

**A MARKET CONDITIONS AND
PROJECT EVALUATION SUMMARY
OF:**

**McDONOUGH
SENIOR NEW
CONSTRUCTION**

A MARKET CONDITIONS AND PROJECT EVALUATION SUMMARY OF:

McDONOUGH SENIOR NEW CONSTRUCTION

150 S Zack Hinton Parkway
McDonough, Henry County, Georgia 30253

Effective Date: February 8, 2020
Report Date: March 28, 2020

Prepared for:
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March 28, 2020

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Re: Application Market Study for McDonough Senior New Construction, located in McDonough, Henry County, Georgia.

Dear Mr. Hodge:

At your request, Novogradac Consulting LLP performed a study of the multifamily rental market in the McDonough, Henry County, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project.

The purpose of this market study is to assess the viability of the proposed 182-unit senior LIHTC project. It will be a newly constructed affordable LIHTC project, with 182 revenue generating units, restricted to senior households ages 55 and older earning 60 percent of the Area Median Income (AMI) or less. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions.

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

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

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

This report contains, to the fullest extent possible and practical, explanations of the data, reasoning, and analyses that were used to develop the opinions contained herein. The report also includes a thorough analysis of the scope of the study, regional and local demographic and economic studies, and market analyses including conclusions. The depth of discussion contained in the report is specific to the needs of the client. Information included in this report is accurate and the report can be relied upon by DCA as a true assessment

BRANDON HODGE
DOMINIUM
MARCH 28, 2020

of the low-income housing rental market. This report is completed in accordance with DCA market study guidelines. We inform the reader that other users of this document may underwrite the LIHTC rents to a different standard than contained in this report.

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

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

Respectfully submitted,
Novogradac Consulting LLP



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A. EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

1. Project Description

McDonough Senior New Construction (Subject) will be a newly constructed senior, ages 55 and older, multifamily LIHTC rental property located at 150 S Zack Hinton Parkway in McDonough, Henry County, Georgia, which will consist of one four-story, elevator-serviced, residential building and four single-story cottage-style buildings.

The following table illustrates the proposed unit mix.

PROPOSED RENTS								
Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2019 LIHTC Maximum Allowable Gross Rent	2019 HUD Fair Market Rents	
@60%								
1BR / 1BA	750	78	\$796	\$101	\$897	\$897	\$1,025	
2BR / 2BA	1,000	72	\$950	\$127	\$1,077	\$1,077	\$1,167	
2BR / 2BA	1,150	16	\$949	\$128	\$1,077	\$1,077	\$1,167	
3BR / 2BA	1,250	16	\$1,082	\$161	\$1,243	\$1,243	\$1,489	
		182						

Notes (1) Source of Utility Allowance provided by DCA - North Region, effective 1/1/2019.

The Subject's proposed rents at the 60 percent of AMI level are at the maximum allowable levels. The completed Subject will offer similar to slightly inferior in-unit amenities in comparison to the LIHTC comparable properties and superior property amenities. Overall, we believe the Subject's unit amenities will be competitive in the market. Notable property amenities offered by Subject include an exercise facility, media room, and community WiFi. Overall, we believe the Subject's property amenities will be competitive in the market.

2. Site Description/Evaluation

The Subject site is located east of South Zack Hinton Parkway. The Subject site is currently vacant wooded land. North of the Subject site consist of vacant wooded land, which is proposed by the developer of the Subject for a 288-unit family LIHTC multifamily development by the client, which will be owned by a different partnership and development entity from the Subject, followed by McDonough High School and McDonough Middle School, both of which exhibit excellent condition. Further north consists of a post office in average condition and Woodlawn Park Apartments, a market rate multifamily development in average overall condition, followed a bank, fire department, police department, and single-family homes, all of which exhibit generally average overall condition. To the east consists of vacant wooded land followed by single-family homes in good to excellent condition and a commercial uses, including a Publix grocery store and Walgreens Pharmacy, which exhibit generally average overall condition. To the south consists of commercial uses along Racetrack Road in average overall condition, in addition to Greystone of McDonough, a multifamily LIHTC development in average condition. Further to the south consists of single-family homes and townhouses in good to excellent condition. To the west consists of vacant land followed by Richard Craig Park, which included tennis courts and baseball fields in average condition. Further to the west, along Macon Street, consist of a cemetery and commercial uses in average overall condition. The Subject site is considered "Car-Dependent" by Walkscore with a rating of 35 out of 100. The uses surrounding the Subject range from average to excellent condition. The Subject site is located in a mixed-use neighborhood, with many single-family homes and commercial uses nearby. The Subject's locational amenities are located within 7.3 miles of the Subject site. The Subject site is considered an excellent building site for rental housing given its close proximity to commercial uses, major arteries, and new construction residential development.

3. Market Area Definition

The Primary Market Area (PMA) is defined as the as the city of McDonough, in addition to the cities of Locust Grove, Blacksville, Flippen, Ola, Hampton, Stockbridge, and Jonesboro. The PMA is bounded to the north by Lake Harbin Road, Rex Road, and the Henry/Rockdale County line; to the east by Henry/Newton County line; to the south by the Henry/Butts County line and the Henry/Spalding County line; to the west by GA-41. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North:	15.3 miles
East:	12.2 miles
South:	9.7 miles
West:	15.3 miles

The PMA was defined based on interviews with the local housing authority and property managers at comparable properties. Many property managers indicated that a significant portion of their tenants come from out of state. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2019 market study guidelines, we do not account for leakage in our demand analysis found later in this report. The farthest PMA boundary from the Subject is approximately 15.3 miles. The SMA is defined as the Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area (MSA), which consists of 30 counties in northwest Georgia and encompasses 8,726 square miles.

4. Community Demographic Data

Between 2010 and 2019 there was approximately 1.5 percent annual population growth in the PMA and 1.4 percent annual population growth in the MSA. The population is expected to increase by 1.6 percent annually to 301,047 by June 2022. The senior population in the PMA is currently 67,903 and is projected to be 73,721 by June 2022. The Subject will target tenants earning between \$26,910 and \$38,280. The percentage of senior renter households in the PMA increased from 11.1 percent to 19.0 percent between 2000 and 2019. This is slightly more than the estimated 15 percent of senior renter households across the nation. The percentage of senior renters is projected to decrease slightly over the next five years, while the number of senior renters is projected to increase over the same time period. The increasing number of senior renter households in the PMA bodes well for the Subject’s development, as well as the large senior household sizes.

According to *RealtyTrac* statistics, one in every 2,541 housing units nationwide was in some stage of foreclosure as of August 2019. The town of McDonough is experiencing a foreclosure rate of one in every 1,682 homes, while Henry County is experiencing foreclosure rate of one in every 1,297 homes and Georgia experienced one foreclosure in every 2,417 housing units. Overall, McDonough is experiencing a slightly higher foreclosure rate relative to the nation and state of Georgia. However, the foreclosure rate in McDonough is still low relative to market conditions in the years past, and is indicative of a healthy housing market. The Subject’s neighborhood does not have a significant amount of abandoned or vacant structures that would impact the marketability of the Subject.

5. Economic Data

Employment in the PMA is concentrated in the transportation/warehousing, healthcare/social assistance, and retail trade industries, which collectively comprise 36.3 percent of local employment. The large share of PMA employment in retail trade is notable as this industry is historically volatile, and prone to contraction during economic downturns. However, the PMA also has a significant share of employment in the healthcare industry, which is historically known to exhibit greater stability during recessionary periods. Employment in the MSA recovered and surpassed pre-recessionary levels in 2015, a year after the overall nation. Since 2012, job growth in the MSA generally exceeded the nation. As of December 2019, total employment in the MSA is at a post-recessionary record and increasing at an annualized rate of 1.9 percent, compared to 1.3 percent across the overall nation. Since 2012, the MSA generally experienced a higher unemployment rate compared to the

overall nation. According to the most recent labor statistics, the unemployment rate in the MSA is 2.7 percent, lower than the current national unemployment rate of 3.4 percent. Overall, the local economy appears to have fully recovered from the national recession and entered into an expansionary phase.

6. Project-Specific Affordability and Demand Analysis

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

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Proposed Rents
1BR @60%	\$26,790	\$38,280	78	443	8	435	17.9%	\$796
2BR @60%	\$32,250	\$38,280	88	382	36	346	25.4%	\$949
3BR @60%	\$37,230	\$38,280	16	61	0	61	26.4%	\$1,082
Overall	\$26,790	\$38,280	182	885	44	841	21.6%	-

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

7. Competitive Rental Analysis

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes 14 “true” comparable properties containing 2,446 units.

The availability of LIHTC data is considered good; there are eleven existing LIHTC properties in the PMA. There are five LIHTC properties in the PMA serving senior tenants, all of which were included as comparables. We included five existing LIHTC properties that target seniors, in addition to four existing LIHTC properties that targets families, although these properties reported some senior tenants. The comparable LIHTC properties are all located in the PMA, between 0.5 and 8.5 miles of the proposed Subject.

The availability of market rate data is considered good. The Subject is located in McDonough and there are many market rate properties in the area. We included seven market rate properties located between 0.5 and 5.0 miles from the Subject site, all of which are located within the PMA. These comparables were built or renovated between the 2002 and 2017. Overall, we believe the market rate properties we used in our analysis are the most comparable. Other market rate properties were excluded based on proximity, condition, and unit mix. There are no age-restricted market rate properties in the PMA.

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

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

SUBJECT COMPARISON TO COMPARABLE RENTS

Unit Type	Rent Level	Subject Pro Forma Rent	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR / 1BA	@60%	\$796	\$593	\$1,539	\$988	19.4%
2BR / 2BA	@60%	\$950	\$615	\$1,746	\$1,120	15.2%
2BR / 2BA	@60%	\$949	\$615	\$1,746	\$1,120	15.3%
3BR / 2BA	@60%	\$1,082	\$785	\$1,911	\$1,376	21.4%

As illustrated, the Subject’s proposed 60 percent rents are well below the surveyed average when compared to the comparables, both LIHTC and market rate. These rents offer an advantage of 15.2 to 21.4 percent over the surveyed average of the comparable properties. Further Subject’s proposed rents at the 60 percent AMI levels are also below the surveyed range of unrestricted rents in the market.

Preston Creek Apartments is achieving the highest one two, and three-bedroom unrestricted rents in the market. The Subject will be slightly inferior to Preston Creek Apartments. Preston Creek Apartments was built in 2002 and exhibits good condition, which is slightly inferior to the anticipated excellent condition of the Subject. Preston Creek Apartments is located 2.2 miles from the Subject and offers a similar location. Preston Creek Apartments offers similar property amenities when compared to the Subject as it lacks media room and recreational area, which the Subject will offer, though it has a tennis court and volleyball court, which the Subject will not offer. Preston Creek Apartments offers similar to slightly superior in-unit amenities in comparison to the Subject, as it offers ceiling fans, fireplaces and attached garages on select units. This property offers similar to superior unit sizes when compared to the proposed Subject. The lowest one, two, and three-bedroom unrestricted rents at Preston Creek Apartments are approximately 28 to 36 percent higher than the Subject’s one, two and three-bedroom rents at 60 percent of AMI. Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer an advantage when compared to the average rents being achieved at comparable properties.

8. Absorption/Stabilization Estimate

We were able to obtain absorption data from two of the comparables; as such, we expanded our search to include one LIHTC property located just outside of the PMA in Hampton. The following table illustrates our findings.

ABSORPTION

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Madison Heights I	LIHTC	Family	2018	121	30
Red Oak Village*	LIHTC	Senior	2017	60	30
Springs At Mcdonough*	Market	Family	2017	268	17
Average				150	26

*Utilized as a comparable

As illustrated in the previous table, the comparables reported absorption rates ranging from 17 to 30 units per month, with an overall average of 26 units per month. The LIHTC comparables both reported an absorption rate of 30 units per month. Per DCA guidelines, we calculate the absorption to 93 percent occupancy. Based on the low LIHTC vacancy rate and waiting lists at the LIHTC comparable properties, we believe that the Subject’s units could reasonably expect to lease 24 to 25 units per month. At this rate, the Subject would reach a stabilized occupancy of 93 percent within six to seven months.

9. Overall Conclusion

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. There is strong demand for affordable housing in the market at

this time, as evidenced by the overall low vacancy rates at the affordable properties surveyed. Additionally, all of the comparable senior LIHTC properties reported extensive waiting lists. The LIHTC properties report extensive waiting lists up three years or 300 households in length. This indicates there is ample demand for additional affordable housing in the market. The Subject's proposed rents at the 60 percent AMI level are also below the surveyed range of unrestricted rents in the market. Overall, we believe the Subject will perform well in the market based on the strong reported demand. We believe the Subject will not have a long term impact on the existing affordable properties. We also believe the Subject will fill a void in the market for age-restricted units.

MCDONOUGH SENIOR NEW CONSTRUCTION – MCDONOUGH, GEORGIA – MARKET STUDY

Summary Table:

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

Development Name:	<u>Mcdonough Senior New Construction</u>	Total # Units:	<u>182</u>
Location:	<u>150 S Zack Hinton Pkwy Mcdonough, GA 30253</u>	# LIHTC Units:	<u>182</u>
PMA Boundary:	<u>North: Lake Harbin Rd, Rex Rd, and the Henry/Rockdale County line; East: Henry/Newton County line; West: GA-41</u>		
South:	<u>Henry/Butts County line and the Henry/Spalding County line</u>	Farthest Boundary Distance to Subject:	<u>15.3 miles</u>

Rental Housing Stock (found on page 55)

Type	# Properties*	Total Units	Vacant Units	Average Occupancy
All Rental Housing	44	8,625	495	94.3%
Market-Rate Housing	33	7,451	485	93.5%
Assisted/Subsidized Housing not to include LIHTC	2	230	0	100.0%
LIHTC	9	944	10	98.9%
Stabilized Comps	14	2,446	93	96.2%
Properties in Construction & Lease Up	2p	230	N/A	N/A

*Only includes properties in PMA

Subject Development					Average Market Rent*			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
78	1BR at 60% AMI	1	750	\$796	\$999	\$1.33	26%	\$1,507	\$2.15
72	2BR at 60% AMI	2	1,000	\$950	\$1,101	\$1.10	16%	\$1,731	\$1.82
16	2BR at 60% AMI	2	1,150	\$949	\$1,101	\$0.96	16%	\$1,731	\$1.57
16	3BR at 60% AMI	2	1,250	\$1,082	\$1,425	\$1.14	32%	\$1,898	\$2.15

Demographic Data (found on page 29)

	2010		2019		June 2022	
Renter Households	5,071	5.73%	6,978	5.08%	7,682	4.86%
Income-Qualified Renter HHS (LIHTC)	715	14.09%	983	14.09%	1,083	14.09%

Targeted Income-Qualified Renter Household Demand (found on pages 49 to 52)

Type of Demand	@60%	-	-	Market-rate	Other: __	Overall*
Renter Household Growth	48	0	0	0	-	48
Existing Households (Overburdened + Substandard)	423	0	0	0	-	423
Homeowner conversion (Seniors)	674	0	0	0	-	674
Total Primary Market Demand	1,144	0	0	0	-	1144
Less Comparable/Competitive Supply	44	0	0	0	-	44
Adjusted Income-qualified Renter HHS**	1,100	0	0	0	-	1,100

Capture Rates (found on page 52)

Targeted Population	@60%	-	-	Market-rate	Other: __	Overall
Capture Rate:	21.6%	-	-	-	-	21.6%

*Includes LIHTC and unrestricted (when applicable)

**Not adjusted for demand by bedroom-type.

B. PROJECT DESCRIPTION

PROJECT DESCRIPTION

1. **Project Address and Development Location:** The Subject site is located at 150 S Zack Hinton Parkway, McDonough, Henry County, Georgia 30253. The Subject site is currently vacant.
2. **Construction Type:** The Subject will consist of one four-story, elevator-serviced, residential building and four single-story cottage-style buildings. The Subject will be new construction.
3. **Occupancy Type:** Housing for Older Persons ages 55 and older.
4. **Special Population Target:** None.
5. **Number of Units by Bedroom Type and AMI Level:** See following property profile.
6. **Unit Size, Number of Bedrooms and Structure Type:** See following property profile.
7. **Rents and Utility Allowances:** See following property profile.
8. **Existing or Proposed Project-Based Rental Assistance:** See following property profile.
9. **Proposed Development Amenities:** See following property profile.

PROPOSED RENTS

Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2019 LIHTC Maximum Allowable Gross Rent	2019 HUD Fair Market Rents	
@60%								
1BR / 1BA	750	78	\$796	\$101	\$897	\$897	\$1,025	
2BR / 2BA	1,000	72	\$950	\$127	\$1,077	\$1,077	\$1,167	
2BR / 2BA	1,150	16	\$949	\$128	\$1,077	\$1,077	\$1,167	
3BR / 2BA	1,250	16	\$1,082	\$161	\$1,243	\$1,243	\$1,489	
		182						

Notes (1) Source of Utility Allowance provided by DCA - North Region, effective 1/1/2019.

MCDONOUGH SENIOR NEW CONSTRUCTION – MCDONOUGH, GEORGIA – MARKET STUDY

Mcdonough Senior New Construction	
Location	150 S Zack Hinton Pkwy Mcdonough, GA 30253 Henry County
Units	182
Type	Various (age-restricted) (4 stories)
Year Built / Renovated	2022 / n/a
Tenant Characteristics	Senior 55+



Market			
Program	@60%		
Utilities			
A/C	not included – central	Other Electric	not included
Cooking	not included – electric	Water	not included
Water Heat	not included – electric	Sewer	not included
Heat	not included – electric	Trash Collection	included

Unit Mix (face rent)												
Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?	
1	1	Lowrise (4 stories)	78	750	\$796	\$0	@60%	n/a	N/A	N/A	Yes	
2	2	Lowrise (4 stories)	72	1,000	\$950	\$0	@60%	n/a	N/A	N/A	Yes	
2	2	One-story	16	1,150	\$949	\$0	@60%	n/a	N/A	N/A	Yes	
3	2	One-story	16	1,250	\$1,082	\$0	@60%	n/a	N/A	N/A	Yes	

Amenities			
In-Unit	Balcony/Patio Blinds Carpet/Hardwood Central A/C Coat Closet Dishwasher Garbage Disposal Grab Bars Hand Rails Microwave Oven Refrigerator Walk-In Closet Washer/Dryer hookup	Security	Intercom (Buzzer) Limited Access Video Surveillance
Property	Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Courtyard Elevators Exercise Facility Central Laundry Off-Street Parking On-Site Management Picnic Area Recreation Areas Service Coordination Theatre Wi-Fi	Premium	Hairdresser / Barber
Services	none	Other	Library, granite countertops

Scope of Renovations:	The Subject will be new construction.
Placed in Service Date:	Construction on the Subject is expected to begin in December 2020 and be completed in June 2022. We will utilize 2022 as the market entry year for demographic purposes according to the DCA Market Study Manual.
Conclusion:	The Subject will be an excellent-quality four-story apartment complex and single-story cottages, superior to most of the inventory in the area. As new construction, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical deterioration.

C. SITE EVALUATION

PROJECT DESCRIPTION

1. **Date of Site Visit and Name of Inspector:** Brian Neukam visited the site on February 8, 2020.

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

Frontage: The Subject site has frontage along the east side of South Zack Hinton Parkway.

Visibility/Views: The Subject will have good visibility from the east side of South Zack Hinton Parkway. Views to the north of the site will consist of vacant wooded land, which is proposed by the Subject developer for a 288-unit LIHTC multifamily development. Views to east will consists of vacant wooded land. Views to the south will consist of vacant wooded land, Greystone at McDonough, a 56-unit LIHTC multifamily development, and commercial uses, all in average condition. Views to the west will consist of vacant land. Visibility is considered good.

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



Source: Google Earth, March 2020

The Subject site is located east of South Zack Hinton Parkway. The Subject site is currently vacant wooded land. North of the Subject site consist of vacant wooded land, which is proposed by the developer of the Subject for a 288-unit LIHTC multifamily development, which will be owned by a different partnership and development entity from the Subject. Further north consists of McDonough High School and McDonough Middle School, both of which exhibit excellent condition. To the east consists of vacant wooded land followed by single-family homes in good to excellent condition and a commercial uses, including a Publix grocery store and Walgreens Pharmacy, which exhibit generally average overall condition. To the south consists of commercial uses along Racetrack Road in average overall condition, in addition to Greystone of McDonough, a multifamily LIHTC development in average condition. Further to the south consists of single-family homes and townhouses in good to excellent condition. To the west consists of vacant land followed by Richard Craig Park, which included tennis courts and baseball fields in average condition. Further to the west, along Macon Street, consist of a cemetery and commercial uses in average overall condition. The Subject site is considered “Car-Dependent” by *Walkscore* with a rating of 35 out of 100. The uses surrounding the Subject range from average to excellent condition. The Subject site is located in a mixed-use neighborhood, with many single-family homes and commercial uses nearby. The Subject’s locational amenities are located within 7.3 miles of the Subject site. The Subject site is considered an excellent building site for rental housing given its close proximity to commercial uses, major arteries, and new construction residential development.

Positive/Negative Attributes of Site:

The Subject’s close proximity to retail and other necessary uses, as well as its surrounding residential uses, which are in average to excellent condition, are considered positive attributes of the Subject site. The Subject site is located within one mile of a grocery store, pharmacy, post office, bank, park, library, police department, and fire department. The single-family homes east the Subject site are in excellent condition.

3. Physical Proximity to Locational Amenities:

The Subject is located within 7.3 miles of all locational amenities.

4. Pictures of Site and Adjacent Uses:

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



Subject site



Subject site



Subject site



Subject site



View north along S Zack Hinton Parkway



View south along S Zack Hinton Parkway



View of vacant land to the west



View of vacant land to the west



View of Salvation Army to the south



View of house of worship to the south



View of commercial/office space to the south



View of commercial/retail space to the south



View of townhomes to the south



View of fourplexes to the south



View of commercial/office to the southwest



View of Dollar General to the southwest



View of commercial/retail to the southwest



View of McDonough High School to the north



View of McDonough Middle School to the north



View of nearby post office to the north



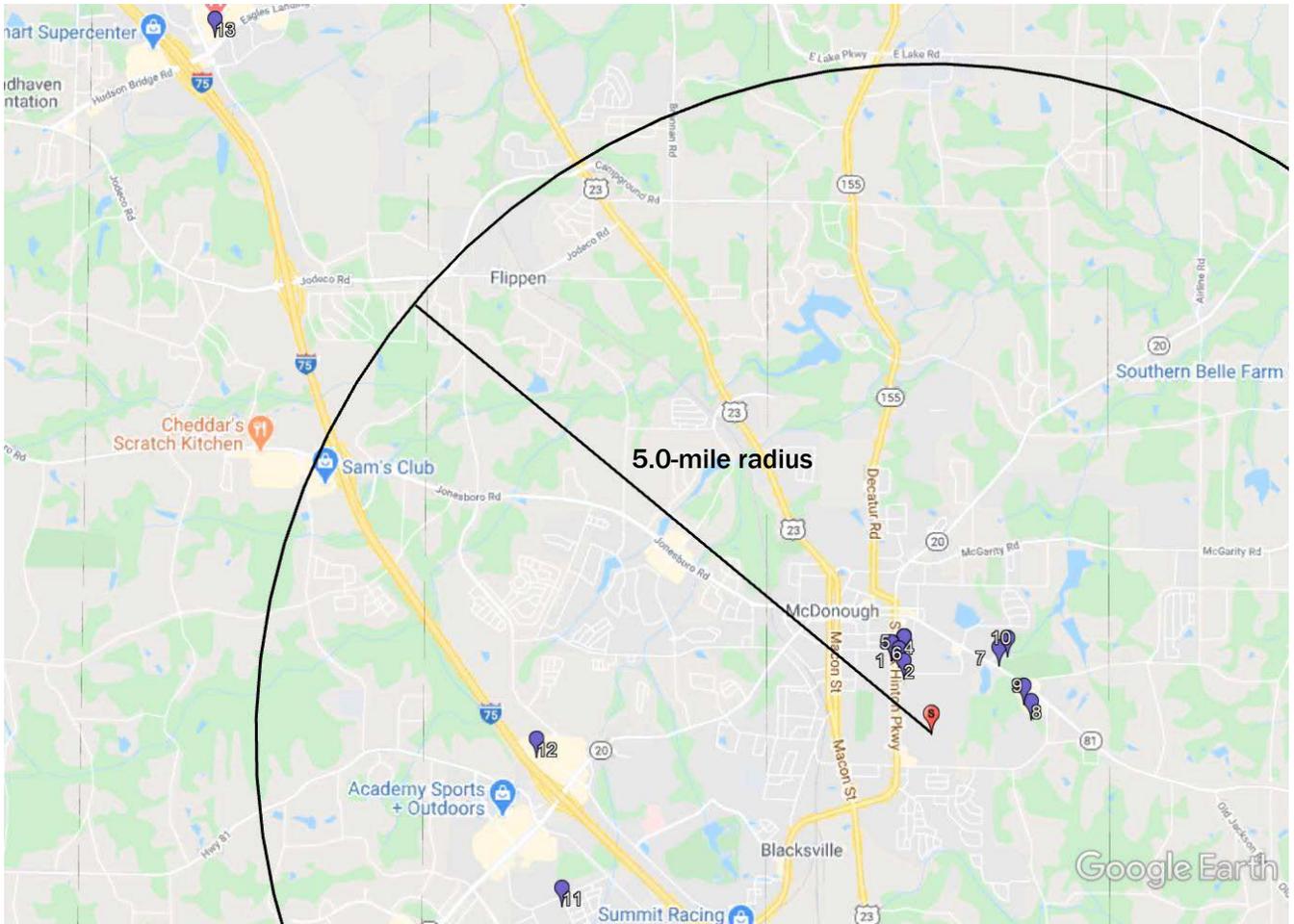
View of nearby pharmacy to the east



View of nearby grocery store to the east

5. Proximity to Locational Amenities:

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



Source: Google Earth, March 2020

LOCATIONAL AMENITIES

Map #	Service or Amenity	Distance from Subject (Driving)
1	Wells Fargo Bank	0.5 miles
2	Post Office	0.5 miles
3	Police Department	0.6 miles
4	Fire Department	0.6 miles
5	Richard Craig Park	0.6 miles
6	Venture Medical Associates	0.6 miles
7	Public Library	0.9 miles
8	Publix Grocery	1.0 miles
9	Walgreens Pharmacy	1.0 miles
10	Heritage Senior Center	1.0 miles
11	Park And Ride	2.7 miles
12	Walmart Supercenter	2.7 miles
13	Piedmont Henry Hospital	7.3 miles

6. Description of Land Uses

The Subject site is located east of South Zack Hinton Parkway. The Subject site is currently vacant wooded land. North of the Subject site consist of vacant wooded land, which is proposed by the developer of the Subject for a 288-unit LIHTC multifamily development, which will be owned by a different partnership and development entity from the Subject. Further north consists of McDonough High School and McDonough Middle School, both of which exhibit excellent condition. To the east consists of vacant wooded land followed by single-family homes in good to excellent condition and a commercial uses, including a Publix grocery store and Walgreens Pharmacy, which exhibit generally average overall condition. To the south consists of commercial uses along Racetrack Road in average overall condition, in addition to Greystone of McDonough, a multifamily LIHTC development in average condition. Further to the south consists of single-family homes and townhouses in good to excellent condition. To the west consists of vacant land followed by Richard Craig Park, which included tennis courts and baseball fields in average condition. Further to the west, along Macon Street, consist of a cemetery and commercial uses in average overall condition. The Subject site is considered “Car-Dependent” by Walkscore with a rating of 35 out of 100. The uses surrounding the Subject range from average to excellent condition. The Subject site is located in a mixed-use neighborhood, with many single-family homes and commercial uses nearby. The Subject’s locational amenities are located within 7.3 miles of the Subject site. The Subject site is considered an excellent building site for rental housing given its close proximity to commercial uses, major arteries, and new construction residential development.

7. Crime:

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

2019 CRIME INDICES

	PMA	MSA
Total Crime*	113	139
Personal Crime*	83	130
Murder	89	155
Rape	82	88
Robbery	86	163
Assault	81	118
Property Crime*	117	140
Burglary	129	147
Larceny	112	134
Motor Vehicle Theft	129	178

Source: Esri Demographics 2019, Novogradac Consulting LLP, March 2020

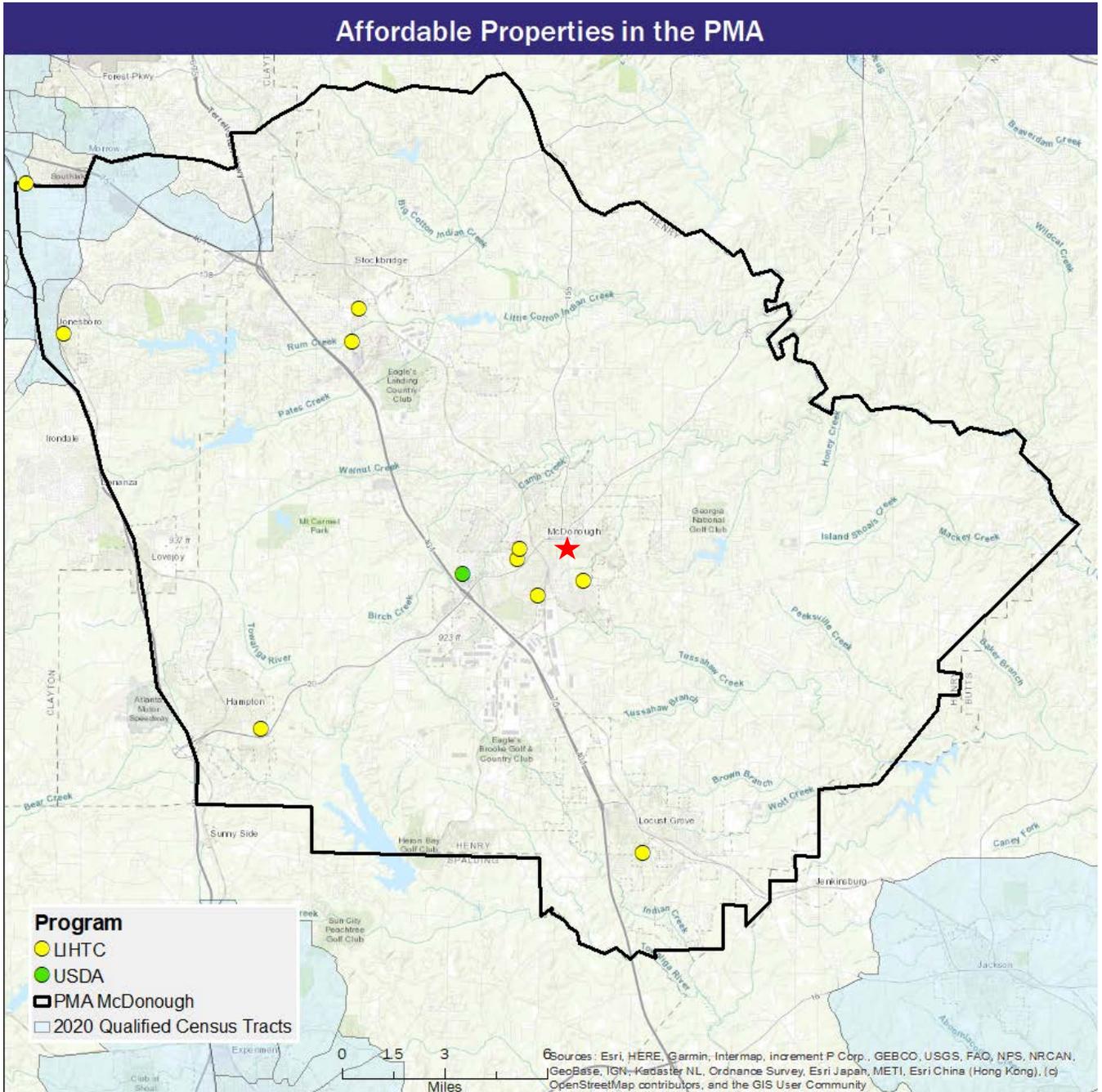
*Unweighted aggregations

Total crime risk indices in the PMA are above the national average and below the MSA. In terms of security features, the Subject will offer limited access and video surveillance. All of the surveyed developments offer some form of security. The Subject’s security features will be similar to the existing features in the market.

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

AFFORDABLE IN THE PMA

Property Name	Program	Location	Tenancy	# of Units	Distance	
McDonough Senior New Construction	LIHTC	McDonough	Senior	182	-	Star
Sable Chase Apartments	LIHTC	McDonough	Family	225	1.2 miles	
Greystone Of Mcdonough	LIHTC	McDonough	Family	56	0.5 miles	
Heritage At Mcdonough	LIHTC	McDonough	Senior	105	1.4 miles	
Shoal Creek Manor	LIHTC	Locust Grove	Senior	66	7.5 miles	
Red Oak Village	LIHTC	Stockbridge	Senior	60	8.4 miles	
Hampton Court	LIHTC	Hampton	Senior	60	8.5 miles	
Provence Place	LIHTC	Jonesboro	Family	193	16.2 miles	
Ashley Woods Apartments	LIHTC/HOME	Stockbridge	Family	128	7.9 miles	
Grier Senior Manor	LIHTC/Market	McDonough	Senior	51	0.9 miles	
Keystone Apartments	LIHTC/Section 8	Jonesboro	Family	184	13.7 miles	
Brookshire Apartments	USDA	McDonough	Family	46	2.7 miles	



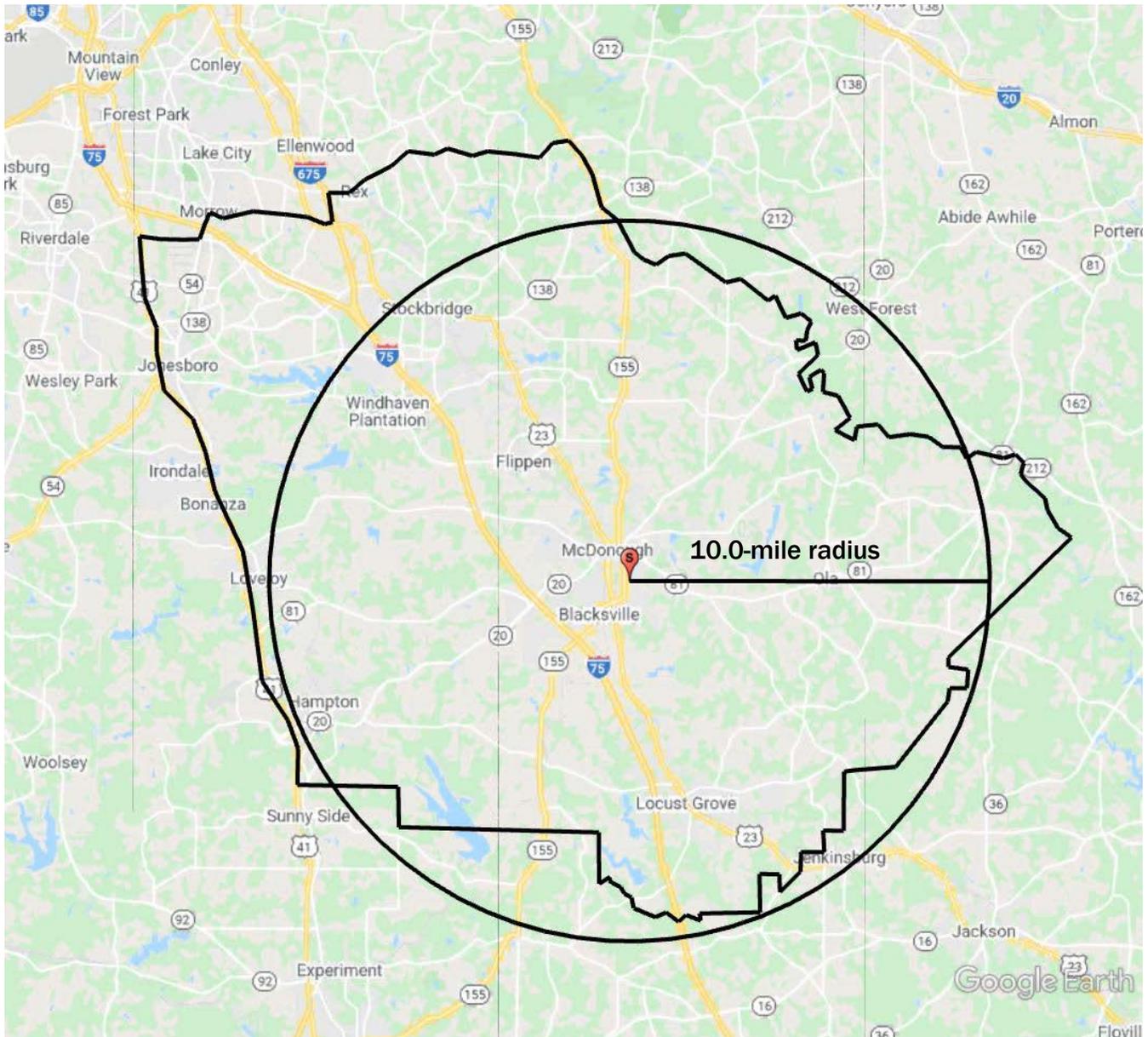
- 9. Road, Infrastructure or Proposed Improvements:** We did not witness any road, infrastructure or proposed improvements during our fieldwork.
- 10. Access, Ingress-Egress and Visibility of Site:** The Subject site can be accessed from South Zack Hinton Parkway. South Zack Hinton Parkway is a two-lane moderately trafficked arterial that will provide good access to the Subject. Overall, visibility will be average.
- 11. Conclusion:** The Subject site is located east of South Zack Hinton Parkway. The Subject site is considered “Car-Dependent” by *Walkscore* with a rating of 35 out of 100. Total, personal, and property crime risk indices in the MSA and PMA are below the MSA and national levels. The uses surrounding the Subject range from average to excellent condition. The Subject site is located in a mixed-use neighborhood, with many single-family home and commercial uses nearby. The Subject’s locational amenities are located within 7.3 miles of the Subject site. The Subject site is considered an excellent building site for rental housing given its close proximity to commercial uses, major arteries and new construction residential development.

D. MARKET AREA

PRIMARY MARKET AREA

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

Primary Market Area Map



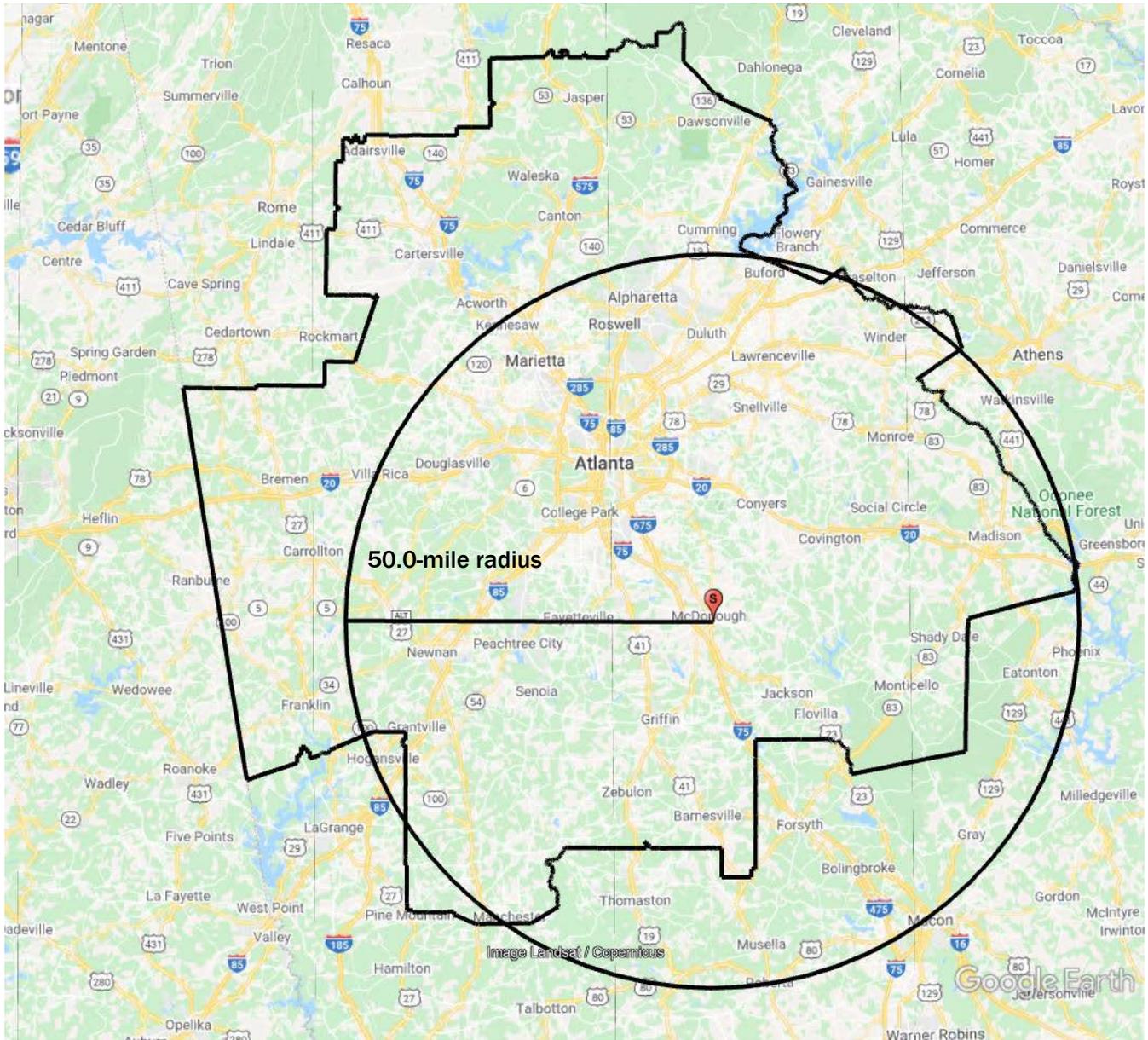
Source: Google Earth, March 2020

The PMA is defined as the as the city of McDonough, in addition to the cities of Locust Grove, Blacksville, Flippen, Ola, Hampton, Stockbridge, and Jonesboro. The PMA is bounded to the north by Lake Harbin Road, Rex Road, and the Henry/Rockdale County line; to the east by Henry/Newton County line; to the south by the Henry/Butts County line and the Henry/Spalding County line; to the west by GA-41. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North:	15.3 miles
East:	12.2 miles
South:	9.7 miles
West:	15.3 miles

The PMA was defined based on interviews with the local housing authority and property managers at comparable properties. Many property managers indicated that a significant portion of their tenants come from out of state. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2019 market study guidelines, we do not account for leakage in our demand analysis found later in this report. The farthest PMA boundary from the Subject is approximately 15.3 miles. The SMA is defined as the Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area (MSA), which consists of 30 counties in northwest Georgia and encompasses 8,726 square miles.

Secondary Market Area Map



E. COMMUNITY DEMOGRAPHIC DATA

COMMUNITY DEMOGRAPHIC DATA

The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied to determine if the Primary Market Area (PMA) and Camden County are areas of growth or contraction. The discussions will also describe typical household size and will provide a picture of the health of the community and the economy. The following demographic tables are specific to the populations of the PMA and Atlanta-Sandy Springs-Roswell, GA MSA. We utilized June 2022 as the estimated market entry time in this section of the report according to DCA guidelines.

1. Population Trends

The following tables illustrate (a) Total Population, (b) Population by Age Group, and (c) Number of Elderly and Non-Elderly within the population in the SMA, the PMA and nationally from 2000 through 2024.

1a. Total Population

The following table illustrates the total population within the PMA, MSA, and nation from 2000 through 2024.

Year	PMA		MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	159,063	-	4,240,804	-	281,250,431	-
2010	252,388	5.9%	5,286,728	2.5%	308,745,538	1.0%
2019	287,258	1.5%	5,986,262	1.4%	332,417,793	0.8%
Projected Mkt Entry	301,047	1.6%	6,248,665	1.5%	340,041,848	0.8%
2024	310,897	1.6%	6,436,095	1.5%	345,487,602	0.8%

Source: Esri Demographics 2019, Novogradac Consulting LLP, March 2020

Year	PMA		MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	23,738	-	643,722	-	59,213,944	-
2010	46,022	9.4%	1,028,311	6.0%	76,750,713	3.0%
2018	67,903	5.1%	1,465,844	4.6%	97,974,761	3.0%
Projected Mkt Entry	73,721	2.9%	1,586,326	2.8%	102,697,351	1.7%
2023	77,876	2.9%	1,672,385	2.8%	106,070,630	1.7%

Source: Esri Demographics 2019, Novogradac Consulting LLP, March 2020

Between 2010 and 2019 there was approximately 1.5 percent annual population growth in the PMA and 1.4 percent annual population growth in the MSA. Through 2024, population growth in the PMA is forecast to increase slightly to 1.6 percent while the population growth in the MSA is forecast to increase slightly to 1.5 percent. Population growth in both the PMA and MSA were higher than the national growth from 2010 to 2019. Population growth in the PMA is expected to outpace the MSA and country through 2024. The senior population in the PMA increased at a faster rate compared to the general population. The senior population is expected to increase 2.9 percent annually in the PMA through 2024. Overall, we believe the population growth in the PMA and MSA is a positive indicator of demand for the Subject's proposed units.

1b. Total Population by Age Group

The following table illustrates the total population within the PMA and MSA and nation from 2000 to 2024.

POPULATION BY AGE GROUP

Age Cohort	PMA				
	2000	2010	2019	Projected Mkt Entry	2024
0-4	12,822	17,855	18,457	19,473	20,199
5-9	13,236	20,152	19,303	19,962	20,433
10-14	12,909	21,555	19,866	20,687	21,273
15-19	10,991	20,147	19,337	19,387	19,423
20-24	9,178	14,836	19,394	18,865	18,487
25-29	12,166	15,381	23,804	23,847	23,877
30-34	14,002	17,481	20,163	25,071	28,577
35-39	15,304	20,768	18,767	21,111	22,786
40-44	13,434	21,053	18,963	19,160	19,301
45-49	11,398	20,379	21,075	19,609	18,562
50-54	9,871	16,759	20,227	20,154	20,102
55-59	7,274	13,641	19,181	19,226	19,258
60-64	5,079	11,361	15,508	17,040	18,134
65-69	4,053	7,899	12,411	13,522	14,315
70-74	2,994	5,348	9,287	10,279	10,987
75-79	2,159	3,732	5,741	6,923	7,767
80-84	1,220	2,365	3,254	3,898	4,358
85+	959	1,676	2,521	2,834	3,057
Total	159,049	252,388	287,259	301,047	310,896

Source: Esri Demographics 2019, Novogradac Consulting LLP, March 2020

POPULATION BY AGE GROUP

Age Cohort	MSA				
	2000	2010	2019	Projected Mkt Entry	2024
0-4	316,900	380,735	385,594	403,566	416,403
5-9	324,231	394,306	399,707	409,541	416,566
10-14	312,353	390,992	411,242	420,826	427,671
15-19	289,356	378,372	395,799	407,449	415,770
20-24	289,793	341,650	393,640	399,113	403,023
25-29	362,507	377,057	459,751	457,982	456,719
30-34	379,658	386,120	430,822	479,081	513,551
35-39	394,076	417,987	424,488	450,771	469,545
40-44	357,821	415,233	402,125	421,984	436,169
45-49	305,207	411,635	419,005	407,360	399,042
50-54	265,159	364,330	398,245	404,665	409,251
55-59	185,162	301,331	389,800	386,634	384,373
60-64	130,306	252,453	334,576	357,710	374,234
65-69	101,281	170,690	272,622	297,744	315,688
70-74	82,781	114,130	203,614	227,887	245,224
75-79	65,290	81,144	124,334	154,320	175,739
80-84	42,487	57,082	72,799	87,797	98,510
85+	36,415	51,481	68,099	74,235	78,617
Total	4,240,783	5,286,728	5,986,262	6,248,665	6,436,095

Source: Esri Demographics 2019, Novogradac Consulting LLP, March 2020

The largest age cohorts in the PMA are between 25 to 29 and 45 to 49, which indicates the presence of families.

1c. Number of Elderly and Non-Elderly

The following table illustrates the elderly and non-elderly population within the PMA, MSA and nation from 2000 through 2024.

NUMBER OF ELDERLY AND NON-ELDERLY

Year	PMA			MSA		
	Total Population	Non-Elderly	Elderly (55+)	Total Population	Non-Elderly	Elderly (55+)
2000	159,063	135,325	23,738	4,240,804	3,597,082	643,722
2010	252,388	206,366	46,022	5,286,728	4,258,417	1,028,311
2019	287,258	219,355	67,903	5,986,262	4,520,418	1,465,844
Projected Mkt Entry	301,047	227,327	73,721	6,248,665	4,662,338	1,586,326
2024	310,897	233,021	77,876	6,436,095	4,763,710	1,672,385

Source: Esri Demographics 2019, Novogradac Consulting LLP, March 2020

The elderly population in the PMA is expected to increase by 8.6 percent or 5,818 people by market entry in June 2022. The strong growth is expected to continue through 2024.

2. Household Trends

The following tables illustrate (a) Total Households and Average Household Size, (b) Household Tenure, (c) Households by Income, (d) Renter Households by Size, (f) Housing for Older Persons Households 55+ within the population in the MSA, the PMA and nationally from 2000 through 2024.

2a. Total Number of Households and Average Household Size

The following tables illustrate the total number of households and average household size within the PMA, MSA and nation from 2000 through 2024.

HOUSEHOLDS

Year	PMA		MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	55,881	-	1,551,771	-	105,409,439	-
2010	88,466	5.8%	1,943,884	2.5%	116,716,296	1.1%
2019	99,820	1.4%	2,195,127	1.4%	125,168,557	0.8%
Projected Mkt Entry	104,432	1.6%	2,289,787	1.5%	127,747,477	0.7%
2024	107,726	1.6%	2,357,402	1.5%	129,589,563	0.7%

Source: Esri Demographics 2019, Novogradac Consulting LLP, March 2020

AVERAGE HOUSEHOLD SIZE

Year	PMA		MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.83	-	2.68	-	2.59	-
2010	2.82	0.0%	2.67	0.0%	2.58	-0.1%
2019	2.86	0.1%	2.69	0.1%	2.59	0.1%
Projected Mkt Entry	2.86	0.1%	2.69	0.0%	2.60	0.1%
2024	2.86	0.1%	2.69	0.0%	2.60	0.1%

Source: Esri Demographics 2019, Novogradac Consulting LLP, March 2020

Household growth in the PMA was similar to the MSA and faster than that of the nation between 2010 and 2019. Through 2024, household growth in the PMA is expected to increase slightly to 1.6 percent annual

growth, annual household growth in MSA will increase slightly to 1.5 percent, and household growth in the nation will decrease slightly to 0.7 percent annual growth. The average household size in the PMA is larger than the national average at 2.86 persons in 2019. Through market entry and 2024, the average household size in the PMA is projected to remain stable.

2b. Households by Tenure

The table below depicts household growth by tenure from 2000 through 2024.

TENURE PATTERNS PMA

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	44,132	79.0%	11,749	21.0%
2018	69,059	69.2%	30,761	30.8%
Projected Mkt Entry	73,179	70.1%	31,253	29.9%
2023	76,122	70.7%	31,604	29.3%

Source: Esri Demographics 2019, Novogradac Consulting LLP, March 2020

PMA TENURE PATTERNS OF SENIORS 55+

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	12,473	88.9%	1,550	11.1%
2019	29,713	81.0%	6,978	19.0%
Projected Mkt Entry	33,677	81.4%	7,682	18.6%
2023	36,508	81.7%	8,184	18.3%

Source: Esri Demographics 2019, Novogradac Consulting LLP, March 2020

As the table illustrates, households within the PMA reside in predominately owner-occupied residences. Nationally, approximately two-thirds of the population resides in owner-occupied housing units, and one-third resides in renter-occupied housing units. Among senior households, nationally 85 percent reside in owner-occupied residences and 15 percent reside in renter-occupied residences. Therefore, there is a slightly larger percentage of senior renters in the PMA than the nation. This percentage is projected to decrease slightly over the next five years, while the number of senior renters is projected to increase slightly over the same time period.

2c. Household Income

The following table depicts renter household income in the PMA in 2019, market entry, and 2024.

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA, 55+

Income Cohort	2019		Projected Mkt Entry		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	807	11.6%	871	11.3%	916	11.2%
\$10,000-19,999	1,093	15.7%	1,170	15.2%	1,225	15.0%
\$20,000-29,999	719	10.3%	800	10.4%	858	10.5%
\$30,000-39,999	909	13.0%	935	12.2%	954	11.7%
\$40,000-49,999	749	10.7%	825	10.7%	880	10.8%
\$50,000-59,999	618	8.9%	671	8.7%	708	8.7%
\$60,000-74,999	494	7.1%	554	7.2%	596	7.3%
\$75,000-99,999	579	8.3%	671	8.7%	737	9.0%
\$100,000-124,999	431	6.2%	503	6.6%	555	6.8%
\$125,000-149,999	275	3.9%	326	4.2%	362	4.4%
\$150,000-199,999	213	3.1%	244	3.2%	266	3.3%
\$200,000+	91	1.3%	112	1.5%	127	1.6%
Total	6,978	100.0%	7,682	100.0%	8,184	100.0%

Source: HISTA Data / Ribbon Demographics 2019, Novogradac Consulting LLP, March 2020

RENTER HOUSEHOLD INCOME DISTRIBUTION - MSA, 55+

Income Cohort	2019		Projected Mkt Entry		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	24,939	13.1%	26,511	12.6%	27,633	12.3%
\$10,000-19,999	35,375	18.6%	37,162	17.6%	38,439	17.0%
\$20,000-29,999	25,464	13.4%	27,471	13.0%	28,904	12.8%
\$30,000-39,999	20,824	11.0%	22,655	10.8%	23,963	10.6%
\$40,000-49,999	16,039	8.5%	17,753	8.4%	18,977	8.4%
\$50,000-59,999	12,890	6.8%	14,588	6.9%	15,801	7.0%
\$60,000-74,999	12,916	6.8%	14,673	7.0%	15,928	7.1%
\$75,000-99,999	13,124	6.9%	15,279	7.3%	16,818	7.5%
\$100,000-124,999	9,412	5.0%	11,074	5.3%	12,261	5.4%
\$125,000-149,999	6,422	3.4%	7,882	3.7%	8,924	4.0%
\$150,000-199,999	5,714	3.0%	7,018	3.3%	7,950	3.5%
\$200,000+	6,569	3.5%	8,504	4.0%	9,886	4.4%
Total	189,688	100.0%	210,569	100.0%	225,484	100.0%

Source: HISTA Data / Ribbon Demographics 2019, Novogradac Consulting LLP, March 2020

The Subject will target tenants earning between \$26,790 and \$38,280. As the table above depicts, approximately 23.3 percent of senior renter households in the PMA are earning between \$20,000 and \$39,999, which is comparable to the 24.4 percent of renter households in the MSA in 2019. For the projected market entry date of June 2022, these percentages are projected to slightly decrease to 22.6 percent and 23.8 percent by June 2022 for the PMA and MSA, respectively.

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

The following table illustrates household size for all households in 2019, 2022, and 2024. To determine the number of renter households by number of persons per household, the total number of households is adjusted by the percentage of renter households.

RENTER HOUSEHOLDS BY NUMBER OF PERSONS - PMA, 55+

Household Size	2019		Projected Mkt Entry		2024	
	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>
1 Person	3,425	49.1%	3,802	49.5%	4,072	49.8%
2 Persons	2,000	28.7%	2,166	28.2%	2,284	27.9%
3 Persons	656	9.4%	726	9.5%	776	9.5%
4 Persons	184	2.6%	202	2.6%	214	2.6%
5+ Persons	713	10.2%	786	10.2%	838	10.2%
Total Households	6,978	100%	7,682	100%	8,184	100%

Source: HISTA Data / Ribbon Demographics 2019, Novogradac Consulting LLP, March 2020

The majority of senior renter households in the PMA are one to two-person households. However, 22.3 percent of the senior households 55+ are three or more person households, which bodes well for the three-bedroom unit types proposed at the Subject.

Conclusion

Between 2010 and 2019 there was approximately 1.5 percent annual population growth in the PMA and 1.4 percent annual population growth in the MSA. The population is expected to increase by 1.6 percent annually to 301,047 by June 2022. The senior population in the PMA is currently 67,903 and is projected to be 73,721 by June 2022. The Subject will target tenants earning between \$26,790 and \$38,280. The percentage of senior renter households in the PMA increased from 11.1 percent to 19.0 percent between 2000 and 2019. This is slightly more than the estimated 15 percent of senior renter households across the nation. The percentage of senior renters is projected to decrease slightly over the next five years, while the number of senior renters is projected to increase over the same time period. The increasing number of senior renter households in the PMA bodes well for the Subject’s development, as well as the large senior household sizes.

F. EMPLOYMENT TRENDS

EMPLOYMENT TRENDS

The PMA and Henry County appear to be diverse with low-paying jobs in the education, retail trade, manufacturing, and government sectors, which are expected to generate demand for affordable housing in the PMA. Employment levels decreased during the national recession but have surpassed pre-recession highs and appear to be in an expansionary phase.

1. Covered Employment

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

COVERED EMPLOYMENT		
Henry County, Georgia		
Year	Total Employment	% Change
2009	46,242	-
2010	47,702	3.2%
2011	48,401	1.5%
2012	49,305	1.9%
2013	50,627	2.7%
2014	51,920	2.6%
2015	54,084	4.2%
2016	56,802	5.0%
2017	58,470	2.9%
2018	61,088	4.5%
2019 YTD Average	64,890	6.2%
18-Jun	60,997	-
19-Jun	66,031	8.3%

Source: U.S. Bureau of Labor Statistics

YTD as of June 2019

As illustrated in the table above, Henry County has exhibited employment growth each year since 2009.

2. Total Jobs by Industry

The following table illustrates the total jobs by employment sectors within Henry County as of the second quarter of 2019.

TOTAL JOBS BY INDUSTRY		
Henry County, Georgia - Q2 2019		
	Number	Percent
Total, all industries	59,394	-
Goods-producing	5,450	-
Natural resources and mining	148	0.2%
Construction	2,057	3.5%
Manufacturing	3,245	5.5%
Service-providing	50,944	-
Trade, transportation, and utilities	18,848	31.7%
Information	2,103	3.5%
Financial activities	1,978	3.3%
Professional and business services	8,479	14.3%
Education and health services	8,477	14.3%
Leisure and hospitality	9,573	16.1%
Other services	1,291	2.2%
Unclassified	198	0.3%

Source: Bureau of Labor Statistics, March 2020

Trade, transportation, and utilities is the largest industry in Henry County, followed by leisure and hospitality, professional and business services, and education and health services. The following table illustrates employment by industry for the PMA as of 2019.

2019 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Transportation/Warehousing	18,183	13.4%	7,876,848	4.9%
Healthcare/Social Assistance	16,136	11.9%	22,612,482	14.1%
Retail Trade	14,815	10.9%	17,127,172	10.7%
Educational Services	12,612	9.3%	14,565,802	9.1%
Public Administration	9,577	7.1%	7,828,907	4.9%
Accommodation/Food Services	9,399	6.9%	11,738,765	7.3%
Manufacturing	8,499	6.3%	16,057,876	10.0%
Construction	7,689	5.7%	11,245,975	7.0%
Other Services	7,214	5.3%	8,141,078	5.1%
Admin/Support/Waste Mgmt Svcs	6,978	5.2%	6,106,184	3.8%
Prof/Scientific/Tech Services	6,303	4.7%	11,744,228	7.3%
Wholesale Trade	4,601	3.4%	4,183,931	2.6%
Finance/Insurance	4,457	3.3%	7,377,311	4.6%
Real Estate/Rental/Leasing	2,985	2.2%	3,204,043	2.0%
Information	2,947	2.2%	3,157,650	2.0%
Utilities	1,395	1.0%	1,276,400	0.8%
Arts/Entertainment/Recreation	1,221	0.9%	3,332,132	2.1%
Mgmt of Companies/Enterprises	150	0.1%	237,307	0.1%
Agric/Forestry/Fishing/Hunting	123	0.1%	1,915,709	1.2%
Mining	30	0.0%	819,151	0.5%
Total Employment	135,314	100.0%	160,548,951	100.0%

Source: Esri Demographics 2019, Novogradac Consulting LLP, March 2020

Employment in the PMA is concentrated in the transportation/warehousing, healthcare/social assistance, and retail trade industries, which collectively comprise 36.3 percent of local employment. The large share of PMA employment in retail trade is notable as this industry is historically volatile, and prone to contraction during economic downturns. However, the PMA also has a significant share of employment in the healthcare industry, which is historically known to exhibit greater stability during recessionary periods. Relative to the overall nation, the PMA features comparatively greater employment in the transportation/warehousing, public administration, and admin/support/waste management services industries. Conversely, the PMA is underrepresented in the manufacturing, prof/scientific/technical services, and healthcare/social assistance industries.

3. Major Employers

The following table shows the largest employers in Henry County, Georgia.

MAJOR EMPLOYERS - HENRY COUNTY, GA

Rank	Employer Name	Industry	# Of Employees
1	Henry County Schools	Education	4,950
2	Luxottica Retail Group	Distribution Center	2,000
3	Piedmont Henry Hospital	Healthcare	1,800
4	Henry County Government	Government	1,656
5	Federal Aviation Administration	Government	1,000
6	PVH Corp	Manufacturing	1,000
7	Carter's Inc.	Manufacturing	635
8	Home Depot Direct Fulfillment Center	Distribution Center	606
9	Georgia Power Customer Care Center	Customer Service	550
10	Ken's Foods, Inc.	Manufacturing	500

Source: Henry County Development Authority, March 2020

Henry County Schools is the largest employer, employing approximately 4,950 employees. Other major employers are concentrated in the government, healthcare, and distribution sectors. Many of these employers provide employment for a broad range of workers, including skilled, unskilled, and service occupations.

Expansions/Contractions

The following table illustrates the layoffs and closures of significance that occurred or were announced since January 2018 in Henry County according to the Georgia Department of Economic Development, Workforce Division's Worker Adjustment and Retraining Notifications (WARN) filings.

WARN LISTINGS - HENRY COUNTY, GA 2018-2020 YTD

Company	Industry	Employees Affected	Layoff Date
Southern Crescent Behavioral Health	Healthcare	167	1/25/2020
Maurice Sporting Goods	Retail Trade	105	6/22/2018
Toys R Us	Retail Trade	244	5/14/2018
IFCO	Manufacturing	130	5/4/2018
Total		646	

Source: Georgia Department of Economic Development, March 2020

As the preceding table demonstrates there have been a total of four major layoffs reported in Henry County since January 1, 2018, resulting in the loss of 646 jobs. However, the number of jobs affected is modest given the size of the regional economy.

We attempted to contact the Henry County Development Authority to inquire about recent business expansions or contractions in the area, but to date our attempts have been unsuccessful. As such, we utilized an internet search to find the following business expansions in Henry County announced in 2017 through 2019, most of which are located in the McDonough area.

- In 2019, Sangsin Technology America, a brake manufacturer, announced the company will be developing a new manufacturing facility in McDonough as part of a \$20 million investment. The new facility is expected to create an additional 200 jobs. No construction timeline was available.

- In 2019, TSYS, a global payments company, expanded operations into an existing 62,000-square foot facility in McDonough, which houses their new contact center. The expansion created an estimated 450 new jobs.
- In 2018, General Mills, a food manufacture, invested \$8.5 million in a new distribution facility located in McDonough. The new 408,000-square foot facility created 50 new jobs.
- In 2018, Voorhees, a cold storage provider, built a 6.7-million-cubic-foot public refrigerated warehouse a mile away from its existing 8.6-million-cubic-foot facility in McDonough. The new facility equated to a \$40 million capital investment and created an estimated 80 new jobs.
- In 2018, De Wafelbakkers, a frozen pancake producer, invests \$15 million to expand its existing production facility in Henry County. The expansion created an estimated 83 new jobs and is the first phase of a planned two-phase expansion.
- In 2018, Hydro Systems, a bathtub manufacturer, opened a new manufacturing facility. The new facility created an estimate 60 manufacturing jobs.
- In 2018, S&S Activeware, an apparel wholesaler, opened a 505,000-square foot warehouse facility in McDonough. The new facility is expected to create approximately 300 new jobs over a three-year period.
- In 2017, Luxottica Retail Group, an eyewear distributor, expanded their existing facility in McDonough. The expansion created an estimated 1,000 new jobs.

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for MSA from 2003 to December 2019.

EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

Year	Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2003	2,347,173	-	4.9%	-	137,736,000	-	6.0%	-
2004	2,382,163	1.5%	4.8%	-0.1%	139,252,000	1.1%	5.5%	-0.5%
2005	2,445,674	2.7%	5.4%	0.6%	141,730,000	1.8%	5.1%	-0.5%
2006	2,538,141	3.8%	4.7%	-0.7%	144,427,000	1.9%	4.6%	-0.5%
2007	2,618,825	3.2%	4.4%	-0.2%	146,047,000	1.1%	4.6%	0.0%
2008	2,606,822	-0.5%	6.2%	1.7%	145,363,000	-0.5%	5.8%	1.2%
2009	2,452,057	-5.9%	9.9%	3.8%	139,878,000	-3.8%	9.3%	3.5%
2010	2,440,037	-0.5%	10.3%	0.4%	139,064,000	-0.6%	9.6%	0.3%
2011	2,486,895	1.9%	9.9%	-0.4%	139,869,000	0.6%	9.0%	-0.7%
2012	2,545,474	2.4%	8.8%	-1.1%	142,469,000	1.9%	8.1%	-0.9%
2013	2,572,589	1.1%	7.8%	-1.0%	143,929,000	1.0%	7.4%	-0.7%
2014	2,611,988	1.5%	6.7%	-1.1%	146,305,000	1.7%	6.2%	-1.2%
2015	2,677,148	2.5%	5.7%	-1.0%	148,833,000	1.7%	5.3%	-0.9%
2016	2,791,452	4.3%	5.1%	-0.6%	151,436,000	1.7%	4.9%	-0.4%
2017	2,898,961	3.9%	4.5%	-0.6%	153,337,000	1.3%	4.4%	-0.5%
2018	2,955,581	2.0%	3.8%	-0.7%	155,761,000	1.6%	3.9%	-0.4%
2019 YTD Average*	2,981,425	0.9%	3.3%	-0.5%	157,538,083	1.1%	3.7%	-0.2%
Dec-2018	2,977,059	-	3.5%	-	156,481,000	-	3.7%	-
Dec-2019	3,033,436	1.9%	2.7%	-0.8%	158,504,000	1.3%	3.4%	-0.3%

Source: U.S. Bureau of Labor Statistics, February 2020

*2019 data is through October

Prior to the national recession, average employment growth in the MSA generally exceeded the nation. Annual job growth in the MSA outpaced the nation in every year between 2003 and 2007. The effects of the recession were particularly pronounced in the MSA, which experienced a 6.8 percent contraction in employment growth (2007-2010), well above the 4.8 percent contraction reported by the nation as a whole (2007-2010). Employment in the MSA recovered and surpassed pre-recessionary levels in 2015, a year after the overall nation. Since 2012, job growth in the MSA generally exceeded the nation. As of December 2019, total employment in the MSA is at a post-recessionary record and increasing at an annualized rate of 1.9 percent, compared to 1.3 percent across the overall nation.

The MSA experienced a lower average unemployment rate relative to the overall nation during the years preceding the recession. The effects of the recession were more pronounced in the MSA, which experienced a 4.1 percentage point increase in unemployment, compared to only a 3.8 percentage point increase across the overall nation. Since 2012, the MSA generally experienced a higher unemployment rate compared to the overall nation. According to the most recent labor statistics, the unemployment rate in the MSA is 2.7 percent, lower than the current national unemployment rate of 3.4 percent. Overall, the local economy appears to have fully recovered from the national recession and entered into an expansionary phase.

5. Map of Site and Major Employment Concentrations

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



Source: Google Earth, March 2020

MAJOR EMPLOYERS - HENRY COUNTY, GA

Rank	Employer Name	Industry	# Of Employees
1	Henry County Schools	Education	4,950
2	Luxottica Retail Group	Distribution Center	2,000
3	Piedmont Henry Hospital	Healthcare	1,800
4	Henry County Government	Government	1,656
5	Federal Aviation Administration	Government	1,000
6	PVH Corp	Manufacturing	1,000
7	Carter's Inc.	Manufacturing	635
8	Home Depot Direct Fulfillment Center	Distribution Center	606
9	Georgia Power Customer Care Center	Customer Service	550
10	Ken's Foods, Inc.	Manufacturing	500

Source: Henry County, GA, March 2020

6. Conclusion

Employment in the PMA is concentrated in the transportation/warehousing, healthcare/social assistance, and retail trade industries, which collectively comprise 36.3 percent of local employment. The large share of PMA employment in retail trade is notable as this industry is historically volatile, and prone to contraction during economic downturns. However, the PMA also has a significant share of employment in the healthcare industry, which is historically known to exhibit greater stability during recessionary periods. Employment in the MSA recovered and surpassed pre-recessionary levels in 2015, a year after the overall nation. Since 2012, job growth in the MSA generally exceeded the nation. As of December 2019, total employment in the MSA is at a post-recessionary record and increasing at an annualized rate of 1.9 percent, compared to 1.3 percent across the overall nation. Since 2012, the MSA generally experienced a higher unemployment rate compared to the overall nation. According to the most recent labor statistics, the unemployment rate in the MSA is 2.7 percent, lower than the current national unemployment rate of 3.4 percent. Overall, the local economy appears to have fully recovered from the national recession and entered into an expansionary phase.

G. PROJECT-SPECIFIC AFFORDABILITY AND DEMAND ANALYSIS

DEMAND ANALYSIS

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

1. Income Restrictions

LIHTC rents are based upon a percentage of the Area Median Gross Income (“AMI”), adjusted for household size and utilities. The Georgia Department of Community Affairs (“DCA”) will estimate the relevant income levels, with annual updates. The rents are calculated assuming that the maximum net rent a household will pay is 40 percent of its household income at the appropriate AMI level.

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

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

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

2. Affordability

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

55+ INCOME LIMITS

Unit Type	Minimum Allowable Income	Maximum Allowable Income
		@60%
1BR	\$26,790	\$38,280
2BR	\$32,250	\$38,280
3BR	\$37,230	\$38,280

3. Demand

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

Demand from New Households

The number of new households entering the market is the first level of demand calculated. We utilized June 2022, the anticipated date of market entry, as the base year for the analysis. Therefore, 2019 household

population estimates are inflated to 2022 by interpolation of the difference between 2019 estimates and 2024 projections. This change in households is considered the gross potential demand for the Subject property. This number is adjusted for income eligibility and renter tenure. This is calculated as an annual demand number. In other words, this calculates the anticipated new households in 2022. This number takes the overall growth from 2019 to 2022 and applies it to its respective income cohorts by percentage. This number does not reflect lower income households losing population, as this may be a result of simple dollar value inflation.

Demand from Existing Households

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

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

Demand from Elderly Homeowners likely to Convert to Rentership

An additional source of demand is also seniors likely to move from their own homes into rental housing. This source is only appropriate when evaluating senior properties and is determined by interviews with property managers in the PMA. As such, we have estimated that two percent of senior homeowner households will convert to rentership.

3d. Other

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

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

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

Net Demand

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

Additions to Supply

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

- Comparable/competitive LIHTC and bond units (vacant or occupied) that were funded, are under construction, or are in properties that have not yet reached stabilized occupancy
- Comparable/competitive conventional or market rate units that are proposed, are under construction, or are in properties that have not yet reached stabilized occupancy. As the following discussion will

demonstrate, competitive market rate units are those with rent levels that are comparable to the proposed rents at the Subject.

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

According to the Georgia Department of Community Affairs allocations lists from 2016 to 2019, there has been one property awarded LIHTC funding in the PMA.

- Havenwood Grove Senior was allocated tax credits in 2018. The development will consist of a 56 one and two-bedroom units targeted to seniors earning 50 and 60 percent of the AMI, or less. The development will be located in the city of Locust Grove, approximately 7.0 miles south of the Subject site. Construction began in June 2019 with an estimated completion date of June 2020. As the development will target seniors, it will directly compete with the Subject upon completion.

PMA Occupancy

Per DCA’s guidelines, we have determined the average occupancy rate based on all available competitive conventional and LIHTC properties in the PMA. We have provided a combined average occupancy level for the PMA based on the average occupancy rates reported as illustrated in the following table.

PMA OCCUPANCY

Property Name	Program	Location	Tenancy	# of Units	Occupancy
Sable Chase Apartments	LIHTC	McDonough	Family	225	100.0%
Grier Senior Manor	LIHTC/Market	McDonough	Senior	51	100.0%
Greystone Of Mcdonough	LIHTC	McDonough	Family	56	98.2%
Heritage At Mcdonough	LIHTC	McDonough	Senior	105	100.0%
Shoal Creek Manor	LIHTC	Locust Grove	Senior	66	100.0%
Brookshire Apartments	USDA	McDonough	Family	46	100.0%
Ashley Woods Apartments	LIHTC/HOME	Stockbridge	Family	128	96.1%
Red Oak Village	LIHTC	Stockbridge	Senior	60	100.0%
Hampton Court	LIHTC	Hampton	Senior	60	98.3%
Keystone Apartments	LIHTC/Section 8	Jonesboro	Family	184	100.0%
Provence Place	LIHTC	Jonesboro	Family	193	98.4%
Total/Average				797	99.3%

As shown in the table above, the average occupancy rate of competitive developments in the PMA is 99.3 percent.

Rehab Developments and PBRA

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

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

Capture Rates

The above calculations and derived capture rates are illustrated in the following tables. Note that the demographic data used in the following tables, including tenure patterns, household size and income distribution through the projected market entry date of 2022 are illustrated in the previous section of this report.

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA, 55+

Income Cohort	2019		Projected Mkt Entry		2024	
	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>
\$0-9,999	807	11.6%	871	11.3%	916	11.2%
\$10,000-19,999	1,093	15.7%	1,170	15.2%	1,225	15.0%
\$20,000-29,999	719	10.3%	800	10.4%	858	10.5%
\$30,000-39,999	909	13.0%	935	12.2%	954	11.7%
\$40,000-49,999	749	10.7%	825	10.7%	880	10.8%
\$50,000-59,999	618	8.9%	671	8.7%	708	8.7%
\$60,000-74,999	494	7.1%	554	7.2%	596	7.3%
\$75,000-99,999	579	8.3%	671	8.7%	737	9.0%
\$100,000-124,999	431	6.2%	503	6.6%	555	6.8%
\$125,000-149,999	275	3.9%	326	4.2%	362	4.4%
\$150,000-199,999	213	3.1%	244	3.2%	266	3.3%
\$200,000+	91	1.3%	112	1.5%	127	1.6%
Total	6,978	100.0%	7,682	100.0%	8,184	100.0%

Source: HISTA Data / Ribbon Demographics 2019, Novogradac Consulting LLP, March 2020

60% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$26,790		Maximum Income Limit		\$38,280	
Income Category	New Renter Households - Total Change in		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	Households PMA 2019 to Prj Mrkt Entry	June 2022					
\$0-9,999	64	9.0%	\$0	0.0%	0		
\$10,000-19,999	77	10.9%	\$0	0.0%	0		
\$20,000-29,999	81	11.5%	\$3,208	32.1%	26		
\$30,000-39,999	26	3.7%	\$8,281	82.8%	22		
\$40,000-49,999	76	10.9%	\$0	0.0%	0		
\$50,000-59,999	53	7.5%	\$0	0.0%	0		
\$60,000-74,999	60	8.5%	\$0	0.0%	0		
\$75,000-99,999	92	13.1%	\$0	0.0%	0		
\$100,000-124,999	72	10.3%	\$0	0.0%	0		
\$125,000-149,999	51	7.2%	\$0	0.0%	0		
\$150,000-199,999	31	4.4%	\$0	0.0%	0		
\$200,000+	21	3.0%	\$0	0.0%	0		
Total	704	100.0%		6.8%	48		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$26,790		Maximum Income Limit		\$38,280	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	807	11.6%	\$0	0.0%	0		
\$10,000-19,999	1,093	15.7%	\$0	0.0%	0		
\$20,000-29,999	719	10.3%	\$3,208	32.1%	231		
\$30,000-39,999	909	13.0%	\$8,281	82.8%	753		
\$40,000-49,999	749	10.7%	\$0	0.0%	0		
\$50,000-59,999	618	8.9%	\$0	0.0%	0		
\$60,000-74,999	494	7.1%	\$0	0.0%	0		
\$75,000-99,999	579	8.3%	\$0	0.0%	0		
\$100,000-124,999	431	6.2%	\$0	0.0%	0		
\$125,000-149,999	275	3.9%	\$0	0.0%	0		
\$150,000-199,999	213	3.1%	\$0	0.0%	0		
\$200,000+	91	1.3%	\$0	0.0%	0		
Total	6,978	100.0%		14.1%	983		

ASSUMPTIONS - @60%

Tenancy	55+	% of Income towards Housing	40%		
Rural/Urban	Urban	Maximum # of Occupants	2		
Persons in Household	0BR	1BR	2BR	3BR	4BR+
1	0%	70%	25%	5%	0%
2	0%	15%	75%	10%	0%

Demand from New Renter Households 2019 to June 2022

Income Target Population	@60%
New Renter Households PMA	704
Percent Income Qualified	6.8%
New Renter Income Qualified Households	48

Demand from Existing Households 2019

Demand from Rent Overburdened Households

Income Target Population	@60%
Total Existing Demand	6,978
Income Qualified	14.1%
Income Qualified Renter Households	983
Percent Rent Overburdened Prj Mrkt Entry June 2022	42.3%
Rent Overburdened Households	417

Demand from Living in Substandard Housing

Income Qualified Renter Households	983
Percent Living in Substandard Housing	0.6%
Households Living in Substandard Housing	6

Senior Households Converting from Homeownership

Income Target Population	@60%
Total Senior Homeowners	33,677
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	674

Total Demand

Total Demand from Existing Households	1,096
Total New Demand	48
Total Demand (New Plus Existing Households)	1,144

Demand from Seniors Who Convert from Homeownership	674
Percent of Total Demand From Homeownership Conversion	58.9%

By Bedroom Demand

One Person	49.5%	566
Two Persons	28.2%	322
Three Persons	9.5%	108
Four Persons	2.6%	30
Five Persons	10.2%	117
Total	100.0%	1,144

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	70%	396
Of two-person households in 1BR units	15%	48
Of one-person households in 2BR units	25%	142
Of two-person households in 2BR units	75%	242
Of one-person households in 3BR units	5%	28
Of two-person households in 3BR units	10%	32
Total Demand		885

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
1 BR	443	-	8	=	435
2 BR	382	-	36	=	346
3 BR	61	-	0	=	61
Total	885		44		841

	Developer's Unit Mix		Net Demand		Capture Rate
1 BR	78	/	435	=	17.9%
2 BR	88	/	346	=	25.4%
3 BR	16	/	61	=	26.4%
Total	182		841		21.6%

4. Capture Rate Analysis Chart

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

- The number of senior households in the PMA is expected to increase 3.9 percent between 2019 and June 2022.
- This demand analysis does not measure the PMA's or Subject's ability to attract additional or latent demand into the market from elsewhere by offering an affordable option. We believe this to be moderate and therefore the demand analysis is somewhat conservative in its conclusions because this demand is not included.

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

DEMAND AND NET DEMAND

DCA Conclusion Tables (Family)	HH at @60% AMI (\$26,790 to \$38,280)
Demand from New Households (age and income appropriate)	48
PLUS	+
Demand from Existing Renter Households - Substandard Housing	6
PLUS	+
Demand from Existing Renter Households - Rent Overburdened Households	417
Sub Total	470
Demand from Existing Households - Elderly Homeowner Turnover	674
Equals Total Demand	1,144
Less	-
Competitive New Supply	44
Equals Net Demand	1,100

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rents	Minimum Market Rent	Maximum Market Rent	Proposed Rents
1BR @60%	\$26,790	\$38,280	78	443	8	435	17.9%	6-7 months	\$1,000	\$498	\$1,522	\$796
2BR @60%	\$32,250	\$38,280	88	382	36	346	25.4%	6-7 months	\$1,101	\$615	\$1,746	\$950
3BR @60%	\$37,230	\$38,280	16	61	0	61	26.4%	6-7 months	\$1,426	\$948	\$1,911	\$1,082
Overall	\$26,790	\$38,280	182	885	44	841	21.6%	6-7 months	-	-	-	-

As the analysis illustrates, the Subject’s capture rates at the 60 percent AMI level will range from 17.9 to 26.4 percent, with an overall capture rate of 21.6 percent. Therefore, we believe there is adequate demand for the Subject. All capture rates are within Georgia DCA thresholds.

H. COMPETITIVE RENTAL ANALYSIS

COMPETITIVE RENTAL ANALYSIS

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes 14 “true” comparable properties containing 2,446 units.

The availability of LIHTC data is considered good; there are eleven existing LIHTC properties in the PMA. There are five LIHTC properties in the PMA serving senior tenants, all of which were included as comparables. We included five existing LIHTC properties that target seniors, in addition to four existing LIHTC properties that targets families, although these properties reported some senior tenants. The comparable LIHTC properties are all located in the PMA, between 0.5 and 8.5 miles of the proposed Subject.

The availability of market rate data is considered good. The Subject is located in McDonough and there are many market rate properties in the area. We included seven market rate properties located between 0.5 and 5.0 miles from the Subject site, all of which are located within the PMA. These comparables were built or renovated between the 2002 and 2017. Overall, we believe the market rate properties we used in our analysis are the most comparable. Other market rate properties were excluded based on proximity, condition, and unit mix. There are no age-restricted market rate properties in the PMA.

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

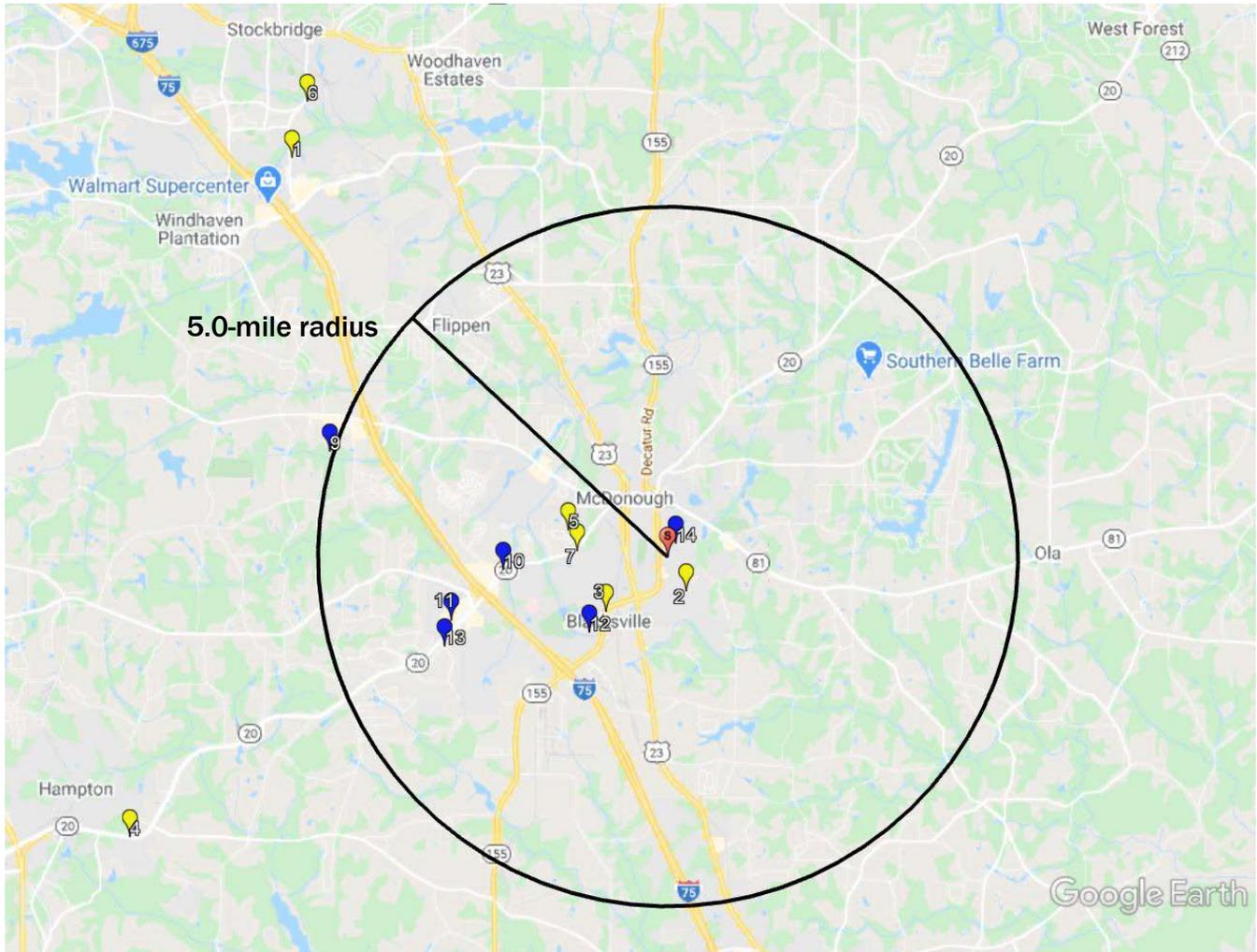
Excluded Properties

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

EXCLUDED PROPERTIES

Property Name	Program	Location	Tenancy	# of Units	Reason for Exclusion
Keystone Apartments	LIHTC/Section 8	Jonesboro	Family	184	Dissimilar unit type
Provence Place	LIHTC	Jonesboro	Family	193	Differing tenancy
Brookshire Apartments	USDA	McDonough	Family	46	Subsidized rents
Colton Creek Apartments	Market	McDonough	Family	500	Unable to contact
Commodore Apartments	Market	McDonough	Family	30	Inferior condition
Patriots Point	Market	Locust Grove	Family	18	Closer comparables
Hampton Point	Market	McDonough	Family	276	Inferior condition
Haddon Place	Market	McDonough	Family	250	Unable to contact
Eagle's Brooke	Market	Locust Grove	Family	248	Closer comparables
Amber Chase	Market	McDonough	Family	352	Inferior condition
Sundance Creek	Market	McDonough	Family	232	Unable to contact
Echelon Park	Market	McDonough	Family	240	Inferior condition
Meadowlark Apartments	Market	McDonough	Family	56	Inferior condition
Estates at McDonough	Market	McDonough	Family	240	Dissimilar unit type
Willow Chase Cove	Market	McDonough	Family	76	Inferior condition
North Park at Eagles Landing	Market	Stockbridge	Family	224	Inferior condition
Glenwood Vista	Market	Stockbridge	Family	264	Inferior condition
The Reserve at Stockbridge	Market	Stockbridge	Family	88	Inferior condition
Crossings at Eagle's Landing	Market	Stockbridge	Family	167	Closer comparables
860 South	Market	Stockbridge	Family	290	Inferior condition
900 Dwell	Market	Stockbridge	Family	200	Inferior condition
The Abbey at Eagles Landing	Market	Stockbridge	Family	244	Closer comparables
St. Ives Crossing	Market	Stockbridge	Family	348	Inferior condition
Waterford Landing	Market	McDonough	Family	260	Inferior condition
Oak Run	Market	Jonesboro	Family	144	Inferior condition
Jasmin Gardens	Market	Jonesboro	Family	40	Inferior condition
Tara Hill	Market	Jonesboro	Family	132	Inferior condition
Park At Tara Lake	Market	Jonesboro	Family	230	Inferior condition
Averly	Market	Jonesboro	Family	252	Inferior condition
Marabella Place	Market	Jonesboro	Family	368	Inferior condition

Comparable Rental Property Map



COMPARABLE PROPERTIES

#	Comparable Property	City	Rent Structure	Tenancy	Distance to Subject
S	Mcdonough Senior New Construction	Mcdonough	LIHTC	Senior	-
1	Ashley Woods Apartments	Stockbridge	LIHTC/HOME	Family	7.9 miles
2	Greystone Of Mcdonough	Mcdonough	LIHTC	Family	0.5 miles
3	Grier Senior Manor	Mcdonough	LIHTC/ Market	Senior	0.9 miles
4	Hampton Court	Hampton	LIHTC	Senior	8.5 miles
5	Heritage At Mcdonough	Mcdonough	LIHTC	Senior	1.4 miles
6	Red Oak Village	Stockbridge	LIHTC	Senior	8.4 miles
7	Sable Chase Apartments	Mcdonough	LIHTC	Family	1.2 miles
8	Shoal Creek Manor	Locust Grove	LIHTC	Senior	7.5 miles
9	Mandalay Villas	Mcdonough	Market	Family	5.0 miles
10	Preston Creek Apartments	Mcdonough	Market	Family	2.2 miles
11	Springs At Mcdonough	Mcdonough	Market	Family	3.0 miles
12	The Crossing At Mcdonough	Mcdonough	Market	Family	1.3 miles
13	Villas At South Point	Mcdonough	Market	Family	3.2 miles
14	Woodlawn Park Apartments	Mcdonough	Market	Family	0.5 miles

MCDONOUGH SENIOR NEW CONSTRUCTION – MCDONOUGH, GEORGIA – MARKET STUDY

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

SUMMARY MATRIX

Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate
Subject	Mcdonough Senior New Construction 150 S Zack Hinton Pkwy Mcdonough, GA 30253 Henry County		Various 4-stories 2022 / n/a Senior	@60%	1BR / 1BA	78	42.9%	750	@60%	\$796	Yes	N/A	N/A	N/A
					2BR / 2BA	72	39.6%	1,000	@60%	\$950	Yes	N/A	N/A	N/A
					2BR / 2BA	16	8.8%	1,150	@60%	\$949	Yes	N/A	N/A	N/A
					3BR / 2BA	16	8.8%	1,250	@60%	\$1,082	Yes	N/A	N/A	N/A
						182								
1	Ashley Woods Apartments 1050 Rock Quarry Road Stockbridge, GA 30281 Henry County	7.9 miles	Garden 3-stories 1991 / 2008 Family	@50% (HOME), @60%, @60% (HOME)	1BR / 1BA	1	0.8%	748	@50% (HOME)	\$608	No	Yes	0	0.0%
					1BR / 1BA	13	10.2%	748	@60%	\$829	No	Yes	0	0.0%
					1BR / 1BA	2	1.6%	748	@60% (HOME)	\$805	No	Yes	0	0.0%
					2BR / 2BA	1	0.8%	1,010	@50% (HOME)	\$728	No	Yes	0	0.0%
					2BR / 2BA	60	46.9%	1,010	@60%	\$993	No	Yes	3	5.0%
					2BR / 2BA	3	2.3%	1,010	@60% (HOME)	\$917	No	Yes	0	0.0%
					3BR / 2BA	45	35.2%	1,134	@60%	\$1,122	No	Yes	2	4.4%
					3BR / 2BA	3	2.3%	1,039	@60% (HOME)	\$949	No	Yes	0	0.0%
	128											5	3.9%	
2	Greystone Of Mcdonough 411 Racetrack Road Mcdonough, GA 30252 Henry County	0.5 miles	Garden 2-stories 2000 / n/a Family	@50%, @60%	2BR / 2BA	17	30.4%	968	@50%	\$754	Yes	Yes	0	0.0%
					2BR / 2BA	14	25.0%	968	@60%	\$860	No	Yes	1	7.1%
					3BR / 2BA	16	28.6%	1,180	@50%	\$865	Yes	Yes	0	0.0%
					3BR / 2BA	9	16.1%	1,180	@60%	\$948	No	Yes	0	0.0%
	56											1	1.8%	
3	Grier Senior Manor 391 Old Griffin Rd Mcdonough, GA 30253 Henry County	0.9 miles	Lowrise 2-stories 2005 / n/a Senior	@30%, @50%, @54%, Market	1BR / 1BA	3	4.7%	657	@30%	\$345	Yes	Yes	0	0.0%
					1BR / 1BA	16	25.0%	657	@50%	\$585	Yes	Yes	0	0.0%
					1BR / 1BA	5	7.8%	657	@54%	\$714	Yes	Yes	0	0.0%
					1BR / 1BA	8	12.5%	657	Market	\$743	N/A	No	0	0.0%
					2BR / 2BA	3	4.7%	900	@30%	\$375	Yes	Yes	0	0.0%
					2BR / 2BA	16	25.0%	900	@50%	\$676	Yes	Yes	0	0.0%
					2BR / 2BA	5	7.8%	900	@54%	\$818	Yes	Yes	0	0.0%
					2BR / 2BA	8	12.5%	900	Market	\$839	N/A	No	0	0.0%
	64											0	0.0%	
4	Hampton Court 100 S Hampton Rd Hampton, GA 30228 Henry County	8.5 miles	Lowrise 2-stories 2014 / n/a Senior	@50%, @60%	2BR / 2BA	9	15.0%	1,200	@50%	\$615	No	Yes	0	0.0%
					2BR / 2BA	51	85.0%	1,200	@60%	\$615	No	Yes	1	2.0%
	60												1	1.7%
5	Heritage At Mcdonough 180 Bridges Rd Mcdonough, GA 30253 Henry County	1.4 miles	Lowrise 3-stories 2011 / n/a Senior	@50%, @60%	1BR / 1BA	N/A	N/A	722	@50%	\$644	Yes	Yes	0	N/A
					1BR / 1BA	N/A	N/A	722	@60%	\$794	Yes	Yes	0	N/A
					2BR / 2BA	N/A	N/A	1,103	@50%	\$770	Yes	Yes	0	N/A
					2BR / 2BA	N/A	N/A	1,103	@60%	\$950	Yes	Yes	0	N/A
	105											0	0.0%	
6	Red Oak Village 770 Rock Quarry Road Stockbridge, GA 30281 Henry County	8.4 miles	Lowrise 3-stories 2017 / n/a Senior	@50%, @60%	1BR / 1BA	4	6.7%	750	@50%	\$498	No	Yes	0	0.0%
					1BR / 1BA	16	26.7%	750	@60%	\$593	No	Yes	0	0.0%
					2BR / 1BA	9	15.0%	950	@50%	\$593	No	Yes	0	0.0%
					2BR / 1BA	31	51.7%	950	@60%	\$724	No	Yes	0	0.0%
	60											0	0.0%	
7	Sable Chase Apartments 102 Sable Chase Blvd. Mcdonough, GA 30253 Henry County	1.2 miles	Garden 2-stories 1994 / 2016 Family	@60%	1BR / 1BA	48	21.3%	781	@60%	\$607	No	Yes	0	0.0%
					2BR / 1BA	32	14.2%	857	@60%	\$675	No	Yes	0	0.0%
					2BR / 2BA	72	32.0%	968	@60%	\$725	No	Yes	0	0.0%
					2BR / 2BA	1	0.4%	857	Non-Rental	-	N/A	N/A	0	0.0%
					3BR / 2BA	72	32.0%	1,180	@60%	\$788	No	Yes	0	0.0%
	225											0	0.0%	
8	Shoal Creek Manor 120 L.G. Griffin Road Locust Grove, GA 30248 Henry County	7.5 miles	Midrise 4-stories 2011 / n/a Senior	@50%, @60%	2BR / 2BA	14	21.2%	1,008	@50%	\$767	Yes	Yes	0	0.0%
					2BR / 2BA	52	78.8%	1,008	@60%	\$942	Yes	Yes	0	0.0%
	66												0	0.0%
9	Mandalay Villas 1395 Town Center Village Mcdonough, GA 30253 Henry County	5.0 miles	Garden 2-stories 2008 / 2017 Family	Market	1BR / 1BA	N/A	N/A	675	Market	\$1,053	N/A	No	N/A	N/A
					1BR / 1BA	N/A	N/A	822	Market	\$1,052	N/A	No	N/A	N/A
					1BR / 1BA	N/A	N/A	963	Market	\$1,148	N/A	No	N/A	N/A
					1BR / 1BA	N/A	N/A	976	Market	\$980	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	997	Market	\$1,335	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,097	Market	\$1,335	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,140	Market	\$1,338	N/A	No	N/A	N/A
					3BR / 2BA	N/A	N/A	1,447	Market	\$1,565	N/A	No	N/A	N/A
					3BR / 2BA	N/A	N/A	1,523	Market	\$1,733	N/A	No	N/A	N/A
	300											17	5.7%	
10	Preston Creek Apartments 100 Preston Creek Drive Mcdonough, GA 30253 Henry County	2.2 miles	Garden 3-stories 2002 / n/a Family	Market	1BR / 1BA	18	5.4%	767	Market	\$1,238	N/A	No	N/A	N/A
					1BR / 1BA	18	5.4%	1,217	Market	\$1,412	N/A	No	N/A	N/A
					1BR / 1BA	18	5.4%	1,794	Market	\$1,522	N/A	No	N/A	N/A
					1.5BR / 1.5BA	32	9.6%	1,046	Market	\$1,539	N/A	No	N/A	N/A
					2BR / 2BA	92	27.5%	1,062	Market	\$1,324	N/A	No	N/A	N/A
					2BR / 2BA	92	27.5%	1,233	Market	\$1,746	N/A	No	N/A	N/A
					3BR / 2BA	32	9.6%	1,296	Market	\$1,526	N/A	No	N/A	N/A
					3BR / 2BA	32	9.6%	1,467	Market	\$1,911	N/A	No	N/A	N/A
	334											20	6.0%	
11	Springs At Mcdonough 325 South Point Boulevard Mcdonough, GA 30253 Henry County	3.0 miles	Garden 2-stories 2017 / n/a Family	Market	0BR / 1BA	N/A	N/A	551	Market	\$1,043	N/A	No	N/A	N/A
					0BR / 1BA	N/A	N/A	660	Market	\$1,069	N/A	No	N/A	N/A
					1BR / 1BA	N/A	N/A	797	Market	\$1,218	N/A	No	N/A	N/A
					1BR / 1BA	N/A	N/A	828	Market	\$1,205	N/A	No	N/A	N/A
					1BR / 1BA	N/A	N/A	907	Market	\$1,225	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,088	Market	\$1,407	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,202	Market	\$1,398	N/A	No	N/A	N/A
					3BR / 2BA	N/A	N/A	1,430	Market	\$1,627	N/A	No	N/A	N/A
	268											16	6.0%	

MCDONOUGH SENIOR NEW CONSTRUCTION – MCDONOUGH, GEORGIA – MARKET STUDY

SUMMARY MATRIX

Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate
Subject	Mcdonough Senior New Construction 150 S Zack Hinton Pkwy Mcdonough, GA 30253 Henry County	-	Various 4-stories 2022 / n/a Senior	@60%	1BR / 1BA	78	42.9%	750	@60%	\$796	Yes	N/A	N/A	N/A
					2BR / 2BA	72	39.6%	1,000	@60%	\$950	Yes	N/A	N/A	N/A
					2BR / 2BA	16	8.8%	1,150	@60%	\$949	Yes	N/A	N/A	N/A
					3BR / 2BA	16	8.8%	1,250	@60%	\$1,082	Yes	N/A	N/A	N/A
					<u>182</u>							N/A	N/A	
12	The Crossing At Mcdonough 100 Crossing Boulevard Mcdonough, GA 30253 Henry County	1.3 miles	Garden 3-stories 2004 / n/a Family	Market	1BR / 1BA	N/A	N/A	908	Market	\$1,015	N/A	No	3	N/A
					2BR / 2BA	N/A	N/A	1,152	Market	\$1,125	N/A	No	6	N/A
					3BR / 2BA	35	13.9%	1,390	Market	\$1,285	N/A	No	4	11.4%
										<u>252</u>				
13	Villas At South Point 1690 Highway 20 West Mcdonough, GA 30253 Henry County	3.2 miles	Garden 2-stories 2005 / n/a Family	Market	1BR / 1BA	N/A	N/A	675	Market	\$1,067	N/A	No	3	N/A
					1BR / 1BA	N/A	N/A	821	Market	\$1,083	N/A	No	2	N/A
					1BR / 1BA	N/A	N/A	1,004	Market	\$1,174	N/A	No	1	N/A
					2BR / 2BA	N/A	N/A	997	Market	\$1,378	N/A	No	1	N/A
					2BR / 2BA	N/A	N/A	1,165	Market	\$1,362	N/A	No	2	N/A
					2BR / 2BA	N/A	N/A	1,325	Market	\$1,455	N/A	No	1	N/A
					2BR / 2BA	N/A	N/A	1,450	Market	\$1,412	N/A	No	3	N/A
					3BR / 2BA	N/A	N/A	1,446	Market	\$1,546	N/A	No	1	N/A
					<u>284</u>							14	4.9%	
14	Woodlawn Park Apartments 150 Postmaster Drive Mcdonough, GA 30253 Henry County	0.5 miles	Garden 3-stories 2004 / n/a Family	Market	1BR / 1BA	80	32.8%	787	Market	\$985	N/A	No	N/A	N/A
					2BR / 1BA	27	11.1%	951	Market	\$1,130	N/A	No	N/A	N/A
					2BR / 2BA	57	23.4%	1,059	Market	\$1,200	N/A	No	N/A	N/A
					3BR / 2BA	80	32.8%	1,271	Market	\$1,300	N/A	No	N/A	N/A
					<u>244</u>							6	2.5%	

MCDONOUGH SENIOR NEW CONSTRUCTION – MCDONOUGH, GEORGIA – MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.						
	Units Surveyed:	2,446	Weighted Occupancy:	96.2%		
	Market Rate	1,682	Market Rate	94.9%		
	Tax Credit	764	Tax Credit	99.1%		
One Bedroom One Bath		Two Bedroom Two Bath		Three Bedroom Two Bath		
Property	Average	Property	Average	Property		
RENT				Average		
	Preston Creek Apartments (Market)	\$1,522	Preston Creek Apartments (Market)	\$1,746	Preston Creek Apartments (Market)	\$1,911
	Preston Creek Apartments (Market)	\$1,412	Villas At South Point (Market)	\$1,455	Mandalay Villas (Market)	\$1,733
	Preston Creek Apartments (Market)	\$1,238	Villas At South Point (Market)	\$1,412	Springs At Mcdonough (Market)	\$1,627
	Springs At Mcdonough (Market)	\$1,225	Springs At Mcdonough (Market)	\$1,407	Villas At South Point (Market)	\$1,596
	Springs At Mcdonough (Market)	\$1,218	Springs At Mcdonough (Market)	\$1,398	Mandalay Villas (Market)	\$1,565
	Springs At Mcdonough (Market)	\$1,205	Villas At South Point (Market)	\$1,378	Villas At South Point (Market)	\$1,546
	Villas At South Point (Market)	\$1,174	Villas At South Point (Market)	\$1,362	Preston Creek Apartments (Market)	\$1,526
	Mandalay Villas (Market)	\$1,148	Mandalay Villas (Market)	\$1,338	Woodlawn Park Apartments (Market)	\$1,300
	Villas At South Point (Market)	\$1,083	Mandalay Villas (Market)	\$1,335	The Crossing At Mcdonough (Market)	\$1,285
	Villas At South Point (Market)	\$1,067	Mandalay Villas (Market)	\$1,335	Ashley Woods Apartments (@60%)	\$1,122
	Mandalay Villas (Market)	\$1,053	Preston Creek Apartments (Market)	\$1,324	Mcdonough Senior New Construction (@60%)	\$1,082
	Mandalay Villas (Market)	\$1,052	Woodlawn Park Apartments (Market)	\$1,200	Ashley Woods Apartments (@60%)	\$949
	The Crossing At Mcdonough (Market)	\$1,015	Woodlawn Park Apartments (Market)(1BA)	\$1,130	Greystone Of Mcdonough (@60%)	\$948
	Woodlawn Park Apartments (Market)	\$985	The Crossing At Mcdonough (Market)	\$1,125	Greystone Of Mcdonough (@50%)	\$865
	Mandalay Villas (Market)	\$980	Ashley Woods Apartments (@60%)	\$993	Sable Chase Apartments (@60%)	\$788
	Ashley Woods Apartments (@60%)	\$829	Mcdonough Senior New Construction (@60%)	\$950		
	Ashley Woods Apartments (@60%)	\$805	Heritage At Mcdonough (@60%)	\$950		
	Mcdonough Senior New Construction (@60%)	\$796	Mcdonough Senior New Construction (@60%)	\$949		
	Heritage At Mcdonough (@60%)	\$794	Shoal Creek Manor (@60%)	\$942		
	Grier Senior Manor (Market)	\$743	Ashley Woods Apartments (@60%)	\$917		
	Grier Senior Manor (@54%)	\$714	Greystone Of Mcdonough (@60%)	\$860		
	Heritage At Mcdonough (@50%)	\$644	Grier Senior Manor (Market)	\$839		
	Ashley Woods Apartments (@50%)	\$608	Grier Senior Manor (@54%)	\$818		
	Sable Chase Apartments (@60%)	\$607	Heritage At Mcdonough (@50%)	\$770		
	Red Oak Village (@60%)	\$593	Shoal Creek Manor (@50%)	\$767		
	Grier Senior Manor (@50%)	\$585	Greystone Of Mcdonough (@50%)	\$754		
	Red Oak Village (@50%)	\$498	Ashley Woods Apartments (@50%)	\$728		
	Grier Senior Manor (@30%)	\$345	Sable Chase Apartments (@60%)	\$725		
			Red Oak Village (@60%)(1BA)	\$724		
			Grier Senior Manor (@50%)	\$676		
			Sable Chase Apartments (@60%)(1BA)	\$675		
			Hampton Court (@60%)	\$615		
			Hampton Court (@50%)	\$615		
			Red Oak Village (@50%)(1BA)	\$593		
			Grier Senior Manor (@30%)	\$375		

MCDONOUGH SENIOR NEW CONSTRUCTION – MCDONOUGH, GEORGIA – MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.					
Units Surveyed:		2,446	Weighted Occupancy:		96.2%
Market Rate		1,682	Market Rate		94.9%
Tax Credit		764	Tax Credit		99.1%
One Bedroom One Bath		Two Bedroom Two Bath		Three Bedroom Two Bath	
SQUARE FOOTAGE	Property	Average	Property	Average	Property
	Preston Creek Apartments (Market)	1,794	Villas At South Point (Market)	1,450	Mandalay Villas (Market)
	Preston Creek Apartments (Market)	1,217	Villas At South Point (Market)	1,325	Villas At South Point (Market)
	Villas At South Point (Market)	1,004	Preston Creek Apartments (Market)	1,233	Preston Creek Apartments (Market)
	Mandalay Villas (Market)	976	Springs At Mcdonough (Market)	1,202	Mandalay Villas (Market)
	Mandalay Villas (Market)	963	Hampton Court (@60%)	1,200	Villas At South Point (Market)
	The Crossing At Mcdonough (Market)	908	Hampton Court (@50%)	1,200	Springs At Mcdonough (Market)
	Springs At Mcdonough (Market)	907	Villas At South Point (Market)	1,165	The Crossing At Mcdonough (Market)
	Springs At Mcdonough (Market)	828	The Crossing At Mcdonough (Market)	1,152	Preston Creek Apartments (Market)
	Mandalay Villas (Market)	822	Mcdonough Senior New Construction (@60%)	1,150	Woodlawn Park Apartments (Market)
	Villas At South Point (Market)	821	Mandalay Villas (Market)	1,140	Mcdonough Senior New Construction (@60%)
	Springs At Mcdonough (Market)	797	Heritage At Mcdonough (@50%)	1,103	Greystone Of Mcdonough (@50%)
	Woodlawn Park Apartments (Market)	787	Heritage At Mcdonough (@60%)	1,103	Greystone Of Mcdonough (@60%)
	Sable Chase Apartments (@60%)	781	Mandalay Villas (Market)	1,097	Sable Chase Apartments (@60%)
	Preston Creek Apartments (Market)	767	Springs At Mcdonough (Market)	1,088	Ashley Woods Apartments (@60%)
	Red Oak Village (@50%)	750	Preston Creek Apartments (Market)	1,062	Ashley Woods Apartments (@60%)
	Mcdonough Senior New Construction (@60%)	750	Woodlawn Park Apartments (Market)	1,059	
	Red Oak Village (@60%)	750	Ashley Woods Apartments (@60%)	1,010	
	Ashley Woods Apartments (@50%)	748	Ashley Woods Apartments (@50%)	1,010	
	Ashley Woods Apartments (@60%)	748	Ashley Woods Apartments (@60%)	1,010	
	Ashley Woods Apartments (@60%)	748	Shoal Creek Manor (@50%)	1,008	
	Heritage At Mcdonough (@50%)	722	Shoal Creek Manor (@60%)	1,008	
	Heritage At Mcdonough (@60%)	722	Mcdonough Senior New Construction (@60%)	1,000	
	Villas At South Point (Market)	675	Villas At South Point (Market)	997	
	Mandalay Villas (Market)	675	Mandalay Villas (Market)	997	
	Grier Senior Manor (@54%)	657	Greystone Of Mcdonough (@50%)	968	
	Grier Senior Manor (@50%)	657	Sable Chase Apartments (@60%)	968	
	Grier Senior Manor (@30%)	657	Greystone Of Mcdonough (@60%)	968	
	Grier Senior Manor (Market)	657	Woodlawn Park Apartments (Market)(1BA)	951	
			Red Oak Village (@60%)(1BA)	950	
			Red Oak Village (@50%)(1BA)	950	
			Grier Senior Manor (@30%)	900	
			Grier Senior Manor (@54%)	900	
			Grier Senior Manor (Market)	900	
			Grier Senior Manor (@50%)	900	
			Sable Chase Apartments (@60%)(1BA)	857	
			Sable Chase Apartments (Non-Rental)	857	

MCDONOUGH SENIOR NEW CONSTRUCTION – MCDONOUGH, GEORGIA – MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.						
	Units Surveyed:	2,446	Weighted Occupancy:	96.2%		
	Market Rate	1,682	Market Rate	94.9%		
	Tax Credit	764	Tax Credit	99.1%		
One Bedroom One Bath		Two Bedroom Two Bath		Three Bedroom Two Bath		
RENT PER SQUARE FOOT	Property	Average	Property	Average	Property	
	Preston Creek Apartments (Market)	\$1.61	Preston Creek Apartments (Market)	\$1.42	Preston Creek Apartments (Market)	\$1.30
	Villas At South Point (Market)	\$1.58	Villas At South Point (Market)	\$1.38	Preston Creek Apartments (Market)	\$1.18
	Mandalay Villas (Market)	\$1.56	Mandalay Villas (Market)	\$1.34	Mandalay Villas (Market)	\$1.14
	Springs At Mcdonough (Market)	\$1.53	Springs At Mcdonough (Market)	\$1.29	Springs At Mcdonough (Market)	\$1.14
	Springs At Mcdonough (Market)	\$1.46	Preston Creek Apartments (Market)	\$1.25	Mandalay Villas (Market)	\$1.08
	Springs At Mcdonough (Market)	\$1.35	Mandalay Villas (Market)	\$1.22	Villas At South Point (Market)	\$1.07
	Villas At South Point (Market)	\$1.32	Woodlawn Park Apartments (Market)(1BA)	\$1.19	Villas At South Point (Market)	\$1.05
	Mandalay Villas (Market)	\$1.28	Mandalay Villas (Market)	\$1.17	Woodlawn Park Apartments (Market)	\$1.02
	Woodlawn Park Apartments (Market)	\$1.25	Villas At South Point (Market)	\$1.17	Ashley Woods Apartments (@60%)	\$0.99
	Mandalay Villas (Market)	\$1.19	Springs At Mcdonough (Market)	\$1.16	The Crossing At Mcdonough (Market)	\$0.92
	Villas At South Point (Market)	\$1.17	Woodlawn Park Apartments (Market)	\$1.13	Ashley Woods Apartments (@60%)	\$0.91
	Preston Creek Apartments (Market)	\$1.16	Villas At South Point (Market)	\$1.10	Mcdonough Senior New Construction (@60%)	\$0.87
	Grier Senior Manor (Market)	\$1.13	Ashley Woods Apartments (@60%)	\$0.98	Greystone Of Mcdonough (@60%)	\$0.80
	The Crossing At Mcdonough (Market)	\$1.12	The Crossing At Mcdonough (Market)	\$0.98	Greystone Of Mcdonough (@50%)	\$0.73
	Ashley Woods Apartments (@60%)	\$1.11	Villas At South Point (Market)	\$0.97	Sable Chase Apartments (@60%)	\$0.67
	Heritage At Mcdonough (@60%)	\$1.10	Mcdonough Senior New Construction (@60%)	\$0.95		
	Grier Senior Manor (@54%)	\$1.09	Shoal Creek Manor (@60%)	\$0.93		
	Ashley Woods Apartments (@60%)	\$1.08	Grier Senior Manor (Market)	\$0.93		
	Mcdonough Senior New Construction (@60%)	\$1.06	Grier Senior Manor (@54%)	\$0.91		
	Mandalay Villas (Market)	\$1.00	Ashley Woods Apartments (@60%)	\$0.91		
	Heritage At Mcdonough (@50%)	\$0.89	Greystone Of Mcdonough (@60%)	\$0.89		
	Grier Senior Manor (@50%)	\$0.89	Heritage At Mcdonough (@60%)	\$0.86		
	Preston Creek Apartments (Market)	\$0.85	Mcdonough Senior New Construction (@60%)	\$0.83		
	Ashley Woods Apartments (@50%)	\$0.81	Sable Chase Apartments (@60%)(1BA)	\$0.79		
	Red Oak Village (@60%)	\$0.79	Greystone Of Mcdonough (@50%)	\$0.78		
	Sable Chase Apartments (@60%)	\$0.78	Red Oak Village (@60%)(1BA)	\$0.76		
	Red Oak Village (@50%)	\$0.66	Shoal Creek Manor (@50%)	\$0.76		
	Grier Senior Manor (@30%)	\$0.53	Grier Senior Manor (@50%)	\$0.75		
			Sable Chase Apartments (@60%)	\$0.75		
			Ashley Woods Apartments (@50%)	\$0.72		
			Heritage At Mcdonough (@50%)	\$0.70		
			Red Oak Village (@50%)(1BA)	\$0.62		
			Hampton Court (@60%)	\$0.51		
			Hampton Court (@50%)	\$0.51		
			Grier Senior Manor (@30%)	\$0.42		

PROPERTY PROFILE REPORT

Ashley Woods Apartments

Effective Rent Date	2/10/2020
Location	1050 Rock Quarry Road Stockbridge, GA 30281 Henry County
Distance	7.9 miles
Units	128
Vacant Units	5
Vacancy Rate	3.9%
Type	Garden (3 stories)
Year Built/Renovated	1991 / 2008
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	North Park, Hyde Park, Mable Chase
Tenant Characteristics	Mostly families from area
Contact Name	Tina
Phone	770-474-8444



Market Information

Program	@50% (HOME), @60%, @60% (HOME)
Annual Turnover Rate	15%
Units/Month Absorbed	N/A
HCV Tenants	5%
Leasing Pace	Pre-leased to two weeks
Annual Chg. in Rent	Changes daily
Concession	None
Waiting List	Yes - 50HH

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	1	748	\$651	\$0	@50% (HOME)	Yes	0	0.0%	yes	None
1	1	Garden (3 stories)	13	748	\$872	\$0	@60%	Yes	0	0.0%	yes	None
1	1	Garden (3 stories)	2	748	\$848	\$0	@60% (HOME)	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	1	1,010	\$778	\$0	@50% (HOME)	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	60	1,010	\$1,043	\$0	@60%	Yes	3	5.0%	yes	None
2	2	Garden (3 stories)	3	1,010	\$967	\$0	@60% (HOME)	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	45	1,134	\$1,184	\$0	@60%	Yes	2	4.4%	yes	None
3	2	Garden (3 stories)	3	1,039	\$1,011	\$0	@60% (HOME)	Yes	0	0.0%	yes	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$651	\$0	\$651	-\$45	\$606	1BR / 1BA	\$848 - \$872	\$0	\$848 - \$872	-\$45	\$803 - \$827
2BR / 2BA	\$778	\$0	\$778	-\$52	\$726	2BR / 2BA	\$967 - \$1,043	\$0	\$967 - \$1,043	-\$52	\$915 - \$991
						3BR / 2BA	\$1,011 - \$1,184	\$0	\$1,011 - \$1,184	-\$65	\$946 - \$1,119

Ashley Woods Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Patrol	None
Carpeting	Central A/C	Perimeter Fencing	
Coat Closet	Dishwasher		
Ceiling Fan	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Clubhouse/Meeting Room/Community	Central Laundry	None	None
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Swimming Pool			

Comments

The contact reported the property has LIHTC and HOME units and pricing is set with LRO daily pricing software. As such, rents change daily. The contact noted rents fluctuate often as they typically stay just under the maximum allowable rents. An in-unit washer/dryer is included with rent.

Ashley Woods Apartments, continued

Trend Report

Vacancy Rates

4Q18	1Q19	2Q19	1Q20
0.8%	6.2%	6.2%	3.9%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	4	0.0%	\$607	\$0	\$607	\$562
2019	1	0.0%	\$607	\$0	\$607	\$562
2019	2	0.0%	\$607	\$0	\$607	\$562
2020	1	0.0%	\$651	\$0	\$651	\$606

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	4	0.0%	\$727	\$0	\$727	\$675
2019	1	0.0%	\$727	\$0	\$727	\$675
2019	2	0.0%	\$727	\$0	\$727	\$675
2020	1	0.0%	\$778	\$0	\$778	\$726

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
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Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	4	0.0%	\$773 - \$820	\$0	\$773 - \$820	\$728 - \$775
2019	1	0.0%	\$812 - \$820	\$0	\$812 - \$820	\$767 - \$775
2019	2	0.0%	\$812 - \$877	\$0	\$812 - \$877	\$767 - \$832
2020	1	0.0%	\$848 - \$872	\$0	\$848 - \$872	\$803 - \$827

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	4	1.6%	\$777 - \$981	\$0	\$777 - \$981	\$725 - \$929
2019	1	4.8%	\$932 - \$981	\$0	\$932 - \$981	\$880 - \$929
2019	2	4.8%	\$932 - \$945	\$0	\$932 - \$945	\$880 - \$893
2020	1	4.8%	\$967 - \$1,043	\$0	\$967 - \$1,043	\$915 - \$991

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	4	0.0%	\$908 - \$1,129	\$0	\$908 - \$1,129	\$843 - \$1,064
2019	1	10.4%	\$989 - \$1,080	\$0	\$989 - \$1,080	\$924 - \$1,015
2019	2	10.4%	\$989 - \$1,184	\$0	\$989 - \$1,184	\$924 - \$1,119
2020	1	4.2%	\$1,011 - \$1,184	\$0	\$1,011 - \$1,184	\$946 - \$1,119

Trend: Comments

4Q18	The one vacant unit is pre-leased. According to the contact, there is strong demand for affordable housing in the area.
1Q19	Of the eight vacant units, six are pre-leased. The contact reported strong demand for affordable housing.
2Q19	The contact reported the property has LIHTC and HOME units and pricing is set with LRO daily pricing software. As such, rents change daily. The contact noted rents fluctuate often as they typically stay just under the max rents. An in-unit washer/dryer is included with rent.
1Q20	The contact reported the property has LIHTC and HOME units and pricing is set with LRO daily pricing software. As such, rents change daily. The contact noted rents fluctuate often as they typically stay just under the maximum allowable rents. An in-unit washer/dryer is included with rent.

Photos



PROPERTY PROFILE REPORT

Greystone Of Mcdonough

Effective Rent Date	2/10/2020
Location	411 Racetrack Road Mcdonough, GA 30252 Henry County
Distance	0.5 miles
Units	56
Vacant Units	1
Vacancy Rate	1.8%
Type	Garden (2 stories)
Year Built/Renovated	2000 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Woodlawn Park, Sable Chase
Tenant Characteristics	Families, singles, some seniors from the area
Contact Name	Sam
Phone	678.583.1812



Market Information

Program	@50%, @60%
Annual Turnover Rate	15%
Units/Month Absorbed	N/A
HCV Tenants	10%
Leasing Pace	Within one week
Annual Chg. in Rent	Annual inc. of 4-5% since 4Q16
Concession	None
Waiting List	Yes; Undisclosed length.

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (2 stories)	14	968	\$910	\$0	@60%	Yes	1	7.1%	no	None
2	2	Garden (2 stories)	17	968	\$804	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	9	1,180	\$1,010	\$0	@60%	Yes	0	0.0%	no	None
3	2	Garden (2 stories)	16	1,180	\$927	\$0	@50%	Yes	0	0.0%	yes	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 2BA	\$804	\$0	\$804	-\$52	\$752	2BR / 2BA	\$910	\$0	\$910	-\$52	\$858
3BR / 2BA	\$927	\$0	\$927	-\$65	\$862	3BR / 2BA	\$1,010	\$0	\$1,010	-\$65	\$945

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Perimeter Fencing	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Clubhouse/Meeting Room/Community	Exercise Facility	None	None
Central Laundry	Off-Street Parking		
On-Site Management	Playground		
Tennis Court	Volleyball Court		

Comments

No additional comments.

Trend Report

Vacancy Rates

4Q13	2Q16	4Q16	1Q20
10.7%	5.4%	5.4%	1.8%

Trend: @50%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	4	11.8%	\$660	\$0	\$660	\$608
2016	2	0.0%	\$695	\$0	\$695	\$643
2016	4	0.0%	\$695	\$0	\$695	\$643
2020	1	0.0%	\$804	\$0	\$804	\$752

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	4	6.2%	\$710	\$0	\$710	\$645
2016	2	6.2%	\$775	\$0	\$775	\$710
2016	4	6.2%	\$775	\$0	\$775	\$710
2020	1	0.0%	\$927	\$0	\$927	\$862

Trend: @60%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	4	14.3%	\$720	\$0	\$720	\$668
2016	2	14.3%	\$785	\$0	\$785	\$733
2016	4	7.1%	\$785	\$0	\$785	\$733
2020	1	7.1%	\$910	\$0	\$910	\$858

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	4	11.1%	\$810	\$0	\$810	\$745
2016	2	0.0%	\$880	\$0	\$880	\$815
2016	4	11.1%	\$880	\$0	\$880	\$815
2020	1	0.0%	\$1,010	\$0	\$1,010	\$945

Trend: Comments

4Q13	The contact stated that the above average turnover rate can be attributed to layoffs, tenants moving closer to their jobs, or tenants seeking a better rental rate at another property. The contact noted that there has been no major renovations in the last year, and the exterior of the property was recently painted.
2Q16	The contact reported occupancy rates have remained above 96 percent for most of the past year. She noted the economy is still slow in the area and stated maximum allowable rents are not achievable at the property.
4Q16	The contact reported occupancy rates have remained above 96 percent for most of the past year. She noted the economy is still slow in the area and stated maximum allowable rents are not achievable at the property. Two of the vacant units are preleased at this time.
1Q20	No additional comments.

Photos



PROPERTY PROFILE REPORT

Grier Senior Manor

Effective Rent Date	2/12/2020
Location	391 Old Griffin Rd Mcdonough, GA 30253 Henry County
Distance	0.9 miles
Units	64
Vacant Units	0
Vacancy Rate	0.0%
Type	Lowrise (age-restricted) (2 stories)
Year Built/Renovated	2005 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None
Tenant Characteristics	Seniors 55+; 20 percent previous homeowners; average age is 68; almost all are retired
Contact Name	Marilyn
Phone	770-288-2311



Market Information

Program	@30%, @50%, @54%, Market
Annual Turnover Rate	5%
Units/Month Absorbed	N/A
HCV Tenants	5%
Leasing Pace	pre-leased to two weeks
Annual Chg. in Rent	Kept at max
Concession	None
Waiting List	Yes; Up to two years in length.

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Lowrise (2 stories)	3	657	\$367	\$0	@30%	Yes	0	0.0%	yes	None
1	1	Lowrise (2 stories)	16	657	\$607	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Lowrise (2 stories)	5	657	\$736	\$0	@54%	Yes	0	0.0%	yes	None
1	1	Lowrise (2 stories)	8	657	\$765	\$0	Market	No	0	0.0%	N/A	None
2	2	Lowrise (2 stories)	3	900	\$401	\$0	@30%	Yes	0	0.0%	yes	None
2	2	Lowrise (2 stories)	16	900	\$702	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Lowrise (2 stories)	5	900	\$844	\$0	@54%	Yes	0	0.0%	yes	None
2	2	Lowrise (2 stories)	8	900	\$865	\$0	Market	No	0	0.0%	N/A	None

Grier Senior Manor, continued

Trend Report

Vacancy Rates

2Q17	2Q18	3Q18	1Q20
0.0%	0.0%	0.0%	0.0%

Trend: @30%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$284	\$0	\$284	\$261
2018	2	0.0%	\$308	\$0	\$308	\$285
2018	3	0.0%	\$308	\$0	\$308	\$285
2020	1	0.0%	\$367	\$0	\$367	\$344

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$322	\$0	\$322	\$295
2018	2	0.0%	\$333	\$0	\$333	\$306
2018	3	0.0%	\$333	\$0	\$333	\$306
2020	1	0.0%	\$401	\$0	\$401	\$374

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$529	\$0	\$529	\$506
2018	2	0.0%	\$561	\$0	\$561	\$538
2018	3	0.0%	\$561	\$0	\$561	\$538
2020	1	0.0%	\$607	\$0	\$607	\$584

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$622	\$0	\$622	\$595
2018	2	0.0%	\$638	\$0	\$638	\$611
2018	3	0.0%	\$638	\$0	\$638	\$611
2020	1	0.0%	\$702	\$0	\$702	\$675

Trend: @54%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$581	\$0	\$581	\$558
2018	2	0.0%	\$613	\$0	\$613	\$590
2018	3	0.0%	\$613	\$0	\$613	\$590
2020	1	0.0%	\$736	\$0	\$736	\$713

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$684	\$0	\$684	\$657
2018	2	0.0%	\$700	\$0	\$700	\$673
2018	3	0.0%	\$700	\$0	\$700	\$673
2020	1	0.0%	\$844	\$0	\$844	\$817

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$660	\$0	\$660	\$637
2018	2	0.0%	\$675	\$0	\$675	\$652
2018	3	0.0%	\$675	\$0	\$675	\$652
2020	1	0.0%	\$765	\$0	\$765	\$742

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$770	\$0	\$770	\$743
2018	2	0.0%	\$785	\$0	\$785	\$758
2018	3	0.0%	\$785	\$0	\$785	\$758
2020	1	0.0%	\$865	\$0	\$865	\$838

Trend: Comments

2Q17	Management reported that there is a significant need for additional senior housing.
2Q18	According to the contact, this property currently maintains a waiting list that consists of 15 households. Since we last interviewed this property in April 2017, rents increased between two to eight percent across each unit type. The contact reported achieving the maximum allowable levels on all LIHTC units.
3Q18	The contact reported that the strongest demand is for one-bedroom units and the unit sizes are appropriate for the tenancy and market. She also reported that all amenities, and especially the gym, are well-used. The property offers off-street parking and the though the number of spaces was not available, the contact reported that the parking structure is adequate for the tenancy and market. The contact reported an overall strong rental market for senior housing.
1Q20	The contact reported that the strongest demand is for one-bedroom units and the unit sizes are appropriate for the tenancy and market. She also reported that all amenities, especially the gym, are well-used. The property offers off-street parking and although the number of spaces was not available, the contact reported that the parking structure is adequate for the tenancy and market. The contact reported an overall strong rental market for senior housing. The contact also reported that turnover is very low and is usually due to illness or transfers to assisted living.

Photos



PROPERTY PROFILE REPORT

Hampton Court

Effective Rent Date	2/10/2020
Location	100 S Hampton Rd Hampton, GA 30228 Henry County
Distance	8.5 miles
Units	60
Vacant Units	1
Vacancy Rate	1.7%
Type	Lowrise (age-restricted) (2 stories)
Year Built/Renovated	2014 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Heritage
Tenant Characteristics	Average age of 73; most are retired. Most come from other senior properties
Contact Name	Felicia
Phone	770-707-0720



Market Information

Program	@50%, @60%
Annual Turnover Rate	16%
Units/Month Absorbed	20
HCV Tenants	3%
Leasing Pace	Pre-leased to one week
Annual Chg. in Rent	Increased 12% since Q3 2018
Concession	None
Waiting List	Yes; undisclosed length.

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Lowrise (2 stories)	9	1,200	\$615	\$0	@50%	Yes	0	0.0%	no	None
2	2	Lowrise (2 stories)	51	1,200	\$615	\$0	@60%	Yes	1	2.0%	no	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 2BA	\$615	\$0	\$615	\$0	\$615	2BR / 2BA	\$615	\$0	\$615	\$0	\$615

Hampton Court, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpet/Hardwood	Central A/C	Limited Access	
Coat Closet	Dishwasher	Perimeter Fencing	
Garbage Disposal	Hand Rails		
Microwave	Oven		
Pull Cords	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Community gardens
Elevators	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Recreation Areas			

Comments

The contact reported that rents are below maximum allowable levels because the property is owned by a not-for-profit entity that has not raised rents. The vacant unit is preleased from the waiting list. The contact indicated the market is very strong for senior LIHTC communities.

Hampton Court, continued

Trend Report

Vacancy Rates

2Q17	2Q18	3Q18	1Q20
0.0%	3.3%	3.3%	1.7%

Trend: @50%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	0.0%	\$480	\$0	\$480	\$480
2018	2	11.1%	\$530	\$0	\$530	\$530
2018	3	11.1%	\$550	\$0	\$550	\$550
2020	1	0.0%	\$615	\$0	\$615	\$615

Trend: @60%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	0.0%	\$480	\$0	\$480	\$480
2018	2	2.0%	\$530	\$0	\$530	\$530
2018	3	2.0%	\$550	\$0	\$550	\$550
2020	1	2.0%	\$615	\$0	\$615	\$615

Trend: Comments

2Q17	Management indicated that there is a significant need for additional senior LIHTC units in the local market and estimated that the market could likely support an additional 200 units. According to management, the property's waiting list contains several hundred households. Rents are expected to increase to \$530 on May 1st.
2Q18	Management indicated that there is a significant need for additional senior LIHTC units in the local market and reported there are currently approximately 800 households on the waiting list. The contact reported achieving the maximum allowable rents at 50 percent AMI. The contact was unable to comment on why the 60 percent AMI units are equal to the 50 percent AMI units.
3Q18	The contact reported that rents are below maximum allowable levels because of senior tenancy and the fact that the property is owned by a not-for-profit entity that has not raised rents. The two vacant units are pre-leased from the waiting list. The contact indicated that all unit types are in high demand, that unit sizes are appropriate, that all amenities are highly used and sufficient, that there are more than enough parking spaces for demand, and that they believe the market is very strong for senior LIHTC communities.
1Q20	The contact reported that rents are below maximum allowable levels because the property is owned by a not-for-profit entity that has not raised rents. The vacant unit is preleased from the waiting list. The contact indicated the market is very strong for senior LIHTC communities.

Photos



PROPERTY PROFILE REPORT

Heritage At Mcdonough

Effective Rent Date	2/10/2020
Location	180 Bridges Rd Mcdonough, GA 30253 Henry County
Distance	1.4 miles
Units	105
Vacant Units	0
Vacancy Rate	0.0%
Type	Lowrise (age-restricted) (3 stories)
Year Built/Renovated	2011 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Seniors 55+, Average age of 72; 90% are retired; coming from Metro Atlanta as well as out of state
Contact Name	Fayana
Phone	678-604-8322



Market Information

Program	@50%, @60%
Annual Turnover Rate	10%
Units/Month Absorbed	18
HCV Tenants	10%
Leasing Pace	Within two weeks
Annual Chg. in Rent	None
Concession	None
Waiting List	Yes; two to three years in length.

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Lowrise (3 stories)	N/A	722	\$687	\$0	@50%	Yes	0	N/A	yes	None
1	1	Lowrise (3 stories)	N/A	722	\$837	\$0	@60%	Yes	0	N/A	yes	None
2	2	Lowrise (3 stories)	N/A	1,103	\$820	\$0	@50%	Yes	0	N/A	yes	None
2	2	Lowrise (3 stories)	N/A	1,103	\$1,000	\$0	@60%	Yes	0	N/A	yes	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$687	\$0	\$687	-\$45	\$642	1BR / 1BA	\$837	\$0	\$837	-\$45	\$792
2BR / 2BA	\$820	\$0	\$820	-\$52	\$768	2BR / 2BA	\$1,000	\$0	\$1,000	-\$52	\$948

Heritage At Mcdonough, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpet/Hardwood	Central A/C	Limited Access	
Coat Closet	Dishwasher	Perimeter Fencing	
Exterior Storage	Ceiling Fan		
Garbage Disposal	Grab Bars		
Hand Rails	Microwave		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Basketball Court	Business Center/Computer Lab	Hairdresser / Barber	ballroom, gardens
Clubhouse/Meeting Room/Community	Elevators		
Exercise Facility	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Recreation Areas		
Swimming Pool	Wi-Fi		

Comments

No additional comments.

Trend Report

Vacancy Rates

2Q17	2Q18	3Q18	1Q20
1.9%	3.8%	0.0%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$595	\$0	\$595	\$550
2018	2	N/A	\$596	\$0	\$596	\$551
2018	3	N/A	\$641	\$0	\$641	\$596
2020	1	N/A	\$687	\$0	\$687	\$642

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$707	\$0	\$707	\$655
2018	2	N/A	\$707	\$0	\$707	\$655
2018	3	N/A	\$765	\$0	\$765	\$713
2020	1	N/A	\$820	\$0	\$820	\$768

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$726	\$0	\$726	\$681
2018	2	N/A	\$726	\$0	\$726	\$681
2018	3	N/A	\$782	\$0	\$782	\$737
2020	1	N/A	\$837	\$0	\$837	\$792

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$863	\$0	\$863	\$811
2018	2	N/A	\$863	\$0	\$863	\$811
2018	3	N/A	\$934	\$0	\$934	\$882
2020	1	N/A	\$1,000	\$0	\$1,000	\$948

Trend: Comments

2Q17 N/A

2Q18 Management reported that the local LIHTC housing market is strong and that there is a need for additional units targeting seniors within Henry County. Management reported that tenants are coming from within the metro Atlanta areas as well as out of state. The contact stated there are currently ten households on the waiting list.

3Q18 The contact reported that the strongest demand is for the one-bedroom units and the unit sizes are appropriate for tenants. The contact also reported that all amenities are used and that uncovered off-street parking is satisfactory for most tenants. The contact was unable to provide the number of parking spaces but stated that there is a sufficient number at the property. The contact stated that there is strong demand for senior housing in the area.

1Q20 No additional comments.

Photos



PROPERTY PROFILE REPORT

Red Oak Village

Effective Rent Date	2/20/2020
Location	770 Rock Quarry Road Stockbridge, GA 30281 Henry County
Distance	8.4 miles
Units	60
Vacant Units	0
Vacancy Rate	0.0%
Type	Lowrise (age-restricted) (3 stories)
Year Built/Renovated	2017 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	10/31/2017
Major Competitors	None identified
Tenant Characteristics	Seniors 62+, the majority of whom are retired
Contact Name	Rachel
Phone	770-507-3440



Market Information

Program	@50%, @60%
Annual Turnover Rate	3%
Units/Month Absorbed	30
HCV Tenants	3%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased 5%
Concession	None
Waiting List	Yes, 300 households

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Lowrise (3 stories)	4	750	\$498	\$0	@50%	Yes	0	0.0%	no	None
1	1	Lowrise (3 stories)	16	750	\$593	\$0	@60%	Yes	0	0.0%	no	None
2	1	Lowrise (3 stories)	9	950	\$593	\$0	@50%	Yes	0	0.0%	no	None
2	1	Lowrise (3 stories)	31	950	\$724	\$0	@60%	Yes	0	0.0%	no	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$498	\$0	\$498	\$0	\$498	1BR / 1BA	\$593	\$0	\$593	\$0	\$593
2BR / 1BA	\$593	\$0	\$593	\$0	\$593	2BR / 1BA	\$724	\$0	\$724	\$0	\$724

Amenities

In-Unit		Security	Services
Blinds	Carpeting	Intercom (Buzzer)	None
Central A/C	Coat Closet	Limited Access	
Dishwasher	Garbage Disposal	Perimeter Fencing	
Hand Rails	Microwave		
Oven	Pull Cords		
Refrigerator	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	walking path, community gardens
Elevators	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Recreation Areas	Swimming Pool		

Comments

The contact reported strong demand for senior housing in the market as the property remains fully-occupied and maintains an extensive waiting list. The property reported rents below the maximum allowable rents. However, the manager reported that higher rents are achievable in the market.

Red Oak Village, continued

Trend Report

Vacancy Rates

2Q18	3Q18	1Q19	1Q20
0.0%	0.0%	0.0%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$475	\$0	\$475	\$475
2018	3	0.0%	\$475	\$0	\$475	\$475
2019	1	0.0%	\$475	\$0	\$475	\$475
2020	1	0.0%	\$498	\$0	\$498	\$498

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$565	\$0	\$565	\$565
2018	3	0.0%	\$565	\$0	\$565	\$565
2019	1	0.0%	\$565	\$0	\$565	\$565
2020	1	0.0%	\$593	\$0	\$593	\$593

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$565	\$0	\$565	\$565
2018	3	0.0%	\$565	\$0	\$565	\$565
2019	1	0.0%	\$565	\$0	\$565	\$565
2020	1	0.0%	\$593	\$0	\$593	\$593

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$690	\$0	\$690	\$690
2018	3	0.0%	\$690	\$0	\$690	\$690
2019	1	0.0%	\$690	\$0	\$690	\$690
2020	1	0.0%	\$724	\$0	\$724	\$724

Trend: Comments

2Q18	Red Oak Village was awarded tax credits in 2015 for the new construction of 60 senior units in Stockbridge, Georgia. According to the contact, it took two months to reach stabilization, which reflects an absorption rate of 30 units per month. The contact reported strong demand for senior affordable housing in Henry County and reported a waiting list that consists of 300 households.
3Q18	The property manager confirmed that Red Oak Village stabilized October 31, 2017. The contact reported that the strongest demand in the market is for two-bedroom units, the unit sizes at the property are appropriate, and that the community room is the most popular community amenity. The property offers uncovered off-street parking, which is reportedly adequate for the tenancy; however, the contact was unable to provide the number of parking spaces. The contact reported strong demand for additional senior housing units in the area.
1Q19	The property manager confirmed that Red Oak Village stabilized October 31, 2017. The contact reported strong demand for additional senior housing units in the area as the property remains fully-occupied and maintains an extensive waiting list.
1Q20	The contact reported strong demand for senior housing in the market as the property remains fully-occupied and maintains an extensive waiting list. The property reported rents below the maximum allowable rents. However, the manager reported that higher rents are achievable in the market.

Photos



PROPERTY PROFILE REPORT

Sable Chase Apartments

Effective Rent Date	2/10/2020
Location	102 Sable Chase Blvd. Mcdonough, GA 30253 Henry County
Distance	1.2 miles
Units	225
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	1994 / 2016
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Woodlawn Park, Greystone, and Bridge Mill
Tenant Characteristics	Mostly families; Majority from local area or metro Atlanta
Contact Name	Diane
Phone	770.954.1254



Market Information

Program	@60%, Non-Rental
Annual Turnover Rate	11%
Units/Month Absorbed	N/A
HCV Tenants	13%
Leasing Pace	N/A
Annual Chg. in Rent	None reported
Concession	None
Waiting List	Yes; 20 households.

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	48	781	\$650	\$0	@60%	Yes	0	0.0%	no	None
2	1	Garden (2 stories)	32	857	\$725	\$0	@60%	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	1	857	N/A	N/A	Non-Rental	N/A	0	0.0%	N/A	None
2	2	Garden (2 stories)	72	968	\$775	\$0	@60%	Yes	0	0.0%	no	None
3	2	Garden (2 stories)	72	1,180	\$850	\$0	@60%	Yes	0	0.0%	no	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	Non-Rental	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$650	\$0	\$650	-\$45	\$605	2BR / 2BA	N/A	\$0	N/A	-\$52	N/A
2BR / 1BA	\$725	\$0	\$725	-\$52	\$673						
2BR / 2BA	\$775	\$0	\$775	-\$52	\$723						
3BR / 2BA	\$850	\$0	\$850	-\$65	\$785						

Sable Chase Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Patrol	None
Carpeting	Central A/C	Perimeter Fencing	
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Basketball Court	Clubhouse/Meeting Room/Community	None	None
Exercise Facility	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Swimming Pool	Tennis Court		
Volleyball Court			

Comments

According to the contact, there is strong demand for affordable housing in the area. The contact stated this property is typically fully occupied.

Sable Chase Apartments, continued

Trend Report

Vacancy Rates

3Q12	2Q16	3Q18	1Q20
7.1%	20.0%	0.0%	0.0%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	3	0.0%	\$560	\$0	\$560	\$515
2016	2	N/A	\$600	\$0	\$600	\$555
2018	3	0.0%	\$650	\$0	\$650	\$605
2020	1	0.0%	\$650	\$0	\$650	\$605

Trend: Non-Rental

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	3	N/A	N/A	\$0	N/A	N/A
2016	2	0.0%	N/A	\$0	N/A	-\$52
2018	3	0.0%	N/A	\$0	N/A	-\$52
2020	1	0.0%	N/A	\$0	N/A	N/A

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	N/A	\$675	\$0	\$675	\$623
2018	3	0.0%	\$720	\$0	\$720	\$668
2020	1	0.0%	\$725	\$0	\$725	\$673

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	3	20.8%	\$675	\$0	\$675	\$623
2016	2	N/A	\$725	\$0	\$725	\$673
2018	3	0.0%	\$770	\$0	\$770	\$718
2020	1	0.0%	\$775	\$0	\$775	\$723

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	3	0.0%	\$750	\$0	\$750	\$685
2016	2	N/A	\$800	\$0	\$800	\$735
2018	3	0.0%	\$840	\$0	\$840	\$775
2020	1	0.0%	\$850	\$0	\$850	\$785

Trend: Comments

3Q12	Sable Chase is a LIHTC/HOME development located in McDonough, Georgia. According to a rent roll dated September 5, 2012, seven of the 16 vacant units are preleased. The HOME units have a short waiting list.
2Q16	The contact reported the property started major renovations in March of 2016 and is currently 80 percent occupied. Renovations include new appliances, counters, cabinets, fixtures, paint, and flooring. The property used to offer HOME units at 50 percent AMI but will offer only LIHTC units at 60 percent AMI. Unit upgrades are taking place with tenants in place as they will be moved around the complex as units are completed which is why occupancy is so low at this time.
3Q18	According to the contact, there is strong demand for affordable housing in the area. The contact stated this property is typically fully occupied.
1Q20	N/A

Photos



PROPERTY PROFILE REPORT

Shoal Creek Manor

Effective Rent Date	2/11/2020
Location	120 L.G. Griffin Road Locust Grove, GA 30248 Henry County
Distance	7.5 miles
Units	66
Vacant Units	0
Vacancy Rate	0.0%
Type	Midrise (age-restricted) (4 stories)
Year Built/Renovated	2011 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Restricted to 55+, 60% previous homeowners; majority are retired; many moved from out of state to be closer to family
Contact Name	Asia
Phone	678-759-1313



Market Information

Program	@50%, @60%
Annual Turnover Rate	9%
Units/Month Absorbed	N/A
HCV Tenants	12%
Leasing Pace	Pre-leased to two weeks
Annual Chg. in Rent	Kept at max
Concession	None
Waiting List	Yes; 62 households.

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Midrise (4 stories)	14	1,008	\$767	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Midrise (4 stories)	52	1,008	\$942	\$0	@60%	Yes	0	0.0%	yes	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 2BA	\$767	\$0	\$767	\$0	\$767	2BR / 2BA	\$942	\$0	\$942	\$0	\$942

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpeting	Central A/C	Intercom (Phone)	
Coat Closet	Dishwasher	Limited Access	
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Library, garden
Elevators	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Recreation Areas			

Comments

The contact reported that rents are at maximum and demand is high for affordable senior housing.

Trend Report

Vacancy Rates

2Q17	2Q18	3Q18	1Q20
1.5%	0.0%	0.0%	0.0%

Trend: @50%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	0.0%	\$647	\$0	\$647	\$647
2018	2	0.0%	\$659	\$0	\$659	\$659
2018	3	0.0%	\$714	\$0	\$714	\$714
2020	1	0.0%	\$767	\$0	\$767	\$767

Trend: @60%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	1.9%	\$803	\$0	\$803	\$803
2018	2	0.0%	\$816	\$0	\$816	\$816
2018	3	0.0%	\$816	\$0	\$816	\$816
2020	1	0.0%	\$942	\$0	\$942	\$942

Trend: Comments

- 2Q17 The contact reported that the property typically remains fully occupied with a waiting list of approximately six months to one year. The contact reported a significant need for additional senior LIHTC units within Henry County.
- 2Q18 The contact reported strong demand for affordable senior housing in Locust Grove. This property currently maintains a waiting list that consists of ten households. The contact stated she believed the property has no major competitors as their rents offer a considerable advantage over market rate properties in the area. Rents increased slightly in order to be kept at maximum allowable levels since we previously interviewed this property in April 2017.
- 3Q18 The contact reported strong demand for additional senior housing in the area. Units at 60 percent AMI level are not at maximum rents, because they the property has not adjusted prices yet since the last AMGI increase. The contact reported that unit sizes are satisfactory for residents, that open parking is sufficient for residents, and that amenities are satisfactory to residents, with the community room being the most popular community amenity.
- 1Q20 The contact reported that rents are at maximum and demand is high for affordable senior housing.

Photos



PROPERTY PROFILE REPORT

Mandalay Villas

Effective Rent Date	2/07/2020
Location	1395 Town Center Village Mcdonough, GA 30253 Henry County
Distance	5 miles
Units	300
Vacant Units	17
Vacancy Rate	5.7%
Type	Garden (2 stories)
Year Built/Renovated	2008 / 2017
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None Identified
Tenant Characteristics	Mix of professionals, many commute into Atlanta for work
Contact Name	Chloe
Phone	770-901-2171



Market Information

Program	Market
Annual Turnover Rate	30%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Preleased to two weeks
Annual Chg. in Rent	Fluctuates daily
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	N/A	675	\$1,038	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (2 stories)	N/A	822	\$1,037	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (2 stories)	N/A	963	\$1,133	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (2 stories)	N/A	976	\$965	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (2 stories)	N/A	997	\$1,320	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (2 stories)	N/A	1,097	\$1,320	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (2 stories)	N/A	1,140	\$1,323	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (2 stories)	N/A	1,447	\$1,550	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (2 stories)	N/A	1,523	\$1,718	\$0	Market	No	N/A	N/A	N/A	None

Mandalay Villas, continued

Trend Report

Vacancy Rates

2Q16	4Q16	1Q20
7.0%	5.3%	5.7%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	N/A	\$980 - \$1,076	\$0	\$980 - \$1,076	\$995 - \$1,091
2016	4	N/A	\$910 - \$950	\$0	\$910 - \$950	\$925 - \$965
2020	1	N/A	\$965 - \$1,133	\$0	\$965 - \$1,133	\$980 - \$1,148

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	N/A	\$1,145 - \$1,160	\$0	\$1,145 - \$1,160	\$1,160 - \$1,175
2016	4	N/A	\$1,135 - \$1,294	\$0	\$1,135 - \$1,294	\$1,150 - \$1,309
2020	1	N/A	\$1,320 - \$1,323	\$0	\$1,320 - \$1,323	\$1,335 - \$1,338

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	N/A	\$1,599 - \$1,622	\$0	\$1,599 - \$1,622	\$1,614 - \$1,637
2016	4	N/A	\$1,399 - \$1,499	\$0	\$1,399 - \$1,499	\$1,414 - \$1,514
2020	1	N/A	\$1,550 - \$1,718	\$0	\$1,550 - \$1,718	\$1,565 - \$1,733

Trend: Comments

2Q16	The contact reported current occupancy is lower than the typical 94 to 98 percent rate during the past year. She attributed the higher vacancy rate as seasonal. The contact reported the property is 95 percent preleased but noted turnover is typically higher during the summer months.
4Q16	The contact was only able to provide a limited vacancy by unit type. Most of the vacancies are in the two-bedroom unit types. She was unable to provide or estimate turnover. The contact stated rents fluctuate often and are typically lower at this time of year as the holiday season tends to be slower with less renter traffic.
1Q20	The property utilizes a daily pricing software; as such, rents fluctuate daily. According to the contact, the property typically maintains 95 percent occupancy. Further, the contact indicated that demand for one and three-bedroom units tends to exceed demand for two-bedroom units. The property also offers furnished corporate units for a premium.

Photos



PROPERTY PROFILE REPORT

Preston Creek Apartments

Effective Rent Date	2/10/2020
Location	100 Preston Creek Drive Mcdonough, GA 30253 Henry County
Distance	2.2 miles
Units	334
Vacant Units	20
Vacancy Rate	6.0%
Type	Garden (3 stories)
Year Built/Renovated	2002 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None Identified
Tenant Characteristics	Did not disclose
Contact Name	Chase
Phone	770-957-9955



Market Information

Program	Market
Annual Turnover Rate	11%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	Fluctuates Daily
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	18	767	\$1,223	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (3 stories)	18	1,217	\$1,397	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (3 stories)	18	1,794	\$1,507	\$0	Market	No	N/A	N/A	N/A	None
1.5	1.5	Garden (3 stories)	32	1,046	\$1,524	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	92	1,062	\$1,309	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	92	1,233	\$1,731	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	32	1,296	\$1,511	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	32	1,467	\$1,896	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,223 - \$1,507	\$0	\$1,223 - \$1,507	\$15	\$1,238 - \$1,522
1.5BR / 1.5BA	\$1,524	\$0	\$1,524	\$15	\$1,539
2BR / 2BA	\$1,309 - \$1,731	\$0	\$1,309 - \$1,731	\$15	\$1,324 - \$1,746
3BR / 2BA	\$1,511 - \$1,896	\$0	\$1,511 - \$1,896	\$15	\$1,526 - \$1,911

Preston Creek Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpet/Hardwood	Central A/C	Perimeter Fencing	
Coat Closet	Dishwasher		
Ceiling Fan	Fireplace		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Car Wash	Floor	None
Clubhouse/Meeting Room/Community	Exercise Facility	View	
Garage(\$90.00)	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Swimming Pool	Tennis Court		
Volleyball Court	Wi-Fi		

Comments

The largest one-bedroom units offer two-story carriage house design with an attached lower level garage included in the rental rate. The largest two-bedroom units feature a sunroom. Additionally, select units feature ceiling fans, oversized garden bathtubs, and fireplaces, which rent for a premium. Other location premiums include floor level, courtyard views, and pool views. The contact reported that detached garages are available for an additional monthly fee of \$90.

Preston Creek Apartments, continued

Trend Report

Vacancy Rates

2Q16	1Q20
7.8%	6.0%

Trend: Market

1.5BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	N/A	\$1,524	\$0	\$1,524	\$1,539

1BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	N/A	\$1,075	\$0	\$1,075	\$1,090

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	N/A	\$802 - \$1,122	\$0	\$802 - \$1,122	\$817 - \$1,137
2020	1	N/A	\$1,223 - \$1,507	\$0	\$1,223 - \$1,507	\$1,238 - \$1,522

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	N/A	\$950 - \$975	\$0	\$950 - \$975	\$965 - \$990
2020	1	N/A	\$1,309 - \$1,731	\$0	\$1,309 - \$1,731	\$1,324 - \$1,746

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	N/A	\$1,240 - \$1,300	\$0	\$1,240 - \$1,300	\$1,255 - \$1,315
2020	1	N/A	\$1,511 - \$1,896	\$0	\$1,511 - \$1,896	\$1,526 - \$1,911

Trend: Comments

2Q16	The contact attributes lower occupancy rates as seasonal noting that occupancy rates tend to increase late August through September.
1Q20	The largest one-bedroom units offer two-story carriage house design with an attached lower level garage included in the rental rate. The largest two-bedroom units feature a sunroom. Additionally, select units feature ceiling fans, oversized garden bathtubs, and fireplaces, which rent for a premium. Other location premiums include floor level, courtyard views, and pool views. The contact reported that detached garages are available for an additional monthly fee of \$90.

Photos



PROPERTY PROFILE REPORT

Springs At Mcdonough

Effective Rent Date	2/07/2020
Location	325 South Point Boulevard Mcdonough, GA 30253 Henry County
Distance	3 miles
Units	268
Vacant Units	16
Vacancy Rate	6.0%
Type	Garden (2 stories)
Year Built/Renovated	2017 / N/A
Marketing Began	5/01/2017
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None reported
Tenant Characteristics	Mixed tenancy, some corporate units
Contact Name	Tiffany
Phone	770-884-6888



Market Information

Program	Market
Annual Turnover Rate	29%
Units/Month Absorbed	17
HCV Tenants	0%
Leasing Pace	Preleased to two weeks
Annual Chg. in Rent	Fluctuates daily
Concession	None reported
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Garden (2 stories)	N/A	551	\$1,028	\$0	Market	No	N/A	N/A	N/A	None
0	1	Garden (2 stories)	N/A	660	\$1,054	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (2 stories)	N/A	797	\$1,203	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (2 stories)	N/A	828	\$1,190	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (2 stories)	N/A	907	\$1,210	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (2 stories)	N/A	1,088	\$1,392	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (2 stories)	N/A	1,202	\$1,383	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (2 stories)	N/A	1,430	\$1,612	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$1,028 - \$1,054	\$0	\$1,028 - \$1,054	\$15	\$1,043 - \$1,069
1BR / 1BA	\$1,190 - \$1,210	\$0	\$1,190 - \$1,210	\$15	\$1,205 - \$1,225
2BR / 2BA	\$1,383 - \$1,392	\$0	\$1,383 - \$1,392	\$15	\$1,398 - \$1,407
3BR / 2BA	\$1,612	\$0	\$1,612	\$15	\$1,627

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpeting	Central A/C	Video Surveillance	
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer		
Property		Premium	Other
Car Wash	Clubhouse/Meeting Room/Community	Floor	None
Concierge	Exercise Facility	View	
Garage(\$120.00)	Off-Street Parking		
On-Site Management	Picnic Area		
Swimming Pool	Wi-Fi		

Comments

The contact stated this property utilizes a daily pricing model and rents fluctuate often. The contact indicated the property charges a premium at the property for floor and views. The profile reflects the base rents of units that do not feature the courtyard views or garage premium. The contact indicated the elevated vacancy rate is due to the property keeping furnished corporate units available, which rent for a significant premium. The contact was unable to provide to provide the number of non-corporate vacant units. Detached garage parking is available for an additional \$120 monthly fee.

Springs At Mcdonough, continued

Trend Report

Vacancy Rates

2Q18	1Q20
32.1%	6.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	N/A	\$1,165	\$0	\$1,165	\$1,180
2020	1	N/A	\$1,190 - \$1,210	\$0	\$1,190 - \$1,210	\$1,205 - \$1,225

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	N/A	\$1,379	\$0	\$1,379	\$1,394
2020	1	N/A	\$1,383 - \$1,392	\$0	\$1,383 - \$1,392	\$1,398 - \$1,407

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	N/A	\$1,500	\$0	\$1,500	\$1,515
2020	1	N/A	\$1,612	\$0	\$1,612	\$1,627

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	N/A	\$957	\$0	\$957	\$972
2020	1	N/A	\$1,028 - \$1,054	\$0	\$1,028 - \$1,054	\$1,043 - \$1,069

Trend: Comments

2Q18	This property does not accept Housing Choice Vouchers. The contact stated this property utilizes a daily pricing model and rents fluctuate often. Leasing began in May 2017 and the property is currently 68 percent occupied, which reflects an absorption rate of 17 units per month. Individual garages are available for rent for \$120 per month, although the contact could not provide a utilization rate.
1Q20	The contact stated this property utilizes a daily pricing model and rents fluctuate often. The contact indicated the property charges a premium at the property for floor and views. The profile reflects the base rents of units that do not feature the courtyard views or garage premium. The contact indicated the elevated vacancy rate is due to the property keeping furnished corporate units available, which rent for a significant premium. The contact was unable to provide the number of non-corporate vacant units. Detached garage parking is available for an additional \$120 monthly fee.

Photos



PROPERTY PROFILE REPORT

The Crossing At Mcdonough

Effective Rent Date	2/07/2020
Location	100 Crossing Boulevard Mcdonough, GA 30253 Henry County
Distance	1.3 miles
Units	252
Vacant Units	13
Vacancy Rate	5.2%
Type	Garden (3 stories)
Year Built/Renovated	2004 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Carrington Green, Crescent Creek, Oxford Creek
Tenant Characteristics	None identified
Contact Name	Tiffany
Phone	770-692-1630



Market Information

Program	Market
Annual Turnover Rate	39%
Units/Month Absorbed	22
HCV Tenants	0%
Leasing Pace	Within three weeks
Annual Chg. in Rent	Fluctuates daily
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	N/A	908	\$1,000	\$0	Market	No	3	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,152	\$1,110	\$0	Market	No	6	N/A	N/A	None
3	2	Garden (3 stories)	35	1,390	\$1,270	\$0	Market	No	4	11.4%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,000	\$0	\$1,000	\$15	\$1,015
2BR / 2BA	\$1,110	\$0	\$1,110	\$15	\$1,125
3BR / 2BA	\$1,270	\$0	\$1,270	\$15	\$1,285

The Crossing At Mcdonough, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpet/Hardwood	Central A/C	Perimeter Fencing	
Coat Closet	Dishwasher	Video Surveillance	
Exterior Storage	Ceiling Fan		
Fireplace	Garbage Disposal		
Microwave	Oven		
Refrigerator	Vaulted Ceilings		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Car Wash	None	None
Clubhouse/Meeting Room/Community	Exercise Facility		
Garage(\$85.00)	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Recreation Areas	Swimming Pool		
Tennis Court			

Comments

Garage parking is available for an additional monthly fee of \$85.

The Crossing At McDonough, continued

Trend Report

Vacancy Rates

4Q16	2Q17	2Q18	1Q20
2.0%	3.6%	4.4%	5.2%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	4	N/A	\$835	\$0	\$835	\$850
2017	2	N/A	\$1,010	\$0	\$1,010	\$1,025
2018	2	N/A	\$995	\$0	\$995	\$1,010
2020	1	N/A	\$1,000	\$0	\$1,000	\$1,015

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	4	N/A	\$935	\$0	\$935	\$950
2017	2	N/A	\$1,080	\$0	\$1,080	\$1,095
2018	2	N/A	\$1,015	\$0	\$1,015	\$1,030
2020	1	N/A	\$1,110	\$0	\$1,110	\$1,125

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	4	0.0%	\$1,240	\$0	\$1,240	\$1,255
2017	2	0.0%	\$1,240	\$0	\$1,240	\$1,255
2018	2	17.1%	\$1,240	\$0	\$1,240	\$1,255
2020	1	11.4%	\$1,270	\$0	\$1,270	\$1,285

Trend: Comments

4Q16	The contact reported typical occupancy between 96 and 99 percent during the past year.
2Q17	N/A
2Q18	This property does not accept Housing Choice Vouchers. The contact reported typical occupancy of around 96 percent throughout the past year.
1Q20	Garage parking is available for an additional monthly fee of \$85.

Photos



PROPERTY PROFILE REPORT

Villas At South Point

Effective Rent Date	2/07/2020
Location	1690 Highway 20 West Mcdonough, GA 30253 Henry County
Distance	3.2 miles
Units	284
Vacant Units	14
Vacancy Rate	4.9%
Type	Garden (2 stories)
Year Built/Renovated	2005 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Carrington Green
Tenant Characteristics	Mix of professionals and young families
Contact Name	Lanette
Phone	678-432-0292



Market Information

Program	Market
Annual Turnover Rate	27%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Preleased to 10 days
Annual Chg. in Rent	Fluctuates daily
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	N/A	675	\$1,052	\$0	Market	No	3	N/A	N/A	None
1	1	Garden (2 stories)	N/A	821	\$1,068	\$0	Market	No	2	N/A	N/A	None
1	1	Garden (2 stories)	N/A	1,004	\$1,159	\$0	Market	No	1	N/A	N/A	None
2	2	Garden (2 stories)	N/A	997	\$1,363	\$0	Market	No	1	N/A	N/A	None
2	2	Garden (2 stories)	N/A	1,165	\$1,347	\$0	Market	No	2	N/A	N/A	None
2	2	Garden (2 stories)	N/A	1,325	\$1,440	\$0	Market	No	1	N/A	N/A	None
2	2	Garden (2 stories)	N/A	1,450	\$1,397	\$0	Market	No	3	N/A	N/A	None
3	2	Garden (2 stories)	N/A	1,446	\$1,531	\$0	Market	No	1	N/A	N/A	None
3	2	Garden (2 stories)	N/A	1,519	\$1,581	\$0	Market	No	0	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,052 - \$1,159	\$0	\$1,052 - \$1,159	\$15	\$1,067 - \$1,174
2BR / 2BA	\$1,347 - \$1,440	\$0	\$1,347 - \$1,440	\$15	\$1,362 - \$1,455
3BR / 2BA	\$1,531 - \$1,581	\$0	\$1,531 - \$1,581	\$15	\$1,546 - \$1,596

Villas At South Point, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	In-Unit Alarm	None
Carpet/Hardwood	Central A/C		
Coat Closet	Dishwasher		
Exterior Storage	Ceiling Fan		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Car Wash	Floor	None
Clubhouse/Meeting Room/Community	Exercise Facility	View	
Garage	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Swimming Pool			

Comments

The contact reported current occupancy has been typical for most of the past year. Select units have attached garages included in the rent. The property utilized LRO daily pricing software; as such, rents fluctuate daily.

Trend Report

Vacancy Rates

4Q16	1Q20
3.5%	4.9%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	4	N/A	\$877 - \$914	\$0	\$877 - \$914	\$892 - \$929
2020	1	N/A	\$1,052 - \$1,159	\$0	\$1,052 - \$1,159	\$1,067 - \$1,174

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	4	N/A	\$1,064 - \$1,332	\$0	\$1,064 - \$1,332	\$1,079 - \$1,347
2020	1	N/A	\$1,347 - \$1,440	\$0	\$1,347 - \$1,440	\$1,362 - \$1,455

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	4	N/A	\$1,423 - \$1,584	\$0	\$1,423 - \$1,584	\$1,438 - \$1,599
2020	1	N/A	\$1,531 - \$1,581	\$0	\$1,531 - \$1,581	\$1,546 - \$1,596

Trend: Comments

4Q16	The contact reported current occupancy has been typical for most of the past year. Select units have attached garages included in the rent. The contact was unable to provide annual turnover or a unit mix for the property.
1Q20	The contact reported current occupancy has been typical for most of the past year. Select units have attached garages included in the rent. The property utilized LRO daily pricing software; as such, rents fluctuate daily.

Photos



PROPERTY PROFILE REPORT

Woodlawn Park Apartments

Effective Rent Date	2/10/2020
Location	150 Postmaster Drive Mcdonough, GA 30253 Henry County
Distance	0.5 miles
Units	244
Vacant Units	6
Vacancy Rate	2.5%
Type	Garden (3 stories)
Year Built/Renovated	2004 / N/A
Marketing Began	6/01/2004
Leasing Began	7/01/2004
Last Unit Leased	N/A
Major Competitors	Amber Chase, Walden Run
Tenant Characteristics	Families and singles. Most work in the manufacturing industry.
Contact Name	Ashley
Phone	770.957.2578



Market Information

Program	Market
Annual Turnover Rate	30%
Units/Month Absorbed	12
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased to market
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	80	787	\$985	\$0	Market	No	N/A	N/A	N/A	None
2	1	Garden (3 stories)	27	951	\$1,130	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	57	1,059	\$1,200	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	80	1,271	\$1,300	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$985	\$0	\$985	\$0	\$985
2BR / 1BA	\$1,130	\$0	\$1,130	\$0	\$1,130
2BR / 2BA	\$1,200	\$0	\$1,200	\$0	\$1,200
3BR / 2BA	\$1,300	\$0	\$1,300	\$0	\$1,300

Woodlawn Park Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Video)	None
Cable/Satellite/Internet	Carpeting	Limited Access	
Central A/C	Coat Closet	Perimeter Fencing	
Dishwasher	Ceiling Fan		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Car Wash	None	None
Clubhouse/Meeting Room/Community	Exercise Facility		
Garage(\$85.00)	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Swimming Pool	Tennis Court		

Comments

The contact reported that the property converted from LIHTC to market rate in January 2020. Garage parking is available for an additional monthly fee of \$85. The property no longer accepts Housing Choice Vouchers.

Woodlawn Park Apartments, continued

Trend Report

Vacancy Rates

3Q12	4Q13	4Q16	1Q20
2.9%	3.3%	2.0%	2.5%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	3	2.5%	\$709	\$0	\$709	\$709
2013	4	0.0%	\$709	\$0	\$709	\$709
2016	4	0.0%	\$709	\$0	\$709	\$709
2020	1	N/A	\$985	\$0	\$985	\$985

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	3	7.7%	\$770	\$0	\$770	\$770
2013	4	7.7%	\$770	\$0	\$770	\$770
2016	4	0.0%	\$770	\$0	\$770	\$770
2020	1	N/A	\$1,130	\$0	\$1,130	\$1,130

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	3	3.6%	\$785	\$0	\$785	\$785
2013	4	7.1%	\$785	\$0	\$785	\$785
2016	4	0.0%	\$834	\$0	\$834	\$834
2020	1	N/A	\$1,200	\$0	\$1,200	\$1,200

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	3	5.0%	\$959	\$0	\$959	\$959
2013	4	5.0%	\$959	\$0	\$959	\$959
2016	4	2.5%	\$959	\$0	\$959	\$959
2020	1	N/A	\$1,300	\$0	\$1,300	\$1,300

Trend: Comments

3Q12	The contact reported occupancy has increased during the past six weeks after a slow summer when the occupancy rate was in the low 90 percent range.
4Q13	The property is currently offering one concession: if a tenant moves in by December 15th, then the tenant pays 199 dollars for December's rent. The contact stated that the above average turnover rate is due to job transfers, job layoffs, and tenants purchasing homes. The property allows a maximum of 15 percent of its tenants to use Housing Choice Vouchers. When asked about the current market, the contact noted that demand is above average for being in the winter months.
4Q16	The contact reported current occupancy has been typical for most of 2016. Summer months tend to be slower and winter months tend to slow down as well although the contact stated there aren't many move outs scheduled during December.
1Q20	The contact reported that the property converted from LIHTC to market rate in January 2020. Garage parking is available for an additional monthly fee of \$85. The property no longer accepts Housing Choice Vouchers.

Photos



1. Housing Choice Vouchers

We spoke with Mr. David Samloff, Director of Operations with the Georgia Department of Community Affairs, regarding the Section 8 program in Henry County and in the State of Georgia. The representative informed us that the Georgia Department of Community Affairs has jurisdiction over 149 of Georgia’s 159 counties, including Henry County, and that there was a waiting list for Section 8 applicants in all regions and that the waiting list was closed. The contact was unable to provide the number of households on the waiting list. The waiting list was last opened on February 1, 2016 and closed on February 7, 2016. Georgia Department of Community Affairs is allocated over 16,000 vouchers for the 149 counties it serves in Georgia. The following table illustrates voucher usage at the comparables.

TENANTS WITH VOUCHERS

Property Name	Rent Structure	Tenancy	Housing Choice Voucher Tenants
Ashley Woods Apartments	LIHTC/HOME	Family	5%
Greystone Of Mcdonough	LIHTC	Family	10%
Grier Senior Manor	LIHTC/ Market	Senior	5%
Hampton Court	LIHTC	Senior	3%
Heritage At Mcdonough	LIHTC	Senior	10%
Red Oak Village	LIHTC	Senior	3%
Sable Chase Apartments	LIHTC	Family	13%
Shoal Creek Manor	LIHTC	Senior	12%
Mandalay Villas	Market	Family	0%
Preston Creek Apartments	Market	Family	0%
Springs At Mcdonough	Market	Family	0%
The Crossing At Mcdonough	Market	Family	0%
Villas At South Point	Market	Family	0%
Woodlawn Park Apartments	Market	Family	0%

The comparable properties reported voucher usage ranging from zero to 13 percent. None of the market rate properties reported voucher usage. All of the LIHTC properties reported voucher usage, with an average utilization of 8.0 percent. Based on the performance of the LIHTC comparables, we expect the Subject will operate with voucher usage of approximately 10 percent.

2. Phased Developments

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

Lease Up History

We were able to obtain absorption data from two of the comparables; as such, we expanded our search to include one LIHTC property located just outside of the PMA in Hampton. The following table illustrates our findings.

ABSORPTION

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Madison Heights I	LIHTC	Family	2018	121	30
Red Oak Village*	LIHTC	Senior	2017	60	30
Springs At Mcdonough*	Market	Family	2017	268	17
Average				150	26

*Utilized as a comparable

As illustrated in the previous table, the comparables reported absorption rates ranging from 17 to 30 units per month, with an overall average of 26 units per month. The LIHTC comparables both reported an absorption rate of 30 units per month. Per DCA guidelines, we calculate the absorption to 93 percent occupancy. Based on the low LIHTC vacancy rate and waiting lists at the LIHTC comparable properties, we believe that the Subject’s units could reasonably expect to lease 24 to 25 units per month. At this rate, the Subject would reach a stabilized occupancy of 93 percent within six to seven months.

Phased Developments

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

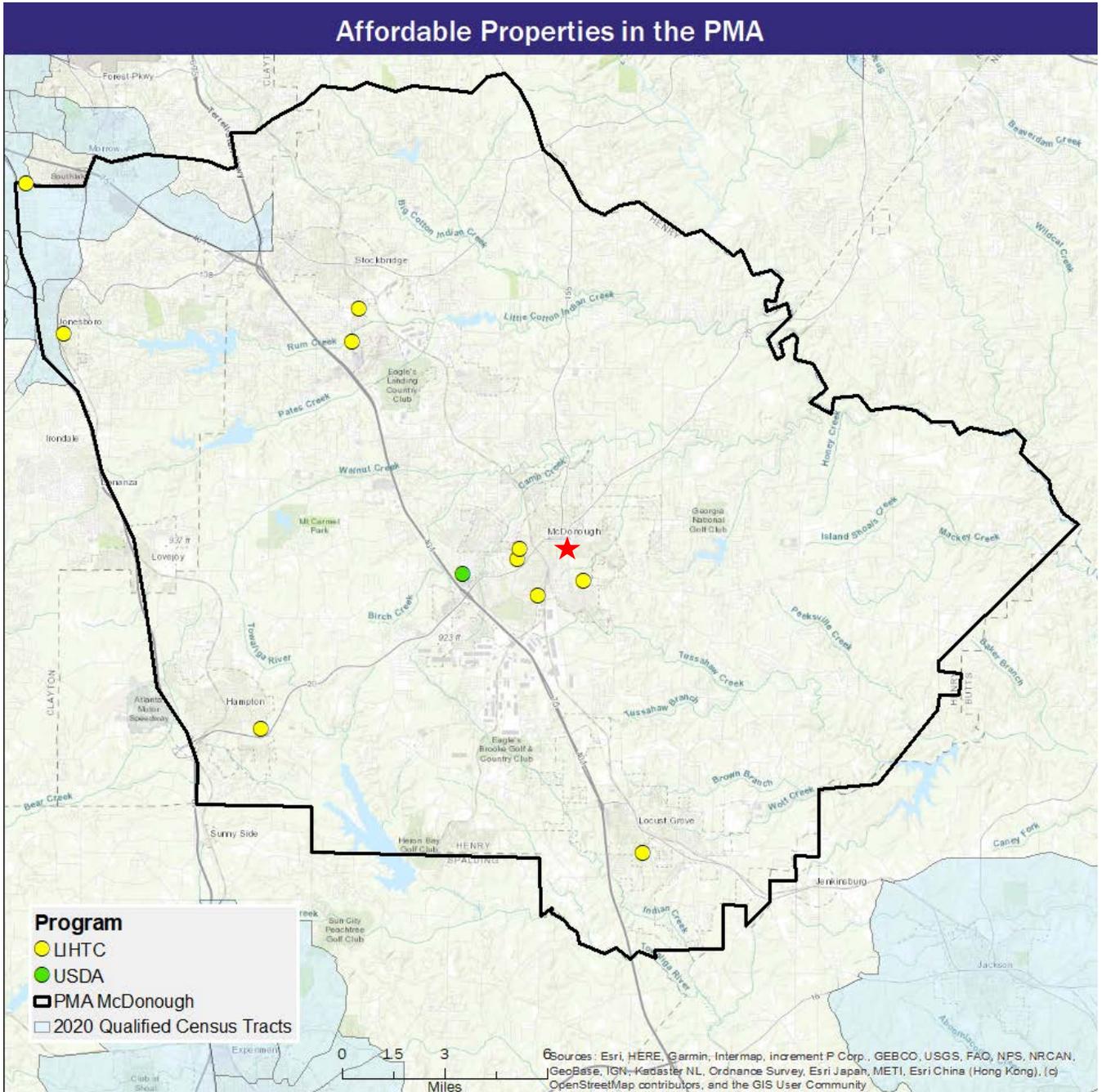
Rural Areas

The Subject is not located in a rural area.

3. Competitive Project Map

AFFORDABLE IN THE PMA

Property Name	Program	Location	Tenancy	# of Units	Distance	
McDonough Senior New Construction	LIHTC	McDonough	Senior	182	-	Star
Sable Chase Apartments	LIHTC	McDonough	Family	225	1.2 miles	
Greystone Of Mcdonough	LIHTC	McDonough	Family	56	0.5 miles	
Heritage At Mcdonough	LIHTC	McDonough	Senior	105	1.4 miles	
Shoal Creek Manor	LIHTC	Locust Grove	Senior	66	7.5 miles	
Red Oak Village	LIHTC	Stockbridge	Senior	60	8.4 miles	
Hampton Court	LIHTC	Hampton	Senior	60	8.5 miles	
Provence Place	LIHTC	Jonesboro	Family	193	16.2 miles	
Ashley Woods Apartments	LIHTC/HOME	Stockbridge	Family	128	7.9 miles	
Grier Senior Manor	LIHTC/Market	McDonough	Senior	51	0.9 miles	
Keystone Apartments	LIHTC/Section 8	Jonesboro	Family	184	13.7 miles	
Brookshire Apartments	USDA	McDonough	Family	46	2.7 miles	



4. Amenities

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

AMENITY MATRIX															
Subject	Ashley Woods Apartments	Greystone Of McDonough	Grier Senior Manor	Hampton Court	Heritage At McDonough	Red Oak Village	Sable Chase Apartments	Shoal Creek Manor	Mandalay Villas	Preston Creek Apartments	Springs At McDonough	The Crossing At	Villas At South Point	Woodlawn Park	
Rent Structure	LIHTC Senior	LIHTC/HOME Family	LIHTC Family	LIHTC/Market Senior	LIHTC Senior	LIHTC Senior	LIHTC Senior	LIHTC Family	LIHTC Senior	Market Family	Market Family	Market Family	Market Family	Market Family	
Building															
Property Type	Various	Garden	Garden	Lowrise	Lowrise	Lowrise	Lowrise	Garden	Midrise	Garden	Garden	Garden	Garden	Garden	
# of Stories	4-stories	3-stories	2-stories	2-stories	2-stories	3-stories	3-stories	2-stories	4-stories	2-stories	3-stories	2-stories	3-stories	2-stories	
Year Built	2022	1991	2000	2005	2014	2011	2017	1994	2011	2008	2002	2017	2004	2005	
Year Renovated	n/a	2008	n/a	n/a	n/a	n/a	n/a	2016	n/a	2017	n/a	n/a	n/a	n/a	
Elevators	yes	no	no	yes	yes	yes	yes	no	yes	no	no	no	no	no	
Courtyard	yes	no	no	yes	no	no	no	no	no	no	no	no	no	no	
Utility Structure															
Cooking	no	no	no	no	no	no	no	no	no	no	no	no	no	no	
Water Heat	no	no	no	no	no	no	no	no	no	no	no	no	no	no	
Heat	no	no	no	no	no	no	no	no	no	no	no	no	no	no	
Other Electric	no	no	no	no	no	no	no	no	no	no	no	no	no	no	
Water	no	yes	yes	no	no	yes	no	yes	no	no	no	no	no	no	
Sewer	no	yes	yes	yes	no	yes	no	yes	no	no	no	no	no	no	
Trash	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	no	no	no	no	
Accessibility															
Grab Bars	yes	no	no	no	no	yes	no	no	no	no	no	no	no	no	
Hand Rails	yes	no	no	yes	yes	yes	yes	no	yes	no	no	no	no	no	
Pull Cords	no	no	no	yes	yes	no	yes	no	no	no	no	no	no	no	
Unit Amenities															
Balcony/Patio	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Cable/Satellite	no	no	no	no	no	no	no	no	no	no	no	no	no	no	
Carpeting	no	yes	yes	yes	no	no	yes	yes	yes	no	yes	no	no	no	
Hardwood	yes	no	no	no	yes	yes	no	no	no	yes	yes	yes	yes	yes	
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Ceiling Fan	no	yes	no	no	no	yes	no	yes	yes	yes	yes	yes	yes	yes	
Coat Closet	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Exterior Storage	no	no	no	no	no	yes	no	no	no	no	no	yes	yes	yes	
Fireplace	no	no	no	no	no	no	no	no	no	no	yes	no	no	no	
Vaulted Ceilings	no	no	no	no	no	no	no	no	no	no	no	yes	yes	no	
Walk-In Closet	yes	yes	yes	no	yes	yes	no	yes	no	yes	yes	no	no	yes	
Washer/Dryer	no	yes	no	no	no	yes	no	no	no	no	yes	no	no	no	
W/D Hookup	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	
Kitchen															
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Disposal	yes	no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Microwave	yes	no	yes	no	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Community															
Business Center	yes	no	no	yes	yes	yes	no	yes	yes	yes	no	yes	yes	yes	
Community Room	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Central Laundry	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Concierge	no	no	no	no	no	no	no	no	no	no	no	yes	no	no	
Recreation															
Basketball Court	no	no	no	no	no	yes	no	yes	no	no	no	no	no	no	
Exercise Facility	yes	no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Playground	no	yes	yes	no	no	no	no	yes	no	yes	yes	yes	yes	yes	
Swimming Pool	no	yes	no	no	no	yes	yes	yes	no	yes	yes	yes	yes	yes	
Picnic Area	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Tennis Court	no	no	yes	no	no	no	no	yes	no	no	yes	no	no	yes	
Theatre	yes	no	no	no	no	no	no	no	no	no	no	no	no	no	
Recreational Area	yes	no	no	yes	yes	yes	no	yes	no	yes	no	yes	no	no	
Volleyball Court	no	no	yes	no	no	no	no	yes	no	no	yes	no	no	no	
WiFi	yes	no	no	no	no	yes	no	no	no	yes	yes	no	no	no	
Service Coordination	yes	no	no	no	no	no	no	no	no	no	no	no	no	no	
Hairstresser/Barber	yes	no	no	no	no	yes	no	no	no	no	no	no	no	no	
Security															
In-Unit Alarm	no	no	no	no	no	no	no	no	no	yes	no	no	no	yes	
Intercom (Buzzer)	yes	no	no	yes	yes	yes	yes	no	yes	no	no	no	no	no	
Intercom (Phone)	no	no	no	no	no	no	no	no	yes	no	no	no	no	no	
Limited Access	yes	no	no	yes	yes	yes	yes	no	yes	yes	yes	yes	no	yes	
Patrol	no	yes	no	no	no	no	no	yes	no	no	no	no	no	no	
Perimeter Fencing	no	yes	yes	yes	yes	yes	yes	yes	no	no	yes	no	yes	yes	
Video Surveillance	yes	no	no	no	no	no	no	no	no	no	yes	yes	no	no	
Parking															
Garage	no	no	no	no	no	no	no	no	no	yes	yes	yes	yes	yes	
Garage Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$90	\$0	\$85	\$0	
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Off-Street Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	

The completed Subject will offer similar to slightly superior in-unit amenities in comparison to the LIHTC comparable properties and superior property amenities. Overall, we believe the Subject's unit amenities will be competitive in the market. Notable property amenities offered by Subject include an exercise facility, grab bars, hand rails, service coordination, media room, and community WiFi. Overall, we believe the Subject's property amenities will be competitive in the market.

5. Comparable Tenancy

The Subject will target seniors ages 55 and older. Of the comparable properties, five LIHTC and mixed-income developments also targets seniors. The remaining LIHTC and market rate properties target families. One of the three family LIHTC properties reported some senior tenants. Therefore, we believe the comparable properties accurately depict the available market for senior tenants in the area. We also believe the presence of seniors at family properties indicates demand for additional age-restricted housing in the market.

Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY					
Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Ashley Woods Apartments	LIHTC/HOME	Family	128	5	3.9%
Greystone Of Mcdonough	LIHTC	Family	56	1	1.8%
Grier Senior Manor	LIHTC/ Market	Senior	64	0	0.0%
Hampton Court	LIHTC	Senior	60	1	1.7%
Heritage At Mcdonough	LIHTC	Senior	105	0	0.0%
Red Oak Village	LIHTC	Senior	60	0	0.0%
Sable Chase Apartments	LIHTC	Family	225	0	0.0%
Shoal Creek Manor	LIHTC	Senior	66	0	0.0%
Mandalay Villas	Market	Family	300	17	5.7%
Preston Creek Apartments	Market	Family	334	20	6.0%
Springs At Mcdonough	Market	Family	268	16	6.0%
The Crossing At Mcdonough	Market	Family	252	13	5.2%
Villas At South Point	Market	Family	284	14	4.9%
Woodlawn Park Apartments	Market	Family	244	6	2.5%
Total LIHTC			764	7	0.9%
Total Senior			355	1	0.3%
Total Market Rate			1,682	86	5.1%
Overall Total			2,446	93	3.8%

Overall vacancy in the market is low at 3.8 percent. The LIHTC and mixed-income comparables demonstrate an average vacancy of 0.9 percent, which is considered very low. Further, the overall senior vacancy is 0.3 percent, with just one vacant unit. Additionally, all of the LIHTC and mixed-income comparables maintain waiting lists, with senior comparables reporting waiting lists up 300 households in length. The low vacancy rates and presence of waiting lists among the LIHTC and mixed-income comparables indicates strong demand for affordable senior housing in the area.

The vacancy rates among the market rate comparable properties range from 2.5 to 6.0 percent, averaging 5.1 percent, which is considered low. The low vacancy rates among the market rate comparables indicates strong demand for conventional housing in the area. As a new construction property, we anticipate that the Subject would perform with a vacancy rate of three percent or less. Per DCA guidelines, properties are considered stabilized upon reaching 93 percent occupancy; however, the Subject is anticipated to maintain a stabilized occupancy rate of 97 percent or less. Based on the low vacancy rates among the LIHTC and market rate comparables, as well as the presence of waiting lists among the LIHTC comparables, we believe that there is sufficient demand for additional affordable housing in the market. We do not believe that the Subject will impact the performance of the existing LIHTC properties if allocated. Overall, we believe the Subject will operated with an overall vacancy rate of three percent or less upon stabilization.

6. Properties Under Construction and Proposed

We spoke with Mr. Rodney Heard, Community Development Director at the City of McDonough Planning and Zoning Department, who informed us there is one planned multifamily development and one under construction multifamily development in the city limits.

- Carmel Vista, located along Mount Carmel Road in McDonough, broke ground in October 2019 on a 230-unit market rate multifamily development. The development will consist of 230 one, two, and three-bedroom units. The development will reportedly be the first market rate development constructed in Henry County since 2017. As a market rate development, the property will not directly compete with the Subject upon completion.
- Columns at South Point, located at 323 South Point in McDonough, is a planned 260-unit market rate multifamily development. The development will consist of 260 one, two, and three-bedroom units. Construction is anticipated to begin in April 2020 with a completion date in 2021. As a market rate development, the property will not directly compete with the Subject upon completion.

Further, according to the Georgia Department of Community Affairs allocations lists from 2016 to 2019, there has been one property awarded LIHTC funding in the PMA.

- Havenwood Grove Senior was allocated tax credits in 2018. The development will consist of a 56 one and two-bedroom units targeted to seniors earning 50 and 60 percent of the AMI, or less. The development will be located in the city of Locust Grove, approximately 7.0 miles south of the Subject site. Construction began in June 2019 with an estimated completion date of June 2020. As the development will target seniors, it will directly compete with the Subject upon completion.

Additionally, we conducted online research utilizing CoStar's proposed and new construction report. According to our research, there are no additional multifamily developments currently planned, proposed, or under construction in the Subject's PMA.

7. Rental Advantage

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

MCDONOUGH SENIOR NEW CONSTRUCTION – MCDONOUGH, GEORGIA – MARKET STUDY

SIMILARITY MATRIX

#	Property Name	Program	Tenancy	Property Amenities	Unit Features	Location	Age / Condition	Unit Sizes	Overall Comparison
1	Ashley Woods Apartments	LIHTC/HOME	Family	Slightly superior	Inferior	Slightly inferior	Inferior	Similar	-20
2	Greystone Of Mcdonough	LIHTC	Family	Inferior	Similar	Slightly superior	Inferior	Similar	-15
3	Grier Senior Manor	LIHTC/ Market	Senior	Inferior	Similar	Similar	Inferior	Similar	-20
4	Hampton Court	LIHTC	Senior	Inferior	Similar	Slightly inferior	Slightly inferior	Slightly superior	-15
5	Heritage At Mcdonough	LIHTC	Senior	Similar	Similar	Similar	Slightly inferior	Similar	-5
6	Red Oak Village	LIHTC	Senior	Inferior	Slightly inferior	Slightly inferior	Similar	Similar	-20
7	Sable Chase Apartments	LIHTC	Family	Inferior	Similar	Similar	Inferior	Similar	-20
8	Shoal Creek Manor	LIHTC	Senior	Inferior	Similar	Similar	Slightly inferior	Similar	-15
9	Mandalay Villas	Market	Family	Similar	Similar	Similar	Similar	Superior	10
10	Preston Creek Apartments	Market	Family	Similar	Similar	Similar	Slightly inferior	Superior	5
11	Springs At Mcdonough	Market	Family	Inferior	Superior	Similar	Similar	Superior	10
12	The Crossing At Mcdonough	Market	Family	Inferior	Superior	Similar	Slightly inferior	Superior	5
13	Villas At South Point	Market	Family	Slightly inferior	Slightly superior	Similar	Slightly inferior	Superior	5
14	Woodlawn Park Apartments	Market	Family	Slightly inferior	Slightly superior	Similar	Slightly inferior	Similar	-5

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

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

LIHTC RENT COMPARISON @60%

Property Name	County	Tenancy	1BR	2BR	3BR	Rents at Max?
Mcdonough Senior New Construction	Henry	Senior	\$796	\$949 - \$950	\$1,082	Yes
LIHTC Maximum Rent (Net)	Henry		\$796	\$949 - \$950	\$1,082	
Ashley Woods Apartments	Henry	Family	\$805	\$917	\$949	No
Greystone Of Mcdonough	Henry	Family	-	\$860	\$948	No
Hampton Court	Henry	Senior	-	\$615	-	No
Heritage At Mcdonough	Henry	Senior	\$794	\$950	-	Yes
Red Oak Village	Henry	Senior	\$593	\$724	-	No
Sable Chase Apartments	Henry	Family	\$607	\$725	\$788	No
Shoal Creek Manor	Henry	Senior	-	\$942	-	Yes
Average			\$700	\$819	\$895	
Achievable LIHTC Rent			\$796	\$949 - \$950	\$1,082	

The AMI in Henry County in 2019 is the highest level the county has ever experienced. Therefore, none of the comparable properties are “held harmless.” All of the comparables will operate with the same maximum allowable income and rent limits as the Subject’s proposed income and rent limits.

Two of the senior LIHTC comparables reported achieving rents at the 2019 maximum allowable levels for their units at 60 percent of AMI. The rents at some these properties appear to be slightly above or below the maximum allowable levels. This is most likely due to differences in these properties utility structures and allowances from the Subject’s proposed utility structure. The senior LIHTC comparables demonstrate an average vacancy of 0.3 percent, which is considered very low. Further, among the senior LIHTC comparables, only one vacant unit was reported. Additionally, all of the LIHTC and mixed-income comparables maintain waiting lists, with senior comparables reporting waiting lists up 300 households in length. The low vacancy

rates and presence of waiting lists among the LIHTC and mixed-income comparables indicate that some of the comparables may not be testing the upper end of the market. The contact at Ashley Woods Apartments reported the property utilizes a daily pricing software to determine rents, and indicated that often the rents are just below the maximum allowable levels.

Heritage at McDonough is located 1.4 miles from the Subject in McDonough and offers a similar location to the Subject. Heritage at McDonough was constructed in 2011 and exhibits good condition, which is considered slightly inferior to the anticipated condition of the Subject upon completion. Heritage at McDonough offers similar property amenities compared to the Subject, as it does not offer service coordination or a media room, both of which will be offered at the Subject; however, it does offer a swimming pool, which the Subject will not offer. The property offers similar in-unit amenities compared to the Subject. Heritage at McDonough offers similar unit sizes compared to the Subject. Overall, Heritage at McDonough is considered slightly inferior to the Subject. Heritage at McDonough is currently 100 percent occupied. Further, this property maintains a waiting list. Heritage at McDonough reported achieving rents at the maximum allowable levels for their units at the 60 percent AMI level.

Shoal Creek Manor is located 7.5 miles from the Subject in Locust Grove and offers a similar location to the Subject. Shoal Creek Manor was constructed in 2011 and exhibits good condition, which is considered slightly inferior to the anticipated condition of the Subject upon completion. Shoal Creek Manor offers inferior property amenities compared to the Subject, as it does not offer a media room, community WiFi, service coordination, or a salon, all of which will be offered at the Subject. Shoal Creek Manor offers similar in-unit amenities compared to the Subject. Shoal Creek Manor offers similar unit sizes compared to the subject. Overall, Shoal Creek Manor is considered inferior to the Subject. Shoal Creek Manor is currently 100 percent occupied. Further, this property maintains a waiting list. Shoal Creek Manor reported achieving rents at the maximum allowable levels for their units at the 60 percent AMI level.

The Subject's proposed rents are set at the 2019 maximum allowable levels. Two of the comparable senior LIHTC comparables reported achieving rents at the maximum allowable rent levels. As such, based on the low vacancy rates and presence of waiting lists among the LIHTC comparables, we believe some of the comparables are not testing the upper end of the market. Given the Subject's anticipated condition upon completion, which will be superior to all of the affordable properties in the PMA, we believe the Subject's 60 percent AMI rents, which are set at maximum allowable levels, are achievable.

Analysis of "Market Rents"

Per DCA's market study guidelines, "average market rent is to be a reflection of rents that are achieved in the market. In other words, the rents the competitive properties are currently receiving. Average market rent is not 'Achievable unrestricted market rent.'" In an urban market with many tax credit comps, the average market rent might be the weighted average of those tax credit comps. In cases where there are few tax credit comps, but many market-rate comps with similar unit designs and amenity packages, then the average market rent might be the weighted average of those market-rate comps. In a small rural market there may be neither tax credit comps nor market-rate comps with similar positioning as the subject. In a case like that the average market rent would be a weighted average of whatever rents were present in the market.

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

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

SUBJECT COMPARISON TO COMPARABLE RENTS

Unit Type	Rent Level	Subject Pro Forma Rent	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR / 1BA	@60%	\$796	\$593	\$1,539	\$988	19.4%
2BR / 2BA	@60%	\$950	\$615	\$1,746	\$1,120	15.2%
2BR / 2BA	@60%	\$949	\$615	\$1,746	\$1,120	15.3%
3BR / 2BA	@60%	\$1,082	\$785	\$1,911	\$1,376	21.4%

As illustrated, the Subject’s proposed 60 percent rents are well below the surveyed average when compared to the comparables, both LIHTC and market rate. These rents offer an advantage of 15.2 to 21.4 percent over the surveyed average of the comparable properties. Further Subject’s proposed rents at the 60 percent AMI levels are also below the surveyed range of unrestricted rents in the market.

Preston Creek Apartments is achieving the highest one two, and three-bedroom unrestricted rents in the market. The Subject will be slightly inferior to Preston Creek Apartments. Preston Creek Apartments was built in 2002 and exhibits good condition, which is slightly inferior to the anticipated excellent condition of the Subject. Preston Creek Apartments is located 2.2 miles from the Subject and offers a similar location. Preston Creek Apartments offers similar property amenities when compared to the Subject as it lacks media room and recreational area, which the Subject will offer, though it has a tennis court and volleyball court, which the Subject will not offer. Preston Creek Apartments offers similar to slightly superior in-unit amenities in comparison to the Subject, as it offers ceiling fans, fireplaces and attached garages on select units This property offers similar to superior unit sizes when compared to the proposed Subject. The lowest one, two, and three-bedroom unrestricted rents at Preston Creek Apartments are approximately 28 to 36 percent higher than the Subject’s one, two and three-bedroom rents at 60 percent of AMI. Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer an advantage when compared to the average rents being achieved at comparable properties.

8. LIHTC Competition – DCA Funded Properties within the PMA

Capture rates for the Subject are considered moderate for all bedroom types and AMI levels. If allocated, the Subject will be similar to superior to the existing LIHTC housing stock. The LIHTC comparables demonstrate an average vacancy of 0.9 percent, which is considered very low. Further, the senior LIHTC comparables reported an average vacancy of 0.3 percent, with one vacant unit. Ashton Creek Apartments reported the highest vacancy rate among the LIHTC properties, at 3.6 percent. Our contact at Ashton Creek Apartments stated that two of the vacant units are pre-leased. Additionally, all of the LIHTC comparables maintain waiting lists, with senior comparables reporting waiting lists up 300 households in length. The low vacancy rates and presence of waiting lists among the senior LIHTC comparables indicates strong demand for affordable housing in the area.

According to Georgia Department of Community Affairs LIHTC allocation lists, there has been just one development allocated within the Subject’s PMA since 2017. Given the low vacancy rates and presence of waiting lists among the LIHTC properties in the market, it appears that there is strong demand for additional LIHTC housing in the market. We do not believe that the addition of the Subject to the market will impact the existing LIHTC properties that are in overall good condition and currently performing well.

9. Rental Trends in the PMA

The table below depicts household growth by tenure from 2000 through 2024.

TENURE PATTERNS PMA

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	44,132	79.0%	11,749	21.0%
2019	69,059	69.2%	30,761	30.8%
Projected Mkt Entry	73,179	70.1%	31,253	29.9%
2024	76,122	70.7%	31,604	29.3%

Source: Esri Demographics 2019, Novogradac Consulting LLP, March 2020

PMA TENURE PATTERNS OF SENIORS 55+

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	12,473	88.9%	1,550	11.1%
2019	29,713	81.0%	6,978	19.0%
Projected Mkt Entry	33,677	81.4%	7,682	18.6%
2024	36,508	81.7%	8,184	18.3%

Source: Esri Demographics 2019, Novogradac Consulting LLP, March 2020

As the table illustrates, households within the PMA reside in predominately owner-occupied residences. Nationally, approximately two-thirds of the population resides in owner-occupied housing units, and one-third resides in renter-occupied housing units. Among senior households, nationally 85 percent reside in owner-occupied residences and 15 percent reside in renter-occupied residences. Therefore, there is a slightly larger percentage of senior renters in the PMA than the nation. This percentage is projected to decrease slightly over the next five years, while the number of senior renters is projected to increase slightly over the same time period.

Historical Vacancy

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

HISTORICAL VACANCY

#	Property Name	Program	Total Units	2016 Q2	2016 Q4	2018 Q2	2018 Q3	2019 Q2	2020 Q1
1	Ashley Woods Apartments	LIHTC/HOME	128	0.0%	0.0%	0.0%	0.0%	6.2%	3.9%
2	Greystone Of Mcdonough	LIHTC	56	5.4%	5.4%	N/A	N/A	N/A	1.8%
3	Grier Senior Manor	LIHTC/Market	64	N/A	N/A	0.0%	0.0%	N/A	0.0%
4	Hampton Court	LIHTC	60	N/A	N/A	3.3%	3.3%	N/A	1.7%
5	Heritage At Mcdonough	LIHTC	105	N/A	N/A	3.8%	0.0%	N/A	0.0%
6	Red Oak Village	LIHTC	60	N/A	N/A	0.0%	0.0%	N/A	0.0%
7	Sable Chase Apartments	LIHTC	225	20.0%	N/A	N/A	0.0%	N/A	0.0%
8	Shoal Creek Manor	LIHTC	66	N/A	N/A	0.0%	0.0%	N/A	0.0%
9	Mandalay Villas	Market	300	7.0%	5.3%	N/A	N/A	N/A	5.7%
10	Preston Creek Apartments	Market	334	7.8%	N/A	N/A	N/A	N/A	6.0%
11	Springs At Mcdonough	Market	268	N/A	N/A	32.1%	N/A	N/A	6.0%
12	The Crossing At Mcdonough	Market	252	0.8%	2.0%	4.4%	N/A	N/A	5.2%
13	Villas At South Point	Market	284	N/A	3.5%	N/A	N/A	N/A	4.9%
14	Woodlawn Park Apartments	Market	244	N/A	2.0%	N/A	N/A	N/A	2.5%
	Average			6.8%	3.0%	5.5%	0.5%	6.2%	3.8%

As illustrated in the table, we were able to obtain historical vacancy rates at several of the comparable properties for several quarters in the past two years. In general, vacancy rates at the comparable properties have remained low since 2016. Overall, we believe that the current performance of the LIHTC comparable properties, as well as their historically low to moderate vacancy rates, indicate demand for affordable rental housing in the Subject's market.

Change in Rental Rates

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

RENT GROWTH			
Property Name	Rent Structure	Tenancy	Rent Growth
Ashley Woods Apartments	LIHTC/HOME	Family	Increased 0-9% since 2Q19
Greystone Of Mcdonough	LIHTC	Family	Annual inc. of 4-5% since 4Q16
Grier Senior Manor	LIHTC/ Market	Senior	Kept at max
Hampton Court	LIHTC	Senior	Increased 12% since Q3 2018
Heritage At Mcdonough	LIHTC	Senior	Kept at max
Red Oak Village	LIHTC	Senior	Increased 5% since 1Q2019
Sable Chase Apartments	LIHTC	Family	None reported
Shoal Creek Manor	LIHTC	Senior	Kept at max
Mandalay Villas	Market	Family	Fluctuates daily
Preston Creek Apartments	Market	Family	Fluctuates Daily
Springs At Mcdonough	Market	Family	Fluctuates daily
The Crossing At Mcdonough	Market	Family	Fluctuates daily
Villas At South Point	Market	Family	Fluctuates daily
Woodlawn Park Apartments	Market	Family	Increased to market

Three of the eight surveyed affordable properties report increasing rents to 2019 maximum allowable levels. The market rate properties reported fluctuating daily rent. We anticipate that the Subject would be able to achieve moderate rent growth in the future as a LIHTC property, limited by the increase in AMI growth.

10. Impact of Foreclosed, Abandoned and Vacant Structures

According to *RealtyTrac* statistics, one in every 2,541 housing units nationwide was in some stage of foreclosure as of August 2019. The town of McDonough is experiencing a foreclosure rate of one in every 1,682 homes, while Henry County is experiencing foreclosure rate of one in every 1,297 homes and Georgia experienced one foreclosure in every 2,417 housing units. Overall, McDonough is experiencing a slightly higher foreclosure rate relative to the nation and state of Georgia. However, the foreclosure rate in McDonough is still low relative to market conditions in the years past, and is indicative of a healthy housing market. The Subject's neighborhood does not have a significant amount of abandoned or vacant structures that would impact the marketability of the Subject.

11. Effect of Subject on Other Affordable Units in Market

The Subject is a proposed age-restricted, affordable development. There are five existing senior LIHTC development in the PMA. The comparable family properties also reported a number of senior tenants. Therefore, seniors are currently likely underserved by the market, particularly low vacancy rates and extensive waiting lists among the LIHTC comparables. Therefore, there appears to be excess demand for additional affordable senior housing in the market. Based on the performance of the comparable LIHTC properties, the existence of waiting lists for affordable units, all indicate that the Subject will not negatively impact the existing or proposed affordable rental units in the market.

Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. There is strong demand for affordable housing in the market at this time, as evidenced by the overall low vacancy rates at the affordable properties surveyed. Additionally, all of the comparable senior LIHTC properties reported extensive waiting lists. The LIHTC properties report extensive waiting lists up three years or 300 households in length. This indicates there is ample demand for additional affordable housing in the market. The Subject's proposed rents at the 60 percent AMI level are also below the surveyed range of unrestricted rents in the market. Overall, we believe the Subject will perform well in the market based on the strong reported demand. We believe the Subject will not have a long term impact on the existing affordable properties. We also believe the Subject will fill a void in the market for age-restricted units.

I. ABSORPTION AND STABILIZATION RATES

ABSORPTION AND STABILIZATION RATES

We were able to obtain absorption data from two of the comparables; as such, we expanded our search to include one LIHTC property located just outside of the PMA in Hampton. The following table illustrates our findings.

ABSORPTION

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Madison Heights I	LIHTC	Family	2018	121	30
Red Oak Village*	LIHTC	Senior	2017	60	30
Springs At Mcdonough*	Market	Family	2017	268	17
Average				150	26

*Utilized as a comparable

As illustrated in the previous table, the comparables reported absorption rates ranging from 17 to 30 units per month, with an overall average of 26 units per month. The LIHTC comparables both reported an absorption rate of 30 units per month. Per DCA guidelines, we calculate the absorption to 93 percent occupancy. Based on the low LIHTC vacancy rate and waiting lists at the LIHTC comparable properties, we believe that the Subject’s units could reasonably expect to lease 24 to 25 units per month. At this rate, the Subject would reach a stabilized occupancy of 93 percent within six to seven months.

J. INTERVIEWS

INTERVIEWS

Georgia Department of Community Affairs

We spoke with Mr. David Samloff, Director of Operations with the Georgia Department of Community Affairs, regarding the Section 8 program in Henry County and in the State of Georgia. The representative informed us that the Georgia Department of Community Affairs has jurisdiction over 149 of Georgia’s 159 counties, including Henry County, and that there was a waiting list for Section 8 applicants in all regions and that the waiting list was closed. The contact was unable to provide the number of households on the waiting list. The waiting list was last opened on February 1, 2016 and closed on February 7, 2016. Georgia Department of Community Affairs is allocated over 16,000 vouchers for the 149 counties it serves in Georgia. The 2019 payment standards for Henry County are detailed in the table below.

PAYMENT STANDARDS

Unit Type	Standard
One-Bedroom	\$1,127
Two-Bedroom	\$1,283
Three-Bedroom	\$1,637

Source: Georgia Department of Community Affairs, March 2020

The Subject’s proposed rents at the 60 AMI levels are set below the current payment standards. Therefore, tenants with Housing Choice Vouchers will not pay out of pocket for rent.

Planning

We spoke with Mr. Rodney Heard, Community Development Director at the City of McDonough Planning and Zoning Department, who informed us there is one planned multifamily development and one under construction multifamily development in the city limits.

- Carmel Vista, located along Mount Carmel Road in McDonough, broke ground in October 2019 on a 230-unit market rate multifamily development. The development will consist of 230 one, two, and three-bedroom units. The development will reportedly be the first market rate development constructed in Henry County since 2017. As a market rate development, the property will not directly compete with the Subject upon completion.
- Columns at South Point, located at 323 South Point in McDonough, is a planned 260-unit market rate multifamily development. The development will consist of 260 one, two, and three-bedroom units. Construction is anticipated to begin in April 2020 with a completion date in 2021. As a market rate development, the property will not directly compete with the Subject upon completion.

Further, according to the Georgia Department of Community Affairs allocations lists from 2016 to 2019, there has been one property awarded LIHTC funding in the PMA.

- Havenwood Grove Senior was allocated tax credits in 2018. The development will consist of a 56 one and two-bedroom units targeted to seniors earning 50 and 60 percent of the AMI, or less. The development will be located in the city of Locust Grove, approximately 7.0 miles south of the Subject site. Construction began in June 2019 with an estimated completion date of June 2020. As the development will target seniors, it will directly compete with the Subject upon completion.

Additionally, we conducted online research utilizing CoStar’s proposed and new construction report. According to our research, there are no additional multifamily developments currently planned, proposed, or under construction in the Subject’s PMA.

City of McDonough and Henry County Chamber of Commerce

We attempted to contact the Henry County Development Authority to inquire about recent business expansions or contractions in the area, but to date our attempts have been unsuccessful. As such, we utilized an internet search to find the following business expansions in Henry County announced in 2017 through 2019, most of which are located in the McDonough area.

- In 2019, Sangsin Technology America, a brake manufacturer, announced the company will be developing a new manufacturing facility in McDonough as part of a \$20 million investment. The new facility is expected to create an additional 200 jobs. No construction timeline was available.
- In 2019, TSYS, a global payments company, expanded operations into an existing 62,000-square foot facility in McDonough, which houses their new contact center. The expansion created an estimated 450 new jobs.
- In 2018, General Mills, a food manufacture, invested \$8.5 million in a new distribution facility located in McDonough. The new 408,000-square foot facility created 50 new jobs.
- In 2018, Voorhees, a cold storage provider, built a 6.7-million-cubic-foot public refrigerated warehouse a mile away from its existing 8.6-million-cubic-foot facility in McDonough. The new facility equated to a \$40 million capital investment and created an estimated 80 new jobs.
- In 2018, De Wafelbakkers, a frozen pancake producer, invests \$15 million to expand its existing production facility in Henry County. The expansion created an estimated 83 new jobs and is the first phase of a planned two-phase expansion.
- In 2018, Hydro Systems, a bathtub manufacturer, opened a new manufacturing facility. The new facility created an estimate 60 manufacturing jobs.
- In 2018, S&S Activeware, an apparel wholesaler, opened a 505,000-square foot warehouse facility in McDonough. The new facility is expected to create approximately 300 new jobs over a three-year period.
- In 2017, Luxottica Retail Group, an eyewear distributor, expanded their existing facility in McDonough. The expansion created an estimated 1,000 new jobs.

Additional interviews can be found in the comments section of the property profiles.

K. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

Demographics

Between 2010 and 2019 there was approximately 1.5 percent annual population growth in the PMA and 1.4 percent annual population growth in the MSA. The population is expected to increase by 1.6 percent annually to 301,047 by June 2022. The senior population in the PMA is currently 67,903 and is projected to be 73,721 by June 2022. The Subject will target tenants earning between \$26,790 and \$38,280. The percentage of senior renter households in the PMA increased from 11.1 percent to 19.0 percent between 2000 and 2019. This is slightly more than the estimated 15 percent of senior renter households across the nation. The percentage of senior renters is projected to decrease slightly over the next five years, while the number of senior renters is projected to increase over the same time period. The increasing number of senior renter households in the PMA bodes well for the Subject's development, as well as the large senior household sizes.

Employment Trends

Employment in the PMA is concentrated in the transportation/warehousing, healthcare/social assistance, and retail trade industries, which collectively comprise 36.3 percent of local employment. The large share of PMA employment in retail trade is notable as this industry is historically volatile, and prone to contraction during economic downturns. However, the PMA also has a significant share of employment in the healthcare industry, which is historically known to exhibit greater stability during recessionary periods. Employment in the MSA recovered and surpassed pre-recessionary levels in 2015, a year after the overall nation. Since 2012, job growth in the MSA generally exceeded the nation. As of December 2019, total employment in the MSA is at a post-recessionary record and increasing at an annualized rate of 1.9 percent, compared to 1.3 percent across the overall nation. Since 2012, the MSA generally experienced a higher unemployment rate compared to the overall nation. According to the most recent labor statistics, the unemployment rate in the MSA is 2.7 percent, lower than the current national unemployment rate of 3.4 percent. Overall, the local economy appears to have fully recovered from the national recession and entered into an expansionary phase.

Capture Rates

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

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Proposed Rents
1BR @60%	\$26,790	\$38,280	78	443	8	435	17.9%	\$796
2BR @60%	\$32,250	\$38,280	88	382	36	346	25.4%	\$949
3BR @60%	\$37,230	\$38,280	16	61	0	61	26.4%	\$1,082
Overall	\$26,790	\$38,280	182	885	44	841	21.6%	-

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

Absorption

We were able to obtain absorption data from two of the comparables; as such, we expanded our search to include one LIHTC property located just outside of the PMA in Hampton. The following table illustrates our findings.

ABSORPTION

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Madison Heights I	LIHTC	Family	2018	121	30
Red Oak Village*	LIHTC	Senior	2017	60	30
Springs At Mcdonough*	Market	Family	2017	268	17
Average				150	26

*Utilized as a comparable

As illustrated in the previous table, the comparables reported absorption rates ranging from 17 to 30 units per month, with an overall average of 26 units per month. The LIHTC comparables both reported an absorption rate of 30 units per month. Per DCA guidelines, we calculate the absorption to 93 percent occupancy. Based on the low LIHTC vacancy rate and waiting lists at the LIHTC comparable properties, we believe that the Subject’s units could reasonably expect to lease 24 to 25 units per month. At this rate, the Subject would reach a stabilized occupancy of 93 percent within six to seven months.

Vacancy Trends

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY					
Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Ashley Woods Apartments	LIHTC/HOME	Family	128	5	3.9%
Greystone Of Mcdonough	LIHTC	Family	56	1	1.8%
Grier Senior Manor	LIHTC/ Market	Senior	64	0	0.0%
Hampton Court	LIHTC	Senior	60	1	1.7%
Heritage At Mcdonough	LIHTC	Senior	105	0	0.0%
Red Oak Village	LIHTC	Senior	60	0	0.0%
Sable Chase Apartments	LIHTC	Family	225	0	0.0%
Shoal Creek Manor	LIHTC	Senior	66	0	0.0%
Mandalay Villas	Market	Family	300	17	5.7%
Preston Creek Apartments	Market	Family	334	20	6.0%
Springs At Mcdonough	Market	Family	268	16	6.0%
The Crossing At Mcdonough	Market	Family	252	13	5.2%
Villas At South Point	Market	Family	284	14	4.9%
Woodlawn Park Apartments	Market	Family	244	6	2.5%
Total LIHTC			764	7	0.9%
Total Senior			355	1	0.3%
Total Market Rate			1,682	86	5.1%
Overall Total			2,446	93	3.8%

Overall vacancy in the market is low at 3.8 percent. The LIHTC and mixed-income comparables demonstrate an average vacancy of 0.9 percent, which is considered very low. Further, the overall senior vacancy is 0.3 percent, with just one vacant unit. Additionally, all of the LIHTC and mixed-income comparables maintain waiting lists, with senior comparables reporting waiting lists up 300 households in length. The low vacancy rates and presence of waiting lists among the LIHTC and mixed-income comparables indicates strong demand for affordable senior housing in the area.

The vacancy rates among the market rate comparable properties range from 2.5 to 6.0 percent, averaging 5.1 percent, which is considered low. The low vacancy rates among the market rate comparables indicates strong demand for conventional housing in the area. As a new construction property, we anticipate that the Subject would perform with a vacancy rate of five percent or less. Per DCA guidelines, properties are considered stabilized upon reaching 93 percent occupancy; however, the Subject is anticipated to maintain a stabilized occupancy rate of 97 percent or less. Based on the low vacancy rates among the LIHTC and market rate comparables, as well as the presence of waiting lists among the LIHTC comparables, we believe that there is sufficient demand for additional affordable housing in the market. We do not believe that the Subject will impact the performance of the existing LIHTC properties if allocated. Overall, we believe the Subject will operated with an overall vacancy rate of three percent or less upon stabilization.

Strengths of the Subject

The Subject will offer an age-restricted design, which is comparable to only one affordable property in the PMA at this time. The presence of seniors at the family LIHTC properties further supports the need for senior housing in the market. The Subject will be new construction and exhibit excellent condition upon completion, similar to superior to all of the existing housing stock in the market. Additionally, the Subject will offer a competitive amenity package. Therefore, the Subject will be a similar to superior development to the existing housing in the market and cater to an underserved population.

Conclusion

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. There is strong demand for affordable housing in the market at this time, as evidenced by the overall low vacancy rates at the affordable properties surveyed. Additionally, all of the comparable senior LIHTC properties reported extensive waiting lists. The LIHTC properties report extensive waiting lists up three years or 300 households in length. This indicates there is ample demand for additional affordable housing in the market. The Subject's proposed rents at the 60 percent AMI level are also below the surveyed range of unrestricted rents in the market. Overall, we believe the Subject will perform well in the market based on the strong reported demand. We believe the Subject will not have a long term impact on the existing affordable properties. We also believe the Subject will fill a void in the market for age-restricted units.

Recommendations

We recommend the Subject as proposed.

L. SIGNED STATEMENT REQUIREMENTS

SIGNED STATEMENT REQUIREMENTS

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

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

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



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March 28, 2020

ADDENDUM A
Assumptions and Limiting Conditions

ASSUMPTIONS AND LIMITING CONDITIONS

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

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

ADDENDUM B
Subject and Neighborhood Photograph

Photographs of Subject Site and Surrounding Uses



Subject site



Subject site



Subject site



Subject site



View north along S Zack Hinton Parkway



View south along S Zack Hinton Parkway



View of vacant land to the west



View of vacant land to the west



View of Salvation Army to the south



View of house of worship to the south



View of commercial/office space to the south



View of commercial/retail space to the south



View of townhomes to the south



View of fourplexes to the south



View of commercial/office to the southwest



View of Dollar General to the southwest



View of commercial/retail to the southwest



View of McDonough High School to the north



View of McDonough Middle School to the north



View of nearby post office to the north



View of nearby pharmacy to the east



View of nearby grocery store to the east

ADDENDUM C
Qualifications

**STATEMENT OF PROFESSIONAL QUALIFICATIONS
REBECCA S. ARTHUR, MAI**

I. Education

University of Nebraska, Lincoln, Nebraska
Bachelor of Science in Business Administration – Finance

Appraisal Institute
Designated Member (MAI)

II. Licensing and Professional Affiliation

Member of Kansas Housing Association
 Vice President - Board of Directors; 2017 - Present
Designated Member of the Appraisal Institute (MAI)
 Kansas City Chapter of the Appraisal Institute Board of Directors: 2013 & 2014
Member of National Council of Housing Market Analysts (NCHMA)
Member of Commercial Real Estate Women (CREW) Network

State of Arkansas Certified General Real Estate Appraisal No. CG2682
State of Arizona Certified General Real Estate Appraisal No. 31992
State of California Certified General Real Estate Appraiser No. AG041010
State of Hawaii Certified General Real Estate Appraiser No. CGA-1047
State of Iowa Certified General Real Estate Appraiser No. CG03200
State of Indiana Certified General Real Estate Appraiser No. CG41300037
State of Kansas Certified General Real Estate Appraiser No. G-2153
State of Minnesota Certified General Real Estate Appraiser No. 40219655
State of Missouri Certified General Real Estate Appraiser No. 2004035401
State of Louisiana Certified General Real Estate Appraiser No. 4018
State of Texas Certified General Real Estate Appraiser No. TX-1338818-G

III. Professional Experience

Partner, Novogradac & Company LLP
Principal, Novogradac & Company LLP
Manager, Novogradac & Company LLP
Real Estate Analyst, Novogradac & Company LLP
Corporate Financial Analyst, Deloitte & Touche LLP

IV. Professional Training

Various Continuing Education Classes as required by licensing, ongoing
USPAP Update, January 2018
Forecasting Revenue, May 2019
Discounted Cash Flow Model, May 2019
Business Practices and Ethics, May 2019
HUD MAP Training – Ongoing
The Appraiser as an Expert Witness: Preparation & Testimony, April 2013
How to Analyze and Value Income Properties, May 2011
Appraising Apartments – The Basics, May 2011
HUD MAP Third Party Tune-Up Workshop, September 2010

HUD MAP Third Party Valuation Training, June 2010
HUD LEAN Third Party Training, January 2010
National Uniform Standards of Professional Appraisal Practice, April 2010
MAI Comprehensive Four Part Exam, July 2008
Report Writing & Valuation Analysis, December 2006
Advanced Applications, October 2006
Highest and Best Use and Market Analysis, July 2005
HUD MAP – Valuation Advance MAP Training, April 2005
Advanced Sales Comparison and Cost Approaches, April 2005
Advanced Income Capitalization, October 2004
Basic Income Capitalization, September 2003
Appraisal Procedures, October 2002
Appraisal Principals, September 2001

V. Real Estate Assignments

A representative sample of Valuation or Consulting Engagements includes:

- In general, have managed and conducted numerous market analyses and appraisals for various types of commercial real estate since 2001, with an emphasis on multifamily housing and land.
- Have managed and conducted numerous market and feasibility studies for multifamily housing. Properties types include Section 42 Low Income Housing Tax Credit (LIHTC) Properties, Public Housing for RAD conversion, Section 8, USDA and/or conventional. Local housing authorities, developers, syndicators, HUD and lenders have used these studies to assist in the financial underwriting and design of multifamily properties. Analysis typically includes; unit mix determination, demand projections, rental rate analysis, competitive property surveying, and overall market analysis. The Subjects include both new construction and rehabilitation properties in both rural and metro regions throughout the United States and its territories.
- Have managed and conducted numerous appraisals of multifamily housing. Appraisal assignments typically involved determining the as is, as if complete and the as if complete and stabilized values. Additionally, encumbered LIHTC and unencumbered values were typically derived. The three traditional approaches to value are developed with special methodologies included to value tax credit equity, below market financing and PILOT agreements.
- Performed market studies and appraisals of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing (MAP) program. These reports meet the requirements outlined in HUD Handbook 4465.1 and Chapter 7 of the HUD MAP Guide for 221(d)(4) and 223(f) programs, as well as the LIHTC PILOT Program.
- Performed numerous market study/appraisals assignments for USDA RD properties in several states in conjunction with acquisition rehabilitation redevelopments. Documents are used by states, FannieMae, USDA, and the developer in the underwriting process. Market studies are compliant to State, FannieMae, and USDA requirements. Appraisals are compliant to FannieMae and USDA HB-1-3560 Chapter 7 and Attachments.
- Completed numerous FannieMae and FreddieMac appraisals of affordable and market rate multi-family properties for DUS Lenders.
- Managed and completed numerous Section 8 Rent Comparability Studies in accordance with

HUD's Section 8 Renewal Policy and Chapter 9 for various property owners and local housing authorities.

- Managed and conducted various City and County-wide Housing Needs Assessments in order to determine the characteristics of existing housing, as well as determine the need for additional housing within designated areas.
- Performed numerous valuations of the General and/or Limited Partnership Interest in a real estate transaction, as well as LIHTC Year 15 valuation analysis.

VI. Speaking Engagements

A representative sample of industry speaking engagements follows:

- Institute for Professional Education and Development (IPED): LIHTC and Year 15 Seminars
- Institute for Responsible Housing Preservation (IRHP): Annual Meetings
- Western FHA Mortgage Lenders Conference: Annual Meetings
- Midwest FHA Mortgage Lenders Conference: Annual Meetings
- Southwest FHA Mortgage Association Lenders Conference: Annual Meetings
- National Council of Housing Market Analysts (NCHMA): Seminars and Workshops
- National Council of State Housing Agencies: Housing Credit Connect Conferences
- National Leased Housing Association: Annual Meeting
- Nebraska's County Assessors: Annual Meeting
- Novogradac & Company LLP: LIHTC, Developer and Bond Conferences
- AHF Live! Affordable Housing Finance Magazine Annual Conference
- Missouri Workforce Housing (MOWHA) Annual Conference
- Ohio Housing Council Symposium
- Kansas Housing Conference
- California Council for Affordable Housing (CCAH) Meetings

**STATEMENT OF PROFESSIONAL QUALIFICATIONS
BRIAN NEUKAM**

EDUCATION

Georgia Institute of Technology, Bachelor of Industrial Engineering, 1995

State of Georgia Certified General Real Property Appraiser No. 329471

State of South Carolina Certified General Real Property Appraiser No. 7493

PROFESSIONAL TRAINING

National USPAP and USPAP Updates

General Appraiser Market Analysis and Highest & Best Use

General Appraiser Sales Comparison Approach

General Appraiser Site Valuation and Cost Approach

General Appraiser Income Capitalization Approach I and II

General Appraiser Report Writing and Case Studies

EXPERIENCE

Novogradac & Company LLP, Manager, September 2015- Present

J Lawson & Associates, Associate Appraiser, October 2013- September 2015

Carr, Lawson, Cantrell, & Associates, Associate Appraiser, July 2007-October 2013

REAL ESTATE ASSIGNMENTS

A representative sample of due diligence, consulting or valuation assignments includes:

- Prepare market studies and appraisals throughout the U.S. for proposed and existing family and senior Low-Income Housing Tax Credit (LIHTC), market rate, HOME financed, USDA Rural Development, and HUD subsidized properties. Appraisal assignments involve determining the as is, as if complete, and as if complete and stabilized values.
- Conduct physical inspections of subject properties and comparables to determine condition and evaluate independent physical condition assessments.
- Performed valuations of a variety of commercial properties throughout the Southeast which included hotels, gas stations and convenience stores, churches, funeral homes, full service and fast-food restaurants, stand-alone retail, strip shopping centers, distribution warehouse and manufacturing facilities, cold storage facilities, residential and commercial zoned land, and residential subdivision lots. Intended uses included first mortgage, refinance, foreclosure/repossession (REO), and divorce.
- Employed discounted cash flow analysis (utilizing Argus or Excel) to value income producing properties and prepare or analyze cash flow forecasts.
- Reviewed and analyzed real estate leases, including identifying critical lease data such as commencement/expiration dates, various lease option types, rent and other income, repair and maintenance obligations, Common Area Maintenance (CAM), taxes, insurance, and other important lease clauses.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

William C. Hoedl

I. EDUCATION

University of Denver – Denver, Colorado

Master of Science in Real Estate, 2009

University of Kansas – Lawrence, Kansas

Bachelor of Science in Finance, 2006

II. PROFESSIONAL EXPERIENCE

Manager - Novogradac & Company LLP

Asset Acquisitions Analyst - Madison Liquidity Investors, LLC

Investment Analyst – Resolute Investments, Inc.

Real Estate Analyst – Prior & Associates, LLC

III. REAL ESTATE ASSIGNMENTS

A representative sample of Due Diligence, Consulting, or Valuation Engagements includes:

- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties, on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, large family, farmworker housing, and acquisition with rehabilitation.
- Prepared Rent Comparability Studies for expiring Section 8 contracts and USDA contracts for subsidized properties located throughout the United States. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low- Income Housing Tax Credit and market rate properties. Analysis includes property screenings, valuation analysis, capitalization rate analysis, rent comparability studies, expense comparability analysis, determination of market rents, and general market analysis. Assisted in land appraisals for lenders and investment banks.
- Researched and analyzed local and national economy and economic indicators for specific projects throughout the United States. Research included employment industries analysis, employment historical trends and future outlook, and demographic analysis.
- Conducted over 100 site inspections for market studies and appraisals throughout the United States for various reports including proposed new construction and rehabilitation multifamily projects.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

KELLY S. POWELL

I. EDUCATION

University of Central Missouri – Warrensburg, MO
Bachelor of Science – Marketing

II. PROFESSIONAL EXPERIENCE

Analyst, Novogradac & Company LLP
Sale Comparable Researcher, Xceligent, Inc.

III. REAL ESTATE ASSIGNMENTS

A representative sample of Due Diligence, Consulting, or Valuation Engagements includes:

- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, assisted living, large family, and acquisition with rehabilitation.
- Assisted in the preparation of Rent Comparability Studies for expiring Section 8 contracts and USDA contracts for subsidized properties located throughout the United States. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Researched and analyzed local and national economy and economic indicators for specific projects throughout the United States. Research included employment industries analysis, employment historical trends and future outlook, and demographic analysis.
- Examined local and national housing market statistical trends and potential outlook in order to determine sufficient demand for specific projects throughout the United States

ADDENDUM D
Summary Matrix

SUMMARY MATRIX

Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate
Subject	Mcdonough Senior New Construction 150 S Zack Hinton Pkwy Mcdonough, GA 30253 Henry County	-	Various 4-stories 2022 / n/a Senior	@60%	1BR / 1BA	78	42.9%	750	@60%	\$796	Yes	N/A	N/A	N/A
					2BR / 2BA	72	39.6%	1,000	@60%	\$950	Yes	N/A	N/A	N/A
					2BR / 2BA	16	8.8%	1,150	@60%	\$949	Yes	N/A	N/A	N/A
					3BR / 2BA	16	8.8%	1,250	@60%	\$1,082	Yes	N/A	N/A	N/A
						<u>182</u>								
1	Ashley Woods Apartments 1050 Rock Quarry Road Stockbridge, GA 30281 Henry County	7.9 miles	Garden 3-stories 1991 / 2008 Family	@50% (HOME), @60%, @60% (HOME)	1BR / 1BA	1	0.8%	748	@50% (HOME)	\$608	No	Yes	0	0.0%
					1BR / 1BA	13	10.2%	748	@60%	\$829	No	Yes	0	0.0%
					1BR / 1BA	2	1.6%	748	@60% (HOME)	\$805	No	Yes	0	0.0%
					2BR / 2BA	1	0.8%	1,010	@50% (HOME)	\$728	No	Yes	0	0.0%
					2BR / 2BA	60	46.9%	1,010	@60%	\$993	No	Yes	3	5.0%
					2BR / 2BA	3	2.3%	1,010	@60% (HOME)	\$917	No	Yes	0	0.0%
					3BR / 2BA	45	35.2%	1,134	@60%	\$1,122	No	Yes	2	4.4%
					3BR / 2BA	3	2.3%	1,039	@60% (HOME)	\$949	No	Yes	0	0.0%
	<u>128</u>											5	3.9%	
2	Greystone Of Mcdonough 411 Racetrack Road Mcdonough, GA 30252 Henry County	0.5 miles	Garden 2-stories 2000 / n/a Family	@50%, @60%	2BR / 2BA	17	30.4%	968	@50%	\$754	Yes	Yes	0	0.0%
					2BR / 2BA	14	25.0%	968	@60%	\$860	No	Yes	1	7.1%
					3BR / 2BA	16	28.6%	1,180	@50%	\$865	Yes	Yes	0	0.0%
					3BR / 2BA	9	16.1%	1,180	@60%	\$948	No	Yes	0	0.0%
						<u>56</u>								
3	Grier Senior Manor 391 Old Griffin Rd Mcdonough, GA 30253 Henry County	0.9 miles	Lowrise 2-stories 2005 / n/a Senior	@30%, @50%, @54%, Market	1BR / 1BA	3	4.7%	657	@30%	\$345	Yes	Yes	0	0.0%
					1BR / 1BA	16	25.0%	657	@50%	\$585	Yes	Yes	0	0.0%
					1BR / 1BA	5	7.8%	657	@54%	\$714	Yes	Yes	0	0.0%
					1BR / 1BA	8	12.5%	657	Market	\$743	N/A	No	0	0.0%
					2BR / 2BA	3	4.7%	900	@30%	\$375	Yes	Yes	0	0.0%
					2BR / 2BA	16	25.0%	900	@50%	\$676	Yes	Yes	0	0.0%
					2BR / 2BA	5	7.8%	900	@54%	\$818	Yes	Yes	0	0.0%
					2BR / 2BA	8	12.5%	900	Market	\$839	N/A	No	0	0.0%
	<u>64</u>											0	0.0%	
4	Hampton Court 100 S Hampton Rd Hampton, GA 30228 Henry County	8.5 miles	Lowrise 2-stories 2014 / n/a Senior	@50%, @60%	2BR / 2BA	9	15.0%	1,200	@50%	\$615	No	Yes	0	0.0%
					2BR / 2BA	51	85.0%	1,200	@60%	\$615	No	Yes	1	2.0%
						<u>60</u>								
5	Heritage At Mcdonough 180 Bridges Rd Mcdonough, GA 30253 Henry County	1.4 miles	Lowrise 3-stories 2011 / n/a Senior	@50%, @60%	1BR / 1BA	N/A	N/A	722	@50%	\$644	Yes	Yes	0	N/A
					1BR / 1BA	N/A	N/A	722	@60%	\$794	Yes	Yes	0	N/A
					2BR / 2BA	N/A	N/A	1,103	@50%	\$770	Yes	Yes	0	N/A
					2BR / 2BA	N/A	N/A	1,103	@60%	\$950	Yes	Yes	0	N/A
						<u>105</u>								
6	Red Oak Village 770 Rock Quarry Road Stockbridge, GA 30281 Henry County	8.4 miles	Lowrise 3-stories 2017 / n/a Senior	@50%, @60%	1BR / 1BA	4	6.7%	750	@50%	\$498	No	Yes	0	0.0%
					1BR / 1BA	16	26.7%	750	@60%	\$593	No	Yes	0	0.0%
					2BR / 1BA	9	15.0%	950	@50%	\$593	No	Yes	0	0.0%
					2BR / 1BA	31	51.7%	950	@60%	\$724	No	Yes	0	0.0%
						<u>60</u>								
7	Sable Chase Apartments 102 Sable Chase Blvd. Mcdonough, GA 30253 Henry County	1.2 miles	Garden 2-stories 1994 / 2016 Family	@60%	1BR / 1BA	48	21.3%	781	@60%	\$607	No	Yes	0	0.0%
					2BR / 1BA	32	14.2%	857	@60%	\$675	No	Yes	0	0.0%
					2BR / 2BA	72	32.0%	968	@60%	\$725	No	Yes	0	0.0%
					2BR / 2BA	1	0.4%	857	Non-Rental	-	N/A	N/A	0	0.0%
					3BR / 2BA	72	32.0%	1,180	@60%	\$788	No	Yes	0	0.0%
						<u>225</u>								
8	Shoal Creek Manor 120 L.G. Griffin Road Locust Grove, GA 30248 Henry County	7.5 miles	Midrise 4-stories 2011 / n/a Senior	@50%, @60%	2BR / 2BA	14	21.2%	1,008	@50%	\$767	Yes	Yes	0	0.0%
					2BR / 2BA	52	78.8%	1,008	@60%	\$942	Yes	Yes	0	0.0%
						<u>66</u>								
9	Mandalay Villas 1395 Town Center Village Mcdonough, GA 30253 Henry County	5.0 miles	Garden 2-stories 2008 / 2017 Family	Market	1BR / 1BA	N/A	N/A	675	Market	\$1,053	N/A	No	N/A	N/A
					1BR / 1BA	N/A	N/A	822	Market	\$1,052	N/A	No	N/A	N/A
					1BR / 1BA	N/A	N/A	963	Market	\$1,148	N/A	No	N/A	N/A
					1BR / 1BA	N/A	N/A	976	Market	\$980	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	997	Market	\$1,335	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,097	Market	\$1,335	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,140	Market	\$1,338	N/A	No	N/A	N/A
					3BR / 2BA	N/A	N/A	1,447	Market	\$1,565	N/A	No	N/A	N/A
					3BR / 2BA	N/A	N/A	1,523	Market	\$1,733	N/A	No	N/A	N/A
						<u>300</u>								
10	Preston Creek Apartments 100 Preston Creek Drive Mcdonough, GA 30253 Henry County	2.2 miles	Garden 3-stories 2002 / n/a Family	Market	1BR / 1BA	18	5.4%	767	Market	\$1,238	N/A	No	N/A	N/A
					1BR / 1BA	18	5.4%	1,217	Market	\$1,412	N/A	No	N/A	N/A
					1BR / 1BA	18	5.4%	1,794	Market	\$1,522	N/A	No	N/A	N/A
					1.5BR / 1.5BA	32	9.6%	1,046	Market	\$1,539	N/A	No	N/A	N/A
					2BR / 2BA	92	27.5%	1,062	Market	\$1,324	N/A	No	N/A	N/A
					2BR / 2BA	92	27.5%	1,233	Market	\$1,746	N/A	No	N/A	N/A
					3BR / 2BA	32	9.6%	1,296	Market	\$1,526	N/A	No	N/A	N/A
					3BR / 2BA	32	9.6%	1,467	Market	\$1,911	N/A	No	N/A	N/A
	<u>334</u>										20	6.0%		
11	Springs At Mcdonough 325 South Point Boulevard Mcdonough, GA 30253 Henry County	3.0 miles	Garden 2-stories 2017 / n/a Family	Market	0BR / 1BA	N/A	N/A	551	Market	\$1,043	N/A	No	N/A	N/A
					0BR / 1BA	N/A	N/A	660	Market	\$1,069	N/A	No	N/A	N/A
					1BR / 1BA	N/A	N/A	797	Market	\$1,218	N/A	No	N/A	N/A
					1BR / 1BA	N/A	N/A	828	Market	\$1,205	N/A	No	N/A	N/A
					1BR / 1BA	N/A	N/A	907	Market	\$1,225	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,088	Market	\$1,407	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,202	Market	\$1,398	N/A	No	N/A	N/A
					3BR / 2BA	N/A	N/A	1,430	Market	\$1,627	N/A	No	N/A	N/A
	<u>268</u>										16	6.0%		
12	The Crossing At Mcdonough 100 Crossing Boulevard Mcdonough, GA 30253 Henry County	1.3 miles	Garden 3-stories 2004 / n/a Family	Market	1BR / 1BA	N/A	N/A	908	Market	\$1,015	N/A	No	3	N/A
					2BR / 2BA	N/A	N/A	1,152	Market	\$1,125	N/A	No	6	N/A
					3BR / 2BA	35	13.9%	1,390	Market	\$1,285	N/A	No	4	11.4%
						<u>252</u>								
13	Villas At South Point 1690 Highway 20 West Mcdonough, GA 30253 Henry County	3.2 miles	Garden 2-stories 2005 / n/a Family	Market	1BR / 1BA	N/A	N/A	675	Market	\$1,067	N/A	No	3	N/A
					1BR / 1BA	N/A	N/A	821	Market	\$1,083	N/A	No	2	N/A
					1BR / 1BA	N/A	N/A	1,004	Market	\$1,174	N/A	No	1	N/A
					2BR / 2BA	N/A	N/A	997	Market	\$1,378	N/A	No	1	N/A
					2BR / 2BA	N/A	N/A	1,165	Market	\$1,362	N/A	No	2	N/A
					2BR / 2BA	N/A	N/A	1,325	Market	\$1,455	N/A	No	1	N/A
					2BR / 2BA	N/A	N/A	1,450	Market	\$1,412	N/A	No	3	N/A
					3BR / 2BA	N/A	N/A	1,446	Market	\$1,546	N/A	No	1	N/A
					3BR / 2BA	N/A	N/A	1,519	Market	\$1,596	N/A	No	0	N/A
						<u>284</u>								
14	Woodlawn Park Apartments 150 Postmaster Drive Mcdonough, GA 30253 Henry County	0.5 miles	Garden 3-stories 2004 / n/a Family	Market	1BR / 1BA	80	32.8%	787	Market	\$985	N/A	No	N/A	N/A
					2BR / 1BA	27	11.1%	951	Market	\$1,130	N/A	No	N/A	N/A
					2BR / 2BA	57	23.4%	1,059	Market	\$1,200	N/A	No	N/A	N/A
					3BR / 2BA	80	32.8%	1,271	Market	\$1,300	N/A	No	N/A	N/A
						<u>244</u>								

ADDENDUM E
Subject Floor Plans

