

Market Feasibility Analysis

Village at Paradise
West Pine Street at Green Shutters Lane
Sylvester, Worth County, Georgia 31791

Prepared For

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Section A – Executive Summary

This report evaluates the market feasibility of the Village at Paradise rental community to be developed utilizing financing from the Low-Income Housing Tax Credit (LIHTC) program in Sylvester, 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:

Village at Paradise involves the new construction of 56 apartments on an approximate 4.4-acre site located at the northwest corner of West Pine Street and Green Shutters Lane in Sylvester. The project will offer 28 one- and 28 two-bedroom garden-style units in a two-story, elevator-served building with 3,500 square feet of integrated community space. Village at Paradise will be developed utilizing funding from the LIHTC program and target lower-income senior households ages 55 and older earning up to 50%, 60% and 70% of Area Median Household Income (AMHI). Monthly collected Tax Credit rents will range from \$360 to \$628, depending on unit size and targeted income level. None of the units within the subject development will receive project-based rental assistance. The proposed project is expected to be complete by June 2021. Additional details regarding the proposed project are as follows and included in *Section B* of this report.

Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Proposed Rents			Max. Allowable LIHTC Gross Rent
						Collected Rent	Utility Allowance	Gross Rent	
10	One-Br.	1.0	Garden	689	50%	\$360	\$55	\$415	\$547
14	One-Br.	1.0	Garden	689	60%	\$460	\$55	\$515	\$657
4	One-Br.	1.0	Garden	689	70%	\$560	\$55	\$615	\$766
10	Two-Br.	1.0	Garden	893	50%	\$428	\$72	\$500	\$657
14	Two-Br.	1.0	Garden	893	60%	\$528	\$72	\$600	\$789
4	Two-Br.	1.0	Garden	893	70%	\$628	\$72	\$700	\$920
56	Total								

Source: IDP Housing, LP

AMHI – Area Median Household Income (2018 National Nonmetropolitan Median Income)

Unit amenities to be offered at the property include a range, refrigerator, garbage disposal, dishwasher, microwave, ceiling fan, carpet and VCT flooring, window blinds, central air conditioning, walk-in closet, controlled access and washer/dryer hookups. Community amenities will include on-site management, computer/business center, multipurpose room, community patio, community garden, community kitchen, gazebo, elevator, laundry facility, picnic area, CCTV and a supportive services package. 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 property is situated within a predominantly undeveloped area in the southwest portion of Sylvester. The surrounding land uses include an apartment community, mobile homes and wooded land, which are conducive to additional multifamily housing. Access to and from the site is considered good, as it is within 1.3 miles of State Routes 33 and 112, as well as U.S. Highway 82. Additionally, Southwest Georgia Regional Transit provides on-call, on-site pickup services to residents of Worth County. The subject site will not be visible from arterial roadways and it is recommended that promotional signage is utilized throughout all portions of the market area to increase its awareness during the initial lease-up process. Most area services are located within 2.0 miles of the subject site, which include shopping, employment, recreation and education opportunities, as well as social services and public safety services. In addition to the subject's location relative to arterial roadways and nearby area services, the site's ZIP Code has a crime index of 102, which is similar to the national average of 100. This is a good indication of a low perception of crime within the subject site area. Overall, we consider the site's location and proximity to community services to have a positive effect on its marketability.

3. Market Area Definition:

The Primary Market Area (PMA) includes Sylvester, Poulan and Sumner, as well as the surrounding unincorporated areas of Worth County. Specifically, the boundaries of the Site PMA include Jewell Crowe Road, Doe Hill Road and the Worth County line to the north; the Worth County line to the east; Gibbs Road, Pine Forest Road, Douthit Road, Evergreen Road, McCarty Road, State Route 112 and State Route 133 to the south; and County Line Road and the Worth County line to the west. The boundaries of the Site PMA are generally within 11.8 miles of the subject site. A map illustrating these boundaries is included on page *D-2* of this report.

4. Community Demographic Data:

Overall population and households within the Sylvester Site PMA have been generally stable since 2000. These trends are projected to remain relatively stable through 2021. However, senior households ages 65 and older are projected to experience growth between 2019 and 2021, increasing by 66, or 3.8%. This growth, although nominal, is indicative of the increasing need for senior housing in the market. It should also be noted that the proposed development will target one- to two-person senior renter households, which comprise the majority of such households within the Site PMA. Therefore, the subject site will be able to accommodate most of the Site PMA's senior renter households, based on household size. The preceding factors will have a positive impact on the marketability of the subject site. Additional demographic data is included in *Section E* of this report.

Also note that based on 2013-2017 American Community Survey (ACS) data, 60.7% 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 Sylvester Site PMA, the established rental properties are 100.0% occupied with 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, Worth County has a similar foreclosure rate as 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 lack of available age-restricted LIHTC apartments in the Sylvester market.

5. Economic Data:

The Worth County economy experienced fluctuations in its employment base between 2009 and 2014, but generally experience an overall decline in the number of employed persons during this time. However, the county’s employment base has generally increased since, increasing by 624, or 7.6%, through March 2019. After peaking at 12.1% in 2010, the county’s unemployment rate has declined to 4.6%. As such, the county’s economy has been trending in a positive direction over the past few years. Based on information provided by the Worth County Economic Development Authority and the Sylvester-Worth County Chamber of Commerce, it appears that the county will experience positive job growth for the foreseeable future, which will continue to create a stable environment for rental housing. 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 (55+)	Percent of Median Household Income			
	50% AMHI (\$12,450-\$23,350)	60% AMHI (\$15,450-\$28,020)	70% AMHI (\$18,450-\$32,690)	Tax Credit Overall (\$12,450-\$32,690)
Net Demand	129	110	90	168
Proposed Units / Net Demand	20 / 129	28 / 110	8 / 90	56 / 168
Capture Rate	= 15.5%	= 25.5%	= 8.9%	= 33.3%

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 capture rate of 33.3% is considered achievable, especially considering the lack of available affordable non-subsidized housing within the market. In addition, we also anticipate a sufficient amount of support will originate from senior homeowners due to the lack of available non-subsidized senior housing for those ages 55 and older within or near the market area. However, per GDCA methodology, demand from senior homeowners is limited to 2% of total demand. We anticipate a greater

percentage of support will generate from homeowners looking to downsize from their homes and seeking a maintenance free housing alternative, especially considering that income-qualified senior homeowners ages 55 and older do not have a rental housing option currently available to them. As such, the overall capture rate is considered conservative.

Applying the shares of demand detailed in *Section G* to the income-qualified senior households, 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 (50%)	50%	10	65	0	65	15.4%
	60%	14	55	0	55	25.5%
	70%	4	45	0	45	8.9%
One-Bedroom	Total	28	165	0	165	17.0%
<hr/>						
Two-Bedroom (50%)	50%	10	64	0	64	15.6%
	60%	14	55	0	55	25.5%
	70%	4	45	0	45	8.9%
Two-Bedroom	Total	28	164	0	164	17.1%

*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.

The capture rates by bedroom type and targeted income level range from 8.9% to 25.5%. Utilizing this methodology, these capture rates are considered achievable and demonstrate that a sufficient base of age- and income-appropriate household support exists in the Sylvester Site PMA for each of the unit types proposed at the subject development.

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

7. Competitive Rental Analysis

We identified one non-subsidized, age-restricted LIHTC project within the market, Fullerton Square (Map ID 2). This project targets senior households with incomes up to 50% and 60% of Area Median Household Income (AMHI) and, therefore, is considered directly competitive with the subject development. Given the limited number of non-subsidized, age-restricted LIHTC product within the Sylvester Site PMA, we identified one family (general-occupancy) LIHTC project within the market that offers first floor, entry-level one- and two-bedroom units that likely appeal to seniors and represents a reasonable base of comparison for the senior units at the site. Additionally, we have also identified and surveyed three additional age-restricted LIHTC projects outside of the Site PMA, but within the region in Albany. It should be noted that these three projects are not considered competitive, as they derive demographic support from a different geographical area. As such, these properties have been included for comparison purposes only. The five competitive/comparable LIHTC properties and the proposed subject project are summarized in the table on the following page.

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Village at Paradise	2021	56	-	-	-	Seniors 55+; 50%, 60% & 70% AMHI
2	Fullerton Square	2008	24*	100.0%	1.9 Miles	50 HH	Seniors 55+; 50% & 60% AMHI
4	Paradise Estates Apts.	2011	44*	100.0%	0.8 Miles	7-12 Months	Families; 30%, 50%, & 60% AMHI
901	Albany Spring Senior Apts.	1995	80	100.0%	20.4 Miles	30 HH	Seniors 62+; 50% & 60% AMHI
906	Pointe North Senior Village I	2015	59	100.0%	27.8 Miles	65 HH	Seniors 55+; 50% & 60% AMHI
907	Pointe North Senior Village II	2017	46	100.0%	27.8 Miles	65 HH	Seniors 55+; 50% & 60% AMHI

OCC. – Occupancy

HH - Households

*Tax Credit units only

900 series Map IDs are located outside of Site PMA

Each of the five comparable LIHTC projects are fully occupied and maintain a waiting list. This illustrates 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 competing/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.	Four-Br.	
Site	Village at Paradise	\$415/50% (10) \$515/60% (14) \$615/70% (4)	\$500/50% (10) \$600/60% (14) \$700/70% (4)	-	-	-
2	Fullerton Square	\$455/50% (6/0) \$499/60% (3/0)	\$536/50% (6/0) \$574/60% (9/0)	-	-	None
4	Paradise Estates Apts.	\$231/30% (1/0) \$397/50% (1/0) \$427/60% (2/0)	\$274/30% (2/0) \$459/50% (8/0) \$489/60% (8/0)	\$513/50% (11/0) \$573/60% (8/0)	\$574/50% (2/0) \$661/60% (1/0)	None
901	Albany Spring Senior Apts.	\$494/50% (35/0) \$588/60% (5/0)	\$593/50% (35/0) \$716/60% (5/0)	-	-	None
906	Pointe North Senior Village I	\$472/50% (7/0) \$560/60% (7/0)	\$548/50% (24/0) \$660/60% (21/0)	-	-	None
907	Pointe North Senior Village II	\$414/50% (11/0) \$498/60% (13/0)	\$498/50% (16/0) \$605/60% (6/0)	-	-	None

900 series Map IDs are located outside of Site PMA

The proposed subject gross rents set aside at 50% and 60% of AMHI, ranging from \$415 to \$600, will be within the range of LIHTC rents offered at the comparable LIHTC projects within the market and region targeting similar income levels. Given that all comparable LIHTC projects are fully occupied and maintain an extensive waitlist and the fact that the subject rents are competitively positioned, they are considered appropriate.

It should also be noted that the subject project will be the only LIHTC project to offer units set aside at 70% of AMHI. As such, the subject project will provide an affordable rental housing alternative to low-income seniors that are currently underserved within the Sylvester Site PMA. This will bode well for the demand of these subject unit types. While the rents proposed at these specific units are untested in the market, based on our capture rate analysis illustrated earlier in this report, there will be a good base of age- and income-appropriate households within the Sylvester Site PMA to support these units at the proposed rent levels.

Comparable/Competitive Tax Credit Summary

Based on our analysis of the proposed rents, 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. This has been considered in our absorption projections. An in-depth comparable analysis is included in *Section H* of this report.

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.
\$656	\$688

*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.	\$656	- \$360 (50%)	\$296	/ \$360 (50%)	82.2%
	\$656	- \$460 (60%)	\$196	/ \$460 (60%)	42.6%
	\$656	- \$560 (70%)	\$96	/ \$560 (70%)	17.1%
Two-Br.	\$688	- \$428 (50%)	\$260	/ \$428 (50%)	60.7%
	\$688	- \$528 (60%)	\$160	/ \$528 (60%)	30.3%
	\$688	- \$628 (70%)	\$60	/ \$628 (70%)	9.6%

As the preceding illustrates, the proposed subject units represent rent advantages ranging from 9.6% to 82.2%, depending upon unit type and targeted income level, as compared to the weighted average collected rents of the comparable *market-rate* projects as identified in *Addendum E*. Typically, Tax Credit rents up to 60% of AMHI are set near 10% or more below average market rents to ensure that the project will have a sufficient flow of tenants, while higher targeted income levels

do not necessarily need to represent a rent advantage, depending on specific market parameters. Given the limited number of market-rate apartments identified within the Sylvester market and the fact that all units surveyed are occupied, it is likely that rents targeting income levels higher than 60% of AMHI can be set at or near the corresponding achievable market rent levels and still represent a value to moderate income households within the Site PMA. Nonetheless, note that the **weighted average** rent advantage is 45.7% and, therefore, the proposed development should represent a good value to low-income seniors within the market. 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 proposed 56 LIHTC units at the subject site will reach a stabilized occupancy of at least 93.0% within approximately seven months. This absorption period is based on an average monthly absorption 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 56 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:	Village at Paradise	Total # Units:	56
Location:	W. Pine St. & Green Shutter Ln., Sylvester, GA 31791	# LIHTC Units:	56
PMA Boundary:	Jewell Crowe Road, Doe Hill Road and the Worth County line to the north; the Worth County line to the east; Gibbs Road, Pine Forest Road, Douthit Road, Evergreen Road, McCarty Road, State Route 112 and State Route 133 to the south; and County Line Road and the Worth County line to the west.		
	Farthest Boundary Distance to Subject:		11.8 miles

RENTAL HOUSING STOCK (found on page H-1, 2 & 5)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	4	201	0	100.0%
Market-Rate Housing	2	12	0	100.0%
Assisted/Subsidized Housing not to include LIHTC	2	121	0	100.0%
LIHTC	2	68	0	100.0%
Stabilized Comps	2	68	0	100.0%
Properties in Construction & Lease Up	0	-	-	-

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
10	One-Br.	1.0	689	\$360	\$656	\$0.95	82.2%	\$799	\$0.69
14	One-Br.	1.0	689	\$460	\$656	\$0.95	42.6%	\$799	\$0.69
4	One-Br.	1.0	689	\$560	\$656	\$0.95	17.1%	\$799	\$0.69
10	Two-Br.	1.0	893	\$428	\$688	\$0.77	60.7%	\$799	\$0.69
14	Two-Br.	1.0	893	\$528	\$688	\$0.77	30.3%	\$799	\$0.69
4	Two-Br.	1.0	893	\$628	\$688	\$0.77	9.6%	\$799	\$0.69

CAPTURE RATES (found on page G-5)

Targeted Population	50%	60%	70%	Market-rate	Other: __	Overall
Capture Rate	15.5%	25.5%	8.9%			33.3%

Section B - Project Description

The subject project involves the new construction of the 56-unit Village at Paradise rental community on an approximate 4.4-acre site located at the northwest corner of West Pine Street and Green Shutters Lane in Sylvester, Georgia. The project will offer 28 one- and 28 two-bedroom garden-style units in a two-story, elevator-served building with 3,500 square feet of integrated community space. Village at Paradise will be developed utilizing funding from the Low-Income Housing Tax Credit (LIHTC) program and target lower-income senior households ages 55 and older earning up to 50%, 60% and 70% of Area Median Household Income (AMHI). Monthly collected Tax Credit rents will range from \$360 to \$628, depending on unit size and targeted income level. None of the units within the subject development will receive project-based rental assistance. The proposed project is expected to be complete by June 2021. Additional details of the subject project are as follows:

A. PROJECT DESCRIPTION

1. **Project Name:** Village at Paradise
2. **Property Location:** West Pine Street at Green Shutters Lane
Sylvester, Georgia 31791
(Worth County)
3. **Project Type:** New construction
4. **Unit Configuration and Rents:**

Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Proposed Rents			Max. Allowable LIHTC Gross Rent
						Collected Rent	Utility Allowance	Gross Rent	
10	One-Br.	1.0	Garden	689	50%	\$360	\$55	\$415	\$547
14	One-Br.	1.0	Garden	689	60%	\$460	\$55	\$515	\$657
4	One-Br.	1.0	Garden	689	70%	\$560	\$55	\$615	\$766
10	Two-Br.	1.0	Garden	893	50%	\$428	\$72	\$500	\$657
14	Two-Br.	1.0	Garden	893	60%	\$528	\$72	\$600	\$789
4	Two-Br.	1.0	Garden	893	70%	\$628	\$72	\$700	\$920
56	Total								

Source: IDP Housing, LP

AMHI – Area Median Household Income (2018 National Nonmetropolitan Median Income)

5. **Target Market:** Housing for Older Persons (Age 55+)
6. **Project Design:** Garden-style units in a two-story, elevator-served building with 3,500 square feet of integrated community space

7. Original Year Built: Not applicable; New construction

8. Projected Opening Date: June 2021

9. Unit Amenities:

- Electric Range
- Refrigerator w/Icemaker
- Garbage Disposal
- Dishwasher
- Microwave
- Washer/Dryer Hookups
- Carpet, Vinyl, Composite Flooring
- Window Treatments
- Ceiling Fan
- Walk-In Closet
- Controlled Access
- Central Air Conditioning

10. Community Amenities:

- Computer/Business Center
- Multipurpose Room
- Community Patio
- Community Garden
- Community Kitchen
- Gazebo
- Elevator
- Laundry Room
- On-Site Management
- Picnic Grills & Tables
- CCTV
- Social/Supportive Services (See Below)

11. Resident Services:

- Classes
- Health Screenings
- Parties
- Wellness Center

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: None

14. Parking:

A surface parking lot with 112 spaces will be offered at no additional cost to the residents.

15. Current Project Status:

Not applicable; New construction

16. Statistical Area:

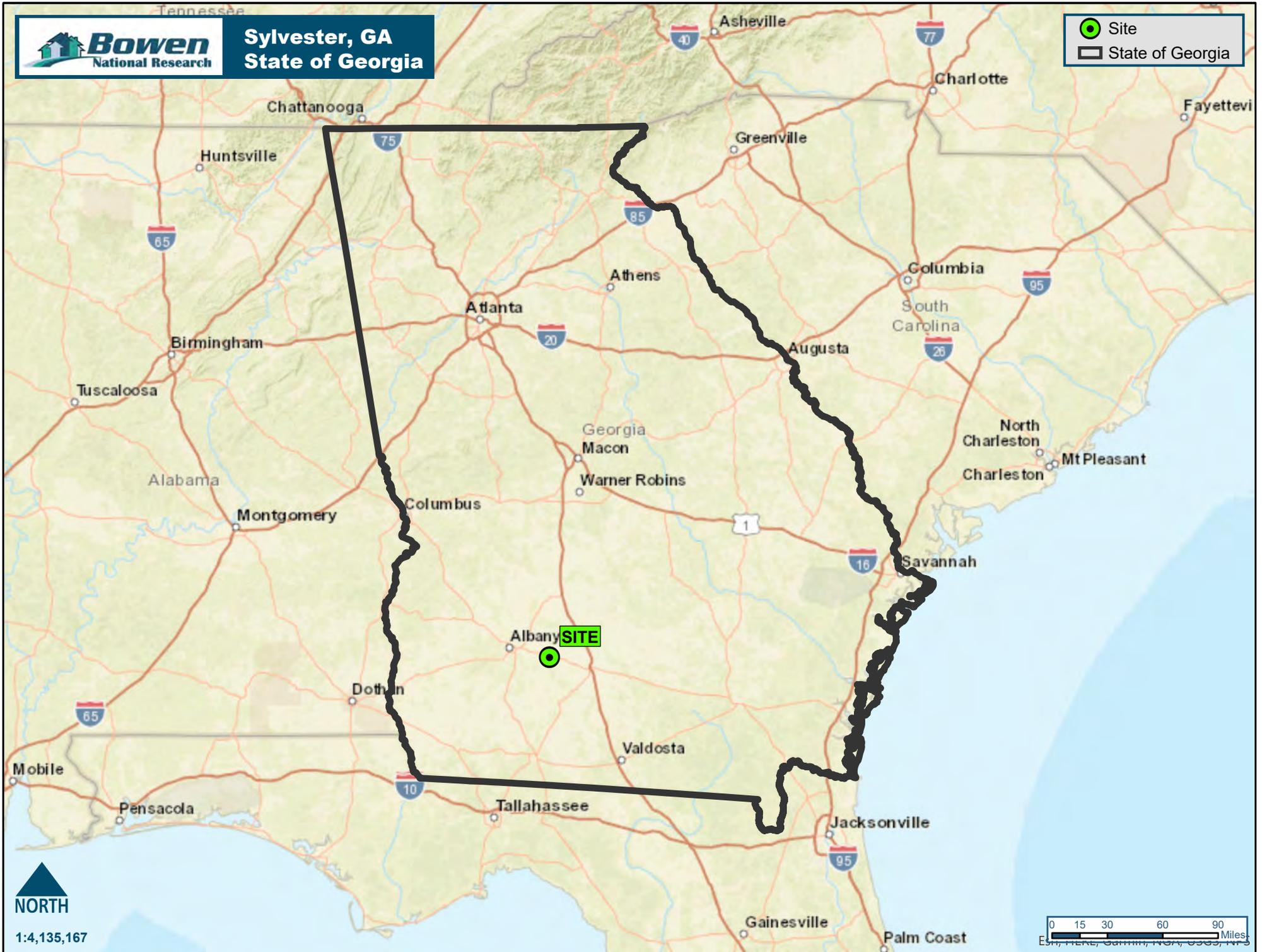
Albany, Georgia MSA (2018)

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



Sylvester, GA State of Georgia

● Site
▭ State of Georgia

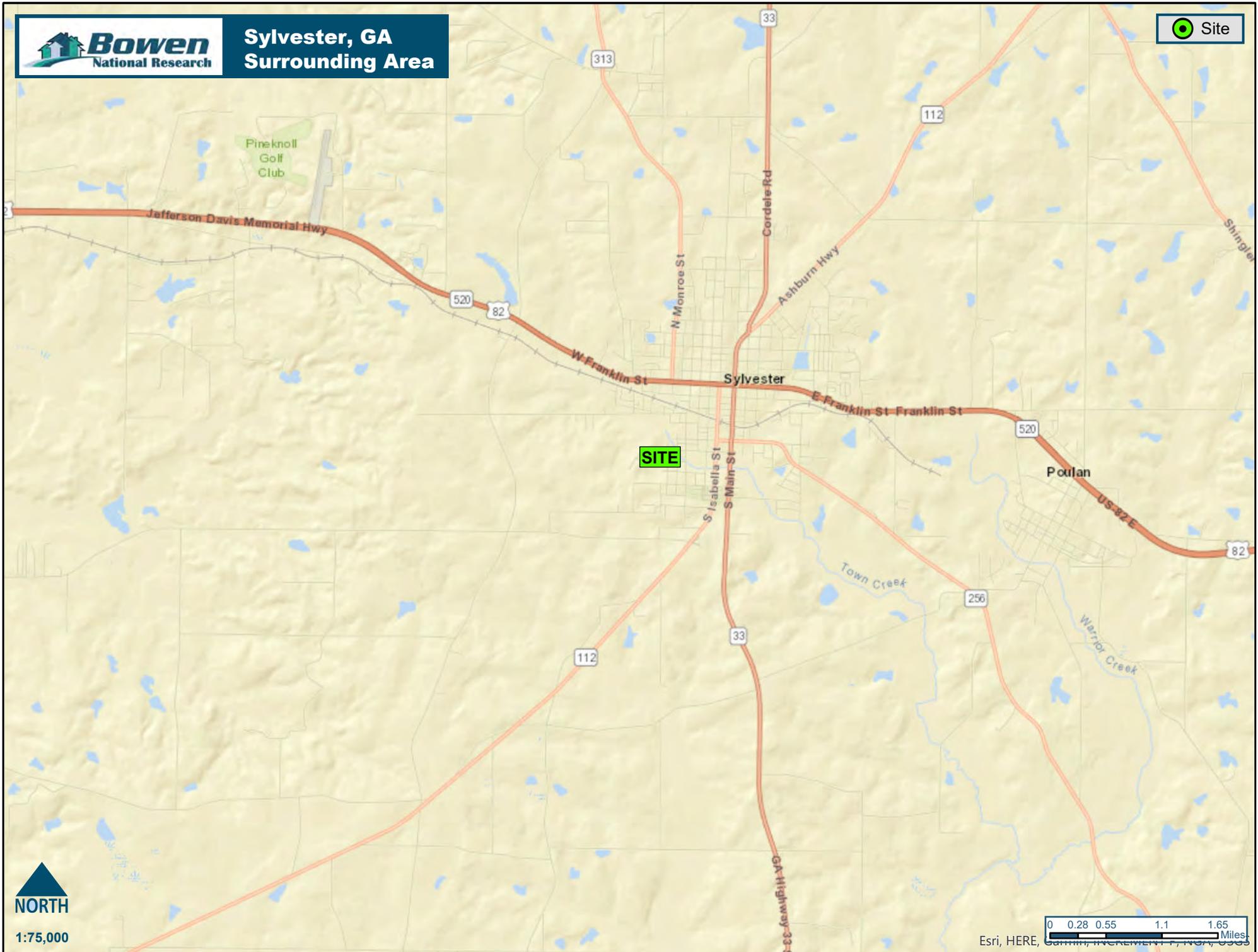


1:4,135,167





Sylvester, GA Surrounding Area



1:75,000



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



Sylvester, GA
Site Neighborhood

Legend
Site Area



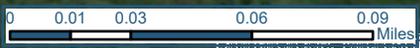
W Pine St

Green Shuffers Ln
Green Shuffers Ln



NORTH

1:3,000



Section C – Site Description and Evaluation

1. LOCATION

The subject site is a parcel of densely forested land located at the northwest corner of the intersection of Green Shutters Lane and West Pine Street in the southwest portion of Sylvester, Georgia. Located within Worth County, the subject site is approximately 20.0 miles east of Albany, Georgia. Zachary Seaman, an employee of Bowen National Research, inspected the site and area apartments during the week of April 15, 2019.

2. SURROUNDING LAND USES

The subject site is within a predominantly undeveloped area of Sylvester. Surrounding land uses include undeveloped land, multifamily housing and a manufactured home community. Adjacent land uses are detailed as follows:

North -	Mobile homes in fair to good condition directly border the subject site to the north. Continuing north is wooded land, which extends to West Street, a lightly traveled two-lane roadway. Farther north are single-family homes in fair to good condition.
East -	The site is bordered to the east by Paradise Estates Apartments (Map ID 4), which is considered to be in good condition. Continuing east is wooded land, followed by single-family homes in good condition which extend farther east.
South -	South of the subject site is wooded land. Continuing south are two single-family homes in fair condition, followed by Browning Drive/Pine Street East, a lightly traveled two-lane roadway which becomes unpaved traveling west. Wooded land and scattered single-family homes extend beyond.
West -	Wooded land borders the subject site to the west. Wooded and agricultural land extend farther west for a considerable distance.

The subject site is expected to fit well with the surrounding land uses, most of which were observed to be in fair to good condition, which will have a positive impact on its marketability.

3. VISIBILITY AND ACCESS

It is anticipated that the subject site will derive access from West Pine Street, a two-lane street. Traffic is light, particularly during weekday business hours. As such, ingress and egress are considered convenient, with clear lines of sight provided in all directions of travel. The subject site is also within 1.3 miles of State Routes 33 and 112, as well as U.S. Highway 82. While there are no fixed-route public transportation services within Worth County, the Southwest Georgia Regional Transit provides on-call, on-site pickup services to residents within the area. Overall, access to and from the site is considered good. While visibility of the site is considered good within the immediate area, it will not be visible from arterial roadways. As such, promotional signage is recommended throughout all portions of the market area to increase its awareness during the initial lease-up process.

Note that there was sidewalk construction along West Pine Street during our site visit. This new sidewalk will lead directly to the site. According to area planning and zoning officials, there are no other infrastructure projects 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 northeast



View of site from the east



View of site from the southeast



View of site from the south



Northeast view from site



East view from site



Southeast view from site



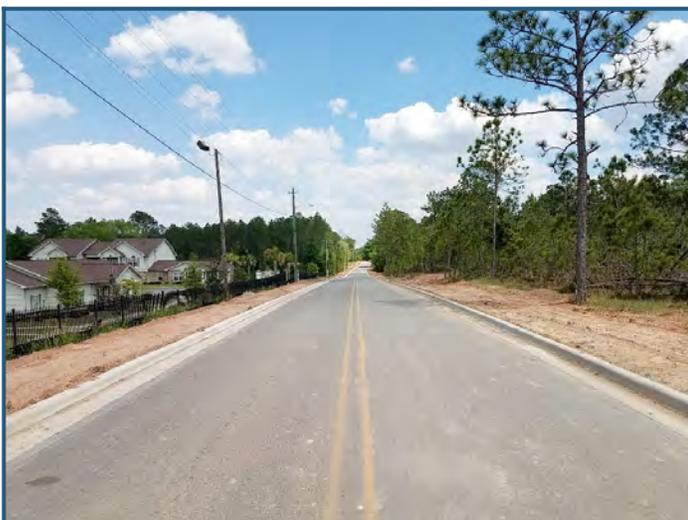
South view from site



Streetscape: North View of Green Shutters Lane



Streetscape: South View of Green Shutters Lane



Streetscape: East View of West Pine Street



Streetscape: West View of West Pine 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	State Route 112	0.7 East
	State Route 33	0.8 East
	U.S. Highway 82	1.3 North
Public Bus Stop	Southwest Georgia Regional Transit	On Demand
Major Employers/ Employment Centers	Phoebe Worth Medical Center	0.8 East
	City of Sylvester	1.3 Northeast
	Worth County Schools	2.2 Northeast
	Walmart	3.1 East
Convenience Store	Harry's Food Mart	1.2 East
	Ez-Corner	1.4 Northeast
	Express Lane	1.5 Northeast
Grocery	Piggly Wiggly	2.1 Northeast
	Walmart	3.1 East
Discount Department Store	Dollar General	1.3 Northeast
	Dollar Tree	1.7 Northeast
	Goody's	2.0 Northeast
Senior Center	Sylvester Senior Center	1.9 North
Hospital	Phoebe Worth Medical Center	0.8 East
Police	Sylvester Police Department	1.2 Northeast
Fire	Sylvester Fire Department	1.4 Northeast
Post Office	U.S. Post Office	2.2 East
Bank	Suntrust Bank	1.3 Northeast
	Southwest Georgia Bank	1.5 Northeast
	Heritage Bank of The South	1.7 Northeast
Recreational Facilities	Jeffords Park	1.7 Northeast
	Pope Park	1.8 Northeast
	Sylvester-Worth Recreation	1.9 North
Gas Station	Handy Andy	1.5 Northeast
	J & J Grocery & Market	1.7 East
	Shell Food Mart	1.7 Northeast
Pharmacy	CVS Pharmacy	1.5 Northeast
	Walgreens	1.5 Northeast
Restaurant	Old Mexico	1.2 Northeast
Community Center	Sylvester-Worth Recreation	1.9 North
Library	Worth County Library	1.6 Northeast
Church	Jones Chapel African Methodist Episcopal Church	1 Northeast
	First Baptist Church	1.3 Northeast
	First African Baptist Church	1.3 Northeast

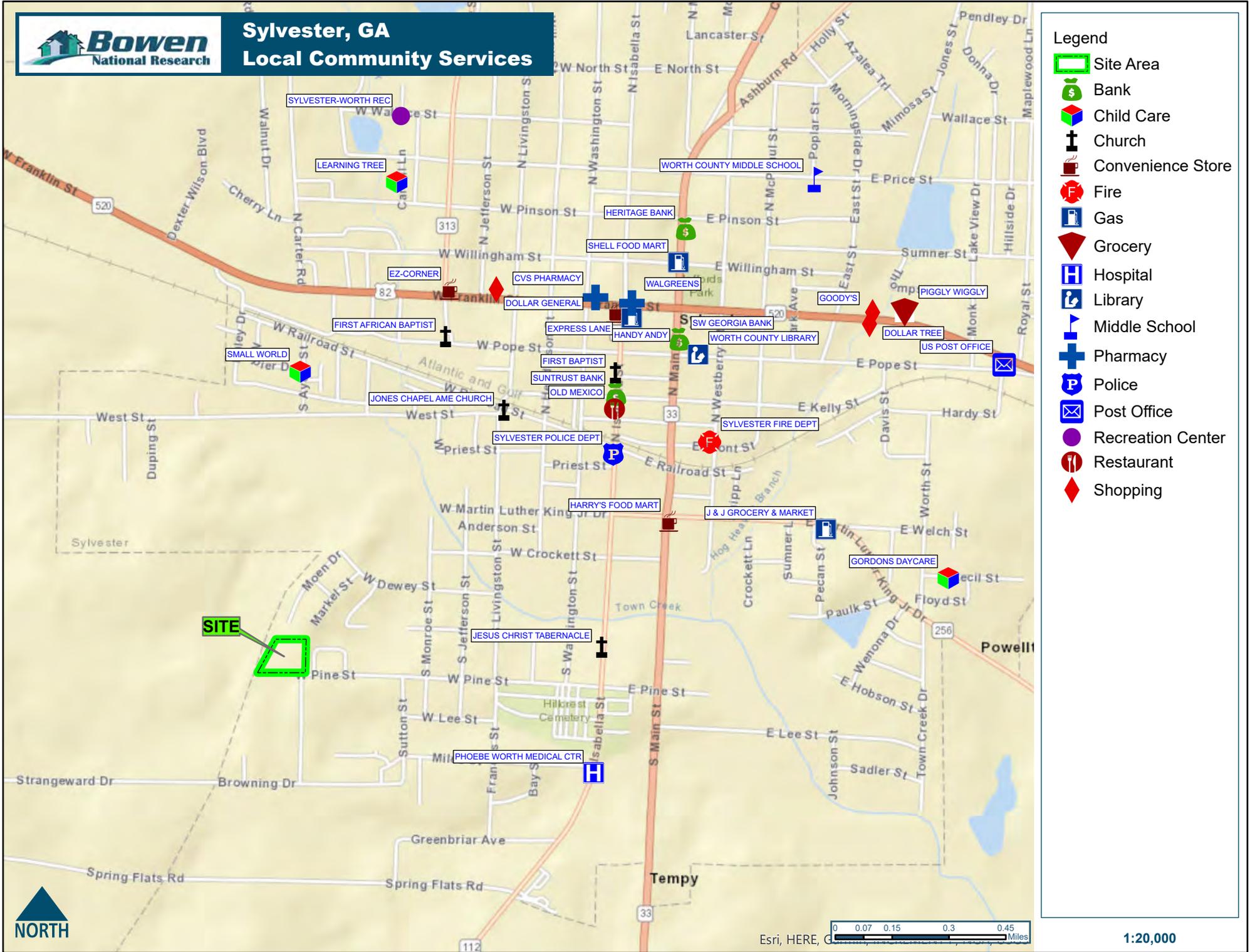
As the preceding table illustrates, most area services are located within 2.0 miles of the subject site and are easily accessible, given the site's proximity to State Routes 33 and 112, as well as U.S. Highway 82, which serve as the commercial corridors for Sylvester.

All public safety services are provided by the Sylvester Police Department and the Sylvester Fire Department, which are located 1.2 and 1.4 miles from the subject site, respectfully. The nearest full-service medical center is the Phoebe Worth Medical Center, located 0.8 miles east of the subject site. Additionally, the Sylvester Senior Center is within 1.9 miles. Based on the preceding factors, the subject's proximity to area services is expected to have a positive impact on its marketability within the Sylvester market.

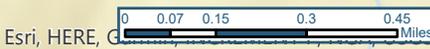
Maps illustrating the location of community services are on the following pages.



Sylvester, GA Local Community Services



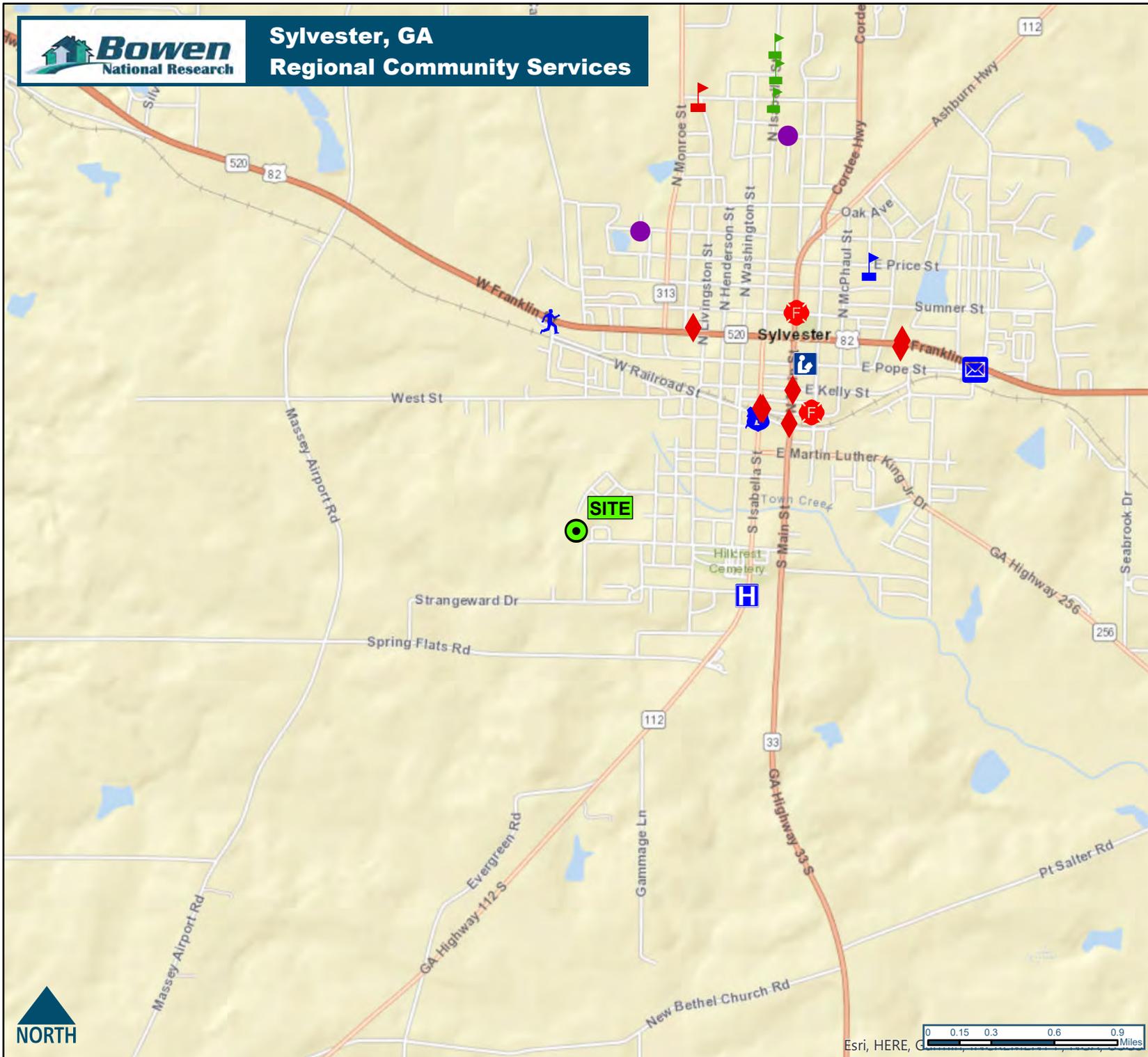
- Legend**
- Site Area
 - Bank
 - Child Care
 - Church
 - Convenience Store
 - Fire
 - Gas
 - Grocery
 - Hospital
 - Library
 - Middle School
 - Pharmacy
 - Police
 - Post Office
 - Recreation Center
 - Restaurant
 - Shopping



1:20,000

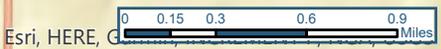


Sylvester, GA Regional Community Services



Legend

- Site
- Elementary School
- Fire
- Fitness Center
- High School
- Hospital
- Library
- Middle School
- Police
- Post Office
- Recreation Center
- 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's ZIP Code is 102, with an overall personal crime index of 108 and a property crime index of 101. Total crime risk for Worth County is 80, with indexes for personal and property crime of 81 and 80, respectively.

	Crime Risk Index	
	Site ZIP Code	Worth County
Total Crime	102	80
Personal Crime	108	81
Murder	99	79
Rape	32	38
Robbery	68	53
Assault	137	101
Property Crime	101	80
Burglary	158	123
Larceny	89	71
Motor Vehicle Theft	63	55

Source: Applied Geographic Solutions

The crime risk index within the site's ZIP Code (102) is very similar with that of the nation (100). As such, it is not expected that the perception of crime within the area will have an adverse impact on the subject's marketability, which is further evidenced by the 100.0% occupancy rate and waitlist maintained at the adjacent Paradise Estates Apartments (Map ID 4).

A map illustrating crime risk is on the following page.



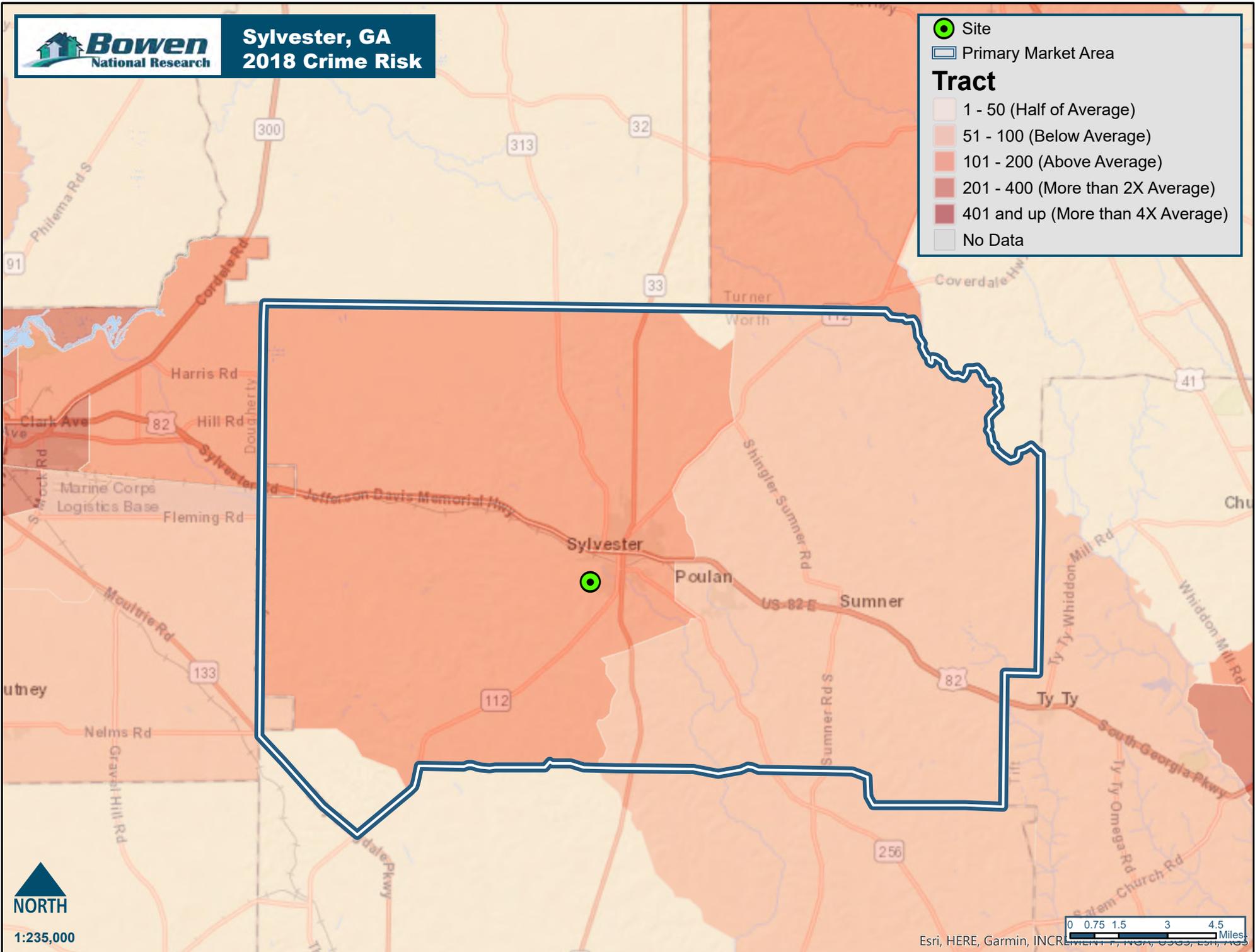
Sylvester, GA 2018 Crime Risk

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



1:235,000



Esri, HERE, Garmin, INCREMENTAL, NAVTEQ, © 2018, Esri, Inc.

7. OVERALL SITE EVALUATION

The subject property is situated within a predominantly undeveloped area in the southwest portion of Sylvester. The surrounding land uses include an apartment community, mobile homes and wooded land, which are conducive to additional multifamily housing. Access to and from the site is considered good, as it is within 1.3 miles of State Routes 33 and 112, as well as U.S. Highway 82. Additionally, Southwest Georgia Regional Transit provides on-call, on-site pickup services to residents of Worth County. The subject site will not be visible from arterial roadways and it is recommended that promotional signage is utilized throughout all portions of the market area to increase its awareness during the initial lease-up process. Most area services are located within 2.0 miles of the subject site, which include shopping, employment, recreation and education opportunities, as well as social services and public safety services. Overall, we consider the site's location and proximity to community services to have a positive effect on its marketability.

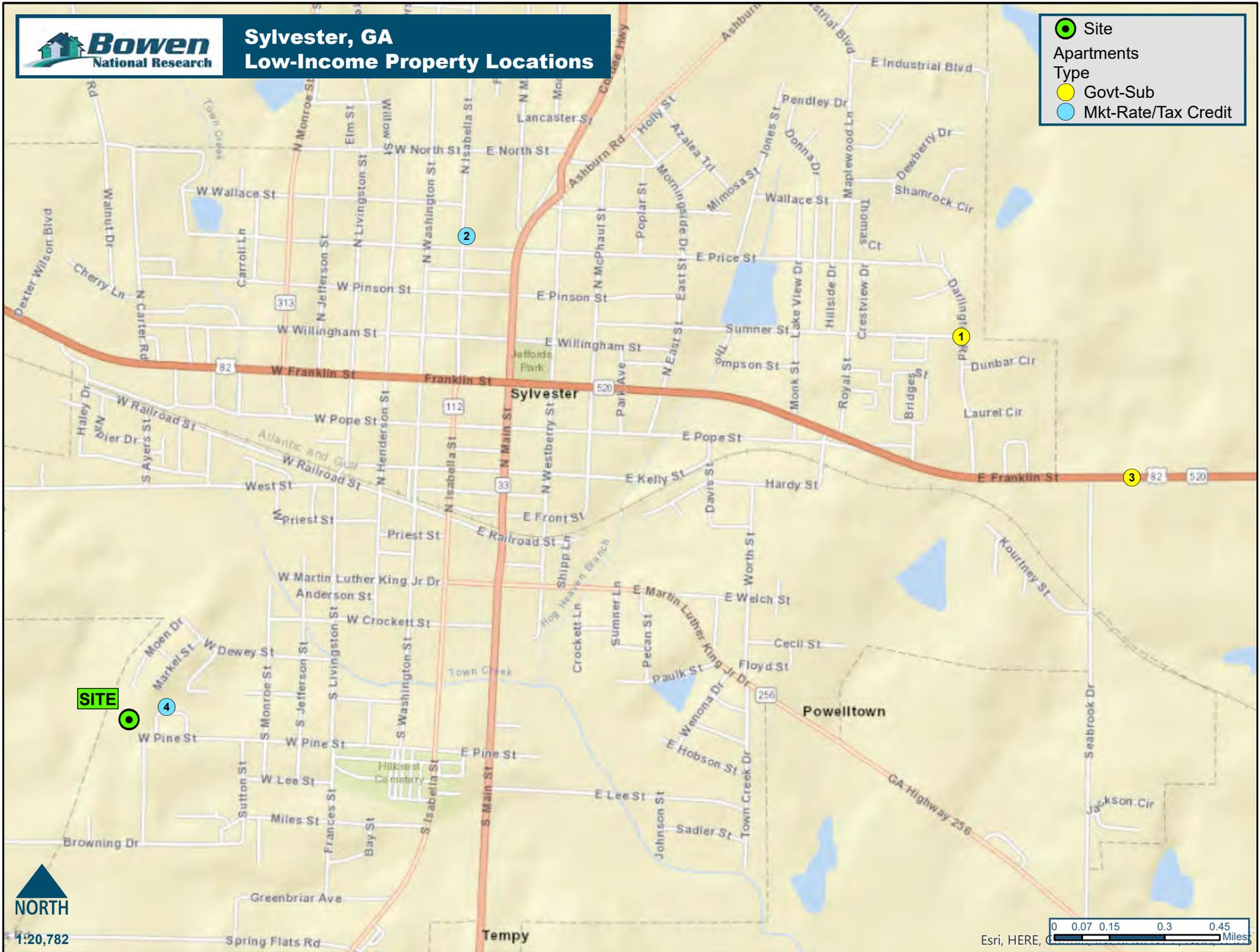
8. MAP OF LOW-INCOME RENTAL HOUSING

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.



Sylvester, GA Low-Income Property Locations

- Site
- Apartments
- Type
- Govt-Sub
- Mkt-Rate/Tax Credit



NORTH

1:20,782

0 0.07 0.15 0.3 0.45 Miles

Esri, HERE, C

Section D – Primary Market Area Delineation

The Site 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 Sylvester Site PMA was determined through interviews with area leasing and real estate agents, as well as 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 Sylvester Site PMA includes Sylvester, Poulan and Sumner, as well as the surrounding unincorporated areas of Worth County. Specifically, the boundaries of the Site PMA include Jewell Crowe Road, Doe Hill Road and the Worth County line to the north; the Worth County line to the east; Gibbs Road, Pine Forest Road, Douthit Road, Evergreen Road, McCarty Road, State Route 112 and State Route 133 to the south; and County Line Road and the Worth County line to the west.

Beverly Drayton, Property Manager of Paradise Estate Apartments (Map ID 4), a Tax Credit property adjacent to the site, confirmed the PMA. Ms. Drayton stated that almost all of her property's support comes from Sylvester, the nearby smaller towns of Poulan and Sumner, as well as the immediate surrounding areas of Worth County. Ms. Drayton added that the only time she really sees people coming from outside of the market area is when people are moving back to be with family. Most of the time people do not leave the market area due to family ties.

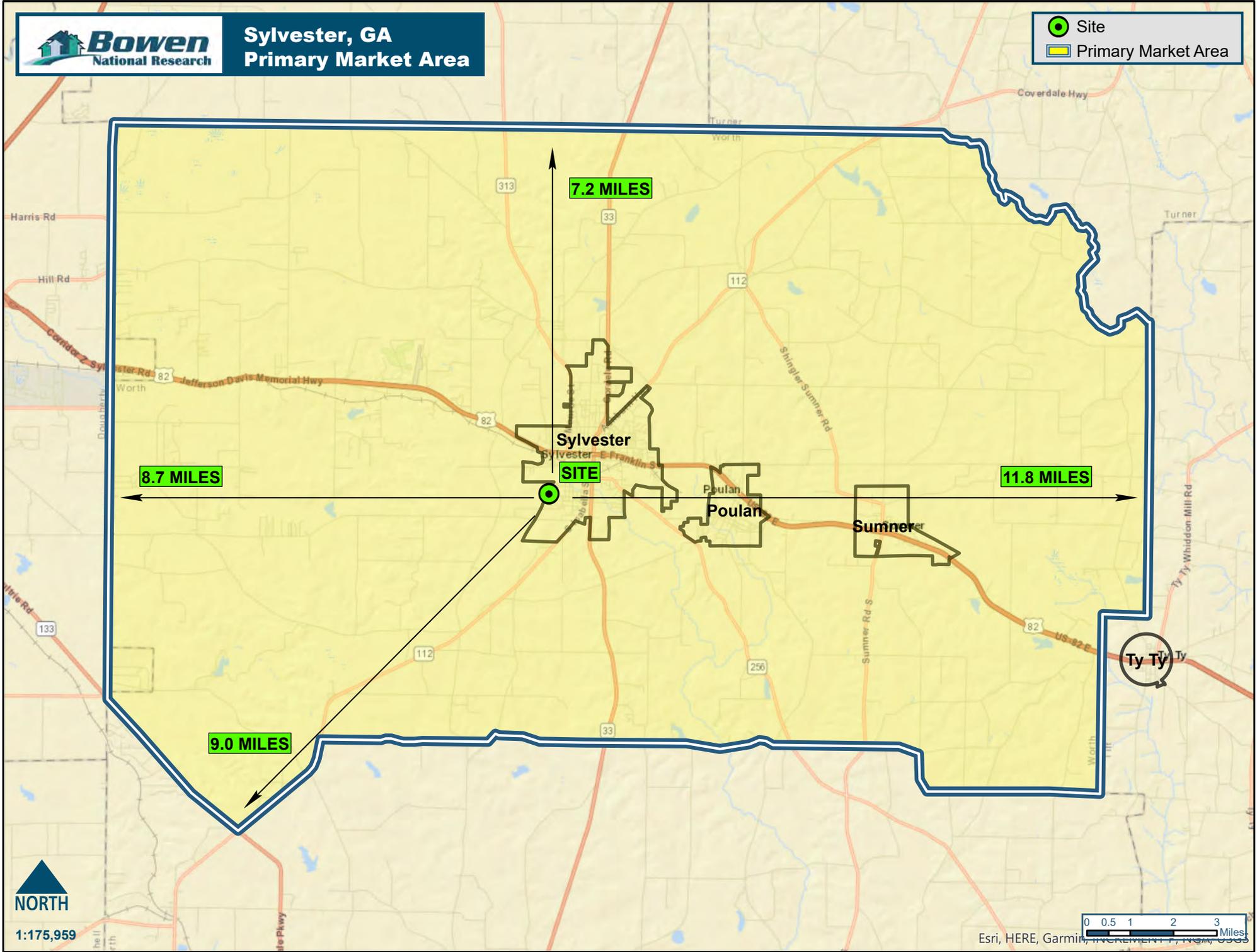
A small portion of support may originate from some of the outlying areas of the Site PMA; we have not, however, considered a secondary market area in this report.

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



Sylvester, GA Primary Market Area

Site
 Primary Market Area



1:175,959

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	15,954	15,759	15,284	15,137
Population Change	-	-195	-475	-147
Percent Change	-	-1.2%	-3.0%	-1.0%

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

The Sylvester Site PMA population base has been generally stable since 2000. These trends are projected to remain relatively stable through 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	4,468	28.4%	3,892	25.5%	3,863	25.5%	-28	-0.7%
20 to 24	994	6.3%	880	5.8%	824	5.4%	-56	-6.4%
25 to 34	1,728	11.0%	1,892	12.4%	1,776	11.7%	-116	-6.1%
35 to 44	1,986	12.6%	1,759	11.5%	1,784	11.8%	25	1.4%
45 to 54	2,337	14.8%	2,010	13.2%	1,933	12.8%	-77	-3.8%
55 to 64	1,997	12.7%	2,120	13.9%	2,103	13.9%	-16	-0.8%
65 to 74	1,327	8.4%	1,671	10.9%	1,716	11.3%	46	2.7%
75 & Over	922	5.9%	1,059	6.9%	1,136	7.5%	77	7.2%
Total	15,759	100.0%	15,284	100.0%	15,137	100.0%	-147	-1.0%

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

As the preceding table illustrates, nearly 32% of the population is expected to be age 55 and older in 2019. This age group is the primary group of potential support for the subject site and will likely represent a significant number of the tenants.

The following compares the PMA's elderly (age 55+) and non-elderly population.

Population Type	Year		
	2010 (Census)	2019 (Estimated)	2021 (Projected)
Elderly (Age 55+)	4,246	4,850	4,956
Non-Elderly	11,513	10,434	10,181
Total	15,759	15,284	15,137

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

The elderly population is projected to increase by 106, or 2.2%, between 2019 and 2021. This increase among the targeted age cohort will likely increase the demand of senior-oriented housing.

2. HOUSEHOLD TRENDS

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

	Year			
	2000 (Census)	2010 (Census)	2019 (Estimated)	2021 (Projected)
Households	5,847	5,911	5,753	5,702
Household Change	-	64	-158	-50
Percent Change	-	1.1%	-2.7%	-0.9%
Household Size	2.73	2.67	2.62	2.62

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

Similar to population trends, households within the market have been generally stable since 2000. These trends are projected to remain relatively stable through 2021.

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	229	3.9%	175	3.0%	170	3.0%	-5	-3.0%
25 to 34	734	12.4%	762	13.3%	711	12.5%	-51	-6.7%
35 to 44	1,004	17.0%	841	14.6%	847	14.9%	6	0.7%
45 to 54	1,251	21.2%	1,031	17.9%	985	17.3%	-46	-4.5%
55 to 64	1,206	20.4%	1,228	21.3%	1,208	21.2%	-20	-1.6%
65 to 74	858	14.5%	1,036	18.0%	1,055	18.5%	20	1.9%
75 to 84	463	7.8%	495	8.6%	529	9.3%	34	6.9%
85 & Over	166	2.8%	184	3.2%	197	3.4%	12	6.7%
Total	5,911	100.0%	5,753	100.0%	5,702	100.0%	-50	-0.9%

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

Between 2019 and 2021, nearly all growth among household age groups in the market is projected to be among those ages of 65 and older, an increase of 66, or 3.8%. This growth, although nominal, illustrates that there will be an increasing need for housing for seniors in the Site PMA.

Households by tenure are distributed as follows:

Tenure	2010 (Census)		2019 (Estimated)		2021 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	4,034	68.2%	3,876	67.4%	3,863	67.7%
Renter-Occupied	1,877	31.8%	1,876	32.6%	1,839	32.3%
Total	5,911	100.0%	5,753	100.0%	5,702	100.0%

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

Households by tenure for those age 55 and older in 2010, 2019 (estimated) and 2021 (projected) are distributed as follows:

Tenure Age 55+	2010 (Census)		2019 (Estimated)		2021 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	2,140	79.5%	2,372	80.6%	2,426	81.2%
Renter-Occupied	553	20.5%	571	19.4%	563	18.8%
Total	2,693	100.0%	2,943	100.0%	2,989	100.0%

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

A total of 571 (19.4%) of all households age 55 and older within the Site PMA were renters in 2019. These senior renter households represent a sufficient base of support for the subject development.

The household sizes by tenure for age 55 and older within the Site PMA, based on the 2019 estimates and 2021 projections, were distributed as follows:

Persons Per Renter Household Age 55+	2019 (Estimated)		2021 (Projected)		Change 2019-2021	
	Households	Percent	Households	Percent	Households	Percent
1 Person	259	45.4%	242	43.0%	-17	-6.5%
2 Persons	125	21.9%	128	22.7%	3	2.6%
3 Persons	81	14.2%	84	14.9%	3	4.0%
4 Persons	60	10.4%	61	10.8%	1	2.3%
5 Persons+	47	8.2%	48	8.5%	2	3.3%
Total	571	100.0%	563	100.0%	-7	-1.3%

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

Persons Per Owner Household Age 55+	2019 (Estimated)		2021 (Projected)		Change 2019-2021	
	Households	Percent	Households	Percent	Households	Percent
1 Person	705	29.7%	718	29.6%	14	1.9%
2 Persons	880	37.1%	904	37.3%	25	2.8%
3 Persons	366	15.4%	376	15.5%	10	2.8%
4 Persons	266	11.2%	268	11.1%	2	0.9%
5 Persons+	156	6.6%	158	6.5%	2	1.5%
Total	2,372	100.0%	2,425	100.0%	53	2.2%

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

The proposed subject site will offer one- and two-bedroom units, which will generally target up to two-person senior households. These specific household sizes comprise over 67% of the Site PMA's senior renter households, indicating a good base of potential support for the site.

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

Household Income	2010 (Census)		2019 (Estimated)		2021 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$10,000	842	14.2%	511	8.9%	478	8.4%
\$10,000 to \$19,999	920	15.6%	701	12.2%	673	11.8%
\$20,000 to \$29,999	947	16.0%	807	14.0%	771	13.5%
\$30,000 to \$39,999	700	11.8%	698	12.1%	684	12.0%
\$40,000 to \$49,999	620	10.5%	487	8.5%	486	8.5%
\$50,000 to \$59,999	409	6.9%	507	8.8%	518	9.1%
\$60,000 to \$74,999	534	9.0%	608	10.6%	609	10.7%
\$75,000 to \$99,999	526	8.9%	694	12.1%	717	12.6%
\$100,000 to \$124,999	179	3.0%	300	5.2%	305	5.3%
\$125,000 to \$149,999	93	1.6%	195	3.4%	206	3.6%
\$150,000 to \$199,999	35	0.6%	142	2.5%	147	2.6%
\$200,000 & Over	106	1.8%	104	1.8%	111	1.9%
Total	5,911	100.0%	5,754	100.0%	5,705	100.0%
Median Income	\$33,521		\$43,294		\$45,076	

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

In 2010, the median household income was \$33,521. This increased by 29.2% to \$43,294 in 2019. By 2021, it is projected that the median household income will be \$45,076, an increase of 4.1% from 2019.

The distribution of households by income age 55 and older within the Sylvester Site PMA is summarized as follows:

Household Income 55+	2010 (Census)		2019 (Estimated)		2021 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$10,000	391	14.5%	256	8.7%	245	8.2%
\$10,000 to \$19,999	561	20.8%	488	16.6%	479	16.0%
\$20,000 to \$29,999	513	19.0%	494	16.8%	485	16.2%
\$30,000 to \$39,999	324	12.0%	361	12.3%	366	12.2%
\$40,000 to \$49,999	245	9.1%	251	8.5%	264	8.8%
\$50,000 to \$59,999	153	5.7%	237	8.1%	252	8.4%
\$60,000 to \$74,999	202	7.5%	259	8.8%	266	8.9%
\$75,000 to \$99,999	170	6.3%	286	9.7%	303	10.2%
\$100,000 to \$124,999	54	2.0%	112	3.8%	114	3.8%
\$125,000 to \$149,999	31	1.2%	94	3.2%	103	3.5%
\$150,000 to \$199,999	19	0.7%	70	2.4%	75	2.5%
\$200,000 & Over	30	1.1%	34	1.1%	37	1.3%
Total	2,693	100.0%	2,943	100.0%	2,988	100.0%
Median Income	\$27,690		\$36,456		\$37,812	

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

In 2010, the median household income for households age 55 and older was \$27,690. This increased by 31.7% to \$36,456 in 2019. By 2021, it is projected that the median household income will be \$37,812, an increase of 3.7% from 2019.

The following tables illustrate renter household income by household size for age 55 and older for 2010, 2019 and 2021 for the Sylvester Site PMA:

Renter Age 55+ Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	86	26	14	13	9	148
\$10,000 to \$19,999	114	33	18	16	11	192
\$20,000 to \$29,999	60	18	10	9	6	102
\$30,000 to \$39,999	24	8	4	4	3	42
\$40,000 to \$49,999	14	4	2	2	2	24
\$50,000 to \$59,999	7	2	1	1	1	11
\$60,000 to \$74,999	10	3	2	2	1	18
\$75,000 to \$99,999	6	2	1	1	1	11
\$100,000 to \$124,999	1	0	0	0	0	2
\$125,000 to \$149,999	1	0	0	0	0	1
\$150,000 to \$199,999	0	0	0	0	0	1
\$200,000 & Over	0	0	0	0	0	0
Total	323	96	53	47	34	553

Source: ESRI; Urban Decision Group

Renter Age 55+ Households	2019 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	39	20	13	9	7	89
\$10,000 to \$19,999	86	40	26	19	15	185
\$20,000 to \$29,999	61	29	19	14	11	133
\$30,000 to \$39,999	27	14	9	6	5	61
\$40,000 to \$49,999	15	8	5	4	3	35
\$50,000 to \$59,999	7	4	2	2	1	16
\$60,000 to \$74,999	8	4	3	2	2	19
\$75,000 to \$99,999	8	4	3	2	1	17
\$100,000 to \$124,999	3	1	1	1	1	7
\$125,000 to \$149,999	3	1	1	1	1	6
\$150,000 to \$199,999	1	0	0	0	0	2
\$200,000 & Over	0	0	0	0	0	1
Total	259	125	81	60	47	571

Source: ESRI; Urban Decision Group

Renter Age 55+ Households	2021 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	34	19	12	9	7	80
\$10,000 to \$19,999	79	40	26	19	15	180
\$20,000 to \$29,999	58	31	20	15	11	135
\$30,000 to \$39,999	27	15	10	7	6	64
\$40,000 to \$49,999	16	9	6	4	3	38
\$50,000 to \$59,999	6	4	2	2	1	15
\$60,000 to \$74,999	7	4	3	2	1	17
\$75,000 to \$99,999	7	4	2	2	1	16
\$100,000 to \$124,999	3	2	1	1	1	7
\$125,000 to \$149,999	3	2	1	1	1	8
\$150,000 to \$199,999	1	0	0	0	0	2
\$200,000 & Over	0	0	0	0	0	1
Total	242	128	84	61	48	563

Source: ESRI; Urban Decision Group

The following tables illustrate owner household income by household size for age 55 and older for 2010, 2019 and 2021 for the Sylvester Site PMA:

Owner Age 55+ Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	77	82	34	32	17	243
\$10,000 to \$19,999	128	119	49	47	25	369
\$20,000 to \$29,999	141	134	56	52	29	411
\$30,000 to \$39,999	85	97	40	38	21	282
\$40,000 to \$49,999	63	78	32	30	17	221
\$50,000 to \$59,999	43	49	20	19	10	142
\$60,000 to \$74,999	52	65	27	26	14	184
\$75,000 to \$99,999	46	56	23	22	12	159
\$100,000 to \$124,999	13	19	8	7	4	52
\$125,000 to \$149,999	8	11	5	4	2	30
\$150,000 to \$199,999	4	7	3	3	1	18
\$200,000 & Over	8	11	4	4	2	30
Total	669	729	302	285	155	2,140

Source: ESRI; Urban Decision Group

Owner Age 55+ Households	2019 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	50	62	26	19	11	168
\$10,000 to \$19,999	105	105	44	32	19	303
\$20,000 to \$29,999	119	127	53	39	23	361
\$30,000 to \$39,999	90	111	46	34	20	300
\$40,000 to \$49,999	64	80	33	24	14	216
\$50,000 to \$59,999	62	84	35	25	15	221
\$60,000 to \$74,999	65	93	39	28	16	240
\$75,000 to \$99,999	75	102	43	31	18	268
\$100,000 to \$124,999	27	42	17	13	7	105
\$125,000 to \$149,999	23	34	14	10	6	88
\$150,000 to \$199,999	17	27	11	8	5	68
\$200,000 & Over	9	13	5	4	2	33
Total	705	880	366	266	156	2,372

Source: ESRI; Urban Decision Group

Owner Age 55+ Households	2021 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	48	62	26	18	11	164
\$10,000 to \$19,999	103	104	43	31	18	299
\$20,000 to \$29,999	115	124	52	37	22	350
\$30,000 to \$39,999	89	112	47	33	20	302
\$40,000 to \$49,999	67	84	35	25	15	226
\$50,000 to \$59,999	67	90	37	27	16	236
\$60,000 to \$74,999	67	96	40	29	17	249
\$75,000 to \$99,999	80	109	46	32	19	287
\$100,000 to \$124,999	27	43	18	13	7	107
\$125,000 to \$149,999	26	37	15	11	6	95
\$150,000 to \$199,999	18	29	12	9	5	73
\$200,000 & Over	10	14	6	4	2	37
Total	718	904	376	268	158	2,425

Source: ESRI; Urban Decision Group

Data from the preceding tables is used in the capture rate analyses illustrated later in Section G – *Project Specific Demand* of this report.

Demographic Summary

Overall population and households within the Sylvester Site PMA have been generally stable since 2000. These trends are projected to remain relatively stable through 2021. However, senior households ages 65 and older are projected to experience growth between 2019 and 2021, increasing by 66, or 3.8%. This growth, although nominal, is indicative of the increasing need for senior housing in the market. It should also be noted that the proposed development will target one- to two-person senior renter households, which comprise the majority of such households within the Site PMA. Therefore, the subject site will be able to accommodate most of the Site PMA's senior renter households, based on household size. The preceding factors will have a positive impact on the marketability of the subject site.

Section F – Economic Trends

1. LABOR FORCE PROFILE

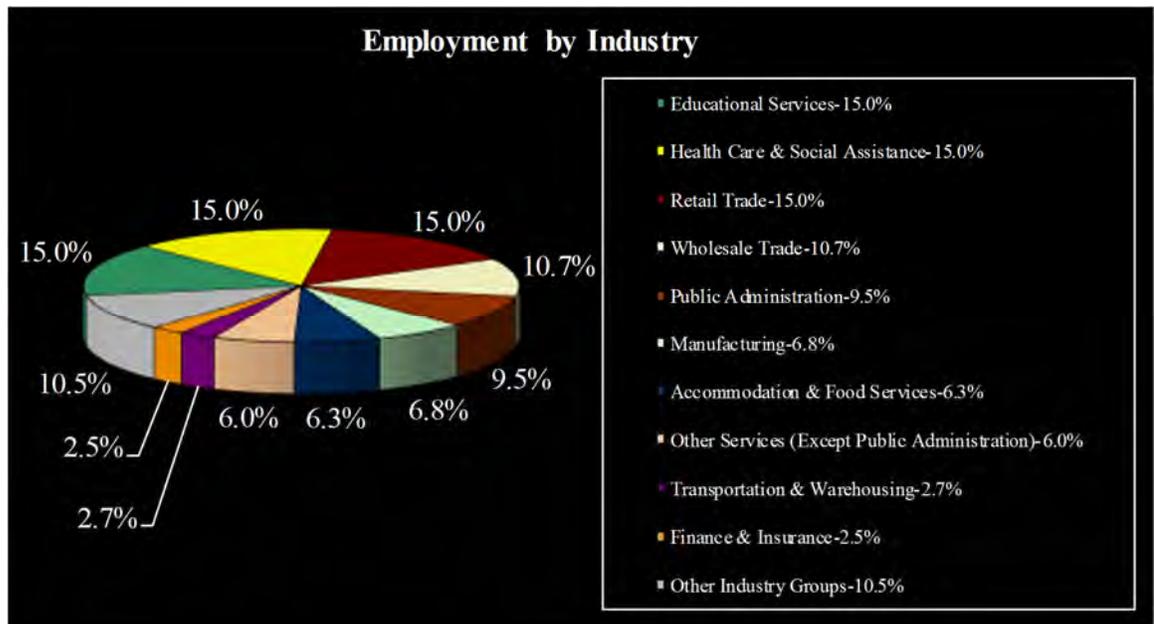
The labor force within the Sylvester Site PMA is based primarily in four sectors. Educational Services (which comprises 15.0%), Health Care & Social Assistance, Retail Trade and Wholesale Trade comprise nearly 56% of the Site PMA labor force. Employment in the Sylvester Site PMA, as of 2019, was distributed as follows:

NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	14	3.2%	75	1.9%	5.4
Mining	0	0.0%	0	0.0%	0.0
Utilities	2	0.5%	36	0.9%	18.0
Construction	25	5.8%	90	2.3%	3.6
Manufacturing	10	2.3%	270	6.8%	27.0
Wholesale Trade	26	6.0%	423	10.7%	16.3
Retail Trade	66	15.3%	594	15.0%	9.0
Transportation & Warehousing	11	2.5%	107	2.7%	9.7
Information	6	1.4%	35	0.9%	5.8
Finance & Insurance	25	5.8%	98	2.5%	3.9
Real Estate & Rental & Leasing	18	4.2%	46	1.2%	2.6
Professional, Scientific & Technical Services	23	5.3%	83	2.1%	3.6
Management of Companies & Enterprises	0	0.0%	0	0.0%	0.0
Administrative, Support, Waste Management & Remediation Services	10	2.3%	31	0.8%	3.1
Educational Services	8	1.9%	597	15.0%	74.6
Health Care & Social Assistance	28	6.5%	596	15.0%	21.3
Arts, Entertainment & Recreation	6	1.4%	17	0.4%	2.8
Accommodation & Food Services	21	4.9%	252	6.3%	12.0
Other Services (Except Public Administration)	76	17.6%	240	6.0%	3.2
Public Administration	45	10.4%	377	9.5%	8.4
Nonclassifiable	12	2.8%	4	0.1%	0.3
Total	432	100.0%	3,971	100.0%	9.2

*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 Albany Metropolitan Statistical Area (MSA) are compared with those of Georgia in the following table:

Typical Wage by Occupation Type		
Occupation Type	Albany MSA	Georgia
Management Occupations	\$88,980	\$117,910
Business and Financial Occupations	\$67,740	\$72,920
Computer and Mathematical Occupations	\$69,230	\$88,590
Architecture and Engineering Occupations	\$67,130	\$80,970
Community and Social Service Occupations	\$40,980	\$46,770
Art, Design, Entertainment and Sports Medicine Occupations	\$44,990	\$54,850
Healthcare Practitioners and Technical Occupations	\$74,010	\$75,690
Healthcare Support Occupations	\$25,340	\$29,910
Protective Service Occupations	\$37,150	\$39,510
Food Preparation and Serving Related Occupations	\$20,340	\$21,520
Building and Grounds Cleaning and Maintenance Occupations	\$22,780	\$26,400
Personal Care and Service Occupations	\$22,580	\$26,040
Sales and Related Occupations	\$31,300	\$37,770
Office and Administrative Support Occupations	\$31,760	\$36,670
Construction and Extraction Occupations	\$36,550	\$43,080
Installation, Maintenance and Repair Occupations	\$47,230	\$46,730
Production Occupations	\$36,610	\$35,000
Transportation and Moving Occupations	\$31,540	\$35,830

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

Most annual blue-collar salaries range from \$20,340 to \$47,230 within the Albany MSA. White-collar jobs, such as those related to professional positions, management and medicine, have an average salary of \$73,418. It is important to note that most occupational types within the Albany MSA have lower typical wages than the State of Georgia's typical wages. While the subject project will target senior households, many of which will likely be retired, there appears to be a sufficient base of wage-appropriate jobs in the market from which seniors seeking employment could choose.

2. MAJOR EMPLOYERS

The ten largest employers within Worth County comprise a total of 1,415 employees and are summarized as follows:

Employer Name	Business Type	Total Employed
Worth County Board of Education	Education	484
Conagra	Peanut Butter Producer (Peter Pan)	175
Phoebe Worth Medical Center	Healthcare	140
Worth County	Government	120
Walmart	Retail/Grocery	108
Coca Cola Bottling Co.	Beverage Producer	104
Pruitt Healthcare	Nursing Care Facility	100
City of Sylvester	Government	89
Hancock and Sons	Heavy Equipment Contractor	65
Birdsong Peanuts	Peanut Grower	30
Total		1,415

Source: Worth County Economic Development Authority (May 2019)

According to a representative with the Worth County Economic Development Authority and the Sylvester-Worth County Chamber of Commerce, the Worth County economy is stable. The area's strength is in its small businesses. There are approximately 600 small businesses in the area, each with two to five employees, and these businesses are stable. The area's largest employers have been in the area for 20 to 30 years, and most of these businesses expand their employment base year after year. The area's employee retention rate is approximately 92%.

In downtown Sylvester, every storefront is leased, and revitalization is in the forefront. Some additions to the downtown area in 2019 include a formerly closed restaurant that will become a Big Willies Sea Food restaurant and the downtown movie theater that was shuttered in 1977 will soon become a restaurant theater.

The local stakeholders are organizing events such as "Sip and Stroll" to bring people to downtown to support all the small businesses. The first strolling event was in February 2019. There are three more "Sip and Stroll's" planned for 2019.

In March 2019, construction was completed on a \$400,000 Pedestrian Mall in downtown Sylvester. There have been three successful social events held so far at the new mall. The last part of the project, the resurfacing of the adjacent parking lot, is underway and should be completed by mid-July 2019. The Sylvester City Hall is also being renovated and it should be completed by June 2019.

Conagra, the producer of Peter Pan peanut butter, has added 50 new employees to their Sylvester facility since 2017.

Park Built Body, truck body manufacturers and installers, is expanding and adding four new employees at their shop in Sylvester.

A Zaxby's Restaurant will be opening in the fall of 2019 in Sylvester.

The former Worth County High School was demolished and replaced with a new Worth County High School College and Career Academy, which opened in 2018.

Something that could negatively impact the area economy over the next several years is that 32% of the county's population is over the age of 62 and there is a lack of options for healthcare choices.

WARN Notices

WARN Notices were reviewed in May 2019 and according to the Georgia Department of Labor, there have been no WARN notices reported Worth 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.

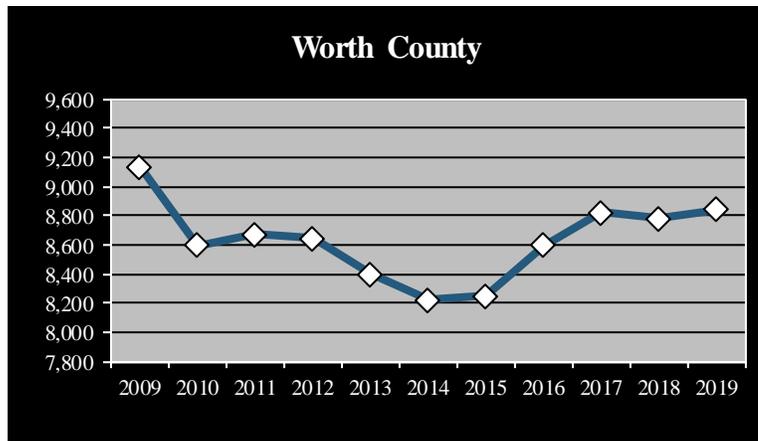
Excluding 2019, the employment base has increased by 6.8% over the past five years in Worth County, less than the Georgia state increase of 11.4%. Total employment reflects the number of employed persons who live within the county.

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

Year	Total Employment					
	Worth County		Georgia		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2009	9,132	-	4,311,854	-	140,696,560	-
2010	8,597	-5.9%	4,202,052	-2.5%	140,469,139	-0.2%
2011	8,669	0.8%	4,263,305	1.5%	141,791,255	0.9%
2012	8,643	-0.3%	4,348,083	2.0%	143,621,634	1.3%
2013	8,393	-2.9%	4,366,374	0.4%	145,017,562	1.0%
2014	8,216	-2.1%	4,403,433	0.8%	147,313,048	1.6%
2015	8,249	0.4%	4,490,414	2.0%	149,564,649	1.5%
2016	8,593	4.2%	4,658,053	3.7%	151,965,225	1.6%
2017	8,821	2.7%	4,822,263	3.5%	154,271,036	1.5%
2018	8,778	-0.5%	4,906,411	1.7%	156,328,502	1.3%
2019*	8,840	0.7%	4,908,633	0.0%	156,543,935	0.1%

Source: Department of Labor; Bureau of Labor Statistics

*Through March



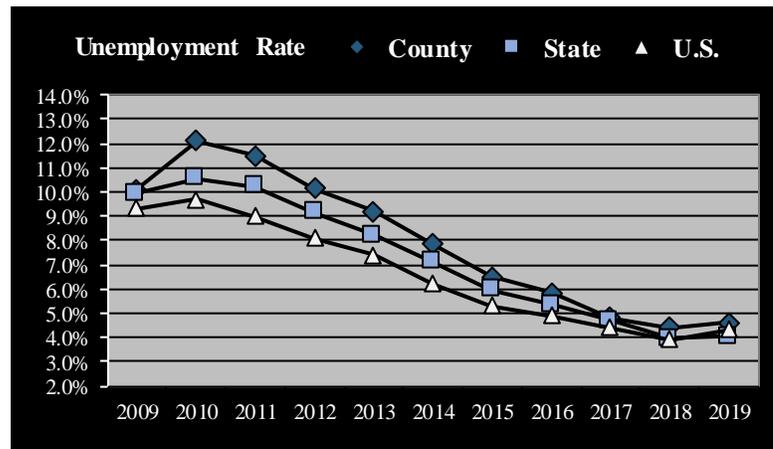
As the preceding illustrates, the Worth County employment base generally declined between 2009 and 2014, losing over 900 jobs, or 10.0%. However, since 2014, the county's employment base has generally experienced growth, which is indicative of an improving economy.

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

Year	Unemployment Rate		
	Worth County	Georgia	United States
2009	10.1%	9.9%	9.3%
2010	12.1%	10.6%	9.7%
2011	11.5%	10.2%	9.0%
2012	10.2%	9.2%	8.1%
2013	9.2%	8.2%	7.4%
2014	7.9%	7.1%	6.2%
2015	6.5%	6.0%	5.3%
2016	5.8%	5.3%	4.9%
2017	4.8%	4.7%	4.4%
2018	4.4%	3.9%	3.9%
2019*	4.6%	4.0%	4.3%

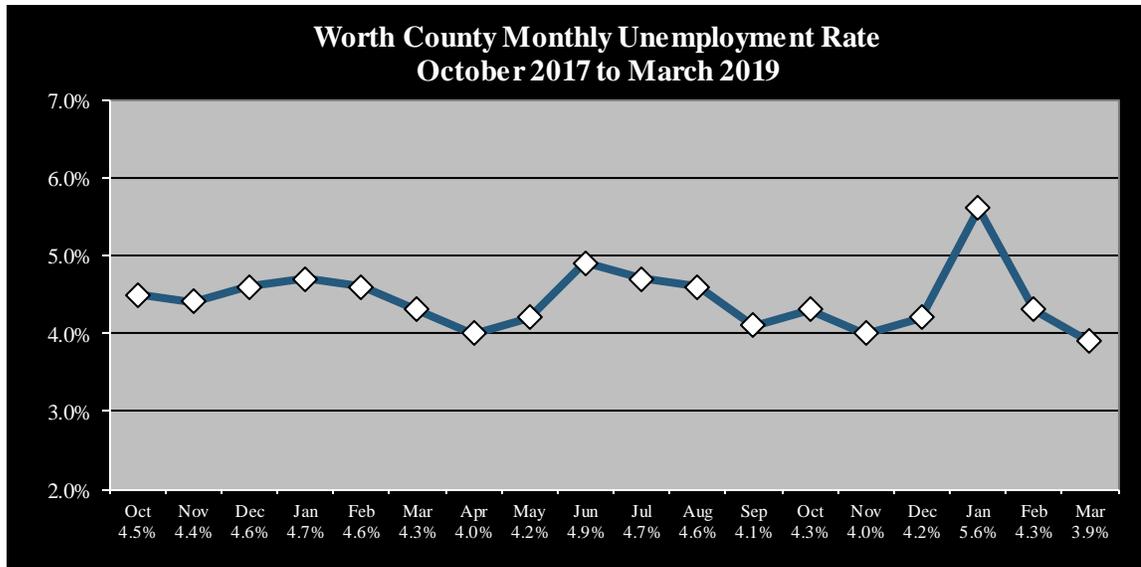
Source: Department of Labor, Bureau of Labor Statistics

*Through March



As the preceding table illustrates, the unemployment rate within Worth County has generally declined since 2010, from a high of 12.1% to 4.6% in 2019 (through March).

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



Despite fluctuations, the unemployment rate within Worth County has been generally stable within the past 18 months, typically staying between 4.0% and 5.0%.

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 Worth County.

In-Place Employment Worth County			
Year	Employment	Change	Percent Change
2008	3,581	-	-
2009	3,450	-131	-3.7%
2010	3,380	-70	-2.0%
2011	3,425	45	1.3%
2012	3,453	28	0.8%
2013	3,386	-67	-1.9%
2014	3,365	-21	-0.6%
2015	3,248	-117	-3.5%
2016	3,097	-151	-4.6%
2017	3,183	86	2.8%
2018*	3,219	36	1.1%

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 Worth County to be 36.1% of the total Worth County employment. This means that Worth County has more employed persons leaving the county for daytime employment than those who work in the county. Nonetheless, as the subject site will target senior households, many of which will likely be retired, the share of in-place employment is not expected to have a tangible impact on the subject's marketability.

4. ECONOMIC FORECAST

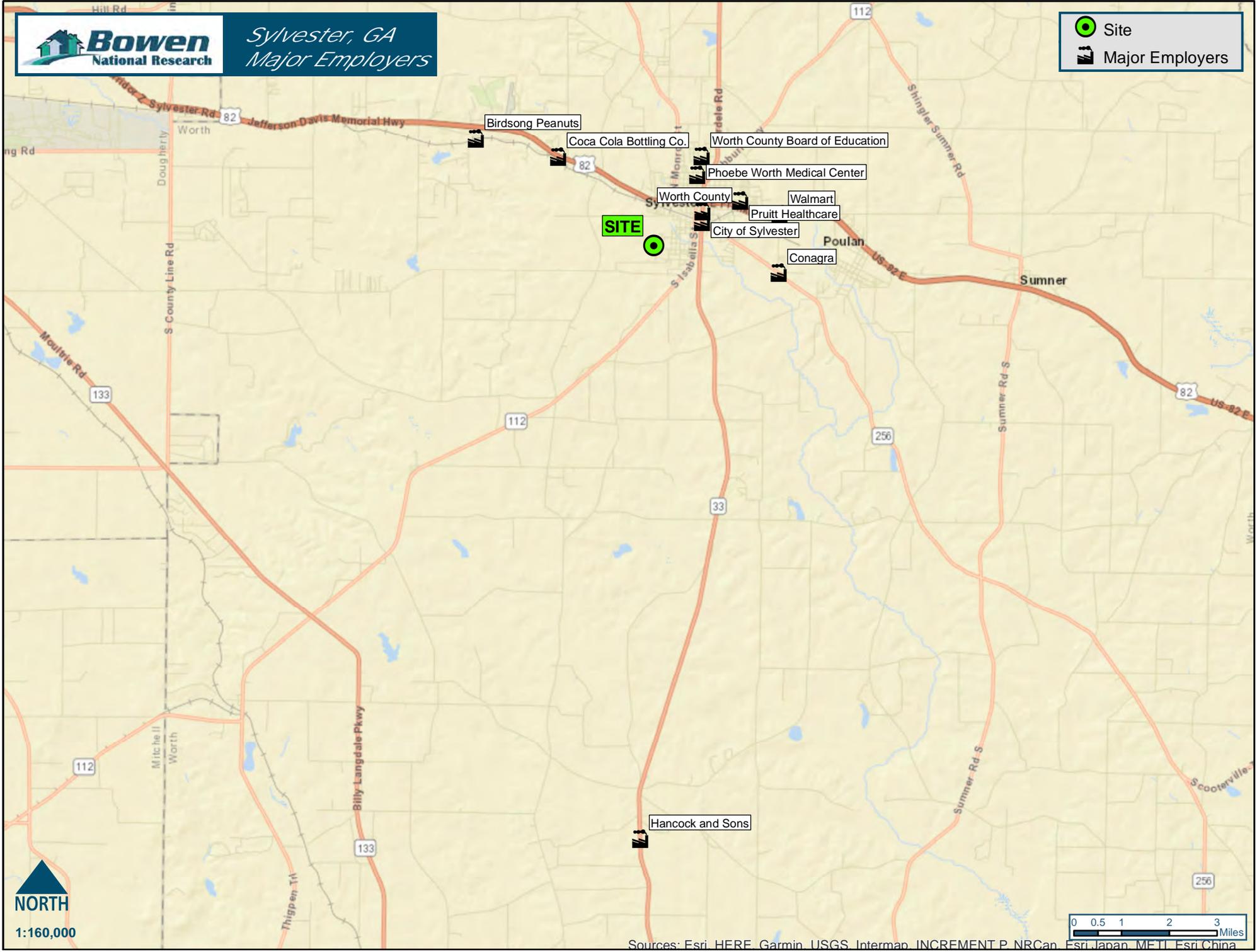
The Worth County economy experienced fluctuations in its employment base between 2009 and 2014, but generally experience an overall decline in the number of employed persons during this time. However, the county's employment base has generally increased since, increasing by 624, or 7.6%, through March 2019. After peaking at 12.1% in 2010, the county's unemployment rate has declined to 4.6%. As such, the county's economy has been trending in a positive direction over the past few years. Based on information provided by the Worth County Economic Development Authority and the Sylvester-Worth County Chamber of Commerce, it appears that the county will experience positive job growth for the foreseeable future, which will continue to create a stable environment for rental housing.

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



Sylvester, GA
Major Employers

- Site
- Major Employers



NORTH
1:160,000



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 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 Albany, Georgia MSA, which has a four-person median household income of \$53,400 for 2018. The project location, however, 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 up to 50%, 60% and 70% of AMHI. The following table summarizes the maximum allowable income by household size at various levels of AMHI:

Household Size	Targeted AMHI Maximum Allowable Income		
	50%	60%	70%
One-Person	\$20,450	\$24,540	\$28,630
Two-Person	\$23,350	\$28,020	\$32,690

a. Maximum Income Limits

The largest proposed units (two-bedroom) at the subject site are expected to house up to two-person senior households. As such, the maximum allowable income at the subject site is **\$32,690**.

b. Minimum Income Requirements

Leasing industry standards typically require households to have rent-to-income ratios of 27% to 40%. Pursuant to 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 LIHTC units will have a lowest gross rent of \$415. Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$4,980. Applying a 40% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement for the Tax Credit units of **\$12,450**.

c. Income-Appropriate Range

Based on the preceding analyses, the income-appropriate ranges required to live at the proposed project by AMHI level are as follows:

Unit Type	Income Range	
	Minimum	Maximum
Tax Credit (Limited to 50% of AMHI)	\$12,450	\$23,350
Tax Credit (Limited to 60% of AMHI)	\$15,450	\$28,020
Tax Credit (Limited to 70% of AMHI)	\$18,450	\$32,960
Overall LIHTC Demand	\$12,450	\$32,960

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 subject 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 49.3% to 69.4% (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 Community Survey (ACS) 2013-2017 5-year estimates, none of the households in the market were living in substandard housing that lacked complete indoor plumbing or in overcrowded (1.5+ persons per room) conditions.*

- **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. Due to the lack of available non-subsidized age-restricted affordable product for those ages 55 and older within the market, we believe that the proposed development will attract a significant share of income-qualified senior homeowners who are looking to downsize from their home and seek a maintenance free housing alternative. However, conservatively, we limited demand from senior homeowners to account for only 2% of total demand per GDCA guidelines.*

- 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%.

The table on the following page is a summary of our demand calculations.

Demand Component (55+)	Percent of Median Household Income			
	50% AMHI (\$12,450-\$23,350)	60% AMHI (\$15,450-\$28,020)	70% AMHI (\$18,450-\$32,690)	Tax Credit Overall (\$12,450-\$32,690)
Demand from New Households (Age- And Income-Appropriate)	183 - 184 = -1	190 - 191 = -1	179 - 178 = 1	288 - 289 = -1
+				
Demand from Existing Households (Rent Overburdened)	184 X 69.4% = 128	191 X 57.1% = 109	178 X 49.3% = 88	289 X 57.5% = 166
+				
Demand from Existing Households (Renters in Substandard Housing)	184 X 0.0% = 0	191 X 0.0% = 0	178 X 0.0% = 0	289 X 0.0% = 0
=				
Demand Subtotal	127	108	89	165
+				
Demand from Existing Homeowners (Elderly Homeowner Conversion) Cannot exceed 2%	2*	2*	1*	3*
=				
Total Demand	129	110	90	168
-				
Supply (Directly Comparable Units Built and/or Funded Since 2017)	0	0	0	0
=				
Net Demand	129	110	90	168
Proposed Units / Net Demand	20 / 129	28 / 110	8 / 90	56 / 168
Capture Rate	= 15.5%	= 25.5%	= 8.9%	= 33.3%

*Given that demand from existing homeowners cannot exceed 2% of total demand, these numbers were utilized to calculate total demand

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 capture rate of 33.3% is considered achievable, especially considering the lack of available affordable non-subsidized housing within the market. In addition, we also anticipate a sufficient amount of support will originate from senior homeowners due to the lack of available non-subsidized senior housing for those ages 55 and older within or near the market area. However, per GDCA methodology, demand from senior homeowners is limited to 2% of total demand. We anticipate a greater percentage of support will generate from homeowners looking to downsize from their homes and seeking a maintenance free housing alternative, especially considering that income-qualified senior homeowners ages 55 and older do not have a rental housing option currently available to them. As such, the overall capture rate is considered conservative.

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	50%
Two-Bedroom	50%
Total	100.0%

Applying these shares to the income-qualified senior households, 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	Absorption	Average Market Rent	Market Rents Band Min-Max	Subject Rents
One-Bedroom (50%)	50%	10	65	0	65	15.4%	2 Months	\$656	\$430-\$799	\$360
	60%	14	55	0	55	25.5%	2 Months	\$656	\$430-\$799	\$460
	70%	4	45	0	45	8.9%	< 1 Month	\$656	\$430-\$799	\$560
One-Bedroom	Total	28	165	0	165	17.0%	4 Months	\$656	\$430-\$799	\$439***
Two-Bedroom (50%)	50%	10	64	0	64	15.6%	2 Months	\$688	\$460-\$799	\$428
	60%	14	55	0	55	25.5%	2 Months	\$688	\$460-\$799	\$528
	70%	4	45	0	45	8.9%	< 1 Month	\$688	\$460-\$799	\$628
Two-Bedroom	Total	28	164	0	164	17.1%	4 Months	\$688	\$460-\$799	\$507***

*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.

***Weighted average

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

The capture rates by bedroom type and targeted income level range from 8.9% to 25.5%. Utilizing this methodology, these capture rates are considered achievable and demonstrate that a sufficient base of age- and income-appropriate household support exists in the Sylvester Site PMA for each of the unit types proposed at the subject development.

Section H – Rental Housing Analysis (Supply)

1. OVERVIEW OF RENTAL HOUSING

The distributions of the area housing stock within the Sylvester 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	5,911	90.3%	5,753	88.1%
Owner-Occupied	4,034	68.2%	3,876	67.4%
Renter-Occupied	1,877	31.8%	1,876	32.6%
Vacant	635	9.7%	774	11.9%
Total	6,546	100.0%	6,527	100.0%

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

Based on a 2019 update of the 2010 Census, of the 6,527 total housing units in the market, 11.9% were vacant. In 2019, it was estimated that homeowners occupied 67.4% of all occupied housing units, while the remaining 32.6% were occupied by renters. The share of renters is considered typical for a rural market, such as the Sylvester Site PMA, and the current 1,876 renter households estimated in 2019 represent a sufficient base of potential support in the market for the subject development.

Due to the rural nature of the market, we only identified and personally surveyed four conventional housing projects containing a total of 201 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 100.0%, a very strong rate for rental housing. The following table summarizes the surveyed rental projects within the market, broken out by project type:

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-rate/Tax Credit	2	80	0	100.0%
Government-Subsidized	2	121	0	100.0%
Total	4	201	0	100.0%

All rental projects surveyed within the Site PMA are 100.0% occupied and maintain a waiting list, illustrating that pent-up demand exists for all types of rental housing in the market. The subject project will be able to accommodate a portion of this unmet demand.

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

Market-rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	6	50.0%	0	0.0%	\$530
Two-Bedroom	1.0	5	41.7%	0	0.0%	\$604
Three-Bedroom	2.0	1	8.3%	0	0.0%	\$696
Total Market-rate		12	100.0%	0	0.0%	-
Tax Credit, Non-Subsidized						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	13	19.1%	0	0.0%	\$455
Two-Bedroom	1.0	33	48.5%	0	0.0%	\$489
Three-Bedroom	2.0	19	27.9%	0	0.0%	\$513
Four-Bedroom	2.0	3	4.4%	0	0.0%	\$574
Total Tax Credit		68	100.0%	0	0.0%	-

As the preceding table illustrates, the median gross Tax Credit rents are well below the corresponding median gross market-rate rents. As such, Tax Credit product likely represents good values to low-income renters within the market. This is further evidenced by the combined vacancy rate of 0.0% among all Tax Credit units within the Sylvester Site PMA.

2. SUMMARY OF ASSISTED PROJECTS

We surveyed a total of four federally subsidized or Tax Credit apartment developments in the Sylvester Site PMA. These projects were surveyed in April 2019 and are summarized as follows:

Map I.D.	Project Name	Type	Year Built	Total Units	Occup.	Gross Rent (Unit Mix)			
						One-Br.	Two-Br.	Three-Br.	Four-Br.
1	Azalea Place Apts.	RD 515	1980	49	100.0%	\$311 - \$447 (42)	\$349 - \$500 (7)	-	-
2	Fullerton Square	TAX	2008	24*	100.0%	\$455 - \$499 (9)	\$536 - \$574 (15)	-	-
3	Kingsway Apts.	RD 515	1985	72	100.0%	\$303 - \$469 (24)	\$357 - \$545 (48)	-	-
4	Paradise Estates Apts.	TAX	2011	44*	100.0%	\$231 - \$427 (4)	\$274 - \$489 (18)	\$513 - \$573 (19)	\$574 - \$661 (3)
Total				189	100.0%				

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

RD - Rural Development

*Market-rate units not included

The overall occupancy is 100.0% for these projects, indicating that pent-up demand exists for affordable rental housing within the market.

HOUSING CHOICE VOUCHER HOLDERS

The following table identifies the existing non-subsidized properties within the Site PMA that accept Housing Choice Vouchers, as well as the approximate number and share of units occupied by residents utilizing Housing Choice Vouchers:

Map I.D.	Project Name	Total Units	Number of Vouchers	Share of Vouchers
2	Fullerton Square*	30	13	43.3%
4	Paradise Estates Apts.	50	2	4.0%
Total		80	15	18.8%

*Age-restricted

Approximately 15 of the 80 total units offered at the non-subsidized properties surveyed in the market are occupied by Voucher holders. This comprises 18.8% of these units and indicates that over 81% of the units offered at these projects are occupied by tenants which are not currently receiving rental assistance. However, as illustrated in the preceding table, the one age-restricted project in the market, Fullerton Square (Map ID 2), contains a notable share of Voucher holders and indicates that Voucher holder support is relevant within the Site PMA. Given that the subject's proposed rents are below or slightly above the payment standards for the county (as illustrated below), we expect that the subject project will receive a notable share of Voucher holder 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 Worth 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	\$595	\$415 (50%)
		\$515 (60%)
		\$615 (70%)
Two-Bedroom	\$716	\$500 (50%)
		\$600 (60%)
		\$700 (70%)

As the preceding table illustrates, the proposed gross rents are below or slightly above (\$20) the payment standards set by the Georgia Department of Community Affairs (GDCA) for Worth County. As such, those who hold Housing Choice Vouchers will likely respond to the subject development. This will likely increase the base of income-appropriate renter households within the Sylvester Site PMA for the subject development and has been considered in our absorption estimates in *Section I* of this report.

3. PLANNED MULTIFAMILY DEVELOPMENT

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

Building Permit Data

The following tables illustrate single-family and multifamily building permits issued within the city of Sylvester and Worth County for the past ten years:

Housing Unit Building Permits for Sylvester, GA:										
Permits	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Multifamily Permits	0	0	51	0	0	0	0	0	0	0
Single-Family Permits	0	2	0	0	7	4	2	1	3	3
Total Units	0	2	51	0	7	4	2	1	3	3

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

Housing Unit Building Permits for Worth County:										
Permits	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Multifamily Permits	0	0	51	0	0	0	0	0	0	0
Single-Family Permits	37	28	18	23	19	16	13	14	17	26
Total Units	37	28	69	23	19	16	13	14	17	26

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

According to the SOCDs Building Permits Database, there have been a limited number of multifamily building permits issued in the city of Sylvester and Worth County since 2008. Given that the combined occupancy rate of the rental properties surveyed is 100.0% and the lack of multifamily permits issued, illustrates that there is likely a greater need for rental housing in the area.

4. SURVEY OF COMPARABLE/COMPETITIVE PROPERTIES

We identified one non-subsidized, age-restricted Low-Income Housing Tax Credit (LIHTC) project within the market, Fullerton Square (Map ID 2). This project targets senior households with incomes up to 50% and 60% of Area Median Household Income (AMHI) and, therefore, is considered directly competitive with the subject development. Given the limited number of non-subsidized, age-restricted LIHTC product within the Sylvester Site PMA, we identified one family (general-occupancy) LIHTC project within the market that offers first floor, entry-level one- and two-bedroom units that likely appeal to seniors and represents a reasonable base of comparison for the senior units at the site. Additionally, we have also identified and surveyed three additional age-restricted LIHTC projects outside of the Site PMA, but within the region in Albany. It should be noted that these three projects are not considered competitive, as they derive demographic support from a different geographical area. As such, these properties have been included for comparison purposes only. The five competitive/comparable LIHTC properties and the proposed subject project are summarized in the table on the following page.

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Village at Paradise	2021	56	-	-	-	Seniors 55+; 50%, 60% & 70% AMHI
2	Fullerton Square	2008	24*	100.0%	1.9 Miles	50 HH	Seniors 55+; 50% & 60% AMHI
4	Paradise Estates Apts.	2011	44*	100.0%	0.8 Miles	7-12 Months	Families; 30%, 50%, & 60% AMHI
901	Albany Spring Senior Apts.	1995	80	100.0%	20.4 Miles	30 HH	Seniors 62+; 50% & 60% AMHI
906	Pointe North Senior Village I	2015	59	100.0%	27.8 Miles	65 HH	Seniors 55+; 50% & 60% AMHI
907	Pointe North Senior Village II	2017	46	100.0%	27.8 Miles	65 HH	Seniors 55+; 50% & 60% AMHI

OCC. – Occupancy

HH - Households

*Tax Credit units only

900 series Map IDs are located outside of Site PMA

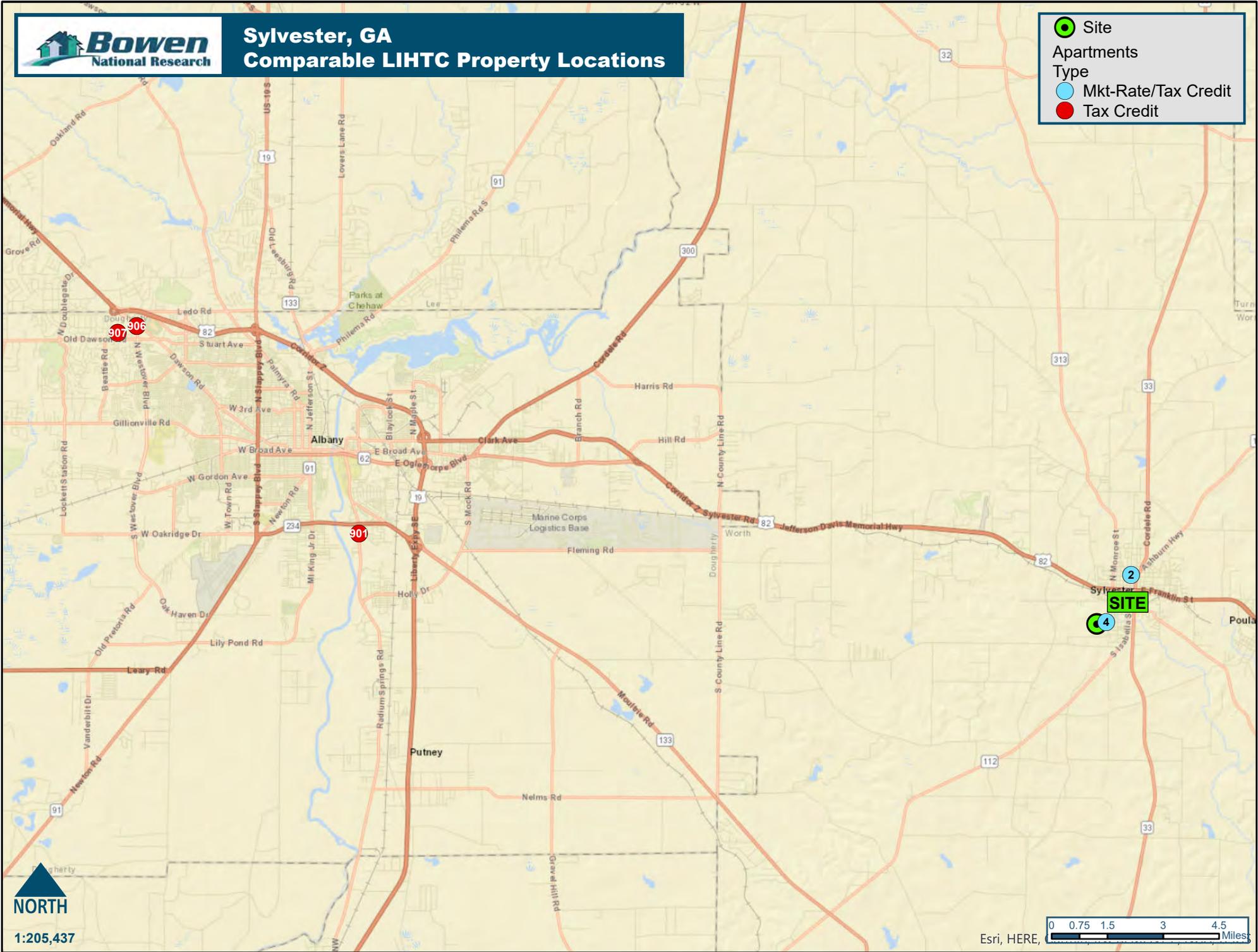
Each of the five comparable LIHTC projects are fully occupied and maintain a waiting list. This illustrates that pent-up demand exists for additional affordable rental housing within the market and region. The subject project will be able to accommodate a portion of this unmet demand.

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



Sylvester, GA Comparable LIHTC Property Locations

Site
 Apartments
 Type
 Mkt-Rate/Tax Credit
 Tax Credit



1:205,437

Esri, HERE, Miles

The gross rents for the competing/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:

		Gross Rent/Percent of AMHI (Number of Units/Vacancies)				
Map I.D.	Project Name	One-Br.	Two-Br.	Three-Br.	Four-Br.	Rent Special
Site	Village at Paradise	\$415/50% (10) \$515/60% (14) \$615/70% (4)	\$500/50% (10) \$600/60% (14) \$700/70% (4)	-	-	-
2	Fullerton Square	\$455/50% (6/0) \$499/60% (3/0)	\$536/50% (6/0) \$574/60% (9/0)	-	-	None
4	Paradise Estates Apts.	\$231/30% (1/0) \$397/50% (1/0) \$427/60% (2/0)	\$274/30% (2/0) \$459/50% (8/0) \$489/60% (8/0)	\$513/50% (11/0) \$573/60% (8/0)	\$574/50% (2/0) \$661/60% (1/0)	None
901	Albany Spring Senior Apts.	\$494/50% (35/0) \$588/60% (5/0)	\$593/50% (35/0) \$716/60% (5/0)	-	-	None
906	Pointe North Senior Village I	\$472/50% (7/0) \$560/60% (7/0)	\$548/50% (24/0) \$660/60% (21/0)	-	-	None
907	Pointe North Senior Village II	\$414/50% (11/0) \$498/60% (13/0)	\$498/50% (16/0) \$605/60% (6/0)	-	-	None

900 series Map IDs are located outside of Site PMA

The proposed subject gross rents set aside at 50% and 60% of AMHI, ranging from \$415 to \$600, will be within the range of LIHTC rents offered at the comparable LIHTC projects within the market and region targeting similar income levels. Given that all comparable LIHTC projects are fully occupied and maintain an extensive waitlist and the fact that the subject rents are competitively positioned, they are considered appropriate.

It should also be noted that the subject project will be the only LIHTC project to offer units set aside at 70% of AMHI. As such, the subject project will provide an affordable rental housing alternative to low-income seniors that are currently underserved within the Sylvester Site PMA. This will bode well for the demand of these subject unit types. While the rents proposed at these specific units are untested in the market, based on our capture rate analysis illustrated earlier in this report, there will be a good base of age- and income-appropriate households within the Sylvester Site PMA to support these units at the proposed rent levels.

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.
\$445 (50%)	\$492 (50%)
\$480 (60%)	\$514 (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.	\$445	- \$360 (50%)	\$85	/ \$360 (50%)	23.6%
	\$480	- \$460 (60%)	\$20	/ \$460 (60%)	4.3%
	N/A	- \$560 (70%)	N/A	/ \$560 (70%)	N/A
Two-Br.	\$492	- \$428 (50%)	\$64	/ \$428 (50%)	15.0%
	\$514	- \$528 (60%)	-\$14	/ \$528 (60%)	-2.7%
	N/A	- \$628 (70%)	N/A	/ \$628 (70%)	N/A

N/A – Not Available; No comparable LIHTC units set aside at 70% AMHI identified within the market or immediate region

As the preceding table illustrates, the proposed rents generally represent rent advantages ranging from -2.7% to 23.6%, depending on unit type and targeted income level. However, it should be noted that this analysis does not account for the subject project’s newness and generally superior amenities package, which will enable it to charge higher rents. 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.

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

Map I.D.	Project Name	Square Footage			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Village at Paradise	689	893	-	-
2	Fullerton Square	850	1,100	-	-
4	Paradise Estates Apts.	750	900	1,150	1,300
901	Albany Spring Senior Apts.	660	840	-	-
906	Pointe North Senior Village I	719	950	-	-
907	Pointe North Senior Village II	750	975	-	-

900 series Map IDs are located outside of Site PMA

Map I.D.	Project Name	Number of Baths			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Village at Paradise	1.0	1.0	-	-
2	Fullerton Square	1.0	1.0	-	-
4	Paradise Estates Apts.	1.0	1.0	2.0	2.0
901	Albany Spring Senior Apts.	1.0	1.0	-	-
906	Pointe North Senior Village I	1.0	1.0	-	-
907	Pointe North Senior Village II	1.0	1.0	-	-

900 series Map IDs are located outside of Site PMA

The subject project will offer unit sizes (square feet) and number of bathrooms within the range of those offered at the comparable LIHTC projects within the market and region and are considered appropriately positioned.

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**	2	4	901	906	907	
Appliances	Dishwasher	X	X	X		X	X
	Disposal	X	X	X	X	X	X
	Icemaker	X	X				
	Microwave	X		X		X	X
	Range	X	X	X	X	X	X
	Refrigerator	X	X	X	X	X	X
	No Appliances						
Unit Amenities	AC-Central	X	X	X	X	X	X
	AC-Other						
	Balcony						
	Deck / Patio		X	X	X		X
	Basement						
	Ceiling Fan	X	X	X	X	X	X
	Controlled Access	X					
	E-Call System		X		S		
	Fireplace						
	Furnished						
	Security System						
	W/D Hookup Only	X	X	X		X	X
	W/D Included			S			
	Walk-In Closet	X					
	Window Treatments	X	X	X	X	X	X
Flooring	Carpet	X	X	X	X		
	Ceramic Tile						
	Composite (VCT)	X					
	Hardwood					X	X
	Finished Concrete						
	Vinyl	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	X
	Carport						
	Property Parking Garage						
	Podium Parking						
	No Provided Parking						

* Details in Comparable Property Profile Report

** Proposed Site(s): Village at Paradise

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

Tax Credit Property Amenities by Map ID

	Site**	2	4	901	906	907
Bike Racks						
Business Center *	X	X			X	X
Car Care *						
Common Patio	X					
Community Garden	X					
Community Space						
Activity / Craft Room	X			X	X	X
Chapel						
Clubhouse						
Conference Room						
Community Kitchen	X					
Dining Room - Private						
Dining Room - Public						
Rooftop Lounge						
Study Lounge						
TV Lounge						
Concierge Service *						
Convenience Amenities *						
Courtyard						
Covered Outdoor Area *	X	X	X			
Elevator	X	X			X	
Laundry Room	X	X	X	X	X	X
Meals						
On-Site Management	X	X	X	X	X	X
Pet Care *						
Recreation						
Basketball						
Bocce Ball						
Firepit						
Fitness Center		X	X		X	X
Grill	X		X			
Game Room - Billiards						
Hiking - Walking Trail						
Hot Tub						
Media Library						
Media Room						
Picnic Table	X	X				
Playground			X			
Putting Green						
Racquetball						
Soccer			X			
Swimming Pool - Indoor						
Swimming Pool - Outdoor						
Tennis			X			
Track						
Volleyball						
Security						
CCTV	X					
Courtesy Officer						
Gated Community				X		
Gated Parking						
Police Substation						
Social Services *	X					
Storage - Extra						
Water Feature						

* Details in Comparable Property Profile Report

** Proposed Site(s): Village at Paradise

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

As the preceding tables illustrate, the amenities package to be offered at the site is slightly superior to those offered at the comparable LIHTC projects within the market and region. While the subject project will be the only LIHTC project in the *market* to not offer a patio/balcony with the units or a fitness center, it will offer community amenities such as a common patio, community garden, community room and a social services package, all of which are not found at other affordable rental housing alternatives within the Site PMA. This will position the subject project at a slight market advantage.

Competitive/Comparable Tax Credit Summary

Based on our analysis of the proposed rents, 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. This has been considered in our absorption projections.

Competitive Housing Impact

The anticipated occupancy rates of the two existing comparable, non-subsidized Tax Credit developments in the market following the first year of completion at the subject site are as follows:

Map I.D.	Project	Current Occupancy Rate	Anticipated Occupancy Rate Through 2021
2	Fullerton Square	100.0%	95.0%+
4	Paradise Estates Apts.	100.0%	95.0%+

Given the limited availability of affordable rental units within the market, we do not expect the subject development to have a significant adverse impact on occupancy levels of the comparable LIHTC projects. This is especially true, considering that there are no available affordable rental units within the Sylvester Site PMA, all of which maintain an extensive waiting list. We expect that both non-subsidized LIHTC developments within the market will operate above a 95.0% occupancy rate if the proposed subject site 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 \$90,227. At an estimated interest rate of 4.5% and a 30-year term (and 95% LTV), the monthly mortgage for a \$90,227 home is \$543, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price - ESRI	\$90,227
Mortgaged Value = 95% of Median Home Price	\$85,716
Interest Rate - Bankrate.com	4.5%
Term	30
Monthly Principal & Interest	\$434
Estimated Taxes and Insurance*	\$109
Estimated Monthly Mortgage Payment	\$543

*Estimated at 25% of principal and interest

In comparison, the collected Tax Credit rents at the subject property range from \$360 to \$628 per month, depending on unit size and targeted income level. Therefore, the cost of a monthly mortgage for a typical home in the area is no more than \$183 greater than renting at the subject site, where in some cases, it is \$85 less than renting at the subject project. 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 \$90,227, 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 a comprehensive amenities package, such as that offered at the proposed development. Lastly, as the proposed subject project will target senior households, we expect some support from elderly homeowners downsizing from their homes and seeking a maintenance-free housing alternative. Therefore, we do not anticipate any 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 lack of available LIHTC units in the market, the required capture rate, achievable market rents, the demand for all affordable rental housing and the proposed competitiveness of the subject site. Our absorption projections also take into consideration that the developer and/or management successfully markets the project throughout all areas of the Site PMA.

Based on our analysis, it is our opinion that the proposed 56 LIHTC units at the subject site will reach a stabilized occupancy of at least 93.0% within approximately seven months. This absorption period is based on an average monthly absorption of approximately seven units per month.

These absorption projections assume a June 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 Sylvester Site PMA.

- Beverly Drayton, Property Manager of Paradise Estates Apartments (Map ID 4), a market-rate and Tax Credit property adjacent to the subject site, definitely believes that there is a huge need in the area for additional affordable housing. Paradise Estates Apartments is 100.0% occupied and maintains a waiting list of up to 12 months in length for the next available unit. The need for additional affordable housing comes from a high percentage of low paying service industry jobs.
- Karen Rackley, President and CEO of the Sylvester-Worth County Chamber of Commerce and the Worth County Economic Development Authority, stated that there is a need for more affordable housing for seniors in the area. Over 30% of Worth County’s population is over the age of 62. Throughout the next ten years, this specific population will continue to increase, and many will be looking to downsize and are on fixed incomes.

Section K – Conclusions & Recommendations

Based on the findings reported in our market study, it is our opinion that a market exists for the 56 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 Sylvester rental housing market is performing at a very strong occupancy rate of 100.0%. Notably, all rental properties surveyed in the market maintain waiting lists of between 30 to 114 households, or seven to 12 months for the next available unit, indicating that significant pent-up demand exists for all types of rental housing. The subject project will be able to accommodate a portion of this unmet demand. It should also be noted that the subject development will be the only LIHTC project within the market to offer units set aside at 70% of Area Median Household Income (AMHI). This will position the subject development at a market advantage, as it will provide an affordable rental housing alternative to low- to moderate-income senior households that are currently underserved within the Sylvester Site PMA.

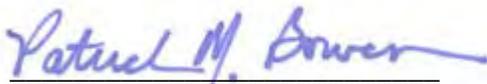
The subject project will be marketable in terms of rents, unit sizes and amenities offered. In fact, the subject development will be 13 years newer than the one age-restricted LIHTC project within the Sylvester Site PMA, Fullerton Square (Map ID 2), and will offer a superior amenities package which includes a microwave in every unit and project amenities such as a common patio, community garden, community room, picnic area and social services package. This will bode well for the demand of the subject units.

The overall required capture rate of 33.3% for the subject's LIHTC units is considered achievable and is below GDCA's capture rate threshold of 35% for developments located within rural markets. This demonstrates that a sufficient base of potential income-appropriate senior household support exists for the subject project within the Sylvester Site PMA.

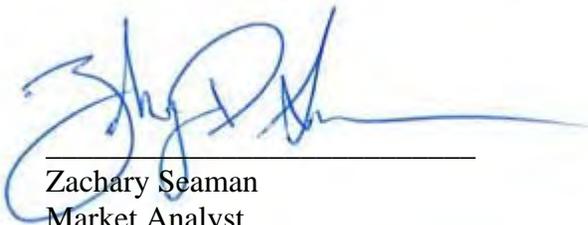
Based on the preceding analysis and facts contained within this report, we believe the proposed subject development is marketable within the Sylvester Site PMA, as proposed. We do not have any recommendations or modifications to the subject development at this time.

Section L - Signed Statement

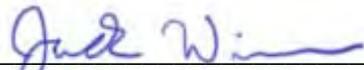
I affirm that I have made a physical inspection of the market area and the subject property and that information has been used in the full study regarding the need and demand for new rental units. To the best of my knowledge, the market can support the demand shown in the study. I understand that any 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 9, 2019



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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.

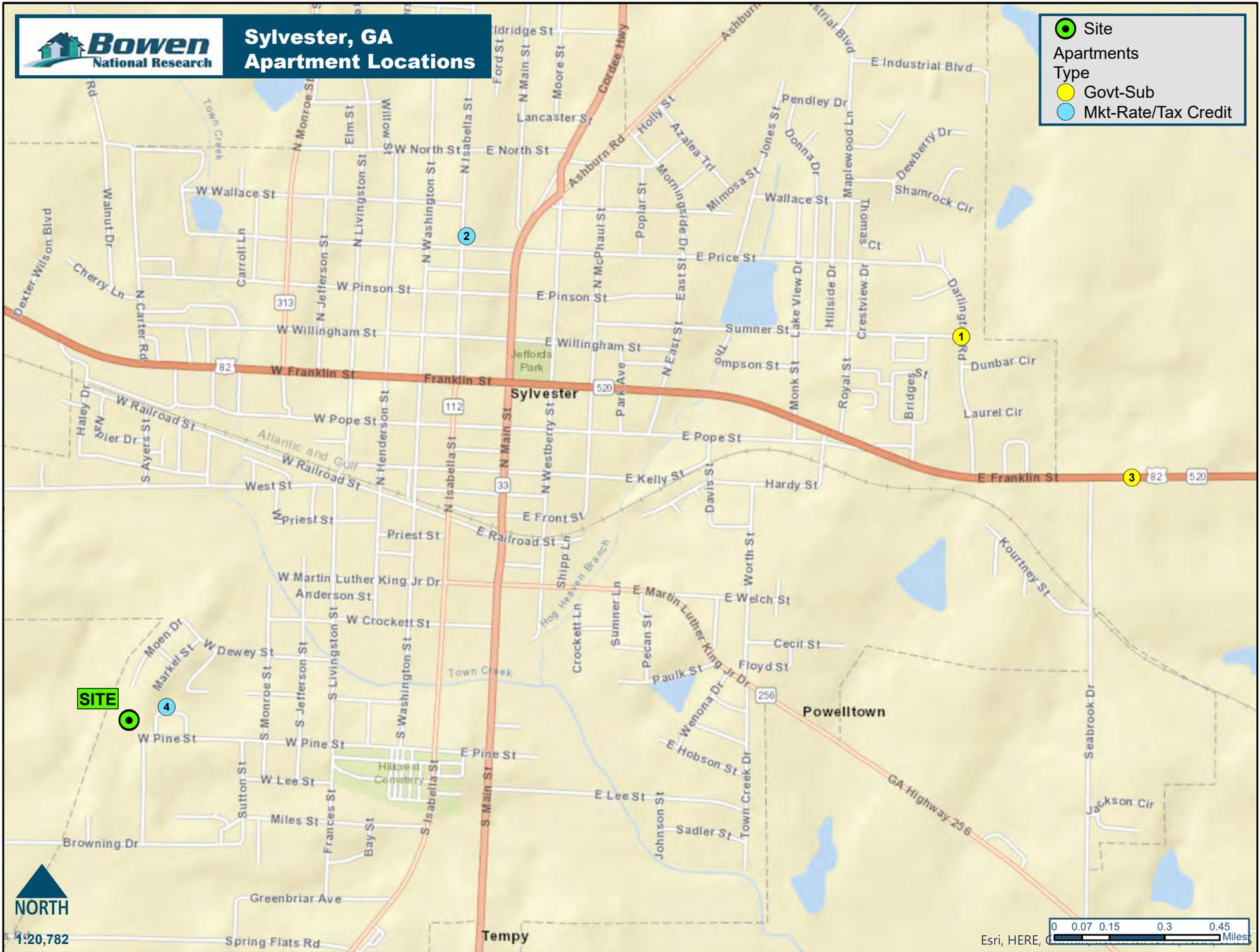
ADDENDUM A:

FIELD SURVEY OF
CONVENTIONAL RENTALS



Sylvester, GA Apartment Locations

- Site
- Apartments
- Type
 - Govt-Sub
 - Mkt-Rate/Tax Credit



1:20,782



Esri, HERE, C

Map ID	Property	Prop Type	Quality Rating	Year Built	Total Units	Vacant	Occ. Rate	Distance To Site*
1	Azalea Place Apts.	GSS	B-	1980	49	0	100.0%	3.1
2	Fullerton Square	MRT	B	2008	30	0	100.0%	1.9
3	Kingsway Apts.	GSS	B	1985	72	0	100.0%	3.1
4	Paradise Estates Apts.	MRT	B+	2011	50	0	100.0%	0.8
901	Albany Spring Senior Apts.	TAX	B+	1995	80	0	100.0%	20.4
904	Huntington Apts.	MRR	C+	1986	56	0	100.0%	23.7
905	Oaks at Carpenter	MRR	B	2014	68	3	95.6%	20.8
906	Pointe North Senior Village I	TAX	A	2015	59	0	100.0%	27.8
907	Pointe North Senior Village II	TAX	A	2017	46	0	100.0%	27.8

*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	Azalea Place Apts. 698 Sumner St., Sylvester, GA 31791	Contact: Adrienne (In Person) Phone: (229) 776-7621
	Total Units: 49 UC: 0 Occupancy: 100.0% Stories: 1 Year Built: 1980 BR: 1, 2 Vacant Units: 0 Waitlist: 30 HH; AR Year: Target Population: Senior 62+ Yr Renovated: Rent Special: Notes: RD 515, has RA (43 units); Does not accept HCV	
2	Fullerton Square 1107 N. Isabella St., Sylvester, GA 31791	Contact: Ms. Tracy (In Person) Phone: (229) 777-8074
	Total Units: 30 UC: 0 Occupancy: 100.0% Stories: 3 w/Elevator Year Built: 2008 BR: 1, 2 Vacant Units: 0 Waitlist: 50 HH; AR Year: Target Population: Senior 55+ Yr Renovated: Rent Special: Notes: Market-Rate (6 units); Tax Credit (24 units); HCV (13 units)	
3	Kingsway Apts. 1005 E. Franklin St., Adrienne, GA 31791	Contact: Adrienne (In Person) Phone: (229) 776-7621
	Total Units: 72 UC: 0 Occupancy: 100.0% Stories: 1,2 Year Built: 1985 BR: 1, 2 Vacant Units: 0 Waitlist: 114 HH; AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: RD 515, has RA (7 units); Does not accept HCV	
4	Paradise Estates Apts. 752 W Pine St., Sylvester, GA 31791	Contact: Beverly (In Person) Phone: (229) 777-0682
	Total Units: 50 UC: 0 Occupancy: 100.0% Stories: 1,2 Year Built: 2011 BR: 1, 2, 3, 4 Vacant Units: 0 Waitlist: 7-12 mos; AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Market-Rate (6 units); Tax Credit (44 units); HCV (2 units)	
901	Albany Spring Senior Apts. 1601 Radium Springs Rd., Albany, GA 31705	Contact: Barbara (In Person) Phone: (229) 438-9100
	Total Units: 80 UC: 0 Occupancy: 100.0% Stories: 1 Year Built: 1995 BR: 1, 2 Vacant Units: 0 Waitlist: 30 HH; AR Year: Target Population: Senior 62+ Yr Renovated: Rent Special: Notes: Tax Credit; HCV (40 units); HOME Funds (38 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	



904	Huntington Apts. 111 E 20th St, Tifton, GA 31794	Contact: Gloria Phone: (229) 386-8425	(In Person)
	 <p>Total Units: 56 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1986 BR: 1, 2 Vacant Units: 0 Waitlist: Target Population: Family AR Year: Rent Special: Yr Renovated: Notes: Does not accept HCV</p>		



905	Oaks at Carpenter 101 Oaks Forest Ln., Tifton, GA 31793	Contact: Ashley Phone: (229) 386-2066	(In Person)
	 <p>Total Units: 68 UC: 0 Occupancy: 95.6% Stories: 2 Year Built: 2014 BR: 2, 3 Vacant Units: 3 Waitlist: Target Population: Family AR Year: Rent Special: Yr Renovated: Notes: Does not accept HCV</p>		



906	Pointe North Senior Village I 2703 Pointe North Blvd., Albany, GA 31707	Contact: Amy Phone: (229) 420-3775	(In Person)
	 <p>Total Units: 59 UC: 0 Occupancy: 100.0% Stories: 3 w/Elevator Year Built: 2015 BR: 1, 2 Vacant Units: 0 Waitlist: 65 HH; AR Year: Target Population: Senior 55+ Yr Renovated: Rent Special: Notes: Tax Credit; HCV (5 units)</p>		



907	Pointe North Senior Village II 3025 N Pointe N Blvd., Albany, GA 31707	Contact: Amy Phone: (229) 420-3775	(In Person)
	 <p>Total Units: 46 UC: 0 Occupancy: 100.0% Stories: 1 Year Built: 2017 BR: 1, 2 Vacant Units: 0 Waitlist: 65 HH; AR Year: Target Population: Senior 55+ Yr Renovated: Rent Special: Notes: Tax Credits; HCV (6 units); Began preleasing 1/2017, opened 5/2017</p>		

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 Fullerton Square 1.9 miles to site



Address: 1107 N. Isabella St., Sylvester, GA 31791
 Phone: (229) 777-8074 Contact: Ms. Tracy (In Person)
 Property Type: Market Rate, Tax Credit
 Target Population: Senior 55+
 Total Units: 30 Year Built: 2008
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 3 (w/Elev)
 Waitlist: 50 HH;
 Rent Special:

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

Notes: Market-Rate (6 units); Tax Credit (24 units); HCV (13 units)



Features And Utilities

Utility Schedule Provided by: Georgia Department of Community Affairs

Utility Type & Responsibility: No landlord paid utilities;

Unit Amenities: Dishwasher; Disposal; Icemaker; Range; Refrigerator; Central AC; Patio/Deck; Ceiling Fan; E-Call System; W/D Hookup Only; Window Treatments; Flooring (Carpet)

Property Amenities: Business Center (Computer); Meeting Room; Gazebo; Elevator; Laundry Room; On-Site Management; Recreation Areas (Fitness Center, Picnic Table)

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	3	0	850	\$0.51	\$430	0%
1	1	G	6	0	850	\$0.40	\$338	50%
1	1	G	3	0	850	\$0.45	\$382	60%
2	1	G	3	0	1,100	\$0.42	\$460	0%
2	1	G	6	0	1,100	\$0.36	\$392	50%
2	1	G	9	0	1,100	\$0.39	\$430	60%

* Adaptive Reuse

4 Paradise Estates Apts. 0.8 miles to site



Address: 752 W Pine St., Sylvester, GA 31791
 Phone: (229) 777-0682 Contact: Beverly (In Person)
 Property Type: Market Rate, Tax Credit
 Target Population: Family
 Total Units: 50 Year Built: 2011 Ratings
 Vacant Units: 0 *AR Year: Quality: B+
 Occupancy: 100.0% Yr Renovated: Neighborhood: B
 Turnover: Stories: 1,2 Access/Visibility: B/B+
 Waitlist: 7-12 mos;
 Rent Special:

Notes: Market-Rate (6 units); Tax Credit (44 units); HCV (2 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; Microwave; Range; Refrigerator; Central AC; Patio/Deck; Ceiling Fan; W/D Hookup Only; W/D Included; Window Treatments; Flooring (Carpet)

Property Amenities: Pavilion; Laundry Room; On-Site Management; Recreation Areas (Fitness Center, Grill, Playground, Soccer, Tennis)

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	3	0	750	\$0.60	\$450	0%
1	1	G	1	0	750	\$0.22	\$168	30%
1	1	G	1	0	750	\$0.45	\$334	50%
1	1	G	2	0	750	\$0.49	\$364	60%
2	1	G	2	0	900	\$0.59	\$530	0%
2	1	G	2	0	900	\$0.21	\$193	30%
2	1	G	8	0	900	\$0.42	\$378	50%
2	1	G	8	0	900	\$0.45	\$408	60%
3	2	G	1	0	1,150	\$0.52	\$595	0%
3	2	G	11	0	1,150	\$0.36	\$412	50%
3	2	G	8	0	1,150	\$0.41	\$472	60%

* Adaptive Reuse

4 Unit Configuration- cont.								
Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
4	2	G	2	0	1,300	\$0.34	\$448	50%
4	2	G	1	0	1,300	\$0.41	\$535	60%

901 Albany Spring Senior Apts. 20.4 miles to site



Address: 1601 Radium Springs Rd., Albany, GA 31705
 Phone: (229) 438-9100 Contact: Barbara (In Person)
 Property Type: Tax Credit
 Target Population: Senior 62+
 Total Units: 80 Year Built: 1995
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 1
 Waitlist: 30 HH;
 Rent Special:

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

Notes: Tax Credit; HCV (40 units); HOME Funds (38 units)



Features And Utilities

Utility Schedule Provided by: Georgia Department of Community Affairs

Utility Type & Responsibility: Landlord pays Electric, Heat (Natural Gas), Hot Water (Natural Gas), Cooking (Natural Gas), Water, Sewer, Trash

Unit Amenities: Disposal; Range; Refrigerator; Central AC; Patio/Deck; Ceiling Fan; E-Call System; Window Treatments; Flooring (Carpet)

Property Amenities: Activity-Craft Room; Laundry Room; On-Site Management; Gated Community

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	35	0	660	\$0.75	\$494	50%
1	1	G	5	0	660	\$0.89	\$588	60%
2	1	G	35	0	840	\$0.71	\$593	50%
2	1	G	5	0	840	\$0.85	\$716	60%

* Adaptive Reuse

904 **Huntington Apts.** 23.7 miles to site



Address: 111 E 20th St, Tifton, GA 31794
 Phone: (229) 386-8425 Contact: Gloria (In Person)
 Property Type: Market Rate
 Target Population: Family
 Total Units: 56 Year Built: 1986
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 2
 Waitlist:
 Rent Special:

Ratings
 Quality: C+
 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 Water, Sewer, Trash

Unit Amenities: Dishwasher; Range; Refrigerator; Central AC; Balcony; Patio/Deck; Fireplace; W/D Hookup Only; Window Treatments; Flooring (Wood Laminate)

Property Amenities: Laundry Room; On-Site Management; Recreation Areas (Outdoor Swimming Pool, Tennis)

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	24	0	650	\$0.76	\$495	0%
2	1.5	T	32	0	1,025	\$0.58	\$595	0%

* Adaptive Reuse

905 Oaks at Carpenter 20.8 miles to site



Address: 101 Oaks Forest Ln., Tifton, GA 31793
 Phone: (229) 386-2066 Contact: Ashley (In Person)
 Property Type: Market Rate
 Target Population: Family
 Total Units: 68 Year Built: 2014
 Vacant Units: 3 *AR Year:
 Occupancy: 95.6% Yr Renovated:
 Turnover: Stories: 2
 Waitlist:
 Rent Special:

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

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; W/D Included; Window Treatments; Flooring (Hardwood)

Property Amenities: On-Site Management; Recreation Areas (Firepit, Grill, Outdoor Swimming Pool)

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	2	G	36	0	1,150	\$0.69	\$799	0%
3	2	G	32	3	1,250	\$0.72 - \$0.74	\$899 - \$925	0%

* Adaptive Reuse

906 Pointe North Senior Village I 27.8 miles to site



Address: 2703 Pointe North Blvd., Albany, GA 31707
 Phone: (229) 420-3775 Contact: Amy (In Person)
 Property Type: Tax Credit
 Target Population: Senior 55+
 Total Units: 59 Year Built: 2015
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 3 (w/Elev)
 Waitlist: 65 HH;
 Rent Special:

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

Notes: Tax Credit; HCV (5 units)



Features And Utilities

Utility Schedule Provided by: Georgia Department of Community Affairs
 Utility Type & Responsibility: No landlord paid utilities;

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

Property Amenities: Business Center (Computer); Activity-Craft Room; Elevator; Laundry Room; On-Site Management; Recreation Areas (Fitness Center)

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	7	0	719	\$0.49	\$355	50%
1	1	G	7	0	719	\$0.62	\$443	60%
2	1	G	24	0	950	\$0.43	\$404	50%
2	1	G	21	0	950	\$0.54	\$516	60%

* Adaptive Reuse

907 Pointe North Senior Village II 27.8 miles to site



Address: 3025 N Pointe N Blvd., Albany, GA 31707
 Phone: (229) 420-3775 Contact: Amy (In Person)
 Property Type: Tax Credit
 Target Population: Senior 55+
 Total Units: 46 Year Built: 2017
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 1
 Waitlist: 65 HH;
 Rent Special:

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

Notes: Tax Credits; HCV (6 units); Began preleasing 1/2017, opened 5/2017



Features And Utilities

Utility Schedule Provided by: Georgia Department of Community Affairs

Utility Type & Responsibility: Landlord pays Electric, Heat (Electric), Hot Water (Electric), Cooking (Electric), Water, Sewer, Trash

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

Property Amenities: Business Center (Computer); Activity-Craft Room; Laundry Room; On-Site Management; Recreation Areas (Fitness Center)

Parking Type: Surface Lot

Unit Configuration

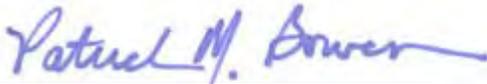
Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	11	0	750	\$0.55	\$414	50%
1	1	G	13	0	750	\$0.66	\$498	60%
2	1	G	16	0	975	\$0.51	\$498	50%
2	1	G	6	0	975	\$0.62	\$605	60%

* Adaptive Reuse

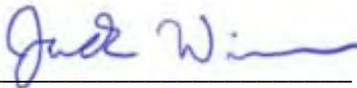
Addendum C – NCHMA Member Certification & Checklist

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 9, 2019



Jack Wiseman
Market Analyst
jackw@bowennational.com
Date: May 9, 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 Sylvester, Georgia by Village at Paradise Limited Partnership (owner).

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 four properties that offer market-rate units within and near the Sylvester Site PMA that we consider comparable in terms of unit and project amenities to the proposed subject development. These selected properties are used to derive market rent for a project with characteristics similar to the proposed subject development 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.
Site	Village at Paradise	2021	56	-	28 (-)	28 (-)	-
2	Fullerton Square	2008	6*	100.0%	3 (100.0%)	3 (100.0%)	-
4	Paradise Estates Apts.	2011	6*	100.0%	3 (100.0%)	2 (100.0%)	1 (100.0%)
904	Huntington Apts.	1986	56	100.0%	24 (100.0%)	32 (100.0%)	-
905	Oaks at Carpenter	2014	68	95.6%	-	36 (100.0%)	32 (90.6%)

Occ. – Occupancy

*Market-rate units only

900 series Map IDs located outside of Site PMA

The four selected market-rate projects have a combined total of 136 units with an overall occupancy rate of 97.8%, a strong rate for rental housing. This illustrates that these projects have been very 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 development.

Rent Comparability Grid

Unit Type →

ONE-BEDROOM

Subject		Comp #1		Comp #2		Comp #3		Comp #4	
Village at Paradise		Fullerton Square		Paradise Estates Apts.		Huntington Apts.		Oaks at Carpenter	
West Pine Street & Green Shutters Lane		1107 N. Isabella St.		752 W Pine St.		111 E 20th St		101 Oaks Forest Ln.	
Sylvester, GA		Sylvester, GA		Sylvester, GA		Tifton, GA		Tifton, GA	
A.	Rents Charged	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$430		\$450		\$495		\$799	
2	Date Surveyed	05/08/2019		04/18/2019		04/12/2019		04/15/2019	
3	Rent Concessions	None		None		None		None	
4	Occupancy for Unit Type	100%		100%		100%		100%	
5	Effective Rent & Rent/ sq. ft	\$430	0.51	\$450	0.60	\$495	0.76	\$799	0.69
B.	Design, Location, Condition	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	EE/2		WU/1,2		WU/2		WU/2	
7	Yr. Built/Yr. Renovated	2021		2011	\$10	1986	\$35	2014	\$7
8	Condition/Street Appeal	E		G	\$15	F	\$30	G	\$15
9	Neighborhood	G		G		G		G	
10	Same Market?	Yes		Yes		No	(\$25)	No	(\$40)
C.	Unit Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	1		1		1		2	(\$50)
12	# Baths	1		1		1		2	(\$30)
13	Unit Interior Sq. Ft.	689	(\$26)	750	(\$10)	650	\$6	1150	(\$74)
14	Balcony/Patio	N	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)
15	AC: Central/Wall	C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/Y	\$5	Y/Y		N/Y	\$5	Y/Y	
18	Washer/Dryer	HU/L		HU/L		L	\$10	HU	\$5
19	Floor Coverings	C/V		C		L		W	
20	Window Coverings	Y		Y		Y		Y	
21	Secured Entry	Y	\$3	N	\$3	N	\$3	N	\$3
22	Garbage Disposal	Y		Y		N	\$5	N	\$5
23	Ceiling Fans/E-Call System	Y/N	(\$5)	Y/N		N/N	\$5	Y/N	
D	Site Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		Y		Y		Y	
26	Security Features	Y	\$5	N	\$5	N	\$5	N	\$5
27	Community Space	Y		N	\$5	N	\$5	N	\$5
28	Pool/Recreation Areas	G	(\$2)	F/S/T	(\$8)	P/T	(\$10)	P	(\$7)
29	Computer/Business Center	Y		N	\$3	N	\$3	N	\$3
30	Picnic Area/Storage	Y/Y	\$5	Y/Y		N/N	\$8	Y/N	\$5
31	Library	N		N		N		N	
32	Social Services	Y	\$10	N	\$10	N	\$10	N	\$10
E.	Utilities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/G	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/G	
37	Other Electric	N		N		N		N	
38	Cold Water/Sewer	Y/Y	\$39	Y/Y		Y/Y		N/N	\$39
39	Trash/Recycling	Y/N	\$15	Y/N		Y/N		Y/N	
F.	Adjustments Recap	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	8	4	7	3	13	3	10	6
41	Sum Adjustments B to D	\$66	(\$38)	\$51	(\$23)	\$130	(\$40)	\$63	(\$206)
42	Sum Utility Adjustments	\$54						\$39	
		Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	\$82	\$158	\$28	\$74	\$90	\$170	(\$104)	\$308
G.	Adjusted & Market Rents	Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$512		\$478		\$585		\$695	
45	Adj Rent/Last rent		119%		106%		118%		87%
46	Estimated Market Rent	\$570	\$0.83 ←	Estimated Market Rent/ Sq. Ft					

Rent Comparability Grid

Unit Type →

TWO-BEDROOM

Subject		Comp #1		Comp #2		Comp #3		Comp #4	
Village at Paradise		Fullerton Square		Paradise Estates Apts.		Huntington Apts.		Oaks at Carpenter	
West Pine Street & Green Shutters Lane		1107 N. Isabella St.		752 W Pine St.		111 E 20th St		101 Oaks Forest Ln.	
Sylvester, GA		Sylvester, GA		Sylvester, GA		Tifton, GA		Tifton, GA	
A.	Rents Charged	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$460		\$530		\$595		\$799	
2	Date Surveyed	05/08/2019		04/18/2019		04/12/2019		04/15/2019	
3	Rent Concessions	None		None		None		None	
4	Occupancy for Unit Type	100%		100%		100%		100%	
5	Effective Rent & Rent/ sq. ft	\$460	0.42	\$530	0.59	\$595	0.58	\$799	0.69
B.	Design, Location, Condition	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	EE/2		WU/1,2		TH/2		WU/2	
7	Yr. Built/Yr. Renovated	2021		2011	\$10	1986	\$35	2014	\$7
8	Condition/Street Appeal	E		G	\$15	F	\$30	G	\$15
9	Neighborhood	G		G		G		G	
10	Same Market?	Yes		Yes		No	(\$30)	No	(\$40)
C.	Unit Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	2		2		2		2	
12	# Baths	1		1		1.5	(\$15)	2	(\$30)
13	Unit Interior Sq. Ft.	893	(\$30)	900	(\$1)	1025	(\$19)	1150	(\$37)
14	Balcony/Patio	N	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)
15	AC: Central/Wall	C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/Y	\$5	Y/Y		N/Y	\$5	Y/Y	
18	Washer/Dryer	HU/L		HU/L		HU/L		HU	\$5
19	Floor Coverings	C/V		C		L		W	
20	Window Coverings	Y		Y		Y		Y	
21	Secured Entry	Y	\$3	N	\$3	N	\$3	N	\$3
22	Garbage Disposal	Y		Y		N	\$5	N	\$5
23	Ceiling Fans/E-Call System	Y/N	(\$5)	Y/N		N/N	\$5	Y/N	
D	Site Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		Y		Y		Y	
26	Security Features	Y	\$5	N	\$5	N	\$5	N	\$5
27	Community Space	Y		Y		N	\$5	N	\$5
28	Pool/Recreation Areas	G	(\$2)	F/S/T	(\$8)	P/T	(\$10)	P	(\$7)
29	Computer/Business Center	Y		N	\$3	N	\$3	N	\$3
30	Picnic Area/Storage	Y/Y	\$5	Y/Y		N/N	\$8	Y/N	\$5
31	Library	N		N		N		N	
32	Social Services	Y	\$10	N	\$10	N	\$10	N	\$10
E.	Utilities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/G	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/G	
37	Other Electric	N		N		N		N	
38	Cold Water/Sewer	Y/Y	\$48	Y/Y		Y/Y		N/N	\$48
39	Trash/Recycling	Y/N	\$15	Y/N		Y/N		Y/N	
F.	Adjustments Recap	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	8	4	7	3	11	5	10	5
41	Sum Adjustments B to D	\$66	(\$42)	\$51	(\$14)	\$114	(\$79)	\$63	(\$119)
42	Sum Utility Adjustments	\$63						\$48	
		Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	\$87	\$171	\$37	\$65	\$35	\$193	(\$8)	\$230
G.	Adjusted & Market Rents	Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$547		\$567		\$630		\$791	
45	Adj Rent/Last rent		119%		107%		106%		99%
46	Estimated Market Rent	\$665	\$0.74 ←	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 \$570 for a one-bedroom unit and \$665 for a two-bedroom unit, which are illustrated as follows:

Bedroom Type	Proposed Collected Rent (AMHI)	Achievable Market Rent	Market Rent Advantage
One-Bedroom	\$360 (50%)	\$570	36.8%
	\$460 (60%)		19.3%
	\$560 (70%)		1.8%
Two-Bedroom	\$428 (50%)	\$665	35.6%
	\$528 (60%)		20.6%
	\$628 (70%)		5.6%

The proposed collected rents represent market rent advantages ranging from 1.8% to 36.8%, depending on bedroom type and targeted income level. Typically, Tax Credit rents up to 60% of AMHI are set near 10% or more below achievable market rents to ensure that the project will have a sufficient flow of tenants, while higher targeted income levels do not necessarily need to represent a market rent advantage, depending on specific market parameters. Given the limited number of market-rate apartments identified within the Sylvester market and the fact that all units surveyed are occupied, it is likely that rents targeting income levels higher than 60% of AMHI can be set at or near the corresponding achievable market rent levels and still represent a value to moderate income households within the Site PMA. Combined with the fact that a sufficient base of demographic support exists for all subject unit types to be offered at their proposed rent levels, we believe that they are appropriately positioned to be marketable within the 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 an adjustment for the one property that we consider to have an inferior quality compared to the subject development.
9. One of the selected properties is located in a less 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 Sylvester Site PMA in Tifton and Albany. The Tifton and Albany markets are larger than Sylvester in terms of population, community services and apartment selections. Given the differences in markets, the rents that are achievable in Tifton and Albany will not directly translate to the Sylvester market. Therefore, we have adjusted each collected rent at the two comparable projects located in Tifton and Albany by approximately 5.0% to account for these market differences.
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-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 subject project will offer a unit amenity package generally superior to those offered at the selected properties. We have made adjustments for features lacking at the selected properties, and in some cases, we have made adjustments for features the subject property does not offer.

- 24.-32. 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.
- 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.