

Market Feasibility Analysis

Jesup Commons
Parcel J2-11 with frontage on GA Highway 38
and Fourth Street
Jesup, Wayne County, Georgia 31545

Prepared For

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Table Of Contents

- A. Executive Summary
 - B. Project Description
 - C. Site Description and Evaluation
 - D. Primary Market Area Delineation
 - E. Community Demographic Data
 - F. Economic Trends
 - G. Project-Specific Demand Analysis
 - H. Rental Housing Analysis (Supply)
 - I. Absorption & Stabilization Rates
 - J. Interviews
 - K. Conclusions & Recommendations
 - L. Signed Statement
 - M. Market Study Representation
 - N. Qualifications
- Addendum A – Field Survey of Conventional Rentals
 - Addendum B – Comparable Property Profiles
 - Addendum C – Market Analyst Certification Checklist
 - Addendum D – Methodologies, Disclaimers & Sources
 - Addendum E – Achievable Market Rent Analysis

Section A – Executive Summary

This report evaluates the market feasibility of the Jesup Commons rental community to be developed utilizing financing from the Low-Income Housing Tax Credit (LIHTC) program in Jesup, Georgia. Based on the findings contained in this report, we believe a market will exist for the subject development, assuming it is developed and operated as detailed in this report.

1. Project Description:

The subject project involves the new construction of the 81-unit Jesup Commons rental community on an approximate 14.3-acre site at Parcel J2-11 with frontage on GA Highway 38 and Fourth Street in Jesup, Georgia. The project will offer 49 one-bedroom, 24 two-bedroom, and eight (8) three-bedroom units in a four-story, elevator-served residential building with integrated community spaces. Jesup Commons will be developed using Low-Income Housing Tax Credits (LIHTC) and target lower-income family households earning up to 50% and 60% of Area Median Household Income (AMHI). All of the units at 50% AMHI (26 units) will receive Project-Based Rental Assistance (PBRA). The proposed project is expected to be complete by August 2021. Additional details regarding the proposed project are as follows and included in *Section B* of this report.

Total Units	Bedroom Type	Baths	Square Feet	% AMHI	Proposed Rents			Max. Allowable LIHTC Gross Rent
					Collected Rent	Utility Allowance	Gross Rent	
14	One-Br.	1.0	682	50%/PBRA	\$437	\$62	\$499	\$547
35	One-Br.	1.0	682	60%	\$513	\$62	\$575	\$657
9	Two-Br.	2.0	905	50%/PBRA	\$580	\$80	\$660	\$657
15	Two-Br.	2.0	905	60%	\$610	\$80	\$690	\$789
3	Three-Br.	2.0	1,135	50%/PBRA	\$816	\$99	\$915	\$759
5	Three-Br.	2.0	1,135	60%	\$701	\$99	\$800	\$911
81	Total							

Source: MVAH Partners

AMHI – Area Median Household Income (National Nonmetropolitan Rent/Income Limits; 2018)

PBRA – Project-Based Rental Assistance

Unit amenities to be offered at the property include a range, refrigerator, dishwasher, microwave, ceiling fan, carpet, window blinds, central air conditioning, patio/balcony, patio storage and washer/dryer hookups. Community amenities will include on-site management, a computer center, laundry facility, fitness center, playground, elevator, and community garden. Overall, the amenity package offered at the property is considered appropriate for and marketable to the targeted tenant population and will be competitive with those offered among the comparable projects in the market and region.

2. Site Description/Evaluation:

The subject site is located within a generally established and mixed-use area of Jesup. The wooded land surrounding most of the subject site will provide a semi-private living environment at the subject project. Visibility and access are both considered good, as the site is accessed from and maintains frontage along North First Street/U.S. Highway 84, a commercial corridor in the Jesup area. Ingress and egress are convenient due to the dedicated center turn lane provided along North 1st Street, which should mitigate any potential traffic disruptions upon ingress and egress. The subject site has easy access to U.S. Highway 84, U.S. Highway 25 and State Route 23, which are arterial roadways in the Jesup area and are conveniently accessed within 2.4 miles of the site. Most area services are located within 1.0 mile of the site and are easily accessible due to the subject's location along North First Street/U.S. Highway 84. Access throughout the Site PMA is also provided by Wayne County Transit, offering affordable public transportation within Jesup and the surrounding communities. Based on the preceding factors, the proposed subject site location is considered conducive to affordable multifamily rental product such as that proposed and is expected to have a positive impact on the subject's overall marketability.

3. Market Area Definition:

The Jesup Site PMA includes Jesup, Odum, Screven, Surrency and outlying unincorporated areas of Wayne County. The boundaries of the Site PMA include State Route 23 to the north; State Route 27 to the east; State Route 23 to the south; and U.S. Highway 84 to the west. The boundaries of the Site PMA are generally within 10.6 miles of the subject site. A map illustrating these boundaries is included on page *D-3* of this report.

4. Community Demographic Data:

Demographic trends within the Jesup Site PMA are projected to be positive between 2019 and 2021, both in terms of total population and households. Although the number of renter households is projected to decline during this time, the 3,108 renter households projected for 2021 illustrate that a good base of renter support will continue to exist in the market. Nearly 68.0% of all renter households are projected to earn less than \$40,000 in 2021, which is conducive to low-income housing such as that proposed at the subject site. Based on the preceding factors, a good base of potential support for affordable rental product such as that proposed for the subject site exists within the Site PMA. Additional demographic data is included in *Section E* of this report.

Also note that based on 2013-2017 American Community Survey (ACS) data, 63.3% of the vacant housing units in the Site PMA are classified as “Other Vacant”, which encompasses foreclosed, dilapidated and abandoned housing. Based on our Field Survey of Conventional Rentals within the Jesup Site PMA, the established rental properties are operating at strong occupancy levels and some maintain waiting lists, illustrating that foreclosed and abandoned properties have not had any adverse impact on the overall rental housing market. It is also of note that based on information obtained from RealtyTrac.com, Wayne County has a lower foreclosure rate (less than 0.01%) than the state of Georgia (0.05%) as a whole. Based on the preceding analysis, it can be concluded that foreclosed/abandoned homes will not have any tangible impact on the subject's marketability. This is especially true when considering the limited availability of general-occupancy LIHTC product in the Jesup market.

5. Economic Data:

The labor force within the Jesup Site PMA is largely comprised of industries which typically offer lower-wage paying positions conducive to affordable housing alternatives such as that proposed for the subject site. Specifically, more than half (51.0%) of the local labor force is comprised within the Retail Trade, Health Care & Social Assistance, Manufacturing and Public Administration industries, with the Retail industry comprising nearly 16.0% of the local labor force. The Jesup area is likely heavily influenced by these aforementioned industry segments.

According to a representative with Wayne County Industrial Development Authority, the local economy has experienced growth over the past few years and businesses continue to expand. The employment base within the county experienced notable growth between 2016 and through the end of 2018, increasing by nearly 350 jobs. The unemployment rate has declined by more than seven full percentage points since 2010, declining to a rate of 4.6% through the end of 2018. Based on the preceding factors and considering the numerous announcements of recent and ongoing economic development activity, we expect the Wayne County economy will remain strong for the foreseeable future. Additional economic data is included in *Section F* of this report.

6. Project-Specific Affordability and Demand Analysis:

The following is a summary of our demand calculations:

Demand Component	Percent of Median Household Income			
	50% AMHI w/PBV (\$0-\$31,550)	50% AMHI w/o PBV (\$17,109-\$31,550)	60% AMHI (\$19,714 -\$37,860)	Overall LIHTC-Only (\$17,109-\$37,860)
Net Demand	982	377	366	468
Proposed Units / Net Demand	26 / 982	26 / 377	55 / 366	81 / 468
Capture Rate	= 2.6%	= 6.9%	= 15.0%	= 17.3%

Per GDCA guidelines, projects in rural markets with an overall capture rate of 35% or below are considered acceptable. As such, the project’s overall LIHTC-only capture rate of 17.3% is considered low and achievable, demonstrating that a good base of support will exist for the subject project within the Jesup Site PMA.

Applying the shares of demand detailed in *Section G* to the income-qualified households and existing competitive supply yields demand and capture rates for the proposed units by bedroom type and AMHI level as follows:

Bedroom Size (Share of Demand)	Target % of AMHI	Subject Units	Total Demand*	Supply**	Net Demand	Capture Rate
One-Bedroom (35%)	50%/PBV	14	344	0	344	4.1%
	60%	35	128	0	128	27.3%
One-Bedroom	Total	49	472	0	472	10.4%
<hr/>						
Two-Bedroom (40%)	50%/PBV	9	393	0	393	2.3%
	60%	15	146	0	146	10.3%
Two-Bedroom	Total	24	539	0	539	4.5%
<hr/>						
Three-Bedroom (25%)	50%/PBV	3	246	0	246	1.2%
	60%	5	92	0	92	5.4%
Three-Bedroom	Total	8	338	0	338	2.4%

*Includes overlap between the targeted income levels at the subject site.

**Directly comparable units built and/or funded in the project market over the projection period.

As proposed with the subsidy, the subject’s capture rates by bedroom type and targeted income level range from 1.2% to 27.3%. These capture rates are considered low and achievable, demonstrating that a deep base of demographic support will exist for each bedroom type offered at the subject site.

While not illustrated within the preceding table, in the unlikely event the subject project did not offer a subsidy on all units set aside at 50% of AMHI, the capture rates for these specific unit by bedroom type will range from 1.2% to 4.1%. These capture rates are also considered achievable, illustrating that a good base of demographic support will exist for the subject project in the unlikely scenario it operated exclusively as a LIHTC development.

Detailed demand calculations are provided in *Section G* of this report.

7. Competitive Rental Analysis

We identified and surveyed one family (general-occupancy) non-subsidized rental property within the market that offers Low-Income Housing Tax Credit (LIHTC) units. This project targets households with incomes up to 50% and 60% of AMHI and, as such, is considered competitive with the subject project. Additionally, we identified and surveyed three rental communities outside of the market, but within the region in Ludowici and Hinesville that offer non-subsidized LIHTC units for this comparability analysis. It should be noted that these projects located outside of the market are not considered competitive with the subject development, as they derive demographic support from a different geographical area. The four comparable LIHTC projects and the subject project are summarized on the following page.

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Jesup Commons	2021	81	-	-	-	Families; 50% & 60% AMHI & PBRA
7	Sunset Pointe	2005	51*	100.0%	2.4 Miles	30 HH	Families; 30%, 50%, & 60% AMHI
901	Ashton Place Apt.	1998	48	100.0%	21.2 Miles	100 HH	Families; 30%, 50%, & 60% AMHI
904	Pines at Willowbrook	2003	64*	100.0%	22.8 Miles	13 H	Families; 50% & 60% AMHI
909	Twin Oaks Apts.	2000	40	90.0%	11.5 Miles	85 HH; 1 & 3-Br	Families; 50% AMHI

OCC. – Occupancy

HH - Households

*Tax Credit units only

900 Map IDs are located outside the Site PMA

The four LIHTC projects have a combined occupancy rate of 98.0% and each property maintains a waiting list for at least a portion of its unit types offered. This indicates that pent-up demand exists for additional affordable rental housing within the market and region. The subject project will be able to accommodate a portion of this unmet demand.

The gross rents for the comparable projects and the proposed rents at the subject site, as well as their unit mixes and vacancies by bedroom are listed in the following table:

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)			Rent Special
		One-Br.	Two-Br.	Three-Br.	
Site	Jesup Commons	\$499/50% (14) \$575/60% (35)	\$657*/50% (9) \$690/60% (15)	\$759*/50% (3) \$800/60% (5)	-
7	Sunset Pointe	\$282/30% (2/0) \$462/50% (10/0) \$462/60% (1/0)	\$351/30% (3/0) \$569/50% (22/0) \$589/60% (1/0)	\$419/30% (2/0) \$674/50% (10/0)	None
901	Ashton Place Apt.	\$289/30% (10/0)	\$560/50% (15/0) \$650/60% (8/0)	\$635/50% (2/0) \$735/60% (13/0)	None
904	Pines at Willowbrook	\$485/50% (1/0) \$584/60% (5/0)	\$575/50% (11/0) \$697/60% (28/0)	\$662/50% (5/0) \$799/60% (14/0)	None
909	Twin Oaks Apts.	\$418/50% (12/0)	\$513/50% (20/4)	\$614/50% (8/0)	None

*2018 maximum allowable LIHTC gross rent
900 Map IDs are located outside of Site PMA

The proposed subject gross LIHTC rents, ranging from \$499 to \$800, will be some of the highest LIHTC rents targeting similar income levels within the market and region. Notably, the rents proposed at the site will be at least \$101 higher than those offered in the *market*. However, considering that three of the four comparable LIHTC properties are 100.0% occupied with extensive waiting lists, it is likely that these developments could charge higher rents without having an adverse impact on their marketability. In addition, the subject project will be the newest LIHTC project in the market, offering competitive unit sizes (square feet) and amenities packages, which will further enable the development to charge significant rent premiums. Lastly, as indicated in our demand analysis in *Section G* of this report, a good base of demographic support will exist within the market to support the proposed rent structure at the subject project. For the reasons detailed above, it is believed that the proposed rent structure at the site is appropriately positioned to be marketable within the Jesup Site PMA. Further, the 26 subject units set aside at 50% of AMHI will operate with Project-Based Rental Assistance (PBRA), which will allow tenants to pay up to 30% of their gross adjusted income towards housing costs. Therefore, the aforementioned subject units will represent a substantial value to low-income renters.

Comparable/Competitive Tax Credit Summary

Based on our analysis of unit sizes (square footage), amenities, location, quality and occupancy rates of the existing low-income properties within the market and region, it is our opinion that the proposed development will be marketable. While the proposed subject LIHTC rents will be some of the highest LIHTC rents within the market, its newness, competitive unit sizes and competitive amenities packages will enable it to charge higher rents. Additionally, given the fact that three of the four comparable LIHTC projects are 100.0% occupied and all four maintain waiting lists for at least a portion of their units, higher rents are likely attainable within the Jesup Site PMA. Further, as 26 of the subject units will offer a subsidy, the subject development will represent a substantial value to low-income renters. This has been considered in our absorption projections.

Average Market Rent

The following table illustrates the weighted average *collected* rents of the comparable *market-rate* projects by bedroom type, *for units similar to those proposed at the subject site*.

Weighted Average Collected Rent of Comparable Market-Rate Units*		
One-Br.	Two-Br.	Three-Br.
\$1,047	\$1,030	\$1,311

*As identified in *Addendum E*

The rent advantage for the proposed units is calculated as follows (average weighted market rent – proposed rent) / proposed rent.

Bedrooms	Weighted Avg. Rent	Proposed Rent (% AMHI)	Difference	Proposed Rent (% AMHI)	Rent Advantage
One-Br.	\$1,047	\$437 (50%)	\$610	\$437 (50%)	139.6%
		\$513 (60%)	\$534	\$513 (60%)	104.1%
Two-Br.	\$1,030	\$577* (50%)	\$453	\$577* (50%)	78.5%
		\$610 (60%)	\$420	\$610 (60%)	68.9%
Three-Br.	\$1,311	\$660* (50%)	\$651	\$660* (50%)	98.6%
		\$701 (60%)	\$610	\$701 (60%)	87.0%

As the preceding illustrates, the proposed subject units represent rent advantages ranging from 68.9% to 139.6%, depending upon unit type, as compared to the weighted average collected rents of the comparable *market-rate* projects as identified in *Addendum E*. Please note, however, that these are weighted averages of *collected* rents and do not reflect differences in the utility structure that gross rents include. Therefore, caution must be used when drawing any conclusions. A complete analysis of the achievable market rent by bedroom type and the rent advantage of the proposed development’s collected rents are available in *Addendum E* of this report.

8. Absorption/Stabilization Estimates

Based on our analysis, it is our opinion that the 81 proposed LIHTC units at the subject site will reach a stabilized occupancy of at least 93.0% in seven months of opening. This absorption period is based on an average monthly absorption rate of approximately 10 to 11 units per month. These absorption assumptions assume that the project will offer Project-Based Rental Assistance (PBRA) on the 26 units set aside at 50% of AMHI. In the unlikely event the subject project did not offer a subsidy, it will likely experience an extended absorption period of approximately 10 months, based on an absorption rate of approximately seven units per month.

9. Overall Conclusion:

Based on the findings reported in our market study, it is our opinion that a market exists for the 81 units proposed at the subject site, assuming it is developed and operated as detailed in this report. Changes in the project's site, rent, amenities or opening date may alter these findings. Overall, the subject project is considered marketable as proposed and is not expected to have any adverse impact on future occupancy rates among existing comparable/ competitive LIHTC product in this market. We have no recommendations to the subject project at this time.

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

Development Name:	Jesup Commons	Total # Units:	81
Location:	Parcel J2-11 with frontage on GA Highway 38 and Fourth Street	# LIHTC Units:	81
PMA Boundary:	The boundaries of the Site PMA include State Route 23 to the north; State Route 27 to the east; State Route 23 to the south; and U.S. Highway 84 to the west.		
	Farthest Boundary Distance to Subject:		10.6 miles

RENTAL HOUSING STOCK (found on page H-2 & Addendum A)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	9	390	16	95.9%
Market-Rate Housing	4	69	0	100.0%
Assisted/Subsidized Housing not to include LIHTC	2	155	8	94.8%
LIHTC	4	166	8	95.2%
Stabilized Comps	1	51*	0	100.0%
Properties in Construction & Lease Up	0	0	0	-

*Tax Credit units only

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
14	One-Br.	1.0	682	\$437	\$1,047	\$1.02	139.6%	\$1,081	\$1.64
35	One-Br.	1.0	682	\$513	\$1,047	\$1.02	104.1%	\$1,081	\$1.64
9	Two-Br.	2.0	905	\$577*	\$1,030	\$0.89	78.5%	\$1,121	\$1.40
15	Two-Br.	2.0	905	\$610	\$1,030	\$0.89	68.9%	\$1,121	\$1.40
3	Three-Br.	2.0	1,135	\$660*	\$1,311	\$0.85	98.6%	\$1,484	\$1.15
5	Three-Br.	2.0	1,135	\$701	\$1,311	\$0.85	87.0%	\$1,484	\$1.15

*Maximum allowable LIHTC rent minus tenant-paid utilities

CAPTURE RATES (found on page G-5)

Targeted Population	30%	50% w/ PBRA	60%	Market-rate	50% w/o PBV	Overall
Capture Rate	-	2.6%	15.0%	-	6.9%	17.3%

Section B - Project Description

The subject project involves the new construction of the 81-unit Jesup Commons rental community on an approximate 14.3-acre site at Parcel J2-11 with frontage on GA Highway 38 and Fourth Street in Jesup, Georgia. The project will offer 49 one-bedroom, 24 two-bedroom, and eight (8) three-bedroom units in a four-story, elevator-served residential building with integrated community spaces. Jesup Commons will be developed using Low-Income Housing Tax Credits (LIHTC) and target lower-income family households earning up to 50% and 60% of Area Median Household Income (AMHI). All of the units at 50% AMHI (26 units) will receive Project-Based Rental Assistance (PBRA). The proposed project is expected to be complete by August 2021. Additional details of the subject project are as follows:

A. PROJECT DESCRIPTION

1. **Project Name:** Jesup Commons
2. **Property Location:** Parcel J2-11 with frontage on GA Highway 38 and Fourth Street
Jesup, Georgia 31545
(Wayne County)
3. **Project Type:** New Construction
4. **Unit Configuration and Rents:**

Total Units	Bedroom Type	Baths	Square Feet	% AMHI	Proposed Rents			Max. Allowable LIHTC Gross Rent
					Collected Rent	Utility Allowance	Gross Rent	
14	One-Br.	1.0	682	50%/PBRA	\$437	\$62	\$499	\$547
35	One-Br.	1.0	682	60%	\$513	\$62	\$575	\$657
9	Two-Br.	2.0	905	50%/PBRA	\$580	\$80	\$660	\$657
15	Two-Br.	2.0	905	60%	\$610	\$80	\$690	\$789
3	Three-Br.	2.0	1,135	50%/PBRA	\$816	\$99	\$915	\$759
5	Three-Br.	2.0	1,135	60%	\$701	\$99	\$800	\$911
81	Total							

Source: MVAH Partners

AMHI – Area Median Household Income (National Nonmetropolitan Rent/Income Limits; 2018)

PBRA – Project-Based Rental Assistance

Note that the proposed subject gross rents for some of the PBRA units are above the maximum allowable LIHTC gross rents for the national nonmetropolitan area. In the unlikely event the subsidy was not offered on these units, these rents will need to be lowered to or below the maximum allowable LIHTC gross rents. Note that the maximum allowable LIHTC rents for these specific subject units have been utilized throughout the remainder of this report.

- 5. Target Market:** Family
- 6. Project Design:** One (1), four-story, walk-up residential building together with 2,128 square-foot of integrated community space.
- 7. Original Year Built:** Not Applicable
- 8. Projected Opening Date:** August 2021

9. Unit Amenities:

- Electric Range
- Refrigerator
- Dishwasher
- Microwave
- Washer/Dryer Hookups
- Central Air Conditioning
- Carpet
- Window Coverings
- Ceiling Fan
- Patio/Balcony
- Patio Storage

10. Community Amenities:

- Computer Center
- Community Garden
- Laundry Center
- Elevator
- On-Site Management
- Fitness Center
- Playground

11. Resident Services:

- Classes
- Health Screenings
- Parties

12. Utility Responsibility:

The costs of cold water, sewer and trash collection will be included in the rent, while tenants will be responsible for the following:

- General Electricity
- Electric Heat
- Electric Water Heat
- Electric Cooking

13. Rental Assistance:

A total of 26 units will operate with PBRA.

14. Parking:

The subject site will offer 122 parking spaces in an unassigned surface parking lot.

15. Current Project Status:

Not Applicable; New Construction

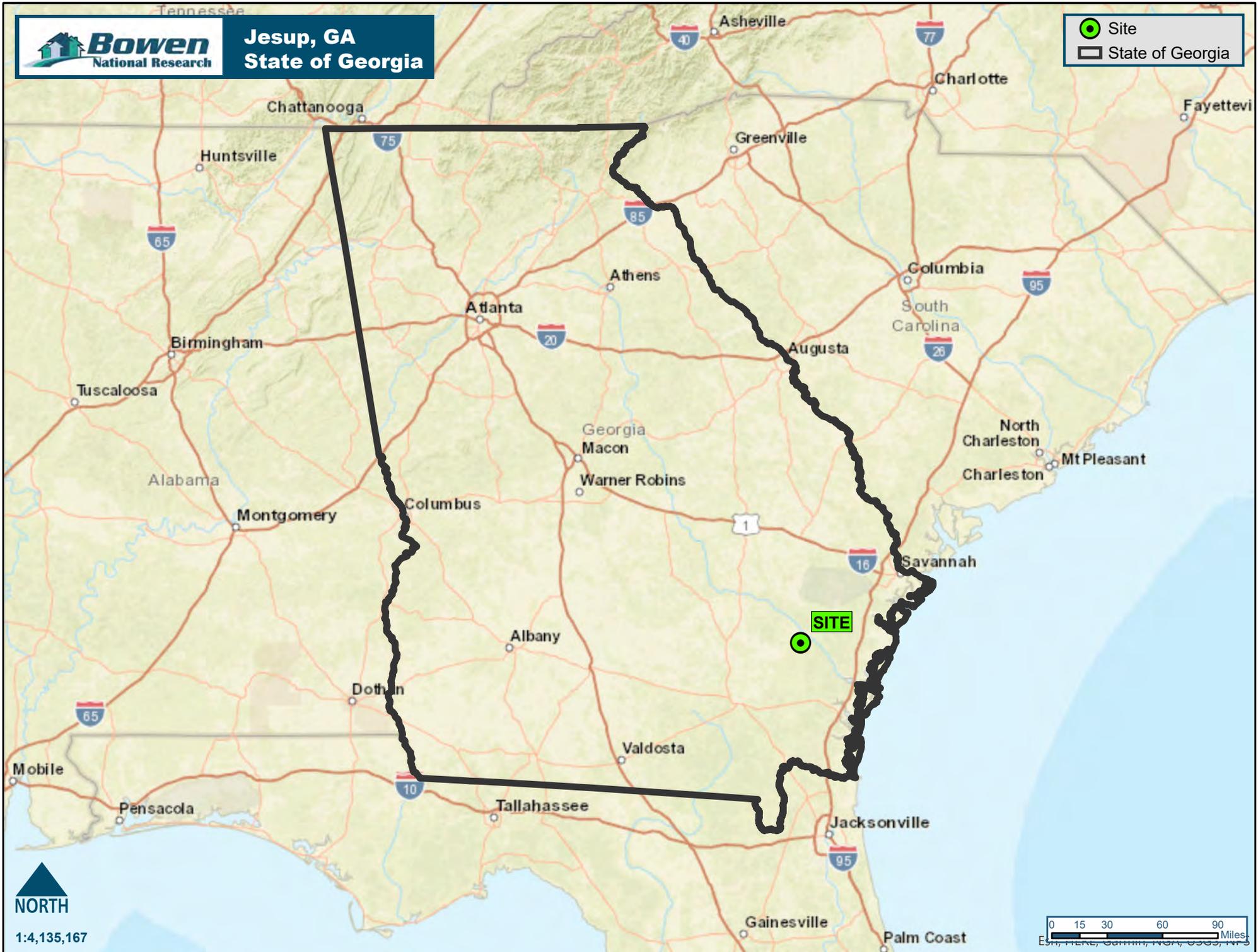
16. Statistical Area: Wayne County, GA MSA (2018)

A state map, area map and map illustrating the site neighborhood are on the following pages.



Jesup, GA State of Georgia

● Site
▭ State of Georgia



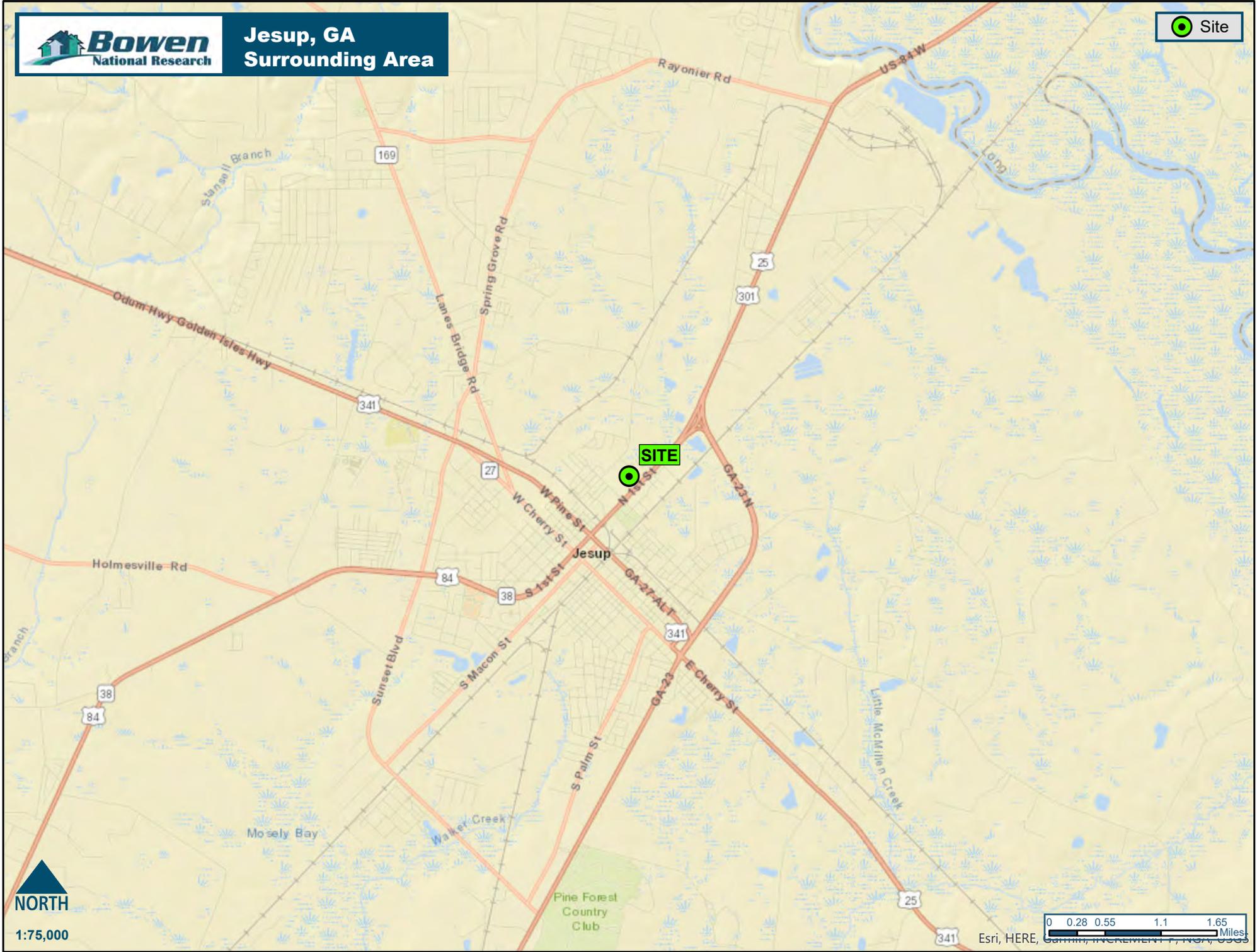
1:4,135,167





Jesup, GA Surrounding Area

Site



1:75,000

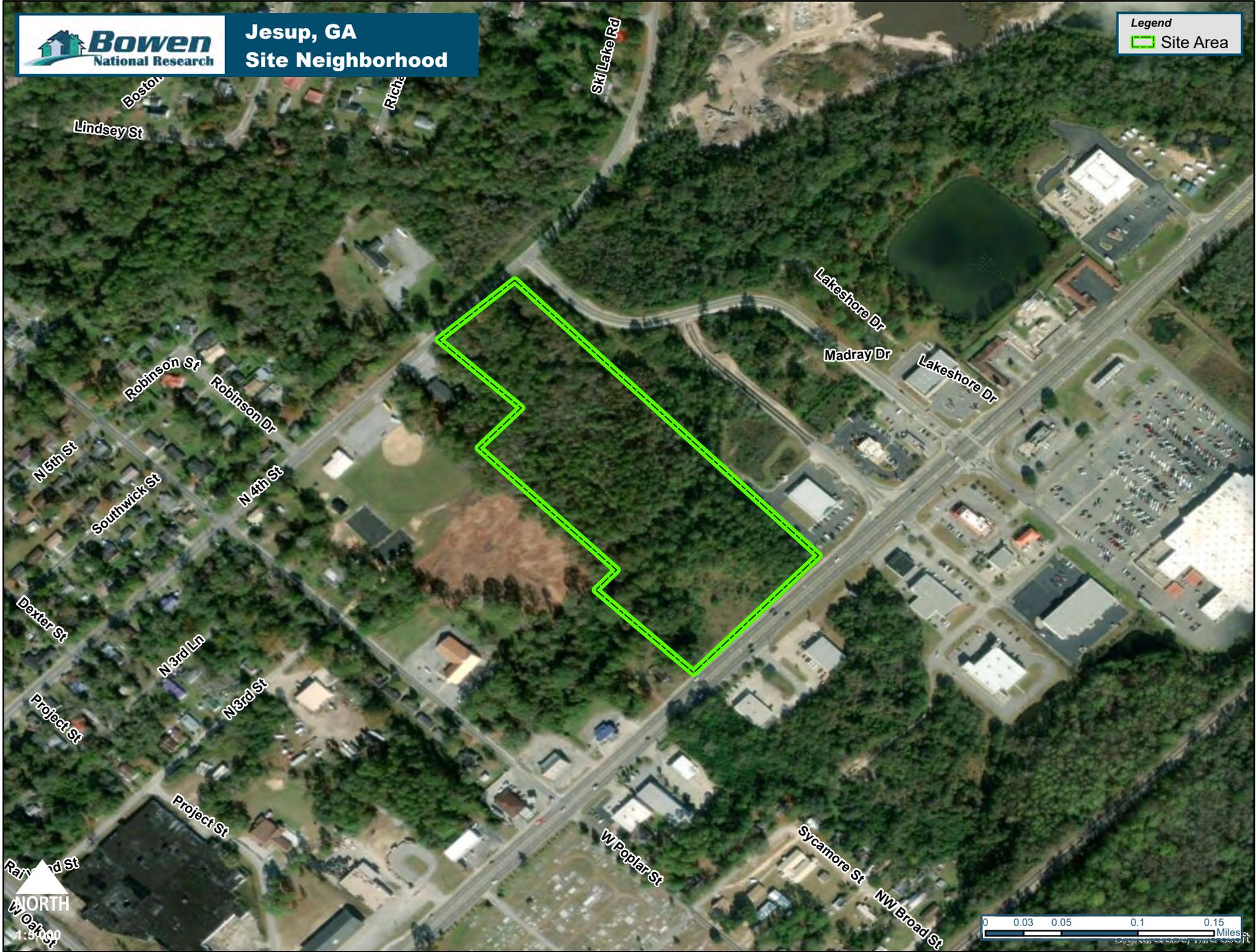


Esri, HERE, Garmin, INCREMENT P, NOAA, USGS

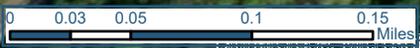


Jesup, GA Site Neighborhood

Legend
Site Area



NORTH
1:3000



Section C – Site Description And Evaluation

1. LOCATION

The proposed subject site is comprised of undeveloped land located at Parcel JZ-11 with frontage on GA Highway 38 and Fourth Street in the southwestern portion of Jesup, Georgia. Located within Wayne County, Jesup is approximately 25.0 miles southwest of Hinesville, Georgia. Faysal Ahmed, an employee of Bowen National Research, inspected the site and area apartments during the week of April 22, 2019.

2. SURROUNDING LAND USES

The subject site is located within a partially developed area of Jesup, Georgia. Surrounding land uses generally include retail stores and wooded land. Adjacent land uses are detailed as follows:

North -	Heavily wooded land defines the northern boundary of the site and extends for a considerable distance until reaching James E. Johnson Conn Road, a lightly traveled roadway. A small neighborhood of single-family homes in fair condition and wooded land extend north to Martha Rawls Smith Elementary School.
East -	The eastern boundary is defined by Dollar Tree and various restaurants that extend east along North First Street/U.S. Highway 84, a moderately to heavily traveled four-lane arterial roadway with a center turn lane. Various restaurants and retail stores extend east, including Walmart.
South -	North First Street/U.S. Highway 84, Hog N’ Bones, Luck’s Food Mart, St. Johns Holiness Church and Sunoco border the site to the south. A cemetery and a neighborhood of single-family homes in fair condition extend south.
West -	Hall Richardson Community Center, a park, Resurrection Christian Baptist Church and Wayne County Head Start border the site to the west. Single-family homes in fair to good condition extend west.

The subject site is located within a partially established area primarily consisting of retail stores and restaurants, all of which are considered to be in good condition. The wooded land surrounding a large portion of the site will provide a semi-private living environment at the subject site. Overall, the subject property is expected to fit well with the surrounding land uses and they should contribute to the marketability of the site.

3. **VISIBILITY AND ACCESS**

The subject site will maintain frontage along North First Street/U.S. Highway 84, a heavily traveled arterial roadway that borders the site to the east and provides significant passerby traffic. There will be unobstructed views of the subject site along this aforementioned roadway, which will enhance the subject's marketability and visibility. The subject site will also be accessed from North First Street/U.S. Highway 84 and although traffic patterns along this roadway can be heavy at times, the dedicated center lane should allow for convenient ingress and egress. The site's proximity to North First Street/U.S. Highway 84 and State Route 23 will enhance accessibility of the subject site, as these are arterial roadways and are accessed within 2.4 miles of the subject site and provide access throughout Jesup and the surrounding communities. Public transportation is provided throughout the area by Wayne County Transit, which is available upon request for a \$4 fare. Overall, visibility and access are both considered good and should contribute to the subject's marketability within the Jesup market. According to area planning and zoning officials, no notable roads or other infrastructure projects are underway or planned for the immediate site area.

4. **SITE PHOTOGRAPHS**

Photographs of the subject site are on located on the following pages.



View of site from the north



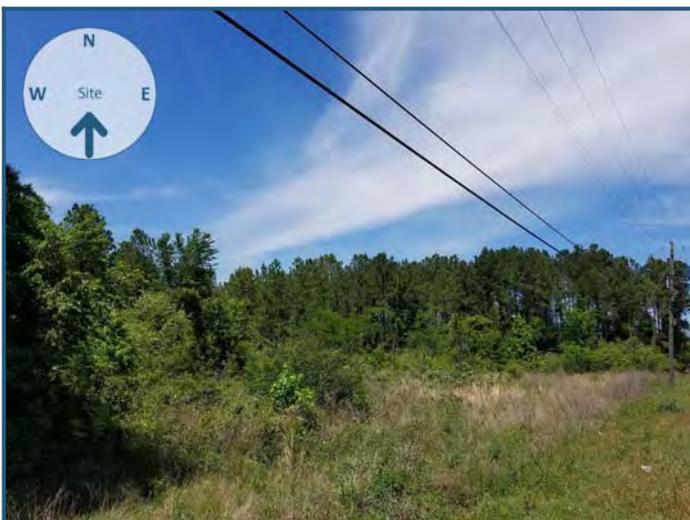
View of site from the northeast



View of site from the east



View of site from the southeast



View of site from the south



View of site from the southwest



View of site from the west



View of site from the northwest



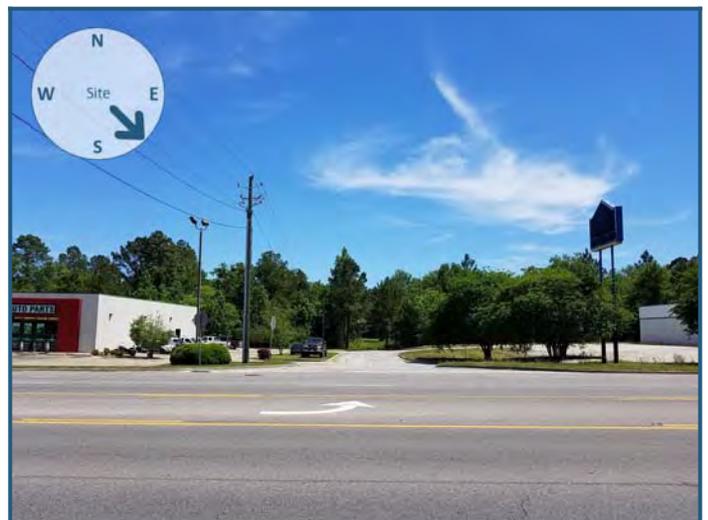
North view from site



Northeast view from site



East view from site



Southeast view from site



South view from site



Southwest view from site



West view from site



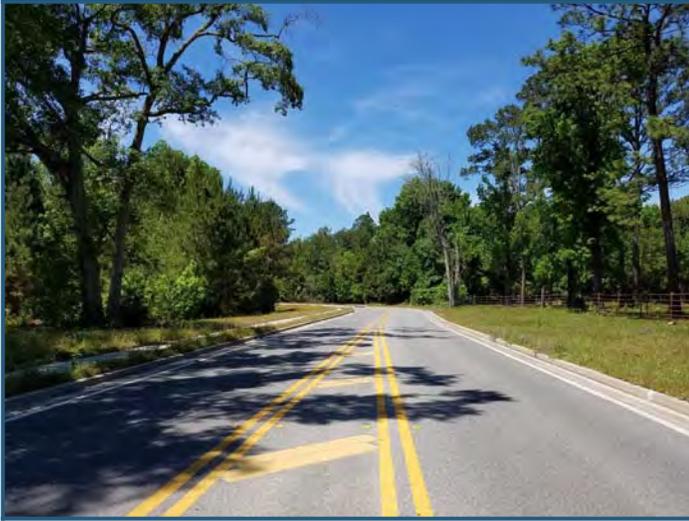
Northwest view from site



Streetscape: North view of North First Street



Streetscape: South view of North First Street



Streetscape: North view of James E. Johnson Conn.



Streetscape: South view of James E. Johnson Conn.



Streetscape: North view of Fourth Street



Streetscape: South view of Fourth Street

5. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

The site is served by the community services detailed in the following table:

Community Services	Name	Driving Distance From Site (Miles)
Major Highways	U.S. Highway 84 U.S. Highway 25 State Route 23	Adjacent Southeast 2.4 South 2.4 South
Public Bus Stop	Wayne County Transit	On-site/On-call
Major Employers/ Employment Centers	Walmart Supercenter Wayne County School District	0.2 Northeast 1.0 Northeast
Convenience Store	Murphy USA Sunoco BP	0.2 Northeast 0.3 Southwest 0.5 Southwest
Grocery	Walmart Supercenter Country Corner	0.2 Northeast 0.3 Southwest
Discount Department Store	Dollar Tree Walmart Supercenter	Adjacent Northeast 0.2 Northeast
Shopping Center/Mall	Whaley Shopping Center	1.0 Southwest
Schools: Elementary Middle/Junior High High	Martha Rawls Smith Elementary School Martha Puckett Middle School Wayne County High School	1.0 Northeast 3.0 West 3.5 West
Hospital	Wayne Memorial Hospital	1.6 Southwest
Police	Jesup City Police Department	1.5 South
Fire	Jesup Fire Department	1.0 Southwest
Post Office	U.S. Post Office	1.2 South
Bank	Prime South Bank Bank of America Heritage Bank	0.9 Southwest 0.9 Southwest 1.0 Southwest
Recreational Facilities	Anytime Fitness	1.0 Southwest
Gas Station	Sunoco Walmart Gas BP	0.3 Southwest 0.3 East 0.5 Southwest
Pharmacy	Walmart Pharmacy CVS Pharmacy Walgreens	0.3 Northeast 0.6 Southwest 0.9 Southwest
Restaurant	Zaxby's Chicken Fingers Waffle House Taco Bell	0.1 Northeast 0.1 Northeast 0.2 Northeast
Day Care	Kidz Express Little Miracles Daycare Little Light of Mine Daycare	1.2 Southwest 1.3 Southwest 1.5 Southwest
Community Center	Wayne County Recreational Department	1.8 Southwest
Library	Wayne County Library	2.7 West
Park	Wayne County Parks & Recreation	1.5 South
Church	St. John Holiness Church Northside Baptist Church Bennett Union Baptist Church	0.3 West 0.4 South 0.7 West

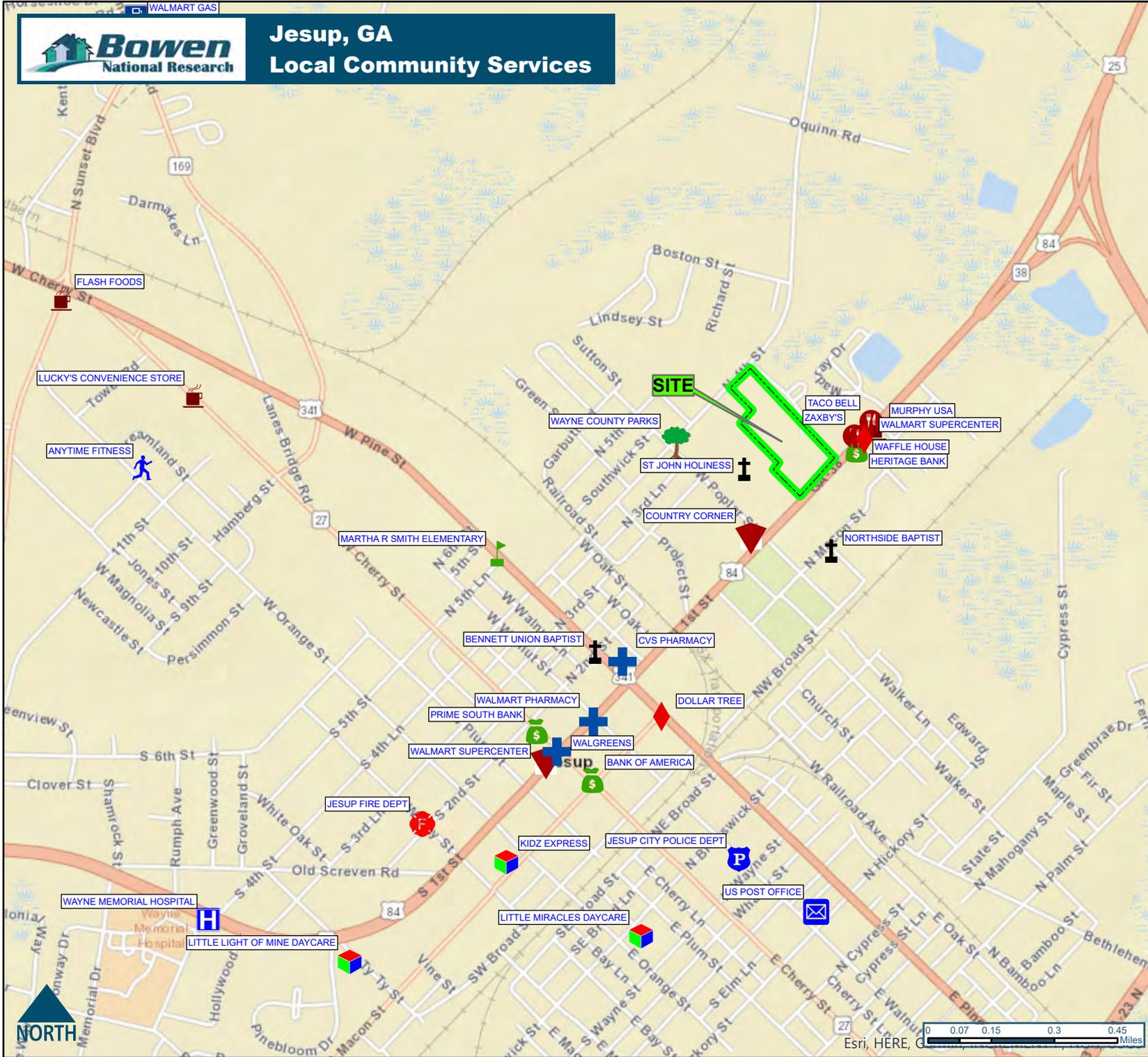
The subject site is located within proximity of numerous area services, many of which are located within 1.0 mile of the site and some of which are within walking distance. These nearby services are easily accessible from the subject site given the site's proximity to arterial roadways such as North First Street/U.S. Highway 84, a commercial corridor that borders the site to the south. It is also of note that while most basic community services are located within a short drive of the subject site, many are also accessible via on demand public transportation through Wayne County Transit, which is an on-call service that provides transportation throughout the area. This should enhance marketability of the proposed subject development within the Jesup market.

The subject site is within the Wayne County School District and all applicable attendance schools are located within 3.5 miles of the subject site. Public safety services are provided by the Jesup Police Department and Jesup Fire Department, which are located 1.5 miles south of the site and 1.0 miles southwest of the site, respectively. The nearest full-service hospital is the Wayne Memorial Hospital, located 1.6 miles southwest of the site. The proximity to these area and public safety services will positively impact the marketability of the site, as many community services are located within walking distance.

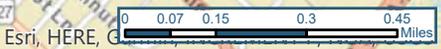
Maps illustrating the location of community services are on the following pages.



Jesup, GA Local Community Services

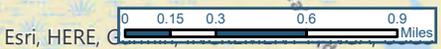
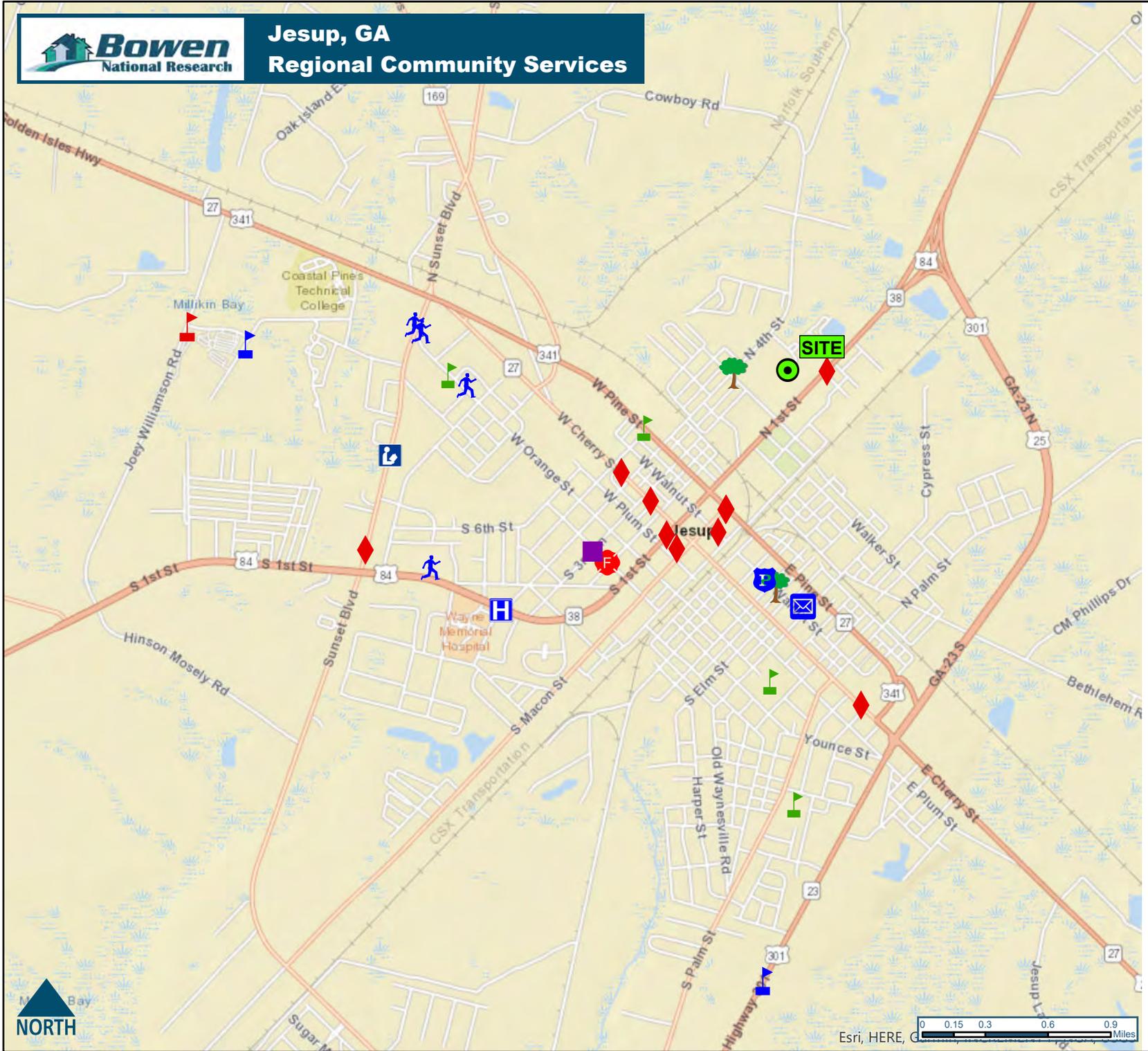


- Legend
- Site Area
 - Bank
 - Child Care
 - Church
 - Convenience Store
 - Elementary School
 - Fire
 - Fitness Center
 - Gas
 - Grocery
 - Hospital
 - Park
 - Pharmacy
 - Police
 - Post Office
 - Restaurant
 - Shopping



1:20,000

- Legend
-  Site
 -  Elementary School
 -  Fire
 -  Fitness Center
 -  High School
 -  Hospital
 -  Library
 -  Middle School
 -  Park
 -  Police
 -  Post Office
 -  Senior Services
 -  Shopping



1:40,000

6. CRIME ISSUES

The primary source for Crime Risk data is the FBI Uniform Crime Report (UCR). The FBI collects data from each of roughly 16,000 separate law enforcement jurisdictions across the country and compiles this data into the UCR. The most recent update showed an overall coverage rate of 95% of all jurisdictions nationwide with a coverage rate of 97% of all jurisdictions in metropolitan areas.

Applied Geographic Solutions uses the UCR at the jurisdictional level to model each of the seven crime types at other levels of geography. Risk indexes are standardized based on the national average. A Risk Index value of 100 for a particular risk indicates that, for the area, the relative probability of the risk is consistent with the average probability of that risk across the United States.

It should be noted that aggregate indexes for total crime, personal crime and property crime are not weighted, and murder is no more significant statistically in these indexes than petty theft. Thus, caution should be exercised when using them.

Total crime risk for the Site ZIP Code is 120, with an overall personal crime index of 67 and a property crime index of 128. Total crime risk for Wayne County is 111, with indexes for personal and property crime of 68 and 117, respectively.

	Crime Risk Index	
	Site ZIP Code	Wayne County
Total Crime	120	111
Personal Crime	67	68
Murder	64	80
Rape	72	74
Robbery	40	43
Assault	78	78
Property Crime	128	117
Burglary	107	101
Larceny	145	130
Motor Vehicle Theft	40	45

Source: Applied Geographic Solutions

The crime risk index for the Site ZIP Code (120) is slightly higher than that reported for Wayne County as a whole (111) and both are similar to the national average of 100. This is a good indication that there is likely a low perception of crime within the Jesup market. Crime is not expected to be a factor which negatively impacts marketability of the subject project.

A map illustrating crime risk is on the following page.

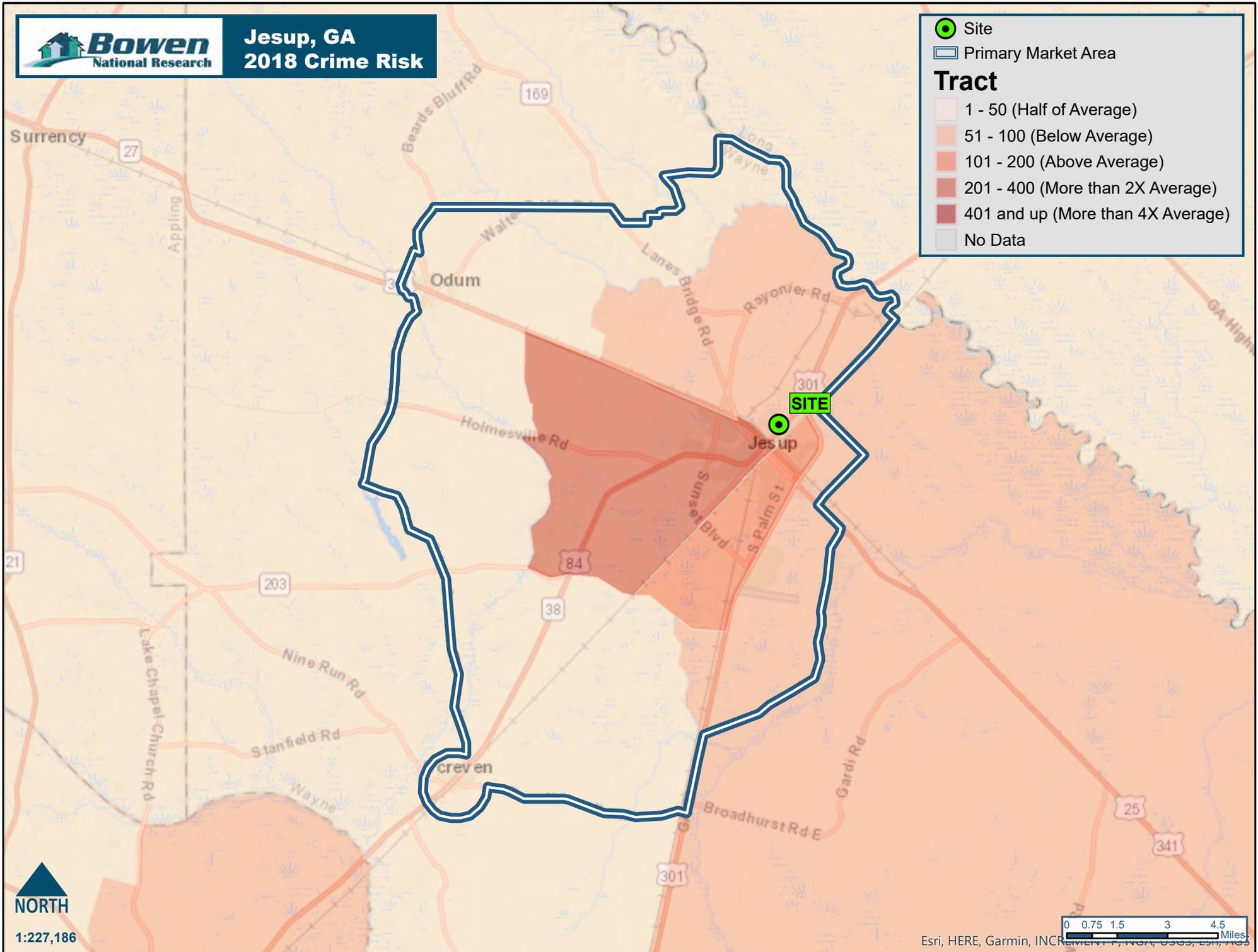


Jesup, GA 2018 Crime Risk

- Site
- ▭ Primary Market Area

Tract

- 1 - 50 (Half of Average)
- 51 - 100 (Below Average)
- 101 - 200 (Above Average)
- 201 - 400 (More than 2X Average)
- 401 and up (More than 4X Average)
- No Data



NORTH
1:227,186

0 0.75 1.5 3 4.5 Miles

Esri, HERE, Garmin, INCREMENTAL, NAVTEQ, ©2008, Esri, Inc.

7. OVERALL SITE EVALUATION

The subject site is located within a generally established and mixed-use area of Jesup. The wooded land surrounding most of the subject site will provide a semi-private living environment at the subject project. Visibility and access are both considered good, as the site is accessed from and maintains frontage along North First Street/U.S. Highway 84, a commercial corridor in the Jesup area. Ingress and egress are convenient due to the dedicated center turn lane provided along North 1st Street, which should mitigate any potential traffic disruptions upon ingress and egress. The subject site has easy access to U.S. Highway 84, U.S. Highway 25 and State Route 23, which are arterial roadways in the Jesup area and are conveniently accessed within 2.4 miles of the site. Most area services are located within 1.0 mile of the site and are easily accessible due to the subject's location along North First Street/U.S. Highway 84. Access throughout the Site PMA is also provided by Wayne County Transit, offering affordable public transportation within Jesup and the surrounding communities. Based on the preceding factors, the proposed subject site location is considered conducive to affordable multifamily rental product such as that proposed and is expected to have a positive impact on the subject's overall marketability.

8. MAP OF LOW-INCOME RENTAL HOUSING

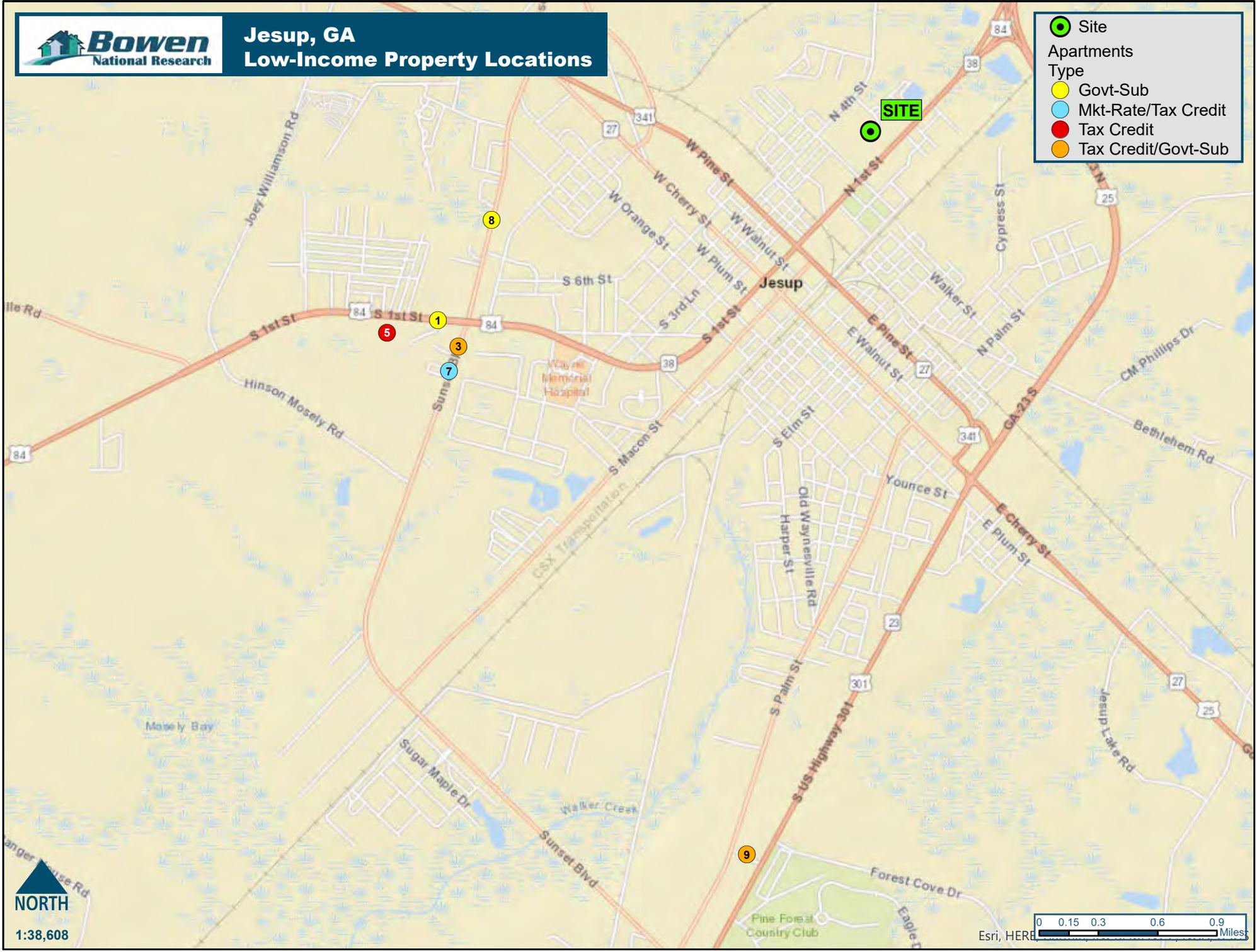
A map illustrating the location of low-income rental housing (4% and 9% Tax Credit Properties, Tax Exempt Bond Projects, Rural Development Properties, HUD Section 8 and Public Housing, etc.) identified in the Site PMA is included on the following page.



Jesup, GA Low-Income Property Locations

Site
Apartment Type

- Govt-Sub
- Mkt-Rate/Tax Credit
- Tax Credit
- Tax Credit/Govt-Sub



1:38,608



Section D – Primary Market Area Delineation

The Primary Market Area (PMA) is the geographical area from which comparable properties and potential renters are expected to be drawn from. It is also the geographic area expected to generate the most demographic support for the subject development. The Jesup Site PMA was determined through interviews with area leasing and real estate agents, government officials, economic development representatives and the personal observations of our analysts. The personal observations of our analysts include physical and/or socioeconomic differences in the market and a demographic analysis of the area households and population.

The Jesup Site PMA includes Jesup, Odum, Screven, Surrency and outlying unincorporated areas of Wayne County. The boundaries of the Site PMA include State Route 23 to the north; State Route 27 to the east; State Route 23 to the south; and U.S. Highway 84 to the west.

The following are summaries of interviews conducted with various area sources that helped to confirm the boundaries of the Site PMA:

- Debbie Rowe is the Property Manager at Fox Run Apartments (Map ID 3), a Tax Credit and government-subsidized property located in Jesup. Ms. Rowe stated that the majority of her tenants have originated from within the immediate Jesup area and she would expect similar trends for a new affordable property in the market. Ms. Rowe further stated that less than ten percent of the support her property typically receives has come from the surrounding towns of Hinesville and Waycross, as these areas are self-sufficient in terms of services and housing alternatives, thus confirming the Site PMA.
- Lora Oliver is a Licensed Realtor at Harris Real Estate located in Jesup. Ms. Oliver stated that an affordable rental property in Jesup would primarily be supported by households within Jesup and the surrounding communities, adding that surrounding rural communities such as Odum would also likely support the site.

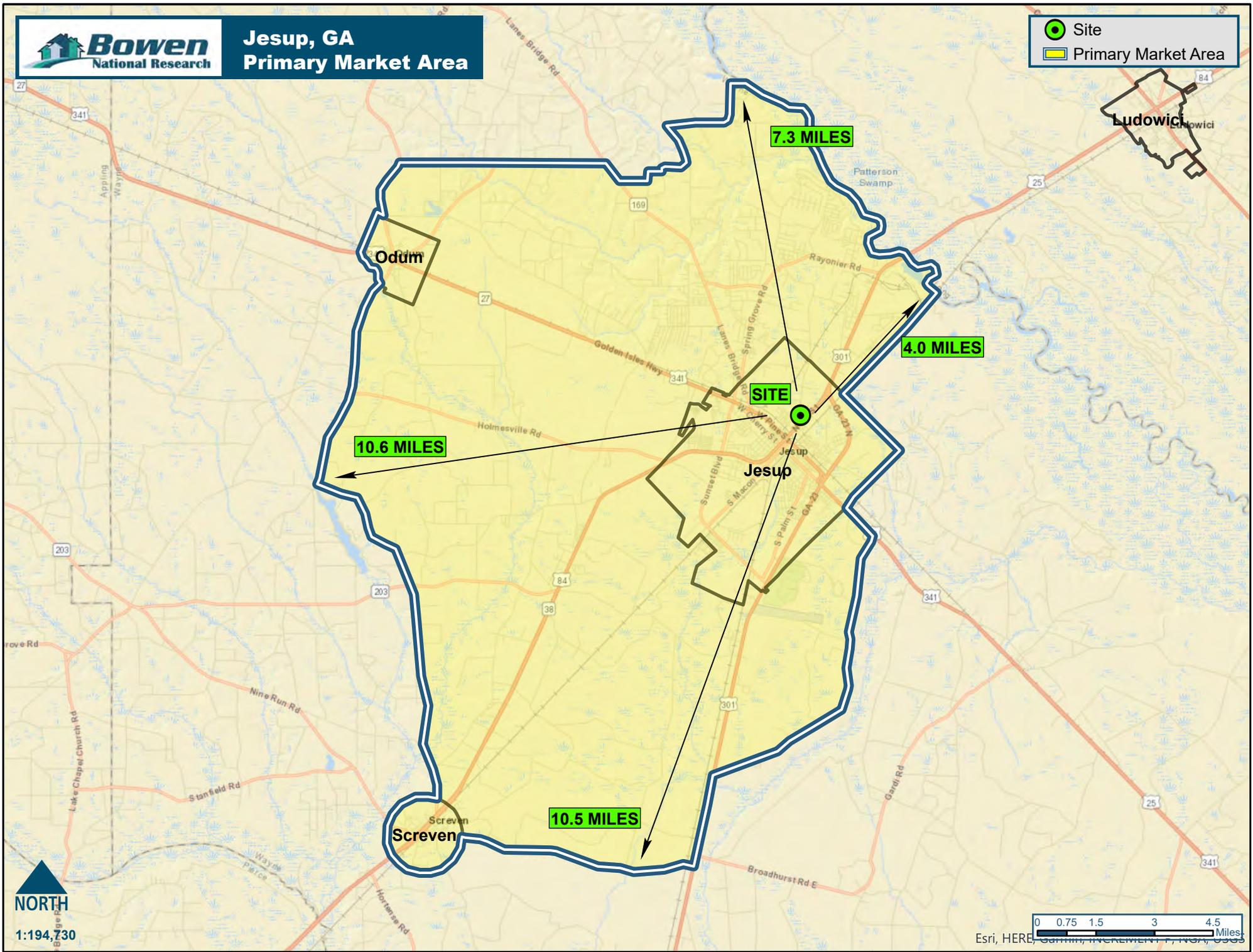
We recognize that the subject project will likely receive some support from areas outside the Site PMA. However, this potential base of support is anticipated to be minimal. Areas surrounding the Site PMA are generally rural, less populated and/or comprised of low shares of renter households, which will result in minimal support from these areas. Potential out-of-market support for the subject project is more likely to originate from areas such as Ludowici, however, the largest base of support is expected to originate within the Site PMA boundaries. Areas outside the Site PMA are also generally beyond a 15-minute drive from the subject site. Due to the preceding factors, we expect minimal support from areas outside the Site PMA and that the subject project will derive the majority of its support from within the Site PMA boundaries.

A map delineating the boundaries of the Site PMA is included on the following page.



Jesup, GA Primary Market Area

- Site
- Primary Market Area



NORTH
1:194,730



Section E – Community Demographic Data

1. POPULATION TRENDS

The Site PMA population bases for 2000, 2010, 2019 (estimated) and 2021 (projected) are summarized as follows:

	Year			
	2000 (Census)	2010 (Census)	2019 (Estimated)	2021 (Projected)
Population	21,242	23,732	23,509	23,590
Population Change	-	2,490	-223	82
Percent Change	-	11.7%	-0.9%	0.3%

Source: 2000, 2010 Census; ESRI; Urban Decision Group; Bowen National Research

The Jesup Site PMA population base increased by 2,490 between 2000 and 2010. This represents an 11.7% increase over the 2000 population, or an annual rate of 1.1%. Between 2010 and 2019, the population declined by 223, or 0.9%. It is projected that the population will increase by 82, or 0.3%, between 2019 and 2021.

The Site PMA population bases by age are summarized as follows:

Population by Age	2010 (Census)		2019 (Estimated)		2021 (Projected)		Change 2019-2021	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	6,447	27.2%	6,060	25.8%	6,107	25.9%	47	0.8%
20 to 24	1,444	6.1%	1,353	5.8%	1,300	5.5%	-53	-3.9%
25 to 34	3,231	13.6%	3,395	14.4%	3,309	14.0%	-86	-2.5%
35 to 44	3,480	14.7%	3,098	13.2%	3,155	13.4%	58	1.9%
45 to 54	3,395	14.3%	3,008	12.8%	2,944	12.5%	-64	-2.1%
55 to 64	2,773	11.7%	2,899	12.3%	2,884	12.2%	-15	-0.5%
65 to 74	1,708	7.2%	2,235	9.5%	2,322	9.8%	87	3.9%
75 & Over	1,254	5.3%	1,462	6.2%	1,569	6.7%	108	7.4%
Total	23,732	100.0%	23,509	100.0%	23,590	100.0%	82	0.3%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

As the preceding table illustrates, nearly 53% of the population is expected to be between 25 and 64 years old in 2019. This age group is the primary group of potential renters for the subject site and will likely represent a significant number of the tenants.

2. HOUSEHOLD TRENDS

Household trends within the Jesup Site PMA are summarized as follows:

	Year			
	2000 (Census)	2010 (Census)	2019 (Estimated)	2021 (Projected)
Households	7,293	8,141	8,199	8,226
Household Change	-	848	58	27
Percent Change	-	11.6%	0.7%	0.3%
Household Size	2.91	2.92	2.64	2.65

Source: 2000, 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Within the Jesup Site PMA, households increased by 848 (11.6%) between 2000 and 2010. Between 2010 and 2019, households increased by 58 or 0.7%. By 2021, there will be 8,226 households, an increase of 27 households, or 0.3% over 2019 levels. This is an increase of approximately 14 households annually over the next two years.

The Site PMA household bases by age are summarized as follows:

Households by Age	2010 (Census)		2019 (Estimated)		2021 (Projected)		Change 2019-2021	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 25	420	5.2%	365	4.4%	362	4.4%	-3	-0.8%
25 to 34	1,219	15.0%	1,288	15.7%	1,243	15.1%	-45	-3.5%
35 to 44	1,445	17.7%	1,289	15.7%	1,310	15.9%	21	1.6%
45 to 54	1,637	20.1%	1,417	17.3%	1,378	16.8%	-38	-2.7%
55 to 64	1,527	18.8%	1,564	19.1%	1,547	18.8%	-17	-1.1%
65 to 74	1,081	13.3%	1,363	16.6%	1,408	17.1%	45	3.3%
75 to 84	662	8.1%	696	8.5%	745	9.1%	48	7.0%
85 & Over	150	1.8%	218	2.7%	233	2.8%	16	7.2%
Total	8,141	100.0%	8,199	100.0%	8,226	100.0%	27	0.3%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Household growth is projected among half of all age cohorts between 2019 and 2021, a good indication demand for both family- and senior-oriented housing alternatives will increase during this time period.

Households by tenure are distributed as follows:

Tenure	2010 (Census)		2019 (Estimated)		2021 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	5,431	66.7%	5,072	61.9%	5,117	62.2%
Renter-Occupied	2,710	33.3%	3,127	38.1%	3,108	37.8%
Total	8,141	100.0%	8,199	100.0%	8,226	100.0%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

In 2019, homeowners occupied 61.9% of all occupied housing units, while the remaining 38.1% were occupied by renters. The share of renters is relatively high and represents a good base of potential support in the market for the subject development.

The household sizes by tenure within the Site PMA, based on the 2019 estimates and 2021 projections, were distributed as follows:

Persons Per Renter Household	2019 (Estimated)		2021 (Projected)		Change 2019-2021	
	Households	Percent	Households	Percent	Households	Percent
1 Person	1,018	32.6%	1,008	32.4%	-10	-1.0%
2 Persons	834	26.7%	835	26.9%	1	0.1%
3 Persons	564	18.0%	561	18.0%	-2	-0.4%
4 Persons	379	12.1%	371	11.9%	-8	-2.0%
5 Persons+	333	10.6%	333	10.7%	1	0.2%
Total	3,127	100.0%	3,108	100.0%	-18	-0.6%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Persons Per Owner Household	2019 (Estimated)		2021 (Projected)		Change 2019-2021	
	Households	Percent	Households	Percent	Households	Percent
1 Person	1,182	23.3%	1,187	23.2%	5	0.4%
2 Persons	1,905	37.6%	1,926	37.6%	21	1.1%
3 Persons	831	16.4%	838	16.4%	7	0.8%
4 Persons	710	14.0%	716	14.0%	5	0.7%
5 Persons+	444	8.7%	452	8.8%	9	2.0%
Total	5,072	100.0%	5,119	100.0%	47	0.9%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

The one- through three-bedroom units proposed for the subject site will allow the property to accommodate up to five-person households. As such, the subject project will appeal to a wide range of household sizes which will contribute to the subject's overall marketability within the Jesup Site PMA.

The distribution of households by income within the Jesup Site PMA is summarized as follows:

Household Income	2010 (Census)		2019 (Estimated)		2021 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$10,000	1,090	13.4%	897	10.9%	864	10.5%
\$10,000 to \$19,999	1,480	18.2%	1,079	13.2%	1,039	12.6%
\$20,000 to \$29,999	1,069	13.1%	1,099	13.4%	1,082	13.2%
\$30,000 to \$39,999	932	11.4%	972	11.9%	956	11.6%
\$40,000 to \$49,999	719	8.8%	807	9.8%	818	9.9%
\$50,000 to \$59,999	539	6.6%	516	6.3%	515	6.3%
\$60,000 to \$74,999	613	7.5%	820	10.0%	865	10.5%
\$75,000 to \$99,999	761	9.3%	868	10.6%	889	10.8%
\$100,000 to \$124,999	545	6.7%	489	6.0%	506	6.1%
\$125,000 to \$149,999	233	2.9%	285	3.5%	310	3.8%
\$150,000 to \$199,999	135	1.7%	231	2.8%	242	2.9%
\$200,000 & Over	25	0.3%	136	1.7%	141	1.7%
Total	8,141	100.0%	8,199	100.0%	8,228	100.0%
Median Income	\$34,630		\$40,642		\$42,107	

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

In 2010, the median household income was \$34,630. This increased by 17.4% to \$40,642 in 2019. By 2021, it is projected that the median household income will be \$42,107, an increase of 3.6% over 2019.

The following tables illustrate renter household income by household size for 2010, 2019 and 2021 for the Jesup Site PMA:

Renter Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	201	143	104	86	60	594
\$10,000 to \$19,999	276	168	121	101	70	735
\$20,000 to \$29,999	151	98	71	59	41	421
\$30,000 to \$39,999	101	77	55	46	32	311
\$40,000 to \$49,999	71	60	43	36	25	236
\$50,000 to \$59,999	34	30	22	18	13	117
\$60,000 to \$74,999	39	34	25	21	14	133
\$75,000 to \$99,999	27	26	19	16	11	100
\$100,000 to \$124,999	11	11	8	6	4	40
\$125,000 to \$149,999	5	4	3	3	2	17
\$150,000 to \$199,999	1	1	1	1	1	5
\$200,000 & Over	0	0	0	0	0	1
Total	919	653	473	393	272	2,710

Source: ESRI; Urban Decision Group

Renter Households	2019 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	195	153	103	69	61	580
\$10,000 to \$19,999	244	145	98	66	58	611
\$20,000 to \$29,999	183	139	94	63	55	534
\$30,000 to \$39,999	135	122	82	55	49	443
\$40,000 to \$49,999	87	86	58	39	34	303
\$50,000 to \$59,999	37	38	25	17	15	132
\$60,000 to \$74,999	57	61	41	27	24	210
\$75,000 to \$99,999	43	48	32	22	19	164
\$100,000 to \$124,999	18	20	14	9	8	69
\$125,000 to \$149,999	10	12	8	5	5	40
\$150,000 to \$199,999	7	7	5	3	3	25
\$200,000 & Over	4	4	3	2	2	15
Total	1,018	834	564	379	333	3,127

Source: ESRI; Urban Decision Group

Renter Households	2021 (Projected)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$10,000	189	148	99	66	59	560
\$10,000 to \$19,999	235	138	93	62	55	583
\$20,000 to \$29,999	182	137	92	61	55	526
\$30,000 to \$39,999	135	123	83	55	49	444
\$40,000 to \$49,999	85	86	58	38	34	302
\$50,000 to \$59,999	36	37	25	17	15	129
\$60,000 to \$74,999	57	64	43	28	25	217
\$75,000 to \$99,999	44	51	34	22	20	171
\$100,000 to \$124,999	20	23	15	10	9	78
\$125,000 to \$149,999	12	14	10	6	6	48
\$150,000 to \$199,999	8	10	6	4	4	32
\$200,000 & Over	5	5	4	2	2	19
Total	1,008	835	561	371	333	3,108

Source: ESRI; Urban Decision Group

Data from the preceding tables is used in our demand estimates.

Demographic Summary

Demographic trends within the Jesup Site PMA are projected to be positive between 2019 and 2021, both in terms of total population and households. Although the number of renter households is projected to decline during this time, the 3,108 renter households projected for 2021 illustrate that a good base of renter support will continue to exist in the market. Nearly 68.0% of all renter households are projected to earn less than \$40,000 in 2021, which is conducive to low-income housing such as that proposed at the subject site. Based on the preceding factors, a good base of potential support for affordable rental product such as that proposed for the subject site exists within the Site PMA.

Section F – Economic Trends

1. LABOR FORCE PROFILE

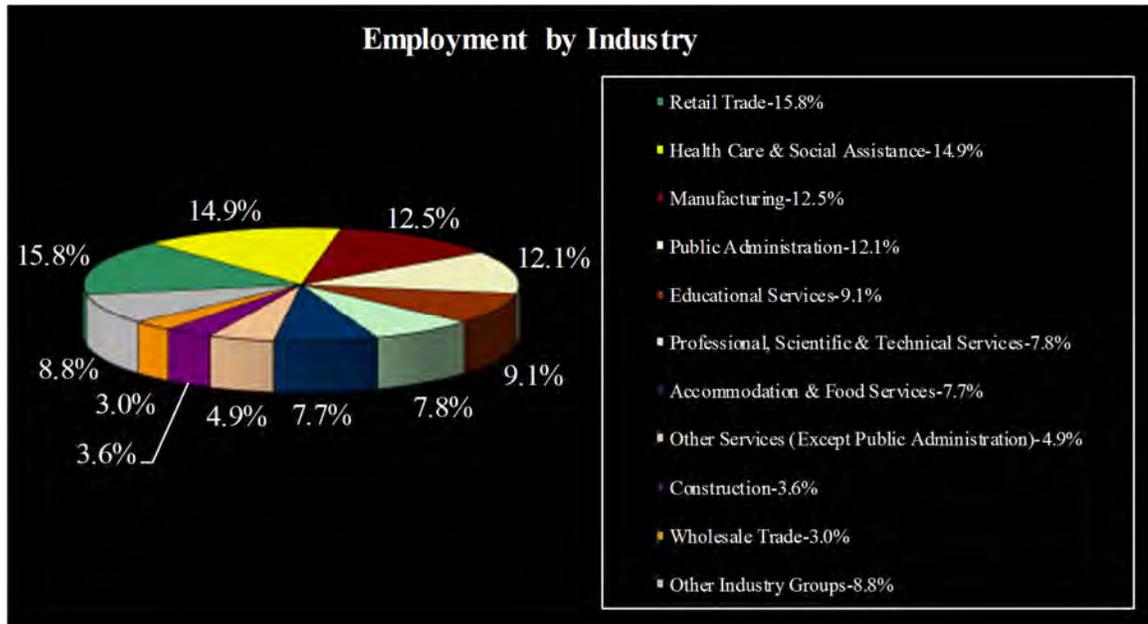
The labor force within the Jesup Site PMA is based primarily in four sectors. Retail Trade (which comprises 15.8%), Health Care & Social Assistance, Manufacturing and Public Administration comprise over 55% of the Site PMA labor force. Employment in the Jesup Site PMA, as of 2019, was distributed as follows:

NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	7	0.8%	28	0.3%	4.0
Mining	0	0.0%	0	0.0%	0.0
Utilities	2	0.2%	20	0.2%	10.0
Construction	55	6.4%	330	3.6%	6.0
Manufacturing	32	3.7%	1,151	12.5%	36.0
Wholesale Trade	26	3.0%	278	3.0%	10.7
Retail Trade	157	18.3%	1,458	15.8%	9.3
Transportation & Warehousing	16	1.9%	106	1.1%	6.6
Information	19	2.2%	97	1.0%	5.1
Finance & Insurance	43	5.0%	204	2.2%	4.7
Real Estate & Rental & Leasing	40	4.7%	186	2.0%	4.7
Professional, Scientific & Technical Services	44	5.1%	718	7.8%	16.3
Management of Companies & Enterprises	0	0.0%	0	0.0%	0.0
Administrative, Support, Waste Management & Remediation Services	22	2.6%	109	1.2%	5.0
Educational Services	20	2.3%	837	9.1%	41.9
Health Care & Social Assistance	95	11.1%	1,381	14.9%	14.5
Arts, Entertainment & Recreation	10	1.2%	57	0.6%	5.7
Accommodation & Food Services	60	7.0%	709	7.7%	11.8
Other Services (Except Public Administration)	139	16.2%	450	4.9%	3.2
Public Administration	51	5.9%	1,119	12.1%	21.9
Nonclassifiable	21	2.4%	3	0.0%	0.1
Total	859	100.0%	9,241	100.0%	10.8

*Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

E.P.E. - Average Employees Per Establishment

Note: Since this survey is conducted of establishments and not of residents, some employees may not live within the Site PMA. These employees, however, are included in our labor force calculations because their places of employment are located within the Site PMA.



Typical wages by job category for the South Georgia Nonmetropolitan Area are compared with those of Georgia in the following table:

Typical Wage by Occupation Type		
Occupation Type	South Georgia Nonmetropolitan Area	Georgia
Management Occupations	\$89,320	\$117,910
Business and Financial Occupations	\$56,530	\$72,920
Computer and Mathematical Occupations	\$63,620	\$88,590
Architecture and Engineering Occupations	\$72,420	\$80,970
Community and Social Service Occupations	\$39,880	\$46,770
Art, Design, Entertainment and Sports Medicine Occupations	\$37,820	\$54,850
Healthcare Practitioners and Technical Occupations	\$67,860	\$75,690
Healthcare Support Occupations	\$24,890	\$29,910
Protective Service Occupations	\$35,790	\$39,510
Food Preparation and Serving Related Occupations	\$20,160	\$21,520
Building and Grounds Cleaning and Maintenance Occupations	\$25,170	\$26,400
Personal Care and Service Occupations	\$22,890	\$26,040
Sales and Related Occupations	\$28,610	\$37,770
Office and Administrative Support Occupations	\$31,310	\$36,670
Construction and Extraction Occupations	\$34,290	\$43,080
Installation, Maintenance and Repair Occupations	\$41,300	\$46,730
Production Occupations	\$30,540	\$35,000
Transportation and Moving Occupations	\$31,580	\$35,830

Source: U.S. Department of Labor, Bureau of Statistics

Most annual blue-collar salaries range from \$20,160 to \$41,300 within the South Georgia Nonmetropolitan Area. White-collar jobs, such as those related to professional positions, management and medicine, have an average salary of \$69,950. It is important to note that most occupational types within the South Georgia Nonmetropolitan Area have slightly lower typical wages than the state of Georgia's typical wages. As such, the area employment base appears to have a significant number of income-appropriate occupations from which the proposed subject project will be able to draw renter support.

2. **MAJOR EMPLOYERS**

According to a representative with the Wayne County Industrial Development Authority, the Wayne County economy is improving. The following are summaries of some recent and notable economic development activity within the Wayne County area:

- Ribbon cutting and grand opening ceremonies were held in Jesup in April 2019 for a new Jersey Mike's sub shop, the Interstate Credit Union, Southern Sprouts clothing shop and Gopher's Southern Cooking & BBQ.
- In November 2018 Sierra International Machinery in Jesup broke ground on a 24,000-square-foot expansion of its existing manufacturing facility. This is the company's third facility expansion in the past 10 years and is expected to add an unknown number of additional jobs.
- The Nancy N. and J.C. Lewis Cancer and Research Pavilion opened in Jesup in March 2019. This \$50 million investment is a new cancer treatment facility in Jesup.
- In March 2018 Healthy Pet announced an expansion and additional equipment for its Jesup facility. The investment of over \$10 million will add 15 to 20 new jobs and expand the production in Jesup of sustainable fiber cat litter.
- In July 2018 Tape It, Inc. purchased an existing building in Wayne County with plans to hire up to 40 employees. Another building in the area was also purchased for future expansion of Tape It, Inc. and an additional 25 employees.
- Chemours Titanium Technologies has proposed mining operations at several locations in Wayne County to begin in 2019. The initial investment in the project is over \$20 million in the first year and \$18 million each additional year and is expected to create 60 full-time jobs paying an estimated \$69,000 annually.
- The Wayne County Industrial Development Authority is currently planning a new industrial park to bring new businesses to the area. The location had not been identified as of April 2019.

Infrastructure:

- A \$900,000 to reconstruct and widen Rayonier Road in Wayne County was approved in April 2018 and was complete in 2018.
- In 2018 the Georgia Public Service Commission approved expansion of a natural gas line to the Georgia Ready for Accelerated Development certified Industrial Park on Highway 341. This \$4.6 million investment along with roadwork at the site, both to begin in spring 2019, will improve the marketability of the industrial park.
- A new overpass on Highway 169 in Jesup opened in the first quarter of 2018. The investment of over \$13 million improves traffic flow over the Norfolk Southern Railway.

WARN (layoff notices):

WARN Notices or large-scale layoffs closures were reviewed on April 18, 2019 and according to the Georgia Department of Labor there have been no WARN notices reported for Wayne County over the past 18 months.

3. EMPLOYMENT TRENDS

The following tables were generated from the U.S. Department of Labor, Bureau of Labor Statistics and reflect employment trends of the county in which the site is located.

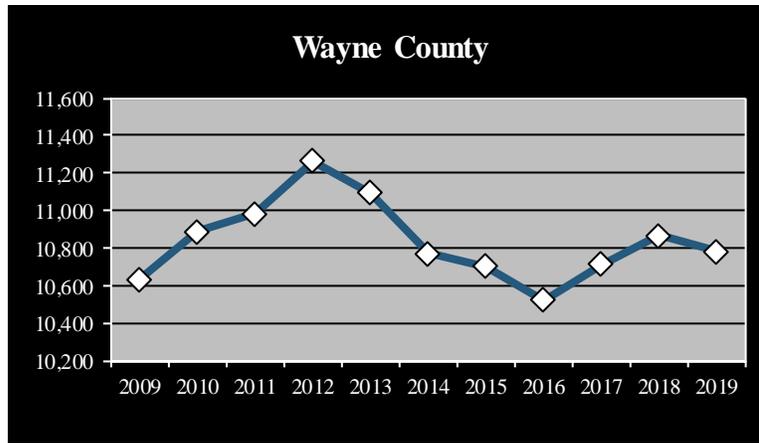
Excluding 2019, the employment base has increased by 0.9% over the past five years in Wayne County, less than the Georgia state increase of 11.4%. Total employment reflects the number of employed persons who live within the county.

The following illustrates the total employment base for Wayne County, the state of Georgia and the United States.

Year	Total Employment					
	Wayne County		Georgia		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2009	10,633	-	4,311,854	-	140,696,560	-
2010	10,886	2.4%	4,202,052	-2.5%	140,469,139	-0.2%
2011	10,985	0.9%	4,263,305	1.5%	141,791,255	0.9%
2012	11,262	2.5%	4,348,083	2.0%	143,621,634	1.3%
2013	11,091	-1.5%	4,366,374	0.4%	145,017,562	1.0%
2014	10,768	-2.9%	4,403,433	0.8%	147,313,048	1.6%
2015	10,701	-0.6%	4,490,414	2.0%	149,564,649	1.5%
2016	10,523	-1.7%	4,658,053	3.7%	151,965,225	1.6%
2017	10,713	1.8%	4,822,263	3.5%	154,271,036	1.5%
2018	10,868	1.4%	4,906,411	1.7%	156,328,502	1.3%
2019*	10,780	-0.8%	4,908,633	0.0%	156,543,935	0.1%

Source: Department of Labor; Bureau of Labor Statistics

*Through March



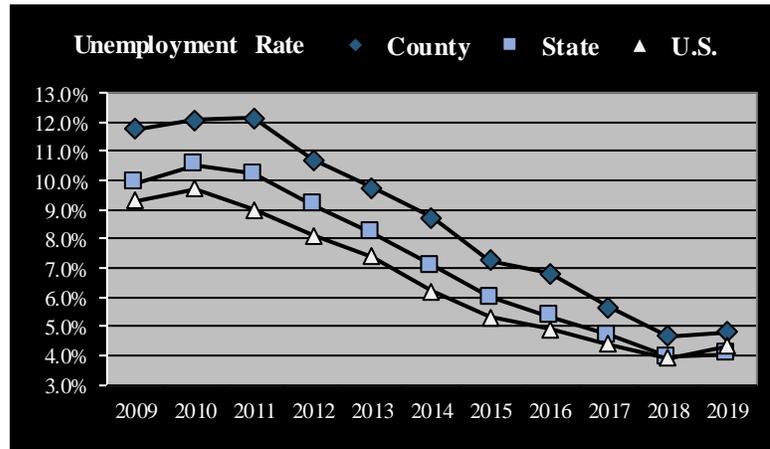
As the preceding illustrates, despite a strong recovery from the national recession, the Wayne County employment base experienced a decline between 2012 and 2016, losing 739 jobs, or 6.6%. However, since 2016, the county's employment base has been experiencing notable growth, with the exception of thus far in 2019 (through March).

Unemployment rates for Wayne County, the state of Georgia and the United States are illustrated as follows:

Year	Unemployment Rate		
	Wayne County	Georgia	United States
2009	11.8%	9.9%	9.3%
2010	12.1%	10.6%	9.7%
2011	12.1%	10.2%	9.0%
2012	10.7%	9.2%	8.1%
2013	9.8%	8.2%	7.4%
2014	8.7%	7.1%	6.2%
2015	7.2%	6.0%	5.3%
2016	6.8%	5.3%	4.9%
2017	5.6%	4.7%	4.4%
2018	4.6%	3.9%	3.9%
2019*	4.8%	4.0%	4.3%

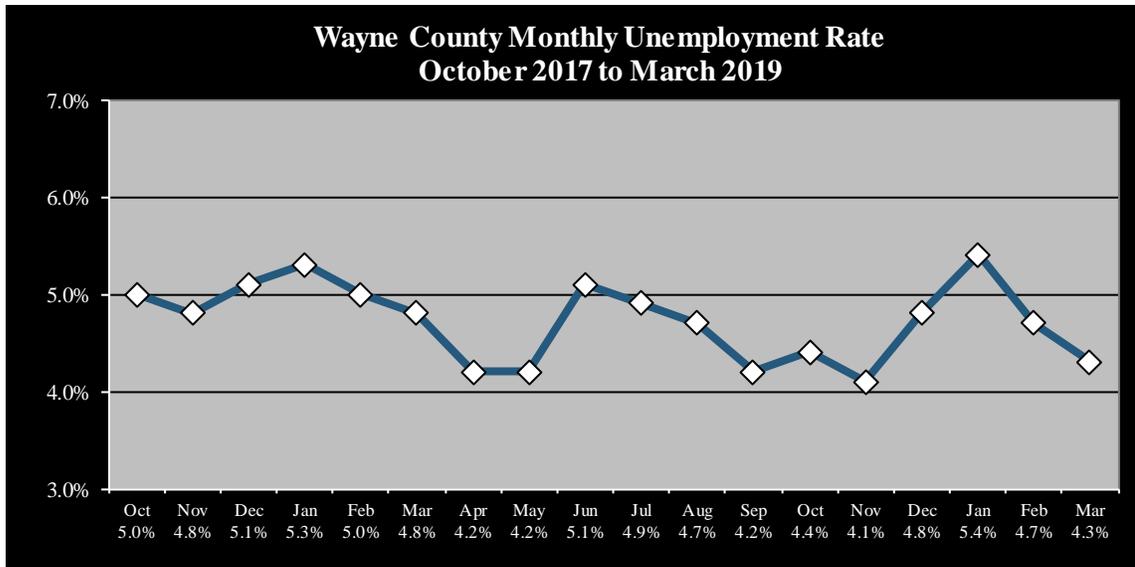
Source: Department of Labor, Bureau of Labor Statistics

*Through March



The unemployment rate in Wayne County has ranged between 4.6% and 12.1%, above both state and national averages since 2009. As the preceding table illustrates, the county's unemployment rate has increased remained stable each year since 2010 and is currently at a rate of 4.8% (through March 2019).

The following table illustrates the monthly unemployment rate in Wayne County for the most recent 18-month period for which data is currently available.



Despite fluctuations, the Wayne County unemployment rate has generally trended downward within the past 18-month period.

In-place employment reflects the total number of jobs within the county regardless of the employee's county of residence. The following illustrates the total in-place employment base for Wayne County.

In-Place Employment Wayne County			
Year	Employment	Change	Percent Change
2008	8,745	-	-
2009	8,232	-513	-5.9%
2010	8,039	-193	-2.3%
2011	8,110	71	0.9%
2012	8,180	70	0.9%
2013	8,165	-15	-0.2%
2014	8,039	-126	-1.5%
2015	8,035	-4	0.0%
2016	7,801	-234	-2.9%
2017	7,846	45	0.6%
2018*	7,975	129	1.6%

Source: Department of Labor, Bureau of Labor Statistics

*Through September

Data for 2017, the most recent year that year-end figures are available, indicates in-place employment in Wayne County to be 73.2% of the total Wayne County employment. This means that Wayne County has more employed persons leaving the county for daytime employment than those who work in the county.

4. ECONOMIC FORECAST

The labor force within the Jesup Site PMA is largely comprised of industries which typically offer lower-wage paying positions conducive to affordable housing alternatives such as that proposed for the subject site. Specifically, more than half (51.0%) of the local labor force is comprised within the Retail Trade, Health Care & Social Assistance, Manufacturing and Public Administration industries, with the Retail industry comprising nearly 16.0% of the local labor force. The Jesup area is likely heavily influenced by these aforementioned industry segments.

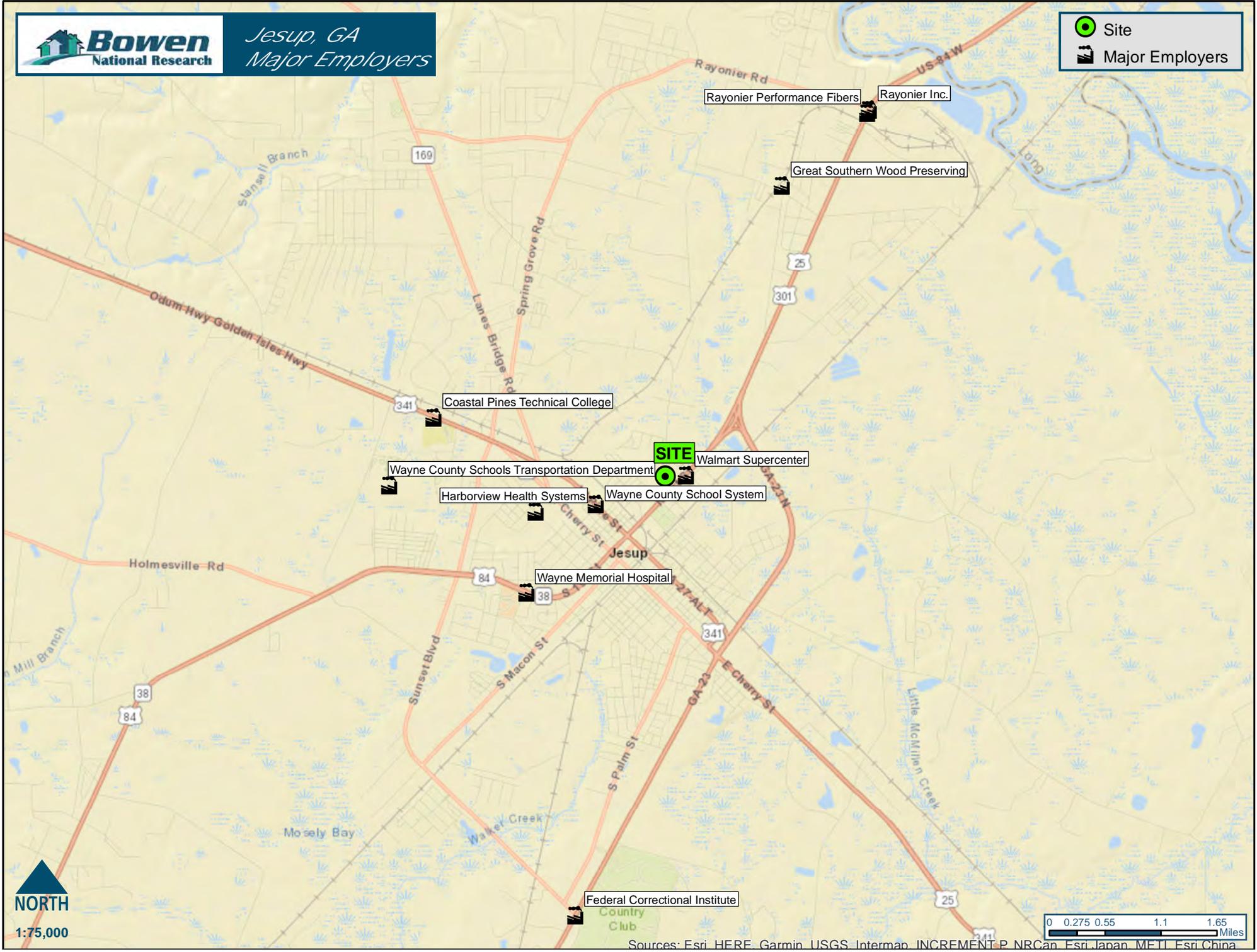
According to a representative with Wayne County Industrial Development Authority, the local economy has experienced growth over the past few years and businesses continue to expand. The employment base within the county experienced notable growth between 2016 and through the end of 2018, increasing by nearly 350 jobs. The unemployment rate has declined by more than seven full percentage points since 2010, declining to a rate of 4.6% through the end of 2018. Based on the preceding factors and considering the numerous announcements of recent and ongoing economic development activity, we expect the Wayne County economy will remain strong for the foreseeable future.

A map illustrating notable employment centers is on the following page.



Jesup, GA Major Employers

- Site
- Major Employers



NORTH
1:75,000



Sources: Esri, HERE, Garmin, USGS, Intermap, INCREMENT P, NRCan, Esri Japan, METI, Esri China

Section G – Project-Specific Demand Analysis

1. DETERMINATION OF INCOME ELIGIBILITY

The number of income-eligible households necessary to support the project from the Site PMA is an important consideration in evaluating the proposed project's potential.

Under the Low-Income Housing Tax Credit (LIHTC) program, household eligibility is based on household income not exceeding the targeted percentage of Area Median Household Income (AMHI), depending upon household size.

The subject site is within the Wayne County, Mississippi MSA, which has a median four-person household income of \$51,300 for 2018. However, the project location, is eligible for the National Non-Metropolitan Income and Rent Floor adjustment. Therefore, the income restrictions for the subject project are based on the national non-metropolitan four-person median household income of \$58,400 in 2018. The subject property will be restricted to households with incomes of up to 30% and 60% of AMHI. The following table summarizes the maximum allowable income by household size and targeted AMHI levels.

Household Size	Targeted AMHI Maximum Allowable Income	
	50%	60%
One-Person	\$20,450	\$24,540
Two-Person	\$23,350	\$28,020
Three-Person	\$26,300	\$31,560
Four-Person	\$29,200	\$35,040
Five-Person	\$31,550	\$37,860

a. Maximum Income Limits

The largest proposed units (three-bedroom) at the subject site are expected to house up to five-person households. As such, the maximum allowable income at the subject site is **\$37,860**.

b. Minimum Income Requirements

Leasing industry standards typically require households to have rent-to-income ratios of 27% to 40%. Pursuant to Georgia Department of Community Affairs (GDCA) market study guidelines, the maximum rent-to-income ratio permitted for family projects is 35%, while older person (age 55 and older) and elderly (age 62 and older) projects should utilize a 40% rent-to-income ratio.

The proposed Low-Income Housing Tax Credit units will have a lowest gross rent of \$499 (one-bedroom at 50% AMHI). Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the

subject site is \$5,988. Applying a 35% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement for the Tax Credit units of **\$17,109**.

Since 26 of the subject’s units will operate with Project-Based Rental Assistance (PBRA), the project will be able to serve households with little to no income. As such, we have also conducted a capture rate analysis that assumes the project will operate with PBRA available to a portion of the property.

c. Income-Appropriate Range

Based on the preceding analyses, the income-appropriate ranges required to live at the subject project are illustrated in the following table. Note that income ranges have been provided for the subject project to operate with a subsidy on the majority of units and exclusively under the Tax Credit program separately.

Unit Type	Income Range	
	Minimum	Maximum
PBRA (Limited up to 50% of AMHI)	\$0	\$31,550
Tax Credit (Limited to 50% of AMHI)	\$17,109	\$31,550
Tax Credit (Limited to 60% of AMHI)	\$19,714	\$37,860

2. METHODOLOGY

Demand

The following are the demand components as outlined by the Georgia Department of Community Affairs (GDCA):

- a. Demand from New Household:** **New units required in the market area due to projected household growth from migration into the market and growth from existing households in the market should be determined.** *This should be determined using current renter household data and projecting forward to the anticipated placed in service date of the project using a growth rate established from a reputable source such as ESRI or the State Data Center. This household projection must be limited to the target population, age and income group and the demand for each income group targeted (i.e. 50% of median income) must be shown separately. In instances where a significant number (more than 20%) of proposed units comprise three- and four-bedroom units, please refine the analysis by factoring in the number of large households (generally 5+ persons). A demand analysis that does not account for this may overestimate demand.* Note that our calculations have been reduced to only include **renter-qualified** households
- b. Demand from Existing Households:** The second source of demand should be projected from:

Rent overburdened households, if any, within the age group, income groups and tenure (renters) targeted for the proposed development. *In order to achieve consistency in methodology, all analysts should assume that the rent overburdened analysis includes households paying greater than 35% (Family), or greater than 40% (Senior) of their incomes toward gross rent.*

Based on Table B25074 of the American Community Survey (ACS) 2013-2017 5-year estimates, approximately 36.7% to 51.6% (depending upon the targeted income level) of renter households within the market were rent overburdened. These households have been included in our demand analysis.

- **Households living in substandard housing (i.e. units that lack complete plumbing or that are overcrowded).** *Households in substandard housing should be determined based on the age, the income bands, and the tenure that apply. The analyst should use his/her own knowledge of the market area and project to determine whether households from substandard housing would be a realistic source of demand. The analyst is encouraged to be conservative in his/her estimate of demand from both rent overburdened households and from those living in substandard housing.* Based on Table B25016 of the American

Based on Table B25016 of the American Community Survey (ACS) 2013-2017 5-year estimates, 4.4% of all households in the market were living in substandard housing that lacked complete indoor plumbing or in overcrowded (1.5+ persons per room) households.

- **Elderly Homeowners likely to convert to renters:** *GDCA recognizes that this type of turnover is increasingly becoming a factor in the demand for elderly Tax Credit housing. This segment should not account for more than 2% of total demand. Due to the difficulty of extrapolating elderly (age 62 and older) owner households from elderly renter households, analyst may use the total figure for elderly households in the appropriate income band to derive this demand figure. Data from interviews with property managers of active projects regarding renters who have come from homeownership should be used to refine the analysis. A narrative of the steps taken to arrive at this demand figure must be included and any figure that accounts for more than 2% of total demand must be based on actual market conditions, as documented in the study.*

Not applicable; subject property will not be age-restricted.

- c. **Other:** *GDCA does not consider household turnover to be a source of market demand. However, if an analyst firmly believes that demand exists that is not captured by the above methods, he/she may use other indicators to estimate demand if they are fully justified (e.g. an analysis of an under built market in the base year). Any such additional indicators should be calculated separately from the demand analysis above. Such additions should be well documented by the analyst with documentation included in the Market Study.*

Net Demand

The overall demand components illustrated above are added together and the competitive supply of competitive vacant and/or units constructed in the past two years (2017/2018) is subtracted to calculate Net Demand. Vacancies in projects placed in service prior to 2017 which have not reached stabilized occupancy (i.e. at least 90% occupied) must also be considered as part of supply. **GDCA requires analysts to include ALL projects that have been funded, are proposed for funding and/or received a bond allocation from GDCA, in the demand analysis, along with ALL conventional rental properties existing or planned in the market as outlined above. 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.**

To determine the Net Supply number for each bedroom and income category, the analyst will prepare a Competitive Analysis Chart that will provide a unit breakdown of the competitive properties and list each unit type. All properties determined to be competitive with the proposed development will be included in the Supply Analysis to be used in determining Net Supply in the Primary Market Area. In cases where the analyst believes the projects are not competitive with the subject units, the analyst will include a detailed description for each property and unit type explaining why the units were excluded from the market supply calculation. (e.g., the property is on the periphery of the market area, is a market-rate property; or otherwise only partially compares to the proposed subject).

Within the Site PMA, we did not identify any rental units within the development pipeline that will directly compete with the subject project. In addition, we did not identify any competitive projects placed in service prior to 2017 that have not reached a stabilized occupancy of 90%. Thus, we have not considered any directly competitive supply units in our demand estimates.

The following is a summary of our demand calculations:

Demand Component	Percent of Median Household Income			
	50% AMHI w/PBV (\$0-\$31,550)	50% AMHI w/o PBV (\$17,109-\$31,550)	60% AMHI (\$19,714 -\$37,860)	Overall LIHTC-Only (\$17,109-\$37,860)
Demand from New Households (Age- And Income-Appropriate)	1,771 - 1,794 = -23	773 - 780 = -7	896 - 900 = -4	1,053 - 1,059 = -6
+				
Demand from Existing Households (Rent Overburdened)	1,794 X 51.6% = 926	780 X 44.9% = 350	900 X 36.7% = 330	1,059 X 40.3% = 427
+				
Demand from Existing Households (Renters in Substandard Housing)	1,794 X 4.4% = 79	780 X 4.4% = 34	900 X 4.4% = 40	1,059 X 4.4% = 47
=				
Demand Subtotal	982	377	366	468
+				
Demand from Existing Homeowners (Elderly Homeowner Conversion) Cannot exceed 2%	N/A	N/A	N/A	N/A
=				
Total Demand	982	377	366	468
-				
Supply (Directly Comparable Units Built and/or Funded Since 2017)	0	0	0	0
=				
Net Demand	982	377	366	468
Proposed Units / Net Demand	26 / 982	26 / 377	55 / 366	81 / 468
Capture Rate	= 2.6%	= 6.9%	= 15.0%	= 17.3%

N/A – Not Applicable

Per GDCA guidelines, projects in rural markets with an overall capture rate of 35% or below are considered acceptable. As such, the project's overall LIHTC-only capture rate of 17.3% is considered low and achievable, demonstrating that a good base of support will exist for the subject project within the Jesup Site PMA.

Based on the distribution of households by household size, our survey of conventional apartments and the distribution of bedroom types in balanced markets, the estimated shares of demand by bedroom type for the Site PMA are distributed as follows.

Estimated Demand by Bedroom	
Bedroom Type	Percent
One-Bedroom	35.0%
Two-Bedroom	40.0%
Three-Bedroom	25.0%
Total	100.0%

Applying these shares to the income-qualified renter households, yields demand and capture rates for the subject units as proposed with the subsidy by bedroom type and AMHI level as follows:

Bedroom Size (Share of Demand)	Target % of AMHI	Subject Units	Total Demand*	Supply**	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band Min-Max	Subject Rents
One-Bedroom (35%)	50%/PBV	14	344	0	344	4.1%	2 months	\$1,047	\$515-\$1,081	\$437
	60%	35	128	0	128	27.3%	5 months	\$1,047	\$515-\$1,081	\$513
One-Bedroom	Total	49	472	0	472	10.4%	5 months	\$1,047	\$515-\$1,081	-
Two-Bedroom (40%)	50%/PBV	9	393	0	393	2.3%	2 months	\$1,030	\$555-\$1,121	\$550
	60%	15	146	0	146	10.3%	3 Months	\$1,030	\$555-\$1,121	\$610
Two-Bedroom	Total	24	539	0	539	4.5%	3 months	\$1,030	\$555-\$1,121	-
Three-Bedroom (25%)	50%/PBV	3	246	0	246	1.2%	1 month	\$1,311	\$595-\$1,484	\$816
	60%	5	92	0	92	5.4%	1 month	\$1,311	\$595-\$1,484	\$701
Three-Bedroom	Total	8	338	0	338	2.4%	1 month	\$1,311	\$595-\$1,484	-

PBRA – Project-Based Rental Assistance

*Includes overlap between the targeted income levels at the subject site.

**Directly comparable units built and/or funded in the project market over the projection period.

Average Market Rent is the weighted average collected rent reported at comparable market-rate properties as identified in Addendum E.

As proposed with the subsidy, the subject’s capture rates by bedroom type and targeted income level range from 1.2% to 27.3%. These capture rates are considered low and achievable, demonstrating that a deep base of demographic support will exist for each bedroom type offered at the subject site.

While not illustrated within the preceding table, in the unlikely event the subject project did not offer a subsidy on all units set aside at 50% of AMHI, the capture rates for these specific unit by bedroom type will range from 1.2% to 4.1%. These capture rates are also considered achievable, illustrating that a good base of demographic support will exist for the subject project in the unlikely scenario it operated exclusively as a LIHTC development.

Section H – Rental Housing Analysis (Supply)

1. OVERVIEW OF RENTAL HOUSING

The distributions of the area housing stock within the Jesup Site PMA in 2010 and 2019 (estimated) are summarized in the following table:

Housing Status	2010 (Census)		2019 (Estimated)	
	Number	Percent	Number	Percent
Total-Occupied	8,141	87.2%	8,199	86.6%
Owner-Occupied	5,431	66.7%	5,072	61.9%
Renter-Occupied	2,710	33.3%	3,127	38.1%
Vacant	1,190	12.8%	1,274	13.4%
Total	9,331	100.0%	9,473	100.0%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Based on a 2019 update of the 2010 Census, of the 9,473 total housing units in the market, 13.4% were vacant. It is important to understand, however, that the number of vacant housing units reflected in the preceding table includes abandoned, dilapidated, and/or for-sale housing units, as well as housing unit utilized solely for seasonal/recreational purposes.

The following table illustrates the status of vacant units within the Site PMA

Vacant Units	Number	Percent
For Rent	81	6.1%
For-Sale Only	120	9.1%
Renter/Sold, Not Occ.	94	7.1%
Seasonal or Recreational	189	14.3%
Other Vacant	834	63.3%
Total	1,318	100.0%

Source: American Community Survey (2013-2017); ESRI; Urban Decision Group; Bowen National Research

As the preceding illustrates, of the 1,318 vacant units in the Site PMA, nearly 78.0% are classified as “Seasonal or Recreational”, or “Other Vacant”. Further, only 6.1% are classified as “For Rent”. This is a good indication that the vacant housing units included in the table earlier on this page are not reflective of the long-term rental housing market within the Site PMA. Regardless, we have conducted a Field Survey of Conventional Rentals to better determine the strength of the long-term rental market within the Site PMA.

We identified and personally surveyed nine conventional housing projects containing a total of 390 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 95.9%, a good

rate for rental housing. The following table summarizes the surveyed rental projects, broken out by project type:

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-rate	3	56	0	100.0%
Market-rate/Tax Credit	1	64	0	100.0%
Tax Credit	1	43	2	95.3%
Tax Credit/Government-Subsidized	2	72	6	91.7%
Government-Subsidized	2	155	8	94.8%
Total	9	390	16	95.9%

Each rental housing segment surveyed are operating at stable occupancy levels, as none have an occupancy rate lower than 91.7%. Note that the only vacant units among the government-subsidized properties surveyed were reported among two properties that recently changed management companies and are currently processing applications. As such, there are few true vacant units among the affordable rental product surveyed, indicating demand for affordable units. The subject project will be able to accommodate a portion of this unmet demand.

The following table summarizes the breakdown of market-rate and non-subsidized Tax Credit units surveyed within the Site PMA.

Market-Rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	3	4.3%	0	0.0%	\$617
Two-Bedroom	1.0	40	58.0%	0	0.0%	\$724
Two-Bedroom	2.0	14	20.3%	0	0.0%	\$924
Three-Bedroom	2.0	12	17.4%	0	0.0%	\$1,159
Total Market-rate		69	100.0%	0	0.0%	-
Tax Credit, Non-Subsidized						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	25	26.6%	0	0.0%	\$438
Two-Bedroom	2.0	57	60.6%	2	3.5%	\$576
Three-Bedroom	2.0	12	12.8%	0	0.0%	\$674
Total Tax Credit		94	100.0%	2	2.1%	-

The market-rate units are 100.0% occupied and the Tax Credit units are 97.9% occupied. The only vacant non-subsidized units in the market were reported from an age-restricted Tax Credit property. In addition, the median gross Tax Credit rents are below the corresponding median gross market-rate rents. As such, Tax Credit product likely represents a good value to low-income households within the area. This is further evidenced by the low vacancy rate of non-subsidized Tax Credit units within the Jesup Site PMA.

We rated each non-subsidized property surveyed on a scale of "A" through "F". All non-subsidized properties were rated based on quality and overall appearance (i.e. aesthetic appeal, building appearance, landscaping and grounds appearance). Following is a distribution by quality rating, units and vacancies.

Market-rate			
Quality Rating	Projects	Total Units	Vacancy Rate
B+	2	29	0.0%
B	1	32	0.0%
C+	1	8	0.0%
Non-Subsidized Tax Credit			
Quality Rating	Projects	Total Units	Vacancy Rate
B+	2	94	2.1%

Regardless of quality, vacancies are generally nonexistent among the non-subsidized rental properties surveyed. This illustrates that there is no correlation between quality and vacancy levels within the Jesup Site PMA.

2. SUMMARY OF ASSISTED PROJECTS

We identified and surveyed a total of six developments that offer government-subsidized and/or Tax Credit units within the Jesup Site PMA. These projects were surveyed in April 2019 and are summarized as follows:

Map I.D.	Project Name	Type	Year Built/ Renovated	Total Units	Occup.	Gross Rent (Unit Mix)				
						Studio	One- Br.	Two- Br.	Three- Br.	Four- Br.
1	Briarwood	SEC 8	1974	90	91.1%	-	\$650 (12)	\$807 (32)	\$890 (24)	\$982 (22)
3	Fox Run Apts.	TAX & RD 515	1992 / 2011	24	100.0%	-	-	\$566 - \$688 (20)	\$606 - \$731 (4)	-
5	Maria Senior Gardens	TAX	2013	43	95.3%	-	\$438 (12)	\$576 (31)	-	-
7	Sunset Pointe	TAX	2005	51*	100.0%	-	\$282 - \$462 (13)	\$351 - \$589 (26)	\$419 - \$674 (12)	-
8	Sunset Villas	RD 515	1972 / 2009	65	100.0%	-	\$457 - \$592 (18)	\$519 - \$634 (41)	\$649 - \$684 (6)	-
9	Wildridge Apts.	TAX & RD 515	1990	48	87.5%	-	\$498 - \$636 (6)	\$578 - \$735 (36)	\$649 - \$820 (6)	-
Total				321	95.0%					

Note : Contact names and method of contact, as well as amenities and other features are listed in the field survey

OCCUP. - Occupancy

TAX - Tax Credit

SEC - Section

RD - Rural Development

*Market-rate units not included

The overall occupancy is 95.0% for these projects, however, as previously stated, two properties reporting vacant government-subsidized units recently acquired a new management company and are processing applications to fill these units.

HOUSING CHOICE VOUCHER HOLDERS

The following table illustrates the number of units occupied by Voucher holders at the non-subsidized communities that offer Tax Credit units within the market:

Map I.D.	Project Name	Total Units	Number of Vouchers	Share of Vouchers
5	Maria Senior Gardens	43	3	7.0%
7	Sunset Pointe	51*	10	19.6%
Total		94	13	13.8%

*Tax Credit units only

Approximately 13 of the 94 total units at the non-subsidized developments that offer Tax Credit units within the market which provided such information are occupied by Voucher holders. This comprises 13.8% of these units and indicates that over 86.0% of the units offered at these projects are occupied by tenants which are not currently receiving rental assistance. This illustrates that Tax Credit developments within the Jesup Site PMA are not heavily relying on Voucher support.

If the rents do not exceed the payment standards established by the local/regional housing authority, households with Housing Choice Vouchers may be willing to reside at a LIHTC project. Established by the Georgia Department of Community Affairs (GDCA), the payment standards for Wayne County, as well as the proposed subject gross rents, are summarized in the following table:

Bedroom Type	Payment Standards	Proposed Tax Credit Gross Rents (AMHI)
One-Bedroom	\$509	\$499 (50%)
		\$575 (60%)
Two-Bedroom	\$673	\$657* (50%)
		\$690 (60%)
Three-Bedroom	\$933	\$759* (50%)
		\$800 (60%)

*2018 maximum allowable LIHTC gross rent

As the preceding table illustrates, most of the proposed gross non-subsidized rents are below the payment standards set by Georgia Department of Community Affairs (GDCA) for Wayne County. As such, those who hold Housing Choice Vouchers will likely respond to these units at the subject development. This has been considered in our absorption estimates in *Section I* of this report.

3. PLANNED MULTIFAMILY DEVELOPMENT

Based on our interviews with planning representatives, it was determined that there are no rental housing projects in the development pipeline within the Site PMA.

Building Permit Data

The following tables illustrate single-family and multifamily building permits issued within Wayne County between 2008 and 2017:

Housing Unit Building Permits for Wayne County:										
Permits	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Multifamily Permits	0	2	2	2	50	0	0	0	0	0
Single-Family Permits	11	9	1	1	2	24	26	21	31	42
Total Units	11	11	3	3	52	24	26	21	31	42

Source: SOCDS Building Permits Database at <http://socds.huduser.org/permits/index.html>

As the preceding table illustrates, there have been a minimal number of multifamily building permits issued within Wayne County in the past ten years, which is not considered unusual within rural markets. Given that the combined occupancy rate of the rental projects identified and surveyed in the market is 95.9% and based on the limited number of multifamily building permits issued, it is likely that there is greater demand for additional rental housing units within the Site PMA.

4. SURVEY OF COMPARABLE/COMPETITIVE PROPERTIES

We identified and surveyed one family (general-occupancy) non-subsidized rental property within the market that offers Low-Income Housing Tax Credit (LIHTC) units. This project targets households with incomes up to 50% and 60% of AMHI and, as such, is considered competitive with the subject project. Additionally, we identified and surveyed three rental communities outside of the market, but within the region in Ludowici and Hinesville that offer non-subsidized LIHTC units for this comparability analysis. It should be noted that these projects located outside of the market are not considered competitive with the subject development, as they derive demographic support from a different geographical area. The four comparable LIHTC projects and the subject project are summarized on the following page.

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Jesup Commons	2021	81	-	-	-	Families; 50% & 60% AMHI & PBRA
7	Sunset Pointe	2005	51*	100.0%	2.4 Miles	30 HH	Families; 30%, 50%, & 60% AMHI
901	Ashton Place Apt.	1998	48	100.0%	21.2 Miles	100 HH	Families; 30%, 50%, & 60% AMHI
904	Pines at Willowbrook	2003	64*	100.0%	22.8 Miles	13 H	Families; 50% & 60% AMHI
909	Twin Oaks Apts.	2000	40	90.0%	11.5 Miles	85 HH; 1 & 3-Br	Families; 50% AMHI

OCC. – Occupancy

HH - Households

*Tax Credit units only

900 Map IDs are located outside the Site PMA

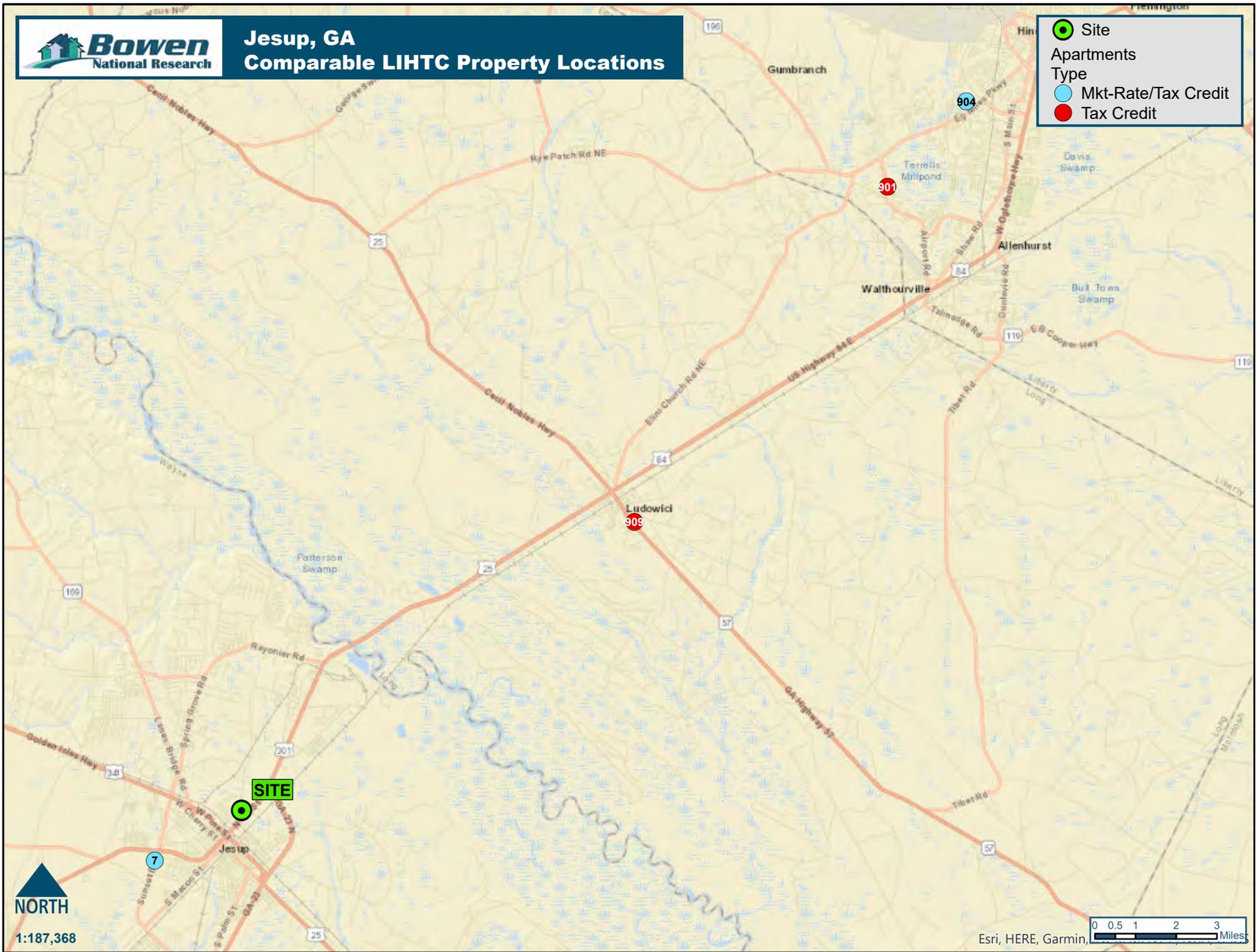
The four LIHTC projects have a combined occupancy rate of 98.0% and each property maintains a waiting list for at least a portion of its unit types offered. This indicates that pent-up demand exists for additional affordable rental housing within the market and region. The subject project will be able to accommodate a portion of this unmet demand.

The map on the following page illustrates the location of the comparable Tax Credit properties relative to the proposed subject site location.



Jesup, GA Comparable LIHTC Property Locations

● Site
● Apartments
● Type
● Mkt-Rate/Tax Credit
● Tax Credit



1:187,368

Esri, HERE, Garmin, 0 0.5 1 2 3 Miles

The gross rents for the comparable projects and the proposed rents at the subject site, as well as their unit mixes and vacancies by bedroom are listed in the following table:

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)			Rent Special
		One-Br.	Two-Br.	Three-Br.	
Site	Jesup Commons	\$499/50% (14) \$575/60% (35)	\$657*/50% (9) \$690/60% (15)	\$759*/50% (3) \$800/60% (5)	-
7	Sunset Pointe	\$282/30% (2/0) \$462/50% (10/0) \$462/60% (1/0)	\$351/30% (3/0) \$569/50% (22/0) \$589/60% (1/0)	\$419/30% (2/0) \$674/50% (10/0)	None
901	Ashton Place Apt.	\$289/30% (10/0)	\$560/50% (15/0) \$650/60% (8/0)	\$635/50% (2/0) \$735/60% (13/0)	None
904	Pines at Willowbrook	\$485/50% (1/0) \$584/60% (5/0)	\$575/50% (11/0) \$697/60% (28/0)	\$662/50% (5/0) \$799/60% (14/0)	None
909	Twin Oaks Apts.	\$418/50% (12/0)	\$513/50% (20/4)	\$614/50% (8/0)	None

*2018 maximum allowable LIHTC gross rent
900 Map IDs are located outside of Site PMA

The proposed subject gross LIHTC rents, ranging from \$499 to \$800, will be some of the highest LIHTC rents targeting similar income levels within the market and region. Notably, the rents proposed at the site will be at least \$101 higher than those offered in the *market*. However, considering that three of the four comparable LIHTC properties are 100.0% occupied with extensive waiting lists, it is likely that these developments could charge higher rents without having an adverse impact on their marketability. In addition, the subject project will be the newest LIHTC project in the market, offering competitive unit sizes (square feet) and amenities packages (as illustrated later in this section), which will further enable the development to charge significant rent premiums. Lastly, as indicated in our demand analysis in *Section G* of this report, a good base of demographic support will exist within the market to support the proposed rent structure at the subject project. For the reasons detailed above, it is believed that the proposed rent structure at the site is appropriately positioned to be marketable within the Jesup Site PMA. Further, the 26 subject units set aside at 50% of AMHI will operate with Project-Based Rental Assistance (PBRA), which will allow tenants to pay up to 30% of their gross adjusted income towards housing costs. Therefore, the aforementioned subject units will represent a substantial value to low-income renters.

The following table illustrates the weighted average *collected* rents of the comparable LIHTC units by bedroom type and targeted income level:

Weighted Average Collected Rent of Comparable LIHTC Units (AMHI)		
One-Br.	Two-Br.	Three-Br.
\$340 (50%)	\$462 (50%)	\$508 (50%)
\$502 (60%)	\$611 (60%)	\$676 (60%)

The rent advantage for the proposed Tax Credit units is calculated as follows (average weighted collected LIHTC rent – proposed LIHTC rent) / proposed LIHTC rent).

Bedrooms	Weighted Avg. Rent (AMHI)	Proposed Rent (AMHI)	Difference	Proposed Rent (AMHI)	Rent Advantage
One-Br.	\$340 (50%)	- \$437 (50%)	-\$97	/ \$437 (50%)	-22.2%
	\$502 (60%)	- \$513 (60%)	-\$11	/ \$513 (60%)	-2.1%
Two-Br.	\$462 (50%)	- \$577* (50%)	-\$115	/ \$577* (50%)	-19.9%
	\$ 611 (60%)	- \$610 (60%)	\$1	/ \$610 (60%)	0.2%
Three-Br.	\$508 (50%)	- \$660* (50%)	-\$152	/ \$660* (50%)	-23.0%
	\$676 (60%)	- \$701 (60%)	-\$25	/ \$701 (60%)	-3.6%

*Maximum allowable gross rent minus tenant-paid utilities

As the preceding table illustrates, all of the proposed non-subsidized collected subject rents represent a negative rent advantage. Nonetheless, please note that these are weighted averages of *collected* rents and do not reflect differences in the utility structure that gross rents include. As such, caution must be used when drawing any conclusions. A complete analysis of the achievable market rent by bedroom type and the rent advantage of the subject project's collected rents are available in *Addendum E* of this report.

The unit sizes (square footage) and number of bathrooms included in each of the different LIHTC unit types offered in the market are compared with the subject development in the following table:

Map I.D.	Project Name	Square Footage		
		One-Br.	Two-Br.	Three-Br.
Site	Jesup Commons	682	905	1,135
7	Sunset Pointe	980	1,050	1,180
901	Ashton Place Apt.	708	912	1,134
904	Pines at Willowbrook	703	923 - 960	1,150
909	Twin Oaks Apts.	647	920	1,080

900 Map IDs are located outside the Site PMA

Map I.D.	Project Name	Number of Baths		
		One-Br.	Two-Br.	Three-Br.
Site	Jesup Commons	1.0	2.0	2.0
7	Sunset Pointe	1.0	2.0	2.0
901	Ashton Place Apt.	1.0	2.0	2.0
904	Pines at Willowbrook	1.0	1.0 - 2.0	2.0
909	Twin Oaks Apts.	1.0	1.5	2.0

900 Map IDs are located outside the Site PMA

The proposed development will be competitive with the existing LIHTC projects in the market and region based on unit size (square footage) and the number of baths offered. The two full bathrooms offered in the subject's two-bedroom units will ensure its marketability.

The following tables compare the amenities of the subject development with the other LIHTC projects in the market and region.

Tax Credit Unit Amenities by Map ID						
	Site**	7	901	904	909	
Appliances	Dishwasher	X	X	X	X	X
	Disposal		X		X	X
	Icemaker		X	X		
	Microwave	X				
	Range	X	X	X	X	X
	Refrigerator	X	X	X	X	X
	No Appliances					
Unit Amenities	AC-Central	X	X	X	X	X
	AC-Other					
	Balcony	X				
	Deck / Patio	X	X	X	X	X
	Basement					
	Ceiling Fan	X	X	X	X	S
	Controlled Access					
	E-Call System					
	Fireplace					
	Furnished					
	Security System					
	W/D Hookup Only	X	X	X	X	X
	W/D Included		S			
	Walk-In Closet					
	Window Treatments	X	X	X	X	X
Flooring	Carpet	X	X	X	X	X
	Ceramic Tile					
	Composite (VCT)					
	Hardwood					
	Finished Concrete					
	Vinyl		X	X	X	X
	Wood Laminate					
Upgraded	Premium Appliances					
	Premium Countertops					
	Premium Cabinetry					
	Premium Fixtures					
	High Ceilings					
	Vaulted Ceilings					
	Crown Molding					
	Oversized Windows					
Parking	Attached Garage					
	Detached Garage					
	Surface Lot	X	X	X	X	X
	Carport					
	Property Parking Garage					
	Podium Parking					
	No Provided Parking					

* Details in Comparable Property Profile Report

** Proposed Site(s): Jesup Commons

X = All Units, S = Some Units, O = Optional with Fee

Tax Credit Property Amenities by Map ID

	Site**	7	901	904	909
Bike Racks					
Business Center *	X	X		X	
Car Care *					
Common Patio					
Community Garden	X				
Community Space					
Activity / Craft Room					X
Chapel					
Clubhouse		X		X	
Conference Room					
Community Kitchen					
Dining Room - Private					
Dining Room - Public					
Rooftop Lounge					
Study Lounge					
TV Lounge					
Concierge Service *					
Convenience Amenities *					
Courtyard					
Covered Outdoor Area *			X		
Elevator	X				
Laundry Room	X	X	X	X	X
Meals					
On-Site Management	X	X	X	X	X
Pet Care *					
Recreation					
Basketball		X			
Bocce Ball					
Firepit					
Fitness Center	X	X		X	
Grill		X	X	X	X
Game Room - Billiards					
Hiking - Walking Trail		X			
Hot Tub					
Media Library		X			
Media Room					
Picnic Table		X	X	X	X
Playground	X	X	X	X	X
Putting Green					
Racquetball					
Soccer					
Swimming Pool - Indoor					
Swimming Pool - Outdoor					
Tennis					
Track					
Volleyball					
Security					
CCTV					
Courtesy Officer					
Gated Community					
Gated Parking					
Police Substation					
Social Services *	X				
Storage - Extra	X	X	X		X
Water Feature					

* Details in Comparable Property Profile Report

** Proposed Site(s): Jesup Commons

X = All Units, S = Some Units, O = Optional with Fee

The subject project will offer an amenities package considered very competitive with those offered at the comparable LIHTC projects within the market and region. In terms of unit amenities, the subject project will be the only LIHTC development to offer a microwave. Regarding project amenities, the subject project will be the only LIHTC project to offer a community garden and elevator. The inclusion of the aforementioned amenities will position the subject project at a competitive advantage and will further enable it to charge rent premiums and ensure its marketability.

Competitive/Comparable Tax Credit Summary

Based on our analysis of unit sizes (square footage), amenities, location, quality and occupancy rates of the existing low-income properties within the market and region, it is our opinion that the proposed development will be marketable. While the proposed subject LIHTC rents will be some of the highest LIHTC rents within the market, its newness, competitive unit sizes and competitive amenities packages will enable it to charge higher rents. Additionally, given the fact that three of the four comparable LIHTC projects are 100.0% occupied and all four maintain waiting lists for at least a portion of their units, higher rents are likely attainable within the Jesup Site PMA. Further, as 26 of the subject units will offer a subsidy, the subject development will represent a substantial value to low-income renters. This has been considered in our absorption projections.

The anticipated occupancy rate of the existing competitive general-occupancy Tax Credit development *in the market* during the first year of occupancy at the subject project are illustrated below:

Map I.D.	Project	Current Occupancy Rate	Anticipated Occupancy Rate Through 2021
7	Sunset Pointe	100.0%	95.0%+

The subject project is not expected to have a negative impact on the only existing general-occupancy Tax Credit project within the Site PMA, which is currently 100.0% occupied with a waiting list. Given the lack of availability for affordable units in the market, we expect this Tax Credit project to operate at or above 95.0% once the proposed subject units are built. Overall, we believe there is sufficient demographic support for all existing and proposed Tax Credit units in the market and no long-term negative impact is expected on the only general-occupancy Tax Credit project within the market if the proposed subject project is developed.

One-page profiles of the Comparable/Competitive Tax Credit properties are included in *Addendum B* of this report.

5. SINGLE-FAMILY HOME IMPACT

According to ESRI, the median home value within the Site PMA was \$96,937. At an estimated interest rate of 4.5% and a 30-year term (and 95% LTV), the monthly mortgage for a \$96,937 home is \$583, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price - ESRI	\$96,937
Mortgaged Value = 95% of Median Home Price	\$92,090
Interest Rate - Bankrate.com	4.5%
Term	30
Monthly Principal & Interest	\$467
Estimated Taxes and Insurance*	\$117
Estimated Monthly Mortgage Payment	\$583

*Estimated at 25% of principal and interest

In comparison, the proposed collected LIHTC non-subsidized rents for the subject property range from \$437 to \$701 per month, depending on unit size. Therefore, the cost of a monthly mortgage for a typical home in the area is similar to the cost of renting at the subject site. While some tenants may choose to purchase a home, the number of tenants who would be able to afford the down payment is considered minimal. In addition, with a median home price of \$96,937, the majority of the housing stock consists of older single-family homes that would likely require greater maintenance and corresponding costs. Further, homes at the aforementioned price point are not likely to include an extensive amenities package as that offered at the proposed development. Therefore, we believe that there will be little competitive impact on or from the homebuyer market.

Section I – Absorption & Stabilization Rates

For the purposes of this analysis, we assume the absorption period at the site begins as soon as the first units are available for occupancy. Since all demand calculations in this report follow GDCA guidelines that assume a 2021 completion date for the site, we also assume that initial units at the site will be available for rent sometime in 2021.

Considering the facts contained in the market study and comparing them with other projects with similar characteristics in other markets, we are able to establish absorption projections for the subject development. Our absorption projections take into consideration the high occupancy rates and waiting lists reported among existing non-subsidized LIHTC projects in the market, the required capture rate, achievable market rents and the competitiveness of the proposed subject development within the Jesup Site PMA. Our absorption projections also take into consideration that the developer and/or management successfully markets the project throughout the Site PMA.

Based on our analysis, it is our opinion that the 81 proposed LIHTC units at the subject site will reach a stabilized occupancy of at least 93.0% in seven months of opening. This absorption period is based on an average monthly absorption rate of approximately 10 to 11 units per month. These absorption assumptions assume that the project will offer Project-Based Rental Assistance (PBRA) on the 26 units set aside at 50% of AMHI. In the unlikely event the subject project did not offer a subsidy, it will likely experience an extended absorption period of approximately 10 months, based on an absorption rate of approximately seven units per month.

These absorption projections assume a 2021 opening date. An earlier or later opening date may have a slowing impact on the absorption potential for the subject project. Further, these absorption projections assume the project will be built as outlined in this report. Changes to the project's rents, amenities, floor plans, location or other features may invalidate our findings. Finally, we assume the developer and/or management will aggressively market the project a few months in advance of its opening and continue to monitor market conditions during the project's initial lease-up period. Note that Voucher support has also been considered in determining these absorption projections and that these absorption projections may vary depending upon the amount of Voucher support the subject development ultimately receives.

Section J – Interviews

The following are summaries of interviews conducted with various local sources regarding the need for affordable housing within the Jesup Site PMA:

- Debbie Rowe is the Property Manager at Fox Run Apartments (Map ID 3), a government-subsidized and Tax Credit property. Ms. Rowe stated that Jesup would benefit from having more affordable housing, especially, two- or three-bedroom units, as these units seem to typically be in the highest demand. Ms. Rowe stated that she frequently receives inquiries regarding available affordable units, however, the property she manages is typically 100.0% occupied with a waiting list.
- Tommie Brantley, Property Manager at Wildridge Apartments (Map ID 9), a government-subsidized and Tax Credit property, stated there is absolutely a need for affordable housing in the area. Ms. Brantley stated senior housing is especially needed, however, there is a need for both family and seniors. There is only one affordable housing property for seniors and most of the seniors do not like living there because there is no private entrance and it is a two-story building so the seniors must go up and down stairs. The property is typically full and Ms. Brantley stated the seniors especially need housing that is close to grocery stores and medical facilities.
- Don Herrin, Building Inspector for the city of Jesup, stated that there is a need for affordable housing in Jesup. Mr. Herrin added that income-based housing would be beneficial and that most of the existing housing stock is old.

Section K – Conclusions & Recommendations

Based on the findings reported in our market study, it is our opinion that a market exists for the 81 Low-Income Housing Tax Credit (LIHTC) units proposed at the subject site, assuming it is developed as detailed in this report. Changes in the project's site, rents, amenities or opening date may alter these findings.

The Jesup rental housing market is performing well with a combined occupancy rate of 95.9%. In fact, the only general-occupancy, non-subsidized Tax Credit development identified and surveyed within the market is 100.0% occupied and maintains a 30-household waiting list. This illustrates that pent-up demand exists for additional non-subsidized affordable rental housing within the market. The subject development will be able to accommodate a portion of this unmet demand. It should also be noted that the subject development will be the newest LIHTC project within the market by 16 years. This will likely enable the subject development to achieve rent premiums.

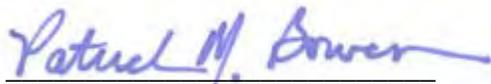
While the proposed subject rents will be some of the highest LIHTC rents targeting similar income levels within the market and region, its newness, competitive unit sizes and competitive amenities offered will enable it to charge higher rents within the Jesup Site PMA. This is further supported by the fact that nearly all general-occupancy LIHTC developments within the market and region are 100.0% occupied, demonstrating that these projects could likely charge higher rents without having an adverse impact on their occupancy levels. Nonetheless, it should be reiterated that 26 of the subject units will offer a subsidy, allowing tenants to pay up to 30% of their gross adjusted income towards housing costs. As such, the subject project will represent a substantial value to low-income renters within the market. Only a portion of the subject units will require tenants to pay the quoted rents, which are not expected to be difficult lease. This is especially true, considering the depth of demographic support that exists in the market for such units, which represent a capture rate of 15.0%.

Assuming the subject project operates without a subsidy, the overall required capture rate for the subject development is 17.3%. This is below GDCA's capture rate threshold of 35% for developments located within rural markets and is considered achievable. This demonstrates that a good base of potential income-appropriate renter household support exists for the subject project within the Jesup Site PMA.

Based on the preceding analysis and facts contained within this report, we believe the proposed subject development is marketable within the Jesup Site PMA, as proposed. We do not have any recommendations or modifications to the subject development at this time.

Section L - Signed Statement

I affirm that I have made a physical inspection of the market area and the subject property and that information has been used in the full study regarding the need and demand for new rental units. To the best of my knowledge, the market can support the demand shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in the Georgia Department of Community Affairs (GDCA) rental housing programs. I also affirm that I have no interest in the project or any relationship with the ownership entity and my compensation is not contingent on this project being funded. This report was written in accordance with my understanding of the GDCA market study manual and GDCA Qualified Action Plan.



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Date: May 10, 2019



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Date: May 10, 2019

Section M – Market Study Representation

The Georgia Department of Community Affairs (GDCA) may rely on the representation made in the market study and that the market study is assignable to other lenders that are parties to the GDCA loan transaction.

Section N - Qualifications

The Company

Bowen National Research employs an expert staff to ensure that each market study is of the utmost quality. Each staff member has hands-on experience evaluating sites and comparable properties, analyzing market characteristics and trends, and providing realistic recommendations and conclusions. The Bowen National Research staff has the expertise to provide the answers for your development.

Company Leadership

Patrick Bowen is the President of Bowen National Research. He has prepared and supervised thousands of market feasibility studies for all types of real estate products, including affordable family and senior housing, multifamily market-rate housing and student housing, since 1996. He has also prepared various studies for submittal as part of HUD 221(d)(3) & (4), HUD 202 developments and applications for housing for Native Americans. He has also conducted studies and provided advice to city, county and state development entities as it relates to residential development, including affordable and market rate housing, for both rental and for-sale housing. Mr. Bowen has worked closely with many state and federal housing agencies to assist them with their market study guidelines. Mr. Bowen has his bachelor's degree in legal administration (with emphasis on business and law) from the University of West Florida.

Desireé Johnson is the Director of Operations for Bowen National Research. Ms. Johnson is responsible for all client relations, the procurement of work contracts, and the overall supervision and day-to-day operations of the company. She has been involved in the real estate market research industry since 2006. Ms. Johnson has an Associate of Applied Science in Office Administration from Columbus State Community College.

Market Analysts

Christopher T. Bunch, Market Analyst has over ten years of professional experience in real estate, including five years of experience in the real estate market research field. Mr. Bunch is responsible for preparing market feasibility studies for a variety of clients. Mr. Bunch earned a bachelor's degree in Geography with a concentration in Urban and Regional Planning from Ohio University in Athens, Ohio.

Jeff Peters, Market Analyst, has conducted on-site inspection and analysis for rental properties throughout the country since 2014. He is familiar with multiple types of rental housing programs, the day-to-day interaction with property managers and leasing agents and the collection of pertinent property details. Mr. Peters graduated from The Ohio State University with a Bachelor of Arts in Economics.

Lisa Goff, Market Analyst, has conducted site-specific analyses in both rural and urban markets throughout the country. She is also experienced in the day-to-day operation and financing of Low-Income Housing Tax Credit and subsidized properties, which gives her a unique understanding of the impact of housing development on current market conditions.

Gregory Piduch, Market Analyst, has conducted site-specific analyses in both metro and rural areas throughout the country. He is familiar with multiple types of rental housing programs, the day-to-day interaction with property managers and leasing agents and the collection of pertinent property details. Mr. Piduch holds a Bachelor of Arts in Communication and Rhetoric from the University of Albany, State University of New York and a Master of Professional Studies in Sports Industry Management from Georgetown University.

Craig Rupert, Market Analyst, has conducted market analysis in both urban and rural markets throughout the United States since 2010. Mr. Rupert is experienced in the evaluation of multiple types of housing programs, including market-rate, Tax Credit and various government subsidies and uses this knowledge and research to provide both qualitative and quantitative analysis. Mr. Rupert has a degree in Hospitality Management from Youngstown State University.

Jack Wiseman, Market Analyst, has conducted extensive market research in over 200 markets throughout the United States since 2007. He provides thorough evaluation of site attributes, area competitors, market trends, economic characteristics and a wide range of issues impacting the viability of real estate development. He has evaluated market conditions for a variety of real estate alternatives, including affordable and market-rate apartments, retail and office establishments, student housing, and a variety of senior residential alternatives. Mr. Wiseman has a Bachelor of Arts degree in Economics from Miami University.

Tammy Whited, Market Analyst, has conducted site-specific analyses in both rural and urban markets throughout the country. She is also experienced in the day-to-day operation and financing of Low-Income Housing Tax Credit and subsidized properties, which gives her a unique understanding of the impact of housing development on current market conditions.

Faysal Ahmed, Market Analyst, has a background in multifamily property management. This experience has provided him with inside knowledge of the day-to-day operations of rental housing. Mr. Ahmed holds a Bachelor of Public Affairs from The Ohio State University and a Master of Science in Applied Economics from Southern New Hampshire University.

Zachary Seaman, Market Analyst, has experience in the property management industry and has managed a variety of rental housing types. He has the ability to analyze market and economic trends and conditions, as well as to assess a proposed site's ability to perform successfully in the market.

Research Staff

Bowen National Research employs a staff of in-house researchers who are experienced in the surveying and evaluation of all rental and for-sale housing types, as well as in conducting interviews and surveys with city officials, economic development offices, chambers of commerce, housing authorities and residents.

Stephanie Viren is the Research and Travel Coordinator at Bowen National Research. Ms. Viren focuses on collecting detailed data concerning housing conditions in various markets throughout the United States. Ms. Viren has extensive interviewing skills and experience and also possesses the expertise necessary to conduct surveys of diverse pools of respondents regarding population and housing trends, housing marketability, economic development and other socioeconomic issues relative to the housing industry. Ms. Viren's professional specialty is condominium and senior housing research. Ms. Viren earned a Bachelor of Arts in Business Administration from Heidelberg University.

Kelly Wiseman, Research Specialist Director, has significant experience in the evaluation and surveying of housing projects operating under a variety of programs. In addition, she has conducted numerous interviews with experts throughout the country, including economic development, planning, housing authorities and other stakeholders.

June Davis, Office Manager of Bowen National Research, has been in the market feasibility research industry since 1988. Ms. Davis has overseen production on over 20,000 market studies for projects throughout the United States.

ADDENDUM A:

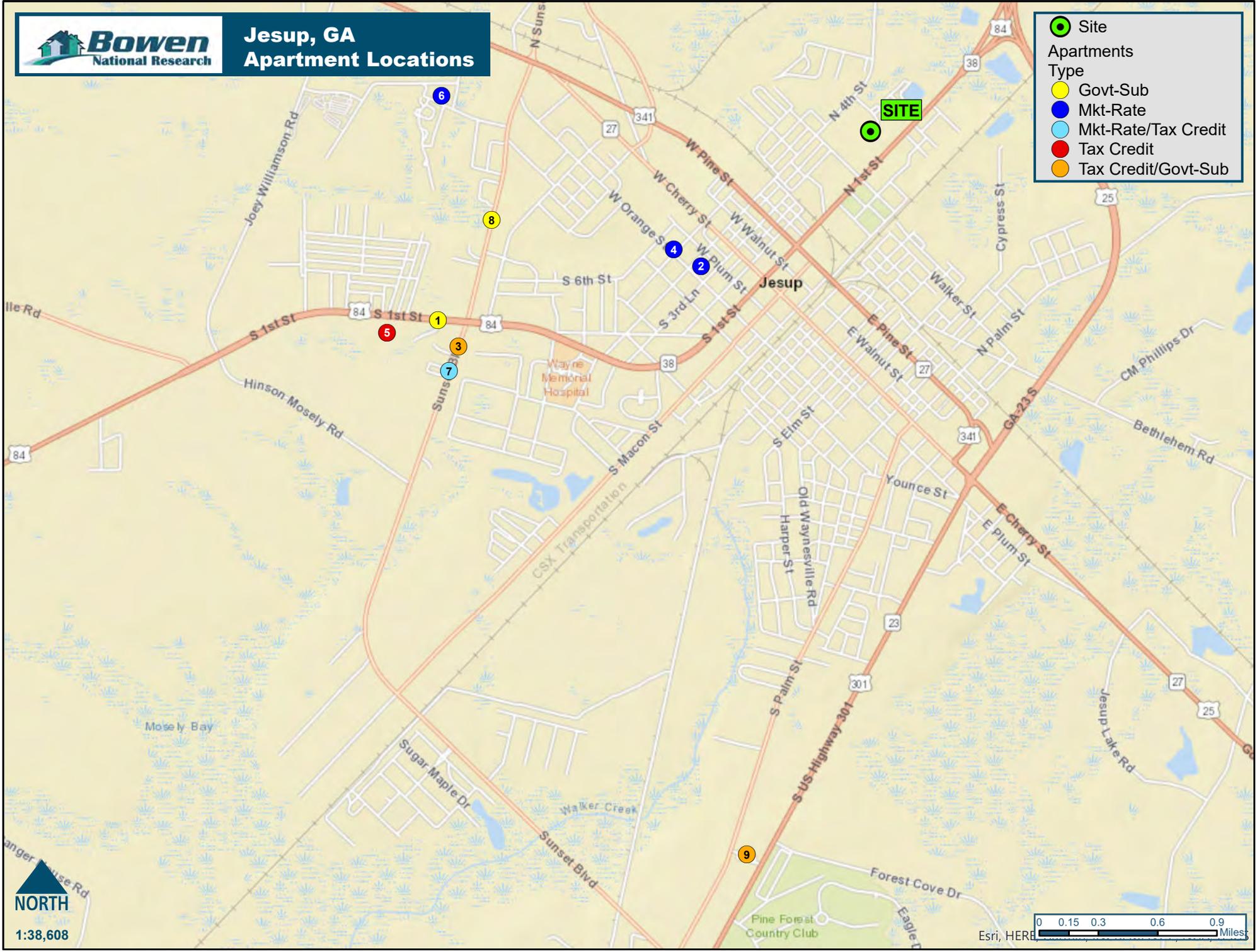
FIELD SURVEY OF
CONVENTIONAL RENTALS



Jesup, GA Apartment Locations

● Site
● Apartments
Type

- Govt-Sub
- Mkt-Rate
- Mkt-Rate/Tax Credit
- Tax Credit
- Tax Credit/Govt-Sub



1:38,608



Esri, HERE

Map ID	Property	Prop Type	Quality Rating	Year Built	Total Units	Vacant	Occ. Rate	Distance To Site*
1	Briarwood	GSS	C	1974	90	8	91.1%	2.7
2	Cabaretta Place	MRR	B+	2006	16	0	100.0%	1.1
3	Fox Run Apts.	TGS	C+	1992	24	0	100.0%	2.3
4	Jullington Creek	MRR	B	1999	32	0	100.0%	1.3
5	Maria Senior Gardens	TAX	B+	2013	43	2	95.3%	2.9
6	Olive Tree Apts.	MRR	C+	1990	8	0	100.0%	2.5
7	Sunset Pointe	MRT	B+	2005	64	0	100.0%	2.4
8	Sunset Villas	GSS	C+	1972	65	0	100.0%	2.6
9	Wildridge Apts.	TGS	B+	1990	48	6	87.5%	3.9
901	Ashton Place Apt.	TAX	B+	1998	48	0	100.0%	21.2
903	Independence Place Apts.	MRR	A	2008	264	16	93.9%	24.6
904	Pines at Willowbrook	MRT	B+	2003	80	0	100.0%	22.8
908	Tatersall Village	MRR	A	2010	222	13	94.1%	23.0
909	Twin Oaks Apts.	TAX	B-	2000	40	4	90.0%	11.5

*Drive distance in miles

 Comparable Property	 (MIG) Market-Rate, Income Restricted (not LIHTC) & Govt Subsidized	 (TIG) Tax Credit, Income Restricted (not LIHTC) & Govt Subsidized
 Senior Restricted	 (TAX) Tax Credit	 (INR) Income Restricted (not LIHTC)
 (MRR) Market-Rate	 (TGS) Tax Credit & Govt Subsidized	 (ING) Income Restricted (not LIHTC) & Govt Subsidized
 (MRT) Market-Rate & Tax Credit	 (TIN) Tax Credit & Income Restricted (not LIHTC)	 (GSS) Govt Subsidized
 (MRG) Market-Rate & Govt Subsidized	 (TMG) Tax Credit, Market-Rate & Govt Subsidized	 (ALL) Tax Credit, Market-Rate, Govt Subsidized & Income Restricted
 (MIN) Market-Rate & Income Restricted (not LIHTC)		

1	Briarwood 1201 S. 1st St., Jesup, GA 31545	Contact: Stephanie (In Person) Phone: (912) 427-8435
	Total Units: 90 UC: 0 Occupancy: 91.1% Stories: 2 Year Built: 1974 BR: 1, 2, 3, 4 Vacant Units: 8 Waitlist: Target Population: Family AR Year: Rent Special: Yr Renovated: Notes: HUD Section 8; HUD-insured property; Does not accept HCV	
2	Cabaretta Place 4th & Orange St., Jesup, GA 31545	Contact: Destiny (In Person) Phone: (912) 427-3767
	Total Units: 16 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 2006 BR: 2, 3 Vacant Units: 0 Waitlist: Target Population: Family AR Year: Rent Special: Yr Renovated: Notes: Does not accept HCV	
3	Fox Run Apts. 3005 S. Sunset Blvd., Jesup, GA 31545	Contact: Kristen (In Person) Phone: (912) 385-9187
	Total Units: 24 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1992 BR: 2, 3 Vacant Units: 0 Waitlist: 4 HH; AR Year: Target Population: Family Yr Renovated: 2011 Rent Special: Notes: Tax Credit; RD 515, has RA (17 units); HOME Funds (7 units); Accepts HCV (0 currently)	
4	Jullington Creek 700 W. Orange St., Jesup, GA 31545	Contact: Destiny (In Person) Phone: (912) 427-3767
	Total Units: 32 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1999 BR: 2 Vacant Units: 0 Waitlist: Target Population: Family AR Year: Rent Special: Yr Renovated: Notes: Does not accept HCV	
5	Maria Senior Gardens 89 Carmelita Dr., Jesup, GA 31545	Contact: Katina (In Person) Phone: (912) 427-2022
	Total Units: 43 UC: 0 Occupancy: 95.3% Stories: 2 w/Elevator Year Built: 2013 BR: 1, 2 Vacant Units: 2 Waitlist: 1 HH; 1-br AR Year: Target Population: Senior 55+ Yr Renovated: Rent Special: Notes: Tax Credits; HCV (3 units)	

 Comparable Property	 Senior Restricted	 (MIG) Market-Rate, Income Restricted (not LIHTC) & Govt Subsidized	 (TIG) Tax Credit, Income Restricted (not LIHTC) & Govt Subsidized
 (MRR) Market-Rate	 (TAX) Tax Credit	 (INR) Income Restricted (not LIHTC)	
 (MRT) Market-Rate & Tax Credit	 (TGS) Tax Credit & Govt Subsidized	 (ING) Income Restricted (not LIHTC) & Govt Subsidized	
 (MRG) Market-Rate & Govt Subsidized	 (TIN) Tax Credit & Income Restricted (not LIHTC)	 (GSS) Govt Subsidized	
 (MIN) Market-Rate & Income Restricted (not LIHTC)	 (TMG) Tax Credit, Market-Rate & Govt Subsidized	 (ALL) Tax Credit, Market-Rate, Govt Subsidized & Income Restricted	

6	Olive Tree Apts. 890 E. Cherry St., Jesup, GA 31546	Contact: Ann Gransom (In Person) Phone: (912) 427-8355
	Total Units: 8 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1990 BR: 2 Vacant Units: 0 Waitlist: 4 HH; AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Does not accept HCV; Rent range due to renovated units	
7	Sunset Pointe 1288 Sunset Blvd., Jesup, GA 31598	Contact: Debbie (In Person) Phone: (912) 530-7007
	Total Units: 64 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 2005 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 30 HH; AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Market-rate (13 units); Tax Credit (51 units); HOME Funds; HCV (10 units)	
8	Sunset Villas 750 Sunset Blvd., Jesup, GA 31545	Contact: Joe (In Person) Phone: (912) 427-7333
	Total Units: 65 UC: 0 Occupancy: 100.0% Stories: 1 Year Built: 1972 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 30 HH; AR Year: Target Population: Family Yr Renovated: 2009 Rent Special: Notes: RD 515, has RA (57 units); HCV (2 units)	
9	Wildridge Apts. 1950 S. Hwy. 301 Ste. 801, Jesup, GA 31546	Contact: Tommie (In Person) Phone: (912) 427-2833
	Total Units: 48 UC: 0 Occupancy: 87.5% Stories: 1 Year Built: 1990 BR: 1, 2, 3 Vacant Units: 6 Waitlist: AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Tax Credit; RD 515, has RA (27 units); HCV (1 unit)	
901	Ashton Place Apt. 634 Airport Rd., Hinesville, GA 31313	Contact: Martina (In Person) Phone: (844) 245-3096
	Total Units: 48 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1998 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 100 HH; AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Tax Credit; HCV (5 units); HOME Funds (48 units)	

✓ Comparable Property	(MIG) Market-Rate, Income Restricted (not LIHTC) & Govt Subsidized	(TIG) Tax Credit, Income Restricted (not LIHTC) & Govt Subsidized
◆ Senior Restricted	(TAX) Tax Credit	(INR) Income Restricted (not LIHTC)
(MRR) Market-Rate	(TGS) Tax Credit & Govt Subsidized	(ING) Income Restricted (not LIHTC) & Govt Subsidized
(MRT) Market-Rate & Tax Credit	(TIN) Tax Credit & Income Restricted (not LIHTC)	(GSS) Govt Subsidized
(MRG) Market-Rate & Govt Subsidized	(TMG) Tax Credit, Market-Rate & Govt Subsidized	(ALL) Tax Credit, Market-Rate, Govt Subsidized & Income Restricted
(MIN) Market-Rate & Income Restricted (not LIHTC)		



903	Independence Place Apts. 130 Independence Pl. Dr., Hinesville, GA 31313	Contact: Lindsey (In Person) Phone: (912) 877-2270
	Total Units: 264 UC: 0 Occupancy: 93.9% Stories: 3 Year Built: 2008 BR: 1, 2, 3, 4 Vacant Units: 16 Waitlist: AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Does not accept HCV; Rent range due to upgrades	



904	Pines at Willowbrook 841 Willowbrook Dr., Hinesville, GA 31313	Contact: Karen (In Person) Phone: (912) 877-2162
	Total Units: 80 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 2003 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 13 HH; AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Market-rate (16 units); Tax Credit (64 units); HCV (5 units)	



908	Tatersall Village 501 Burke Dr., Hinesville, GA 31313	Contact: Ashley (In Person) Phone: (912) 330-2603
	Total Units: 222 UC: 0 Occupancy: 94.1% Stories: 3 Year Built: 2010 BR: 1, 2, 3 Vacant Units: 13 Waitlist: AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Does not accept HCV; Rent range based on floor level	



909	Twin Oaks Apts. 158 Twin Oaks Dr. SE, Ludowici, GA 31316	Contact: Helene (In Person) Phone: (912) 545-3161
	Total Units: 40 UC: 0 Occupancy: 90.0% Stories: 1,2 Year Built: 2000 BR: 1, 2, 3 Vacant Units: 4 Waitlist: 85 HH; 1 & 3-br AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Tax Credit; HCV (1 unit)	

Comparable Property	(MIG) Market-Rate, Income Restricted (not LIHTC) & Govt Subsidized	(TIG) Tax Credit, Income Restricted (not LIHTC) & Govt Subsidized
Senior Restricted	(TAX) Tax Credit	(INR) Income Restricted (not LIHTC)
(MRR) Market-Rate	(TGS) Tax Credit & Govt Subsidized	(ING) Income Restricted (not LIHTC) & Govt Subsidized
(MRT) Market-Rate & Tax Credit	(TIN) Tax Credit & Income Restricted (not LIHTC)	(GSS) Govt Subsidized
(MRG) Market-Rate & Govt Subsidized	(TMG) Tax Credit, Market-Rate & Govt Subsidized	(ALL) Tax Credit, Market-Rate, Govt Subsidized & Income Restricted
(MIN) Market-Rate & Income Restricted (not LIHTC)		

Source: Georgia Department of Community Affairs
Effective: 01/2019

Monthly Dollar Allowances

		Garden						Townhome					
		0 BR	1 BR	2 BR	3 BR	4 BR	5 BR	0 BR	1 BR	2 BR	3 BR	4 BR	5 BR
Heating	Natural Gas	7	10	12	15	19			11	13	16	21	
	+Base Charge												
	Bottled Gas												
	Electric	8	12	14	18	24		13	16	20	25		
	Heat Pump												
	Oil												
Cooking	Natural Gas	3	4	4	6	7		4	4	6	7		
	Bottled Gas												
	Electric	5	7	9	11	14		7	9	11	14		
	Oil												
Other Electric	23	31	40	49	60		33	42	51	65			
+Base Charge													
Air Conditioning													
Water Heating	Natural Gas	4	6	8	10	11		6	8	10	11		
	Bottled Gas												
	Electric	9	13	18	23	28		13	18	23	28		
	Oil												
Water	18	19	23	28	34		19	23	29	34			
Sewer	19	20	25	30	35		20	25	30	35			
Trash Collection	15	15	15	15	15		15	15	15	15			
Internet*	20	20	20	20	20		20	20	20	20			
Cable*	20	20	20	20	20		20	20	20	20			
Alarm Monitoring*													

* Estimated- not from source

ADDENDUM B

COMPARABLE PROPERTY PROFILES

2 Cabaretta Place 1.1 miles to site



Address: 4th & Orange St., Jesup, GA 31545
 Phone: (912) 427-3767 Contact: Destiny (In Person)
 Property Type: Market Rate
 Target Population: Family
 Total Units: 16 Year Built: 2006
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 2
 Waitlist:
 Rent Special:

Ratings
 Quality: B+
 Neighborhood: B
 Access/Visibility: B+/B+

Notes: Does not accept HCV



Features And Utilities

Utility Schedule Provided by: Georgia Department of Community Affairs

Utility Type & Responsibility: Landlord pays Trash

Unit Amenities: Dishwasher; Icemaker; Microwave; Range; Refrigerator; Central AC; Patio/Deck; Ceiling Fan; W/D Hookup Only; Window Treatments; Flooring (Carpet, Vinyl)

Property Amenities:

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	2	G	8	0	875	\$0.91	\$795	0%
3	2	T	8	0	1,100	\$0.90	\$995	0%

* Adaptive Reuse

4 Jullington Creek 1.3 miles to site



Address: 700 W. Orange St., Jesup, GA 31545
 Phone: (912) 427-3767 Contact: Destiny (In Person)
 Property Type: Market Rate
 Target Population: Family
 Total Units: 32 Year Built: 1999
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 2
 Waitlist:
 Rent Special:

Ratings
 Quality: B
 Neighborhood: B
 Access/Visibility: B+/B+

Notes: Does not accept HCV



Features And Utilities

Utility Schedule Provided by: Georgia Department of Community Affairs

Utility Type & Responsibility: Landlord pays Trash

Unit Amenities: Dishwasher; Range; Refrigerator; Central AC; Patio/Deck; Ceiling Fan; W/D Hookup Only; Window Treatments; Flooring (Carpet, Vinyl)

Property Amenities:

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	1	G	32	0	900	\$0.66	\$595	0%

* Adaptive Reuse

7 **Sunset Pointe** 2.4 miles to site



Address: 1288 Sunset Blvd., Jesup, GA 31598
 Phone: (912) 530-7007 Contact: Debbie (In Person)
 Property Type: Market Rate, Tax Credit
 Target Population: Family
 Total Units: 64 Year Built: 2005
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 2
 Waitlist: 30 HH;
 Rent Special:

Ratings
 Quality: B+
 Neighborhood: B
 Access/Visibility: A/A-

Notes: Market-rate (13 units); Tax Credit (51 units); HOME Funds; HCV (10 units)



Features And Utilities

Utility Schedule Provided by: Georgia Department of Community Affairs

Utility Type & Responsibility: Landlord pays Trash

Unit Amenities: Dishwasher; Disposal; Icemaker; Range; Refrigerator; Central AC; Patio/Deck; Ceiling Fan; W/D Hookup Only; W/D Included; Window Treatments; Flooring (Carpet, Vinyl)

Property Amenities: Business Center (Computer, Copy); Clubhouse; Laundry Room; On-Site Management; Recreation Areas (Basketball, Fitness Center, Grill, Hiking-Walking Trail, Media Library, Picnic Table, Playground); Extra Storage

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	3	0	980	\$0.53	\$515	0%
1	1	G	2	0	980	\$0.18	\$180	30%
1	1	G	10	0	980	\$0.37	\$360	50%
1	1	G	1	0	980	\$0.37	\$360	60%
2	2	G	6	0	1,050	\$0.53	\$555	0%
2	2	G	3	0	1,050	\$0.21	\$222	30%
2	2	G	22	0	1,050	\$0.42	\$440	50%
2	2	G	1	0	1,050	\$0.44	\$460	60%
3	2	G	4	0	1,180	\$0.51	\$605	0%
3	2	G	2	0	1,180	\$0.22	\$260	30%
3	2	G	10	0	1,180	\$0.44	\$515	50%

* Adaptive Reuse

901 Ashton Place Apt. 21.2 miles to site



Address: 634 Airport Rd., Hinesville, GA 31313
 Phone: (844) 245-3096 Contact: Martina (In Person)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 48 Year Built: 1998
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 2
 Waitlist: 100 HH;
 Rent Special:

Ratings
 Quality: B+
 Neighborhood: B
 Access/Visibility: B/B

Notes: Tax Credit; HCV (5 units); HOME Funds (48 units)



Features And Utilities

Utility Schedule Provided by: Georgia Department of Community Affairs

Utility Type & Responsibility: Landlord pays Water, Sewer, Trash

Unit Amenities: Dishwasher; Icemaker; Range; Refrigerator; Central AC; Patio/Deck; Ceiling Fan; W/D Hookup Only; Window Treatments; Flooring (Carpet, Vinyl)

Property Amenities: Gazebo; Laundry Room; On-Site Management; Recreation Areas (Grill, Picnic Table, Playground); Extra Storage

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	10	0	708	\$0.32	\$226	30%
2	2	G	15	0	912	\$0.53	\$479	50%
2	2	G	8	0	912	\$0.62	\$569	60%
3	2	G	2	0	1,134	\$0.47	\$534	50%
3	2	G	13	0	1,134	\$0.56	\$634	60%

* Adaptive Reuse

903 Independence Place Apts. 24.6 miles to site



Address: 130 Independence Pl. Dr., Hinesville, GA 31313
 Phone: (912) 877-2270 Contact: Lindsey (In Person)
 Property Type: Market Rate
 Target Population: Family
 Total Units: 264 Year Built: 2008
 Vacant Units: 16 *AR Year:
 Occupancy: 93.9% Yr Renovated:
 Turnover: Stories: 3
 Waitlist:
 Rent Special:

Ratings
 Quality: A
 Neighborhood: B
 Access/Visibility: B/B

Notes: Does not accept HCV; Rent range due to upgrades



Features And Utilities

Utility Schedule Provided by: Georgia Department of Community Affairs
 Utility Type & Responsibility: Landlord pays Water, Sewer, Trash

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Ceiling Fan; W/D Hookup Only; Window Treatments; Flooring (Carpet, Hardwood)

Property Amenities: Business Center (Computer, Copy); Clubhouse; Gazebo; On-Site Management; Dog Park; Recreation Areas (Basketball, Fitness Center, Grill, Picnic Table, Playground, Outdoor Swimming Pool, Volleyball); Extra Storage; Water Feature

Parking Type: Detached Garage; Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	38	2	607	\$1.48 - \$1.64	\$898 - \$998	0%
2	2	G	95	6	802	\$1.27 - \$1.40	\$1,021 - \$1,121	0%
3	3	G	33	2	1,272	\$1.08 - \$1.15	\$1,369 - \$1,469	0%
3	4	G	44	3	1,272	\$0.90	\$1,144	0%
4	4	G	54	3	1,272	\$1.00 - \$1.07	\$1,267 - \$1,367	0%

* Adaptive Reuse

904 Pines at Willowbrook 22.8 miles to site



Address: 841 Willowbrook Dr., Hinesville, GA 31313
 Phone: (912) 877-2162 Contact: Karen (In Person)
 Property Type: Market Rate, Tax Credit
 Target Population: Family
 Total Units: 80 Year Built: 2003
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 2
 Waitlist: 13 HH;
 Rent Special:

Ratings
 Quality: B+
 Neighborhood: B
 Access/Visibility: B/B-

Notes: Market-rate (16 units); Tax Credit (64 units); HCV (5 units)



Features And Utilities

Utility Schedule Provided by: Georgia Department of Community Affairs
 Utility Type & Responsibility: Landlord pays Water, Sewer, Trash

Unit Amenities: Dishwasher; Disposal; Range; Refrigerator; Central AC; Patio/Deck; Ceiling Fan; W/D Hookup Only; Window Treatments; Flooring (Carpet, Vinyl)

Property Amenities: Business Center (Computer, Copy); Clubhouse; Laundry Room; On-Site Management; Recreation Areas (Fitness Center, Grill, Picnic Table, Playground)

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	2	0	703	\$0.92	\$650	0%
1	1	G	1	0	703	\$0.61	\$431	50%
1	1	G	5	0	703	\$0.75	\$530	60%
2	1 - 2	G	9	0	923 - 960	\$0.85	\$780 - \$820	0%
2	1 - 2	G	11	0	923 - 960	\$0.55 - \$0.53	\$506	50%
2	1 - 2	G	28	0	923 - 960	\$0.68 - \$0.65	\$628	60%
3	2	G	5	0	1,150	\$0.78	\$900	0%
3	2	G	5	0	1,150	\$0.50	\$577	50%
3	2	G	14	0	1,150	\$0.62	\$714	60%

* Adaptive Reuse

908 Tattersall Village 23.0 miles to site



Address: 501 Burke Dr., Hinesville, GA 31313
 Phone: (912) 330-2603 Contact: Ashley (In Person)
 Property Type: Market Rate
 Target Population: Family
 Total Units: 222 Year Built: 2010
 Vacant Units: 13 *AR Year:
 Occupancy: 94.1% Yr Renovated:
 Turnover: Stories: 3
 Waitlist:
 Rent Special:

Ratings
 Quality: A
 Neighborhood: A
 Access/Visibility: B/B-

Notes: Does not accept HCV; Rent range based on floor level

Features And Utilities

Utility Schedule Provided by: Georgia Department of Community Affairs

Utility Type & Responsibility: No landlord paid utilities;

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Patio/Deck; W/D Hookup Only; W/D Included; Window Treatments; Flooring (Carpet, Wood Laminate)

Property Amenities: Business Center (Computer, Copy, Fax); Clubhouse; On-Site Management; Dog Park; Recreation Areas (Firepit, Fitness Center, Grill, Picnic Table, Playground, Outdoor Swimming Pool); Gated Community; Extra Storage; Water Feature

Parking Type: Detached Garage; Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	78	5	803 - 944	\$1.35 - \$1.22	\$1,081 - \$1,149	0%
2	1 - 2	G	120	7	1,134 - 1,227	\$0.95 - \$1.00	\$1,080 - \$1,224	0%
3	2	G	24	1	1,461	\$0.99 - \$1.04	\$1,444 - \$1,523	0%

* Adaptive Reuse

909 Twin Oaks Apts. 11.5 miles to site



Address: 158 Twin Oaks Dr. SE, Ludowici, GA 31316
 Phone: (912) 545-3161 Contact: Helene (In Person)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 40 Year Built: 2000
 Vacant Units: 4 *AR Year:
 Occupancy: 90.0% Yr Renovated:
 Turnover: Stories: 1,2
 Waitlist: 85 HH; 1 & 3-br
 Rent Special:

Ratings
 Quality: B-
 Neighborhood: B
 Access/Visibility: B/B

Notes: Tax Credit; HCV (1 unit)



Features And Utilities

Utility Schedule Provided by: Georgia Department of Community Affairs
 Utility Type & Responsibility: Landlord pays Trash

Unit Amenities: Dishwasher; Disposal; Range; Refrigerator; Central AC; Patio/Deck; Ceiling Fan; W/D Hookup Only; Window Treatments; Flooring (Carpet, Vinyl)

Property Amenities: Activity-Craft Room; Laundry Room; On-Site Management; Recreation Areas (Grill, Picnic Table, Playground); Extra Storage

Parking Type: Surface Lot

Unit Configuration

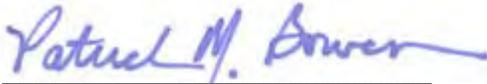
Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	12	0	647	\$0.49	\$316	50%
2	1.5	T	20	4	920	\$0.41	\$380	50%
3	2	T	8	0	1,080	\$0.42	\$450	50%

* Adaptive Reuse

Addendum C – NCHMA Member Certification & Checklist

This market study has been prepared by Bowen National Research, a member in good standing of the National Council of Housing Market Analysts (NCHMA). This study has been prepared in conformance with the standards adopted by NCHMA for the market analysts' industry. These standards include the *Standard Definitions of Key Terms Used in Market Studies for Housing Projects*, and *Model Content Standards for the Content of Market Studies for Housing Projects*. These Standards are designed to enhance the quality of market studies and to make them easier to prepare, understand, and use by market analysts and by the end users. These Standards are voluntary only, and no legal responsibility regarding their use is assumed by the National Council of Housing Market Analysts.

Bowen National Research is duly qualified and experienced in providing market analysis for housing. The company's principals participate in the National Council of Housing Market Analysts (NCHMA) educational and information sharing programs to maintain the highest professional standards and state-of-the-art knowledge. Bowen National Research is an independent market analyst. No principal or employee of Bowen National Research has any financial interest whatsoever in the development for which this analysis has been undertaken.



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Date: May 10, 2019

Note: Information on the National Council of Housing Market Analysts may be obtained by calling 202-939-1750, or by visiting <http://www.housingonline.com>.

Market Study Index

A. INTRODUCTION

Members of the National Council of Housing Market Analysts provide a checklist referencing all components of their market study. This checklist is intended to assist readers on the location content of issues relevant to the evaluation and analysis of market studies.

B. DESCRIPTION AND PROCEDURE FOR COMPLETING

The following components have been addressed in this market study. The section number of each component is noted below. Each component is fully discussed in that section. In cases where the item is not relevant, the author has indicated 'N/A' or not applicable. Where a conflict with or variation from client standards or client requirements exists, the author has indicated a 'VAR' (variation) with a comment explaining the conflict.

C. CHECKLIST

		Section (s)
Executive Summary		
1.	Executive Summary	A
Project Description		
2.	Proposed number of bedrooms and baths proposed, income limitations, proposed rents and utility allowances	B
3.	Utilities (and utility sources) included in rent	B
4.	Project design description	B
5.	Unit and project amenities; parking	B
6.	Public programs included	B
7.	Target population description	B
8.	Date of construction/preliminary completion	B
9.	If rehabilitation, existing unit breakdown and rents	B
10.	Reference to review/status of project plans	N/A
Location and Market Area		
11.	Market area/secondary market area description	D
12.	Concise description of the site and adjacent parcels	C
13.	Description of site characteristics	C
14.	Site photos/maps	C
15.	Map of community services	C
16.	Visibility and accessibility evaluation	C
17.	Crime Information	C

CHECKLIST (Continued)

		Section (s)
Employment and Economy		
18.	Employment by industry	F
19.	Historical unemployment rate	F
20.	Area major employers	F
21.	Five-year employment growth	F
22.	Typical wages by occupation	F
23.	Discussion of commuting patterns of area workers	F
Demographic Characteristics		
24.	Population and household estimates and projections	E
25.	Area building permits	H
26.	Distribution of income	E
27.	Households by tenure	E
Competitive Environment		
28.	Comparable property profiles	Addendum B
29.	Map of comparable properties	H
30.	Comparable property photographs	H
31.	Existing rental housing evaluation	H
32.	Comparable property discussion	H
33.	Area vacancy rates, including rates for Tax Credit and government-subsidized	H
34.	Comparison of subject property to comparable properties	H
35.	Availability of Housing Choice Vouchers	H
36.	Identification of waiting lists	H
37.	Description of overall rental market including share of market-rate and affordable properties	H
38.	List of existing LIHTC properties	H
39.	Discussion of future changes in housing stock	H
40.	Discussion of availability and cost of other affordable housing options including homeownership	H
41.	Tax Credit and other planned or under construction rental communities in market area	H
Analysis/Conclusions		
42.	Calculation and analysis of Capture Rate	G
43.	Calculation and analysis of Penetration Rate	N/A
44.	Evaluation of proposed rent levels	H & Addendum E
45.	Derivation of Achievable Market Rent and Market Advantage	Addendum E
46.	Derivation of Achievable Restricted Rent	N/A
47.	Precise statement of key conclusions	A
48.	Market strengths and weaknesses impacting project	A
49.	Recommendations and/or modification to project discussion	K
50.	Discussion of subject property's impact on existing housing	H
51.	Absorption projection with issues impacting performance	I
52.	Discussion of risks or other mitigating circumstances impacting project projection	A
53.	Interviews with area housing stakeholders	J

CHECKLIST (Continued)

Other Requirements		Section (s)
54.	Preparation date of report	Title Page
55.	Date of Field Work	Addendum A
56.	Certifications	L
57.	Statement of qualifications	N
58.	Sources of data not otherwise identified	Addendum D
59.	Utility allowance schedule	Addendum A

Addendum D – Methodologies, Disclaimers & Sources

1. PURPOSE

The purpose of this report is to evaluate the market feasibility of a proposed Low-Income Housing Tax Credit (LIHTC) project to be developed in Jesup, Georgia by MVAH Development LLC and the Jesup Housing Authority (developer).

This market feasibility analysis complies with the requirements established by the Georgia Department of Community Affairs (GDCA) and conforms to the standards adopted by the National Council of Housing Market Analysts (NCHMA). These standards include the accepted definitions of key terms used in market studies for affordable housing projects, and model content standards for the content of market studies for affordable housing projects. These standards are designed to enhance the quality of market studies and to make them easier to prepare, understand and use by market analysts and end users.

2. METHODOLOGIES

Methodologies used by Bowen National Research include the following:

- The Primary Market Area (PMA) generated for the subject project is identified. The PMA is generally described as the smallest geographic area from which most of the support for the subject project originates. PMAs are not defined by a radius. The use of a radius is an ineffective approach because it does not consider mobility patterns, changes in the socioeconomic or demographic character of neighborhoods or physical landmarks that might impede development.

PMAs are established using a variety of factors, including, but not limited to:

- A detailed demographic and socioeconomic evaluation
- Interviews with area planners, realtors and other individuals who are familiar with area growth patterns
- A drive-time analysis for the site
- Personal observations of the field analyst
- A field survey of modern apartment developments is conducted. The intent of the field survey is twofold. First, the field survey is used to measure the overall strength of the apartment market. This is accomplished by an evaluation of the unit mix, vacancies, rent levels and overall quality of product. The second purpose of the field survey is to establish those projects that are most likely directly comparable to the subject property.

- Two types of directly comparable properties are identified through the field survey. They include other Section 42 LIHTC developments and market-rate developments that offer unit and project amenities similar to those of the subject development. An in-depth evaluation of these two property types provides an indication of the potential of the subject development.
- Economic and demographic characteristics of the area are evaluated. An economic evaluation includes an assessment of area employment composition, income growth (particularly among the target market), building statistics and area growth perceptions. The demographic evaluation uses the most recently issued Census information, as well as projections that determine what the characteristics of the market will be when the project opens and after it achieves a stabilized occupancy.
- Area building statistics and interviews with officials familiar with area development provide identification of the properties that might be planned or proposed for the area that will have an impact on the marketability of the subject development. Planned and proposed projects are always in different stages of development. As a result, it is important to establish the likelihood of construction, the timing of the project and its impact on the market and the subject development.
- An analysis of the subject project's market capture of income-appropriate renter households within the PMA is conducted. This analysis follows GDCA's methodology for calculating potential demand. The resulting capture rates are compared with acceptable market capture rates for similar types of projects to determine whether the subject development's capture rate is achievable.
- Achievable market rent for the subject development is determined. Using a Rent Comparability Grid, the features of the subject development are compared item by item to the most comparable properties in the market. Adjustments are made for each feature that differs from that of the subject development. These adjustments are then included with the collected rent resulting in an achievable market rent for a unit comparable to the subject unit. This analysis is done for each bedroom type offered at the site.

Please note that non-numbered items in this report are not required by GDCA; they have been included, however, based on Bowen National Research's opinion that it is necessary to consider these details to effectively address the continued market feasibility of the subject project.

3. REPORT LIMITATIONS

The intent of this report is to collect and analyze significant levels of data to forecast the market success of the subject property within an agreed to time period. Bowen National Research relies on a variety of sources of data to generate this report. These data sources are not always verifiable; however, Bowen National Research makes a significant effort to assure accuracy. While this is not always possible, we believe our effort provides an acceptable standard margin of error. Bowen National Research is not responsible for errors or omissions in the data provided by other sources.

The reported analyses, opinions and conclusions are limited only by the reported assumptions and limiting conditions, and are our personal, unbiased professional analyses, opinions and conclusions. We have no present or prospective interest in the property that is the subject of this report and we have no personal interest or bias with respect to the parties involved. Our compensation is not contingent on an action or event (such as the approval of a loan) resulting from the analyses, opinions or conclusions in, or the use of, this study.

Any reproduction or duplication of this report without the expressed approval of Bowen National Research is strictly prohibited.

4. SOURCES

Bowen National Research uses various sources to gather and confirm data used in each analysis. These sources, which are cited throughout this report, include the following:

- The 2000 and 2010 Census on Housing
- American Community Survey
- Urban Decision Group (UDG)
- ESRI
- Area Chamber of Commerce
- Georgia Department of Community Affairs (GDCA)
- U.S. Department of Labor
- U.S. Department of Commerce
- Management for each property included in the survey
- Local planning and building officials
- Local housing authority representatives

Addendum E – Achievable Market Rent Analysis

A. INTRODUCTION

We identified five properties that offer market-rate units within and near the Jesup Site PMA that we consider comparable in terms of unit and project amenities to the proposed subject developments. These selected properties are used to derive market rent for a project with characteristics similar to the proposed subject developments and the subject property's market advantage. It is important to note that, for the purpose of this analysis, we only select market-rate properties. Market-rate properties are used to determine rents that can be achieved in the open market for the proposed subject units without maximum income and rent restrictions.

The basis for the selection of these projects includes, but is not limited to, the following factors:

- Surrounding neighborhood characteristics
- Target market (seniors, families, disabled, etc.)
- Unit types offered (garden or townhouse, bedroom types, etc.)
- Building type (single-story, midrise, high-rise, etc.)
- Unit and project amenities offered
- Age and appearance of property

Since it is unlikely that any two properties are identical, we adjust the collected rent (the actual rent paid by tenants) of the selected properties according to whether or not they compare favorably with the subject development. Rents of projects that have additional or better features than the subject site are adjusted negatively, while projects with inferior or fewer features are adjusted positively. For example, if the proposed subject project does not have a washer or dryer and a selected property does, then we lower the collected rent of the selected property by the estimated value of a washer and dryer to derive an *achievable market rent* for a project similar to the proposed project.

The rent adjustments used in this analysis are based on various sources, including known charges for additional features within the Site PMA, estimates made by area property managers and realtors, quoted rental rates from furniture rental companies and Bowen National Research's prior experience in markets nationwide.

It is important to note that one or more of the selected properties may be more similar to the subject property than others. These properties are given more weight in terms of reaching the final achievable market rent determination. While monetary adjustments are made for various unit and project features, the final market rent determination is based upon the judgments of our market analysts.

The proposed subject development and the five selected properties include the following:

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)			
					One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Jesup Commons	2021	81	-	49 (-)	24 (-)	8 (-)	-
2	Cabaretta Place	2006	16	100.0%	-	8 (100.0%)	8 (100.0%)	-
4	Jullington Creek	1999	32	100.0%	-	32 (100.0%)	-	-
7	Sunset Pointe	2005	13*	100.0%	3 (100.0%)	6 (100.0%)	4 (100.0%)	-
903	Independence Place Apts.	2008	264	93.9%	38 (94.7%)	95 (93.7%)	77 (93.5%)	54 (94.4%)
908	Tatersall Village	2010	222	94.1%	78 (93.6%)	120 (94.2%)	24 (95.8%)	-

Occ. – Occupancy

*Market-rate units only

900 Map IDs are located outside the Site PMA

The five selected market-rate projects have a combined total of 547 units with an overall occupancy rate of 94.7%. This illustrates that these projects have been well received within the market and region and will serve as accurate benchmarks with which to compare the subject project

The Rent Comparability Grids on the following pages show the collected rents for each of the selected properties and illustrate the adjustments made (as needed) for various features and location or neighborhood characteristics, as well as quality differences that exist among the selected properties and the proposed subject developments.

Rent Comparability Grid

Unit Type →

ONE-BEDROOM

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Jesup Commons		Cabaretta Place		Jullington Creek		Sunset Pointe		Independence Place Apts.		Tatersall Village	
Adjacent to 822 North First Street		4th & Orange St.		700 W. Orange St.		1288 Sunset Blvd.		130 Independence Pl. Dr.		501 Burke Dr.	
Jesup, GA		Jesup, GA		Jesup, GA		Jesup, GA		Hinesville, GA		Hinesville, GA	
A. Rents Charged	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$795		\$595		\$515		\$998		\$1,081	
2	Date Surveyed	04/17/2019		04/17/2019		04/17/2019		04/17/2019		04/18/2019	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		100%		100%		95%		94%	
5	Effective Rent & Rent/ sq. ft	\$795	0.91	\$595	0.66	\$515	0.53	\$998	1.64	\$1,081	1.35
B. Design, Location, Condition	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	WU/3		WU/2		WU/2		WU/3		WU/3	
7	Yr. Built/Yr. Renovated	2021		2006	\$15	1999	\$22	2005	\$16	2008	\$13
8	Condition/Street Appeal	E		G	\$15	G	\$15	E		E	
9	Neighborhood	G		G		G		G		E	(\$10)
10	Same Market?			Yes		Yes		No	(\$199)	No	(\$216)
C. Unit Equipment/ Amenities	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	1	(\$50)	2	(\$50)	1		1		1	
12	# Baths	1	(\$30)	2	(\$30)	1		1		1	
13	Unit Interior Sq. Ft.	682	(\$46)	875	(\$46)	900	(\$52)	980	(\$71)	607	\$18
14	Balcony/Patio	Y		Y		Y		Y		N	\$5
15	AC: Central/Wall	C		C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/Y		Y/Y		N/Y	\$5	N/Y	\$5	Y/Y	
18	Washer/Dryer	HU/L	\$5	HU	\$5	HU	\$5	HU/L	\$5	HU	\$5
19	Floor Coverings	C		C/V		C/V		C/W		C/L	
20	Window Coverings	Y		Y		Y		Y		Y	
21	Secured Entry	N		N		N		N		N	
22	Garbage Disposal	N		N		N		Y	(\$5)	Y	(\$5)
23	Ceiling Fans/Storage	Y/Y	\$5	Y/N	\$5	Y/N	\$5	Y/Y	\$5	Y/N	\$5
D Site Equipment/ Amenities	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		N	\$5	N	\$5	Y		Y	
26	Security Features	N		N		N		N		N	(\$5)
27	Community Space	Y		N	\$5	N	\$5	Y		Y	
28	Pool/Recreation Areas	F/G		N	\$8	N	\$8	F/S/WT	(\$3)	P/F/S	(\$10)
29	Computer/Business Center	Y		N	\$3	N	\$3	Y		Y	
30	Picnic Area	N		N		N		Y	(\$3)	Y	(\$3)
31	Playground	Y		N	\$3	N	\$3	Y		Y	
32	Social Services	Y		N	\$10	N	\$10	N	\$10	N	\$10
E. Utilities	Data	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	Y/Y	\$39	N/N	\$39	N/N	\$39	N/N	\$39	Y/Y	\$39
39	Trash/Recycling	Y/N		Y/N		Y/N		Y/N		N/N	\$15
F. Adjustments Recap	Pos	Neg		Pos	Neg			Pos	Neg	Pos	Neg
40	# Adjustments B to D	10	3	11	2	4	4	6	4	3	8
41	Sum Adjustments B to D	\$74	(\$126)	\$86	(\$102)	\$46	(\$82)	\$56	(\$217)	\$31	(\$300)
42	Sum Utility Adjustments	\$39		\$39		\$39				\$54	
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	(\$13)	\$239	\$23	\$227	\$3	\$167	(\$161)	\$273	(\$215)	\$385
G. Adjusted & Market Rents	Adj. Rent	Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$782		\$618		\$518		\$837		\$866	
45	Adj Rent/Last rent		98%		104%		101%		84%		80%
46	Estimated Market Rent	\$610		\$0.89		← Estimated Market Rent/ Sq. Ft					

Rent Comparability Grid

Unit Type →

TWO-BEDROOM

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Jesup Commons		Cabaretta Place		Jullington Creek		Sunset Pointe		Independence Place Apts.		Tatersall Village	
Adjacent to 822 North First Street		4th & Orange St.		700 W. Orange St.		1288 Sunset Blvd.		130 Independence Pl. Dr.		501 Burke Dr.	
Jesup, GA		Jesup, GA		Jesup, GA		Jesup, GA		Hinesville, GA		Hinesville, GA	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$795		\$595		\$555		\$1,121		\$1,080	
2	Date Surveyed	04/17/2019		04/17/2019		04/17/2019		04/17/2019		04/18/2019	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		100%		100%		94%		94%	
5	Effective Rent & Rent/ sq. ft	\$795	0.91	\$595	0.66	\$555	0.53	\$1,121	1.40	\$1,080	0.95
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	WU/3		WU/2		WU/2		WU/3		WU/3	
7	Yr. Built/Yr. Renovated	2021		2006	\$15	1999	\$22	2005	\$16	2008	\$13
8	Condition/Street Appeal	E		G	\$15	G	\$15	E		E	
9	Neighborhood	G		G		G		G		E	(\$10)
10	Same Market?			Yes		Yes		No	(\$224)	No	(\$216)
C. Unit Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	2		2		2		2		2	
12	# Baths	2		2	\$30	2		2		1	\$30
13	Unit Interior Sq. Ft.	905	\$7	875	\$7	900	\$1	1050	(\$32)	802	\$22
14	Balcony/Patio	Y		Y		Y		Y		N	\$5
15	AC: Central/Wall	C		C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/Y		Y/Y		N/Y	\$5	N/Y	\$5	Y/Y	
18	Washer/Dryer	HU/L	\$5	HU	\$5	HU	\$5	HU/L	\$5	HU	\$5
19	Floor Coverings	C		C/V		C/V		C/W		C/L	
20	Window Coverings	Y		Y		Y		Y		Y	
21	Secured Entry	N		N		N		N		N	
22	Garbage Disposal	N		N		N		Y	(\$5)	Y	(\$5)
23	Ceiling Fans/Storage	Y/Y	\$5	Y/N	\$5	Y/N	\$5	Y/Y	\$5	Y/N	\$5
24	Ceiling Fans/Storage	Y/Y	\$5	Y/N	\$5	Y/N	\$5	Y/Y	\$5	N/N	\$10
D Site Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y	\$5	N	\$5	Y	\$5	Y	\$5	Y	\$5
26	Security Features	N		N		N		N		N	(\$5)
27	Community Space	Y	\$5	N	\$5	Y	\$5	Y	\$5	Y	\$5
28	Pool/Recreation Areas	F/G	\$8	N	\$8	N	\$8	F/S/WT	(\$3)	P/F/S	(\$10)
29	Computer/Business Center	Y	\$3	N	\$3	Y	\$3	Y	\$3	Y	\$3
30	Picnic Area	N		N		N		Y	(\$3)	Y	(\$3)
31	Playground	Y	\$3	N	\$3	Y	\$3	Y	\$3	Y	\$3
32	Social Services	Y	\$10	N	\$10	N	\$10	N	\$10	N	\$10
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	Y/Y	\$48	N/N	\$48	N/N	\$48	N/N	\$48	Y/Y	\$48
39	Trash/Recycling	Y/N		Y/N		Y/N		Y/N		N/N	\$15
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	11		13		4	4	6	4	4	8
41	Sum Adjustments B to D	\$81		\$117		\$46	(\$43)	\$60	(\$242)	\$61	(\$321)
42	Sum Utility Adjustments	\$48		\$48		\$48		\$48		\$63	
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	\$129	\$129	\$165	\$165	\$51	\$137	(\$182)	\$302	(\$197)	\$445
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$924		\$760		\$606		\$939		\$883	
45	Adj Rent/Last rent		116%		128%		109%		84%		82%
46	Estimated Market Rent	\$725	\$0.80	← Estimated Market Rent/ Sq. Ft							

Rent Comparability Grid

Unit Type → **THREE-BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Jesup Commons		Cabaretta Place		Jullington Creek		Sunset Pointe		Independence Place Apts.		Tatersall Village	
Adjacent to 822 North First Street		4th & Orange St.		700 W. Orange St.		1288 Sunset Blvd.		130 Independence Pl. Dr.		501 Burke Dr.	
Jesup, GA		Jesup, GA		Jesup, GA		Jesup, GA		Hinesville, GA		Hinesville, GA	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$995		\$595		\$605		\$1,469		\$1,484	
2	Date Surveyed	04/17/2019		04/17/2019		04/17/2019		04/17/2019		04/18/2019	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		100%		100%		94%		96%	
5	Effective Rent & Rent/ sq. ft	\$995	0.90	\$595	0.66	\$605	0.51	\$1,469	1.15	\$1,484	1.02
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	WU/3		WU/2		WU/2		WU/3		WU/3	
7	Yr. Built/Yr. Renovated	2021		1999	\$22	2005	\$16	2008	\$13	2010	\$11
8	Condition/Street Appeal	E		G	\$15	G	\$15	E		E	
9	Neighborhood	G		G		G		G		E	(\$10)
10	Same Market?			Yes		Yes		No	(\$293)	No	(\$296)
C. Unit Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	3		2	\$50	3		3		3	
12	# Baths	2		1	\$30	2		3	(\$30)	2	
13	Unit Interior Sq. Ft.	1135	\$8	900	\$51	1180	(\$10)	1272	(\$30)	1461	(\$71)
14	Balcony/Patio	Y		Y		Y		N	\$5	Y	
15	AC: Central/Wall	C		C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/Y		N/Y	\$5	N/Y	\$5	Y/Y		Y/Y	
18	Washer/Dryer	HU/L	\$5	HU	\$5	HU/L		HU	\$5	W/D	(\$25)
19	Floor Coverings	C		C/V		C/V		C/W		C/L	
20	Window Coverings	Y		Y		Y		Y		Y	
21	Secured Entry	N		N		N		N		N	
22	Garbage Disposal	N		N		Y	(\$5)	Y	(\$5)	Y	(\$5)
23	Ceiling Fans/Storage	Y/Y	\$5	Y/N	\$5	Y/Y		Y/N	\$5	N/N	\$10
D Site Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y	\$5	N	\$5	Y		Y		Y	
26	Security Features	N		N		N		N		Y	(\$5)
27	Community Space	Y	\$5	N	\$5	Y		Y		Y	
28	Pool/Recreation Areas	F/G	\$8	N	\$8	F/S/WT	(\$3)	P/F/S	(\$10)	P/F	(\$7)
29	Computer/Business Center	Y	\$3	N	\$3	Y		Y		Y	
30	Picnic Area	N		N		Y	(\$3)	Y	(\$3)	Y	(\$3)
31	Playground	Y	\$3	N	\$3	Y		Y		Y	
32	Social Services	Y	\$10	N	\$10	N	\$10	N	\$10	N	\$10
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	Y/Y	\$58	N/N	\$58	N/N	\$58	Y/Y		N/N	\$58
39	Trash/Recycling	Y/N		Y/N		Y/N		Y/N		N/N	\$15
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D		11		14		4		6		8
41	Sum Adjustments B to D		\$82		\$217		\$46		(\$371)		(\$422)
42	Sum Utility Adjustments		\$58		\$58		\$58				\$73
			Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net
43	Net/ Gross Adjmts B to E		\$140	\$140	\$275	\$275	\$83	\$125	(\$333)	\$409	(\$318)
44	Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent
44	Adjusted Rent (5+ 43)		\$1,135		\$870		\$688		\$1,136		\$1,166
45	Adj Rent/Last rent			114%		146%		114%		77%	79%
46	Estimated Market Rent	\$850		\$0.75		← Estimated Market Rent/ Sq. Ft					

Once all adjustments to collected rents were made, the adjusted rents for each comparable were used to derive an achievable market rent for each bedroom type. Each property was considered and weighed based upon its proximity to the subject site and its amenities and unit layout compared to the subject site.

Based on the preceding Rent Comparability Grids, it was determined that the present-day achievable market rents for units similar to the proposed subject development are \$610 for a one-bedroom unit, \$725 for a two-bedroom unit and \$850 for a three-bedroom unit, which are illustrated as follows:

Bedroom Type	Proposed Collected Rent (AMHI)	Achievable Market Rent	Market Rent Advantage
One-Bedroom	\$437 (50%)	\$610	28.4%
	\$513 (60%)		15.9%
Two-Bedroom	\$577* (50%)	\$725	20.4%
	\$610 (60%)		15.9%
Three-Bedroom	\$660* (50%)	\$850	22.4%
	\$701 (60%)		17.5%

*Maximum allowable gross LIHTC rent minus the cost of tenant-paid utilities

The proposed collected rents represent market rent advantages ranging from 15.9% to 28.4%, depending on bedroom type and targeted income level. Typically, Tax Credit rents are set near 10% or more below achievable market rents to ensure that the project will have a sufficient flow of tenants. As such, the proposed rents should represent excellent values for the local market.

B. RENT ADJUSTMENT EXPLANATIONS (RENT COMPARABILITY GRID)

None of the selected properties offer the same amenities as the subject property. As a result, we have made adjustments to the collected rents to reflect the differences between the subject property and the selected properties. The following are explanations (preceded by the line reference number on the comparability grid table) for each rent adjustment made to each selected property.

1. Rents for each property are reported as collected rents. These are the actual rents paid by tenants and do not consider utilities paid by tenants. The rents reported are typical and do not consider rent concessions or special promotions.

7. The proposed subject project is anticipated to be completed in 2021. As such, we have adjusted the rents at the selected properties by \$1 per year of age difference to reflect the age of these properties.

8. It is anticipated that the proposed subject project will have a quality appearance and an attractive aesthetic appeal. We have made adjustments for those properties that we consider to have an inferior quality to the subject development.

9. One of the selected properties is located in a more desirable neighborhood than the subject project. As such, we have made an adjustment to account for differences in neighborhood desirability among this project and the subject project.
10. Two of the selected properties are located outside of the Jesup Site PMA in Hinesville. The Hinesville market is significantly larger than Jesup in terms of population, community services and apartment selections. Given the differences in markets, the rents that are achievable in Hinesville will not directly translate to the Jesup market. Therefore, we have adjusted each collected rent at the two comparable projects located in Hinesville by approximately 20.0% to account for this market difference.
11. We have made adjustments for the differences in the number of bedrooms offered at the selected market-rate projects due to the fact that not all of the selected properties offer one- or three-bedroom units. A conservative adjustment of \$50 per bedroom was used to reflect this difference.
12. There is a variety of the number of bathrooms offered at each of the selected properties. We have made adjustments of \$15 per half bathroom to reflect the difference in the number of bathrooms offered at the site as compared with the comparable properties.
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar for dollar basis, we have used 25% of the average for this adjustment.
- 14.- 23. The proposed project offers a comprehensive project amenities package. We have made monetary adjustments to reflect the difference between the proposed project's and the selected properties' project amenities.
- 24.-32. We have made adjustments to reflect the differences in utility responsibility at each selected property. The utility adjustments were based on the local housing authority's utility cost estimates.
- 33.-39. We have made adjustments to reflect the differences in utility responsibility at each selected property. The utility adjustments were based on the local housing authority's utility cost estimates.