940	11	1,144	12	1,132	1.0%	\$558
1BR @60%	\$28,869	\$35,940	11	400	12	388	2.8%	\$558
1BR Overall - As Proposed	\$0	\$35,940	14	1,144	12	1,132	1.2%	-
1BR - Overall - Absent Subsidy	\$24,034	\$35,940	14	511	12	499	2.8%	-
2BR @50% (PBRA)	\$0	\$33,700	7	1,004	0	1,004	0.7%	\$686
2BR @50%	\$28,869	\$33,700	7	371	0	371	1.9%	\$686
2BR @60% (PBRA)	\$0	\$40,440	31	1,145	60	1,085	2.9%	\$686
2BR @60%	\$34,663	\$40,440	31	400	60	340	9.1%	\$686
2BR Overall - As Proposed	\$0	\$40,440	38	1,145	60	1,085	3.5%	-
2BR - Overall - Absent Subsidy	\$28,869	\$40,440	38	512	60	452	8.4%	-
3BR @50% (PBRA)	\$0	\$40,400	5	722	0	722	0.7%	\$895
3BR @50%	\$33,326	\$40,400	5	267	0	267	1.9%	\$895
3BR @60% (PBRA)	\$0	\$48,480	19	824	48	776	2.4%	\$895
3BR @60%	\$40,011	\$48,480	19	288	48	240	7.9%	\$895
3BR Overall - As Proposed	\$0	\$48,480	24	824	48	776	3.1%	-
3BR - Overall - Absent Subsidy	\$33,326	\$48,480	24	368	48	320	7.5%	-
4BR @50% (PBRA)	\$0	\$43,400	1	404	0	404	0.2%	\$1,100
4BR @50%	\$37,200	\$43,400	1	149	0	149	0.7%	\$1,100
4BR @60% (PBRA)	\$0	\$52,080	3	461	0	461	0.7%	\$1,100
4BR @60%	\$44,640	\$52,080	3	161	0	161	1.9%	\$1,100
4BR Overall - As Proposed	\$0	\$52,080	4	461	0	461	0.9%	-
4BR - Overall - Absent Subsidy	\$37,200	\$52,080	4	206	0	206	1.9%	-
@50% (PBRA) Overall	\$0	\$43,400	16	3,133	0	3,133	0.5%	-
@50% Overall	\$24,034	\$43,400	16	1,157	0	1,157	1.4%	-
@60% (PBRA) Overall	\$0	\$52,080	64	3,573	120	3,453	1.9%	-
@60% Overall	\$28,869	\$52,080	64	1,248	120	1,128	5.7%	-
Overall - As Proposed	\$0	\$52,080	80	3,573	120	3,453	2.3%	-
Overall - Absent Subsidy	\$24,034	\$52,080	80	1,597	120	1,477	5.4%	-

We believe these calculated capture rates are reasonable, particularly as these calculations do not consider demand from outside the PMA or standard rental household turnover.

Absorption

There is a limited amount of new construction in the Subject's area. As such, only one of the comparable properties were able to provide absorption data. Therefore, we expanded our search to include Iris at Park Pointe and Terraces at the Park, two recently constructed developments located in Griffin.

ABSORPTION

Property Name	Rent Structure	Tenancy	Year	Total Units	Units Absorbed Per Month
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Vacancy Trends

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY					
Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Oaks At Park Pointe	LIHTC/PBRA	Family	84	2	2.4%
Poplar Grove	LIHTC/ Market	Family	36	2	5.6%
St. Phillip Villas	LIHTC/ Market	Family	60	2	3.3%
Griffin Crossing Apartments	Market	Family	272	3	1.1%
Vineyard Creek Apartments	Market	Family	60	0	0.0%
Vineyard Place Apartments	Market	Family	112	0	0.0%
Walden Pointe Apartment Homes	Market	Family	216	9	4.2%
Total LIHTC			180	6	3.3%
Total Market Rate			660	12	1.8%
Overall Total			840	18	2.1%

Overall vacancy in the market is very low at 2.1 percent. The LIHTC and mixed-income comparables demonstrate an average vacancy of 3.3 percent. Oaks at Park Pointe reported both vacancies are in the property’s subsidized units, which are expected to be filled from this property’s 100 household waiting list. St. Phillip Villas also has two vacancies at this time that are expected to be leased from the property’s 20 household waiting list. Poplar Grove reported the highest vacancy rate of the surveyed LIHTC properties, but this property has only two vacant units at this time and the vacancy rate is inflated by the property’s small number of units. The low vacancy rates and presence of waiting lists among the LIHTC and mixed-income comparables indicates strong demand for affordable housing in the area.

The vacancy rates among the market-rate comparable properties range from zero to 4.2 percent, averaging 1.8 percent, which is considered very low. The low vacancy rates among the market rate comparables indicates strong demand for conventional housing in the area. Historically, the Subject has operated at 96 to 100 percent occupancy. However, the Subject is 58.8 percent occupied as units are being held vacant in anticipation of renovations. The Griffin Housing Authority maintains a waiting list of 405 households for family properties throughout its portfolio. As a newly renovated property, we anticipate that the Subject would perform with a vacancy rate of five percent or less. Based on the low vacancy rates among the LIHTC and market rate comparables, as well as the presence of waiting lists among the LIHTC comparables, we

believe that there is sufficient demand for additional affordable housing in the market. We do not believe that the Subject will impact the performance of the existing LIHTC properties if allocated.

Strengths of the Subject

There are no apparent significant issues with the proposed concept. The majority of the comparable properties are older and generally exhibit average condition. The Subject will undergo an extensive renovation and will exhibit good condition, post renovation. The slightly superior condition of the Subject will be a strength of the development. Additionally, the Subject offers a one-story and townhome design, which is considered superior to the garden-style design of the comparable properties.

Conclusion

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The LIHTC comparables are experiencing a weighted average vacancy rate of 3.3 percent, which is considered low. Historically, the Subject has operated at 96 to 100 percent occupancy. However, the Subject is 58.8 percent occupied due to units being held vacant in anticipation of renovations. The comparable properties are generally older and exhibit average condition. The Subject will undergo an extensive renovation. Weaknesses of the Subject will include in-unit amenities and unit sizes. In general, the Subject will offer slightly inferior to inferior unit sizes and similar to inferior in-unit amenities relative to the comparable properties. The Subject lacks dishwashers, carpeting, ceiling fans, garbage disposals, and walk-in closets, which several of the comparable properties offer. Additionally, several of the comparable properties offer business centers, exercise facilities, picnic areas, and swimming pools, which the Subject does not offer. Fairmont Park, which is located adjacent north and east of the Subject, is currently undergoing over \$1 million in renovations. Overall, we believe that the in-unit amenities are a weakness of the development, though the renovations to Fairmont Park will provide many desirable recreational and community amenities to tenants and will allow the Subject to compete in the market. The Subject offers four-bedroom units, which are not available among the comparable properties and are demonstrated to be in demand in the market. As such, the Subject will continue to fill a void in the market for low income four-bedroom units. In general, the Subject will be similar to inferior to the comparable properties. Based on the Subject's current performance, we believe that the renovated Subject is feasible as proposed. We believe that it will fill a void in the market and will perform well.

Recommendations

We recommend the Subject as proposed.

L. SIGNED STATEMENT REQUIREMENTS

I affirm that I (or one of the persons signing below) made a physical inspection of the market area and the Subject property and that information has been used in the full study of the need and demand for the proposed units. The report is written according to DCA's market study requirements, the information included is accurate and the report can be relied upon by DCA as a true assessment of the low-income housing rental market.

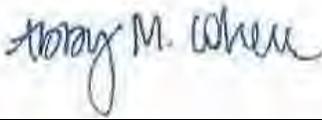
To the best of my knowledge, the market can support the project as shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in DCA's rental housing programs. I also affirm that I have no interest in the project or relationship with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

DCA may rely on the representation made in the market study. The document is assignable to other lenders.



H. Blair Kincer, MAI
Partner
Novogradac & Company LLP

April 10, 2019



Abby M. Cohen
Principal
Novogradac & Company LLP.

April 10, 2019



Lauren Smith
Senior Analyst
Novogradac & Company LLP

April 10, 2019



Travis Jorgenson
Jr. Analyst
Novogradac & Company LLP

April 10, 2019

ADDENDUM A
Assumptions and Limiting Conditions

ASSUMPTIONS AND LIMITING CONDITIONS

1. In the event that the client provided a legal description, building plans, title policy and/or survey, etc., the market analyst has relied extensively upon such data in the formulation of all analyses.
2. The legal description as supplied by the client is assumed to be correct and the author assumes no responsibility for legal matters, and renders no opinion of property title, which is assumed to be good and merchantable.
3. All encumbrances, including mortgages, liens, leases, and servitudes, were disregarded in this valuation unless specified in the report. It was recognized, however, that the typical purchaser would likely take advantage of the best available financing, and the effects of such financing on property value were considered.
4. All information contained in the report, which others furnished, was assumed to be true, correct, and reliable. A reasonable effort was made to verify such information, but the author assumes no responsibility for its accuracy.
5. The report was made assuming responsible ownership and capable management of the property.
6. The sketches, photographs, and other exhibits in this report are solely for the purpose of assisting the reader in visualizing the property. The author made no property survey, and assumes no liability in connection with such matters. It was also assumed there is no property encroachment or trespass unless noted in the report.
7. The author of this report assumes no responsibility for hidden or unapparent conditions of the property, subsoil or structures, or the correction of any defects now existing or that may develop in the future. Equipment components were assumed in good working condition unless otherwise stated in this report.
8. It is assumed that there are no hidden or unapparent conditions for the property, subsoil, or structures, which would render it more or less valuable. No responsibility is assumed for such conditions or for engineering, which may be required to discover such factors.
9. The investigation made it reasonable to assume, for report purposes, that no insulation or other product banned by the Consumer Product Safety Commission has been introduced into the Subject premises. Visual inspection by the market analyst did not indicate the presence of any hazardous waste. It is suggested the client obtain a professional environmental hazard survey to further define the condition of the Subject soil if they deem necessary.
10. Any distribution of total property value between land and improvements applies only under the existing or specified program of property utilization. Separate valuations for land and buildings must not be used in conjunction with any other study or market study and are invalid if so used.
11. Possession of the report, or a copy thereof, does not carry with it the right of publication, nor may it be reproduced in whole or in part, in any manner, by any person, without the prior written consent of the author particularly as to value conclusions, the identity of the author or the firm with which he or she is connected. Neither all nor any part of the report, or copy thereof shall be disseminated to the general public by the use of advertising, public relations, news, sales, or other media for public communication without the prior written consent and approval of the market analyst. Nor shall the market analyst,

firm, or professional organizations of which the market analyst is a member be identified without written consent of the market analyst.

12. Disclosure of the contents of this report is governed by the Bylaws and Regulations of the professional organization with which the market analyst is affiliated.
13. The author of this report is not required to give testimony or attendance in legal or other proceedings relative to this report or to the Subject property unless satisfactory additional arrangements are made prior to the need for such services.
14. The opinions contained in this report are those of the author and no responsibility is accepted by the author for the results of actions taken by others based on information contained herein.
15. Opinions of value contained herein are estimates. There is no guarantee, written or implied, that the Subject property will sell or lease for the indicated amounts.
16. All applicable zoning and use regulations and restrictions are assumed to have been complied with, unless nonconformity has been stated, defined, and considered in the market study report.
17. It is assumed that all required licenses, permits, covenants or other legislative or administrative authority from any local, state, or national governmental or private entity or organization have been or can be obtained or renewed for any use on which the value estimate contained in this report is based.
18. On all studies, Subject to satisfactory completion, repairs, or alterations, the report and conclusions are contingent upon completion of the improvements in a workmanlike manner and in a reasonable period of time.
19. All general codes, ordinances, regulations or statutes affecting the property have been and will be enforced and the property is not Subject to flood plain or utility restrictions or moratoriums, except as reported to the market analyst and contained in this report.
20. The party for whom this report is prepared has reported to the market analyst there are no original existing condition or development plans that would Subject this property to the regulations of the Securities and Exchange Commission or similar agencies on the state or local level.
21. Unless stated otherwise, no percolation tests have been performed on this property. In making the market study, it has been assumed the property is capable of passing such tests so as to be developable to its highest and best use.
22. No in-depth inspection was made of existing plumbing (including well and septic), electrical, or heating systems. The market analyst does not warrant the condition or adequacy of such systems.
23. No in-depth inspection of existing insulation was made. It is specifically assumed no Urea Formaldehyde Foam Insulation (UFFI), or any other product banned or discouraged by the Consumer Product Safety Commission has been introduced into the property. The market analyst reserves the right to review and/or modify this market study if said insulation exists on the Subject property.
24. Estimates presented in this report are assignable to parties to the development's financial structure.

ADDENDUM B
Subject and Neighborhood Photographs

Photographs of Subject Site and Surrounding Uses



Subject exterior



Subject exterior



Subject exterior



Subject exterior



Subject exterior



Subject exterior



Subject exterior



Subject exterior



Subject community space



Subject community space



Subject unit interior



Subject unit interior



Subject unit interior



Subject unit interior



Subject unit interior



Subject unit interior



Subject unit interior



Subject unit interior



Subject unit interior



Subject unit interior



Subject unit interior



Subject unit interior



Subject unit interior



Subject unit interior



Subject unit interior



Subject unit interior



Subject unit interior



Subject unit interior



Subject unit interior



Subject unit interior



Subject unit interior



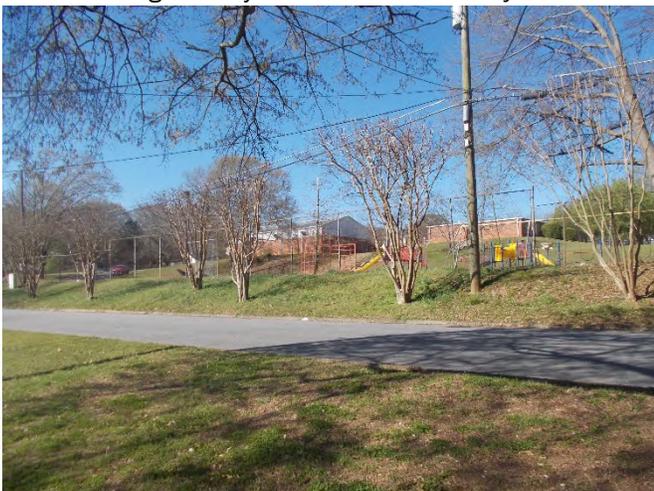
Subject unit interior



Single-family home west of the Subject



Small multifamily building west of the Subject



Elementary School south of the Subject



High School south of the Subject



Vacant land east of the Subject



Baseball field east of the Subject



Fairmont Park under construction north of the Subject



Community center north of the Subject



Fairmont Park under construction north of the Subject



Roseview Apartments south of the Subject



Small multifamily buildings north of the Subject



Daycare west of the Subject

ADDENDUM C
Qualifications

STATEMENT OF PROFESSIONAL QUALIFICATIONS

H. BLAIR KINCER, MAI, CRE

I. Education

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

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

II. Licensing and Professional Affiliation

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

Certified General Real Estate Appraiser, No. RCG1046 – State of Connecticut
Certified General Real Estate Appraiser, No CG1694 – State of Maine
Certified General Real Estate Appraiser, No. 1326 – State of Maryland
Certified General Real Estate Appraiser, No. 103789 – State of Massachusetts
Certified General Real Estate Appraiser, No. NHCG-939 – State of New Hampshire
Certified General Real Estate Appraiser, No. 46000039124 – State of New York
Certified General Real Estate Appraiser, No. A6765 – State of North Carolina
Certified General Real Estate Appraiser, No. GA001407L – Commonwealth of Pennsylvania
Certified General Real Estate Appraiser, No. 5930 – State of South Carolina
Certified General Real Estate Appraiser, No. 3918 – State of Tennessee
Certified General Real Estate Appraiser, No. 4001004822 – Commonwealth of Virginia
Certified General Real Estate Appraiser, No. CG360 – State of West Virginia

III. Professional Experience

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

IV. Professional Training

Have presented at and attended various industry conferences regarding the HTC, RETC, NMTC and LIHTC and various market analysis and valuation issues.

Obtained the MAI designation in 1998, maintaining continuing education requirements since. Registered as completing additional professional development programs administered by the Appraisal Institute in the following topic areas:

- 1) Valuation of the Components of a Business Enterprise
- 2) Valuation of Sustainable Buildings: Commercial
- 3) Valuation of Sustainable Buildings: Residential

V. Real Estate Assignments – Examples

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

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

(LIHTC) and unencumbered values were typically derived. The three traditional approaches to value are developed with special methodologies included to value tax credit equity, below market financing and Pilot agreements.

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

STATEMENT OF PROFESSIONAL QUALIFICATIONS

ABBY M. COHEN

I. Education

The Pennsylvania State University, University Park, PA
Bachelor of Arts

II. Licensing and Professional Affiliation

Certified General Appraiser, MD License #40032823
Certified General Appraiser, NC License #A8127
Certified General Appraiser, NJ License #42RG00255000
Certified General Appraiser, SC License #7487

Candidate for Designation in the Appraisal Institute
Designated Member of the National Council of Housing Market Analysts (NCHMA)
Member of Commercial Real Estate Women (CREW) Network

III. Professional Experience

Novogradac & Company LLP, Principal
Novogradac & Company LLP, Manager
Novogradac & Company LLP, Senior Real Estate Analyst

IV. Professional Training

7-Hour National USPAP Update for 2018-2019, February 2018
Appraisal of Land Subject to Ground Leases, December 2017
Business Practices and Ethics, January 2017
General Appraiser Report Writing and Case Studies, February 2015
General Appraiser Sales Comparison Approach, February 2015
General Appraiser Site Valuation and Cost Approach, February 2015
Expert Witness for Commercial Appraisers, January 2015
Commercial Appraisal Review, January 2015
Real Estate Finance Statistics and Valuation Modeling, December 2014
General Appraiser Income Approach Part II, December 2014
General Appraiser Income Approach Part I, November 2014
General Appraiser Market Analysis and Highest & Best Use, November 2014
IRS Valuation Summit, October 2014
15-Hour National USPAP Equivalent, April 2013
Basic Appraisal Procedures, March 2013
Basic Appraisal Principles, January 2013

V. Publications

Co-authored "Post Rev. Proc. 2014-12 Trend Emerges: Developer Fee Reasonableness Opinions," Novogradac Journal of Tax Credits, March 2016

VI. Real Estate Assignments

A representative sample of Asset Management, Due Diligence, and Valuation Engagements includes:

- Performed a variety of asset management services for a lender including monitoring and reporting property performance on a monthly basis. Data points monitored include economic vacancy, levels of concessions, income and expense levels, NOI and status of capital projects. Data used to determine these effects on the project's ability to meet its income-dependent obligations.
- Performed asset management services for lenders and syndicators on underperforming assets to identify significant issues facing the property and recommend solutions. Scope of work included analysis of deferred maintenance and property condition, security issues, signage, marketing strategy, condition of units upon turnover and staffing plan. Performed a physical inspection of the assets, to include interior and exterior of property and assessed how the property compares to competition. Analyzed operating expense results.
- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties, on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, large family, and acquisition with rehabilitation. Completed market studies in all states.
- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low-Income Housing Tax Credit properties, USDA Rural Development, and market rate multifamily developments. Analysis includes property screenings, valuation analysis, rent comparability studies, expense comparability analysis, determination of market rents, and general market analysis.
- Assisted in appraisal work for retail and commercial properties in various parts of the country for various lenders. The client utilized the study for underwriting purposes.
- Conducted market studies and appraisals for projects under the HUD Multifamily Accelerated Processing program.
- Prepared Rent Comparability Studies for expiring Section 8 contracts for subsidized properties located throughout the United States. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Performed all aspects of data collection and data mining for web-based rent reasonableness systems for use by local housing authorities.
- Completed numerous reasonableness opinions related to Revenue Procedure 2014-12. Transactions analyzed include projects involving the use of Historic Tax Credits, New Markets Tax Credits and Investment Tax Credits. Fees and arrangements tested for reasonableness include developer fees, construction management fees, property management fees, asset management fees, various leasing-related payments and overall master lease terms.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

LAUREN E. SMITH

I. Education

Trinity College, Hartford, CT
Bachelor of Arts in American Studies and Art History, *cum laude*

II. Professional Experience

Senior Analyst, *Novogradac & Company LLP*, August 2013 – Present
Campaign Intern, *John Larson for U.S. Congress*, September 2012- November 2012
Communications Directorate Intern, *U.S. Census Bureau*, June 2011 – August 2011

III. Real Estate Assignments

A representative sample of work on various types of projects:

- Prepared market studies for proposed new construction and existing Low Income Housing Tax Credit, Section 8, and market rate developments for use by real estate developers, governmental entities, and financial institutions. Property types included special needs and age restricted developments. Studies included property screenings, market and demographic analysis, comparable rent surveys, and supply and demand analysis.
- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low-Income Housing Tax Credit properties, and market rate multifamily developments. Analysis includes property screenings, expense comparability analysis, demographic and economic analysis.
- Performed all aspects of data collection and data mining for use in market studies, feasibility studies, and appraisals.
- Completed numerous analyses of overall reasonableness with regard to Revenue Procedure 2014-12. Transactions analyzed include projects involving the use of Historic Tax Credits, New Markets Tax Credits and Investment Tax Credits. Fees and arrangements tested for reasonableness include developer fees, construction management fees, property management fees, asset management fees, various leasing-related payments and overall master lease terms.
- Performed asset management services for lenders and syndicators on underperforming assets to identify significant issues facing the property and recommend solutions. Scope of work included analysis of deferred maintenance and property condition, security issues, signage, marketing strategy, condition of units upon turnover and staffing plan. Performed a physical inspection of the assets, to include interior and exterior of property and assessed how the property compares to competition. Analyzed operating expense results.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

Travis Jorgenson

I. Education

Georgia Institute of Technology- Atlanta, GA
Bachelors of Business Administration and Management, General Management

II. Professional Experience

Analyst, Novogradac & Company LLP, December 2018 – Present
Junior Analyst, Novogradac & Company LLP, July 2017 – December 2018
Claims Analyst, Zelis Healthcare, May 2017 - July 2017
Automotive Research Intern, Hearst Autos, October 2016-May 2017

III. Research Assignments

A representative sample of work on various types of projects:

- Assist in performing and writing market studies and appraisals of proposed and existing Low-Income Housing Tax credit (LIHTC) properties
- Research web-based rent reasonableness systems and contact local housing authorities for utility allowance schedules, payment standards, and housing choice voucher information
- Assisted numerous market and feasibility studies for family and senior affordable housing. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of market-rate and Low-Income Housing Tax Credit (LIHTC) properties. Analysis typically includes: unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis.

ADDENDUM D
Summary Matrix

ADDENDUM E
Subject Floor Plans

