

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

**ENCLAVE AT
MILLEDGEVILLE**

A MARKET CONDITIONS AND PROJECT EVALUATION SUMMARY OF: ENCLAVE AT MILLEDGEVILLE

1498 South Jefferson Street
Milledgeville, Baldwin County, Georgia 31061

Effective Date: April 13, 2020
Report Date: April 17, 2020

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April 17, 2020

Ms. Keri Taylor-Spann
Vice President of Development
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750 Commerce Drive, Suite 110
Decatur, Georgia 30030

Re: Application Market Study for Enclave at Milledgeville, located in Milledgeville, Baldwin County, Georgia

Dear Ms. Taylor-Spann

At your request, Novogradac Consulting LLP performed a study of the multifamily rental market in the Milledgeville, Baldwin 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 LIHTC rehabilitation of Enclave at Milledgeville (Subject), an existing 76-unit family Section 8 multifamily development. It should be noted that the Subject is currently identified as Milledgeville Manor. The Subject offers 14 one, 30 two, and 32 three-bedroom units. Following renovation using the LIHTC program, all 76 units at the property will be restricted to households earning 60 percent of the Area Median Income (AMI), or less. In addition, all 76 units will operate with rental assistance through the Section 8 program and tenants will continue to pay 30 percent of their income towards rent. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions.

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

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

Novogradac 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

MS. KERI TAYLOR-SPANN
HOUSING DEVELOPMENT CORPORATION OF DEKALB
APRIL 17, 2020

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

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

The Covid-19 corona virus has caused an international pandemic and we have seen governments across the globe take dramatic efforts to slow the spread and flatten the infection curve in order to reduce the strain on our health care system. We are already seeing these efforts result in extensive impacts to economic activity. However, governments are also implementing or discussing the implementation of significant economic stimulus packages to help with the economic impact. At this point it is unclear how long it will be before the emergency restrictions are lifted or loosened or how the stimulus packages will blunt the impact from the emergency measures. Further it is unclear as to how these measures will impact the housing market. As a result, it is an extraordinary assumption of this report that the duration of emergency measures will be relatively short term and that the stimulus packages will be sufficient to minimize the economic impacts on the broader economy and the housing market. Additionally, it is an extraordinary assumption of this report that the multifamily housing market will continue to perform in line with recent and historical performance and short-term impacts will be mitigated by the proposed economic measures.

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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B. EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

1. Project Description

Enclave at Milledgeville is an existing family property located at 1498 South Jefferson Street in Milledgeville, Baldwin County, Georgia, which will consist of ten, two-story residential buildings in addition to one community building. It should be noted that the Subject is currently identified as Milledgeville Manor.

The following table illustrates the proposed unit mix.

PROPOSED RENTS							
Unit Type	Unit Size (SF)	Number of Units	Contract Rent*	Utility Allowance (1)	Gross Rent	2019 LIHTC Maximum Allowable Gross Rent	2020 HUD Fair Market Rents
@60% (Section 8)							
1BR / 1BA	653	14	\$897	\$52	\$949	\$601	\$608
2BR / 1BA	868	30	\$1,032	\$84	\$1,116	\$721	\$718
3BR / 1BA	1,009	32	\$1,157	\$105	\$1,262	\$833	\$895
		76					

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

*Contract rents where tenants will pay 30% of their income towards rent.

All of the Subject's units will continue to operate with rental assistance. Tenants in these units will pay 30 percent of their income towards rent. The Subject's proposed contract rents are above maximum allowable levels at the 60 percent AMI threshold. Thus, if the Subject were to lose the rental subsidies, the proposed contract rents would have to be lowered to comply with the LIHTC program requirements. The Subject will offer slightly inferior in-unit amenities in comparison to the LIHTC and market rate comparable properties and slightly inferior to slightly superior property amenities. The Subject will offer a community room and playground, which many of the comparables will lack. However, the Subject will not offer balconies/patios, exterior storage, walk-in closets, an exercise facility, or a swimming pool, which are offered at several of the comparable developments. Overall we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market.

2. Site Description/Evaluation

The Subject is located at 1498 South Jefferson Street. Directly north, east, and south of the Subject is wooded land. To the west of the Subject is wooded land and a small, unnamed residential apartment building in fair condition. This property has been excluded as a comparable due to its low number of units and lack of contact information. Farther north are single-family homes in fair to average condition. Farther east are single-family homes and retail, commercial, and institutional uses in average condition. Farther south is Milledgeville Youth Challenge Academy. Land uses farther west consist of single-family homes in fair to average condition. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. The Subject site is considered "Car-Dependent" by Walkscore with a rating of 20 out of 100. Crime risks in the area are below the national average. The Subject will offer video surveillance and limited access, which will provide a competitive advantage. The Subject site is considered a desirable building site for rental housing. The Subject is located in a mixed-use neighborhood consisting of single-family homes as well as retail, commercial, and institutional uses. The uses surrounding the Subject are in fair to average condition and the site has good proximity to locational amenities, most of which are within 0.9 mile of the Subject.

3. Market Area Definition

The PMA is defined by Lake Sinclair and the Baldwin County Line to the north, County Line Road SW, Smyrna Church Road, and Eighty Five road to the east, Highway 24, Baldwin County Line and Highway 540 to the

south, and the Baldwin County Line to the west. This area includes the Cities of Milledgeville, Hardwick, Meriwether as well as portions of Gordon, Ivey, and Deepstep. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 10.0 miles
East: 15.9 miles
South: 12.5 miles
West: 11.2 miles

The PMA is defined based on interviews with the local housing authority, property managers at comparable properties, and the Subject's property manager. Many property managers indicated that a significant portion of their tenants come from out of state. Of those residents coming from within Georgia most are coming from the Macon area or from Atlanta. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2020 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 15.9 miles. The SMA is defined as the Milledgeville, GA Micropolitan Statistical Area (MSA), which consists of Baldwin and Hancock County.

4. Community Demographic Data

The population in the PMA increased slightly while the population decreased slightly in the MSA from 2000 to 2019, though the rate of growth increased from 2010 to 2019 in the PMA and the MSA. The rate of population and household growth is projected to slightly decrease through 2022. The current population of the PMA is 48,332 and is expected to be 48,183 in 2022. The current number of households in the PMA is 17,317 and is expected to be 17,241 in 2022. Renter households are concentrated in the lowest income cohorts, with 77.3 percent of renters in the PMA earning less than \$39,999 annually. The Subject will target tenants earning between \$0 and \$34,620 for its LIHTC units as proposed and between \$20,606 and \$34,620 absent subsidy. Therefore, the Subject should be well-positioned to service this market. Overall, while population growth has been stagnant, the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

According to *RealtyTrac* statistics, one in every 2,820 housing units nationwide was in some stage of foreclosure as of February 2020. The City of Milledgeville and Baldwin County are both experiencing a foreclosure rate of one in every 6,724 homes, while Georgia experienced one foreclosure in every 2,728 housing units. Overall, Milledgeville is experiencing a lower foreclosure rate to the nation, and lower than the state of Georgia as a whole, indicating 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 healthcare/social assistance, educational services, and public administration industries, which collectively comprise 41.1 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 significant share of employment in the healthcare and educational services industries, which are historically known to offer greater stability during recessionary periods. The local economy appears to be diverse and low paying jobs in the healthcare and social assistance, educational services, and manufacturing sectors are expected to generate demand for affordable housing in the PMA.

Overall, the MSA experienced moderate total employment growth fluctuated since 2012. As of December 2019, total employment in the MSA is at a post-recessionary record, and increasing at an annualized rate of 2.6 percent, compared to 1.3 percent across the overall nation. The unemployment rate has decreased

every year since 2010 to its post-recessionary low of 4.0 percent. Overall, these recent trends in employment growth and unemployment decline indicate that the economy in the MSA is recovering and entering an expansionary phase. Growing total employment is a positive indicator of demand for rental housing and, therefore, the Subject’s proposed units.

6. Project-Specific Affordability and Demand Analysis

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

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Proposed Rents
1BR Overall - With Subsidy	\$0	\$25,680	14	1,110	0	1,110	1.3%	\$897
1BR Overall - Absent Subsidy	\$20,606	\$25,680	14	306	0	306	4.6%	-
2BR Overall - With Subsidy	\$0	\$28,860	30	1,415	0	1,415	2.1%	\$1,032
2BR Overall - Absent Subsidy	\$24,720	\$28,860	30	390	0	390	7.7%	-
3BR Overall - With Subsidy	\$0	\$34,620	32	451	0	451	7.1%	\$1,157
3BR Overall - Absent Subsidy	\$28,560	\$34,620	32	124	0	124	25.7%	-
Overall - With Subsidy	\$0	\$34,620	76	2,976	0	2,976	2.6%	-
Overall - Absent Subsidy	\$20,606	\$34,620	76	821	0	821	9.3%	-

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 structure. 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 12 “true” comparable properties containing 963 units.

The availability of LIHTC data is considered limited. There are four LIHTC properties and one mixed-income property inside the PMA. However, of these five properties, only three target families. We included six affordable developments located between 2.0 and 24.8 miles from the Subject site, three of which are located outside the PMA (Forest Ridge Apartments, Sumter Street Station and Washington Estates). Forest Ridge Apartments, Sumter Street Station and Washington Estates are located 19.3, 20.9, and 24.8 miles from the Subject in Sparta, Eatonton, and Tennille, respectively. Sparta and Tennille are inferior and slightly inferior locations in comparison to the Subject, whereas Eatonton is considered a similar location to the Subject. Forest Ridge Apartments, Sumter Street Station, and Washington Estates are reasonable proxies for the Subject as they are among the most proximate LIHTC properties targeting families that also offer a similar unit mix to the Subject and agreed to participate in our survey.

The availability of market rate data is considered good. The Subject is located in Milledgeville and there are several market rate properties in the area. We included six market rate properties located between 1.6 and 5.9 miles from the Subject site, all of which are located within the PMA. These comparables were built or renovated between 1982 and 2017. It should be noted that there are a limited number of new construction market rate properties in the area. Overall, we believe the market rate properties used in our analysis are the most comparable. Other market rate properties are excluded based on proximity, target tenancy, and unit types.

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 MARKET RENTS

Unit Type	Achievable LIHTC Rent*	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR @60%	\$549	\$541	\$621	\$583	6%
2BR @60%	\$637	\$626	\$844	\$696	9%
3BR @60%	\$728	\$683	\$909	\$766	5%

*Achievable LIHTC rents assuming no subsidy

As illustrated the Subject’s achievable 60 percent rents are below the surveyed average when compared to the comparables, both LIHTC and market rate.

Carrington Woods Apartments is achieving the highest one-bedroom unrestricted rents in the market. The Subject will be superior to Carrington Woods Apartments. Carrington Woods Apartments was built in 1982 and exhibits fair condition, which is inferior to the anticipated good condition of the Subject, upon completion. Carrington Woods Apartments is located 3.6 miles from the Subject and offers a similar location. Carrington Woods Apartments offers slightly inferior property amenities when compared to the Subject as it lacks a community room and playground, which the Subject will offer. Carrington Woods Apartments offers slightly superior in-unit amenities in comparison to the Subject as it offers balconies/patios, which the Subject will not offer. The lowest one-bedroom unrestricted rents at Carrington Woods Apartments are approximately nine percent higher than the Subject’s one-bedroom rents at 60 percent of AMI, absent subsidy.

Ivy League Estates is achieving the highest two and three-bedroom unrestricted rents in the market. The Subject will be slightly inferior to Ivy League Estates as a market rate property. Ivy League Estates was built between 2004 and 2006, renovated in 2017, and exhibits good condition, which is similar to the anticipated good condition of the Subject, upon completion. Ivy League Estates is located 1.6 miles from the Subject and offers a similar location. Ivy League Estates offers slightly inferior property amenities when compared to the Subject as it lacks a community room and playground, which the Subject will offer. Ivy League Estates offers slightly superior in-unit amenities in comparison to the Subject as it offers balconies/patios and walk-in closets, which the Subject will not offer. The lowest two and three-bedroom unrestricted rents at Ivy League Estates are approximately 32 and 25 percent higher than the Subject’s two and three-bedroom rents at 60 percent of AMI, absent subsidy.

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 information from one of the comparable properties, Sumter Street Station, which is illustrated following table. Note that we have included two additional properties from neighboring Bibb and Houston Counties due to a lack of absorption data in Baldwin County.

ABSORPTION

Property Name	Rent Structure	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Sumter Street Station*	LIHTC	Family	2017	62	21
AL Miller Village	LIHTC	Family	2017	71	14
The Pines At Westdale	LIHTC	Family	2017	180	19

*Utilized as a comparable property

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. Sumter Street Station is a LIHTC development located 20.9 miles north of the Subject in Eatonton. This property opened in June 2017 and reached stabilization in August 2017, which reflects an absorption rate of approximately 21 units per month, or three months. AL Miller Village and The Pines At Westdale are both located southwest of the Subject in Macon and Warner Robins, respectively. AL Miller Village is a family LIHTC development that opened in 2017 and experienced an absorption rate of approximately 14 units per month, which equates to an absorption period of five months. The Pines At Westdale is a family LIHTC development that opened in 2017 and experienced an absorption rate of 19 units per month, which equates to an absorption period of nine months.

We believe the Subject would likely experience an absorption pace most similar to the most proximate property reporting absorption data, Sumter Street Station. Thus, we believe the Subject would likely experience an absorption pace of 20 units per month, post renovations. If the Subject were hypothetically vacant, it would reach stabilized occupancy in three to four months. The Subject is currently a Section 8 development and all units operate with subsidy. It should be noted that all 76 units at the Subject will continue to operate with rental subsidies and these tenants will not be displaced.

9. Overall Conclusion

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. Overall vacancy in the market is low at 2.3 percent. Total LIHTC vacancy is lower, at 1.3 percent. Our contacts at each affordable property with vacancies report that all of the vacant LIHTC units have been processed from their waiting lists and are pre-leased. Thus, taking into account the pre-leased units reported at the affordable comparables, there are no vacant units. Further, all of the LIHTC comparables maintain waiting lists, ranging from eight to 162 households in length. The low vacancy rates and presence of waiting lists at these properties indicates there is an unmet demand for affordable housing in the area. The Subject will offer slightly inferior in-unit amenities in comparison to the LIHTC and market rate comparable properties and slightly inferior to slightly superior property amenities. The Subject will offer a community room and playground, which many of the comparables will lack. However, the Subject will not offer balconies/patios, exterior storage, walk-in closets, an exercise facility, or a swimming pool, which are offered at several of the comparable developments. Overall we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market. As a newly renovated property, the Subject will be in good condition upon completion and will be slightly superior in terms of condition to the majority of the comparable properties. Given the Subject’s anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at the LIHTC comparable properties, we believe that the Subject is reasonable as proposed. We believe that it will fill a void in the market and will perform well.

ENCLAVE AT MILLEDGEVILLE – MILLEDGEVILLE, GEORGIA – MARKET STUDY

Summary Table: (must be completed by the analyst and included in the executive summary)										
Development Name:		Enclave At Milledgeville						Total # Units:		76
Location:		1498 South Jefferson Street Milledgeville, GA 31061						# LIHTC Units:		76
PMA Boundary:		North: Lake Sinclair and Baldwin County Line; South: Highway 24, Baldwin County Line, and Highway 540; East: County Line Road SW, Smyrna Church Road, and Eighty Five Road; West: Baldwin County Line						Farthest Boundary Distance to Subject:		15.9 miles
Rental Housing Stock (found on page 57)										
Type	# Properties*	Total Units	Vacant Units	Average Occupancy						
All Rental Housing	27	2,322	49	97.9%						
Market-Rate Housing	16	1,554	38	97.6%						
<i>Assisted/Subsidized Housing not to include LIHTC</i>	6	453	5	98.9%						
LIHTC	5	315	6	98.1%						
Stabilized Comps	27	2,322	49	97.9%						
Properties in Construction & Lease Up	1	60	N/Ap	N/Ap						
*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	
14	1BR at 60% AMI	1	653	\$549	\$583	\$0.89	6%	\$621	\$0.92	
30	2BR at 60% AMI	1	868	\$637	\$696	\$0.80	9%	\$844	\$0.89	
32	3BR at 60% AMI	1	1,009	\$728	\$766	\$0.76	5%	\$909	\$0.67	
Capture Rates (found on page 55)										
Targeted Population				@60%	@60% Absent Subsidy	-	-	-	-	
Capture Rate:				2.6%	9.3%	-	-	-	-	

*Includes LIHTC and unrestricted (when applicable)

**Not adjusted for demand by bedroom-type.

***Achievable LIHTC rents absent rental assistance

C. PROJECT DESCRIPTION

PROJECT DESCRIPTION

- | | |
|---|---|
| 1. Project Address and Development Location: | The Subject is located at 1498 South Jefferson Street in Milledgeville, Baldwin County, Georgia 31061. |
| 2. Construction Type: | The Subject consists of ten, two-story residential buildings in addition to one community building. The Subject will be a rehabilitation of an existing property. |
| 3. Occupancy Type: | Families. |
| 4. Special Population Target: | None. |
| 5. Number of Units by Bedroom Type and AMI Level: | See following property profile. |
| 6. Unit Size, Number of Bedrooms and Structure Type: | See following property profile. |
| 7. Rents and Utility Allowances: | See following property profile. |
| 8. Existing or Proposed Project-Based Rental Assistance: | The Subject property is currently operating as a Section 8 development with a HAP contract. Following renovation, all 76 units at the Subject will be continue to operate with a HAP contract under the Section 8 program, and the tenants will contribute 30 percent of their income towards rent. |
| 9. Proposed Development Amenities: | See following property profile. |

ENCLAVE AT MILLEDGEVILLE – MILLEDGEVILLE, GEORGIA – MARKET STUDY

Enclave At Milledgeville												
Location	1498 South Jefferson Street Milledgeville, GA 31061 Baldwin County											
Units	76											
Type	Garden (2 stories)											
Year Built / Renovated	1974 / 2022											
Market												
Program	@60% (Section 8)					Leasing Pace	n/a					
Annual Turnover Rate	n/a					Change in Rent (Past Year)	n/a					
Units/Month Absorbed	n/a					Concession	n/a					
Section 8 Tenants	n/a											
Utilities												
A/C	not included – central					Other Electric	not included					
Cooking	not included – electric					Water	included					
Water Heat	not included – electric					Sewer	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	Garden (2 stories)	14	653	\$897	\$0	@60% (Section 8)	n/a	n/a	n/a	n/a	
2	1	Garden (2 stories)	30	868	\$1,032	\$0	@60% (Section 8)	n/a	n/a	n/a	n/a	
3	1	Garden (2 stories)	32	1,009	\$1,009	\$0	@60% (Section 8)	n/a	n/a	n/a	n/a	
Amenities												
In-Unit	Blinds Carpeting Central A/C Coat Closet Microwave Oven Refrigerator Washer/Dryer hookup					Security	Video Surveillance					
Property	Clubhouse/Meeting Room/Community Room Courtyard Central Laundry Off-Street Parking On-Site Management Picnic Area Playground					Premium	none					
Services	none					Other	none					
Comments												
This is an existing Section 8 property known as Milledgeville Manor. Renovations are proposed to begin in October 2020 and be completed in January 2022. The proposed utility allowances are \$52, \$84, and \$105 for the one, two, and three-bedroom units, respectively.												

10. Scope of Renovations:

The Subject will be new renovated utilizing low income housing tax credits (LIHTC). Hard costs of renovations are expected to be \$6,597,780 or \$86,813 per unit. The scope of renovations will include, but will not be limited to:

- New roofing
- New single pane windows
- New exterior doors
- New wood siding with cementitious siding
- New plumbing fixtures
- New flooring
- New paint
- New HVAC
- New appliances
- New cabinets
- New electrical systems
- New insulation
- Added laundry facility
- Added clubhouse

Current Rents:

According to information provided by the client, the current rents for all 76 units at the Subject are based on 30 percent of resident incomes. According to a rent roll dated March 1, 2020, the Subject is fully-occupied.

Current Tenant Income:

According to the developer, all of the current tenants at the Subject would income-qualify for the Subject without its current subsidy or its post-renovation subsidies.

11. Placed in Service Date:

Construction on the Subject is expected to begin in October 2020 and be completed in January 2022.

Conclusion:

The Subject will be a good-quality two-story apartment complex, comparable to most of the inventory in the area. As a renovated development, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical deterioration.

D.SITE EVALUATION

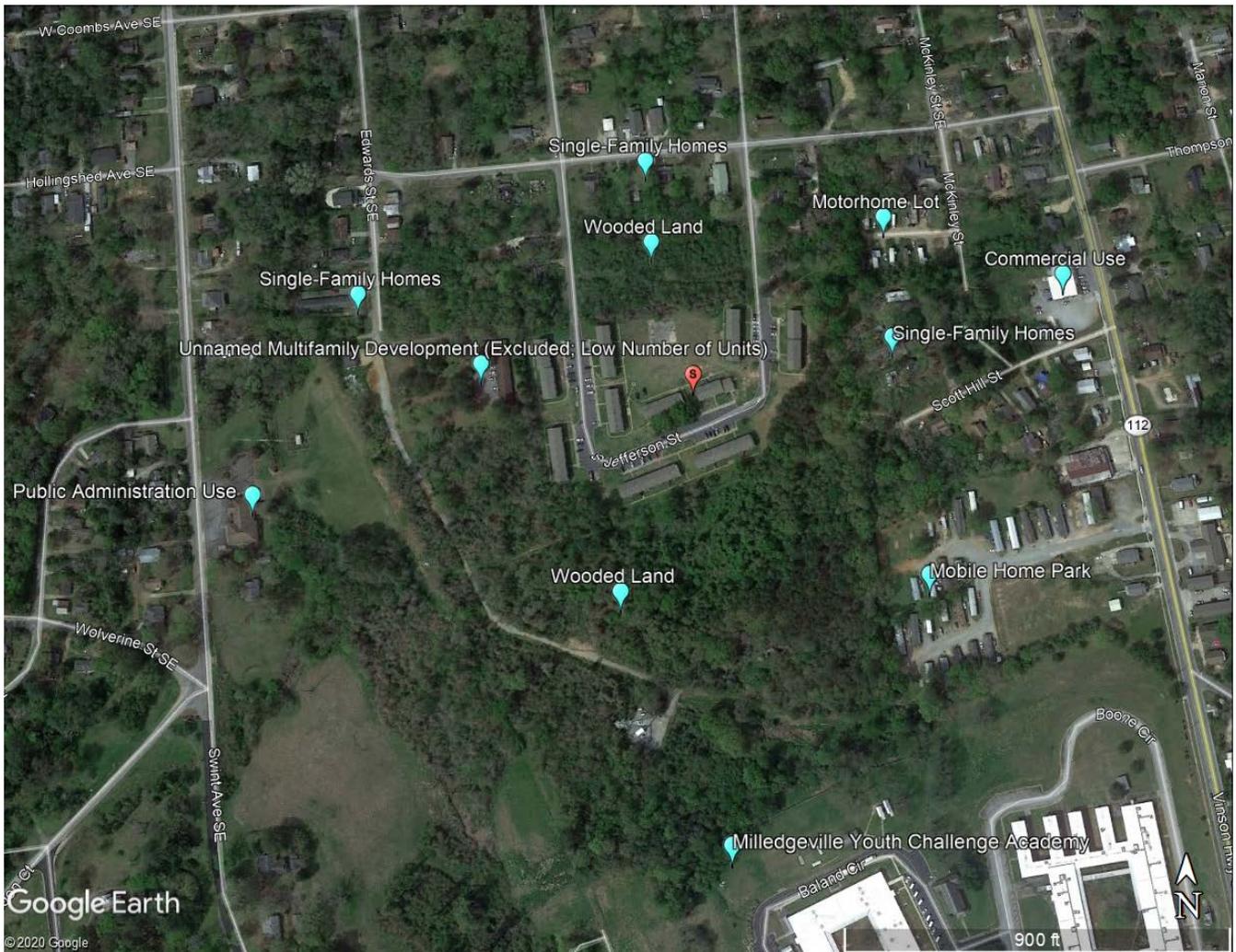
1. **Date of Site Visit and Name of Inspector:** Brian Neukam visited the site on April 13, 2020.

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

Frontage: The Subject site has frontage at the terminus of and along the interior streets of South Jefferson Street and South Elbert Street.

Visibility/Views: The Subject is located at 1498 South Jefferson Street. Views to the north, east, and south of the Subject consist of wooded land. Views to the west of the Subject include wooded land and a small, unnamed residential apartment building in fair condition. This property has been excluded as a comparable due to its low number of units and lack of contact information. The Subject has average visibility from South Jefferson Street and South Elbert Street. Overall, visibility and views are average.

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



Source: Google Earth, March 2020.

The Subject is located at 1498 South Jefferson Street. Directly north, east, and south of the Subject is wooded land. To the west of the Subject is wooded land and a small, unnamed residential apartment building in fair condition. This property has been excluded as a comparable due to its low number of units and lack of contact information. Farther north are single-family homes in fair to average condition. Farther east are single-family homes and retail, commercial, and institutional uses in average condition. Farther south is Milledgeville Youth Challenge Academy. Land uses farther west consist of single-family homes in fair to average condition. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. The Subject site is considered “Car-Dependent” by *Walkscore* with a rating of 20 out of 100. The Subject site is considered a desirable building site for rental housing. The Subject is located in a mixed-use neighborhood consisting of single-family homes as well as retail, commercial, and institutional uses. The uses surrounding the Subject are in fair to average condition and the site has good proximity to locational amenities, most of which are within 0.9 mile of the Subject.

- Positive/Negative Attributes of Site:** The Subject’s proximity to retail and other locational amenities is considered a positive attribute. We did not observe any negative attributes upon our inspection.
- 3. Physical Proximity to Locational Amenities:** The Subject is located within 4.8 miles of all locational amenities, most of which are within 0.9 mile.
- 4. Pictures of Site and Adjacent Uses:** The following are pictures of the Subject site and adjacent uses.



View north along Elbert Street



View south along Elbert Street



View of Subject signage



View of Subject



View of Subject



View of Subject



Commercial Use in Subject's neighborhood



Institutional Use in Subject's neighborhood



Commercial Use in Subject's neighborhood



Commercial Use in Subject's neighborhood



Commercial Use in Subject's neighborhood



Commercial Use in Subject's neighborhood



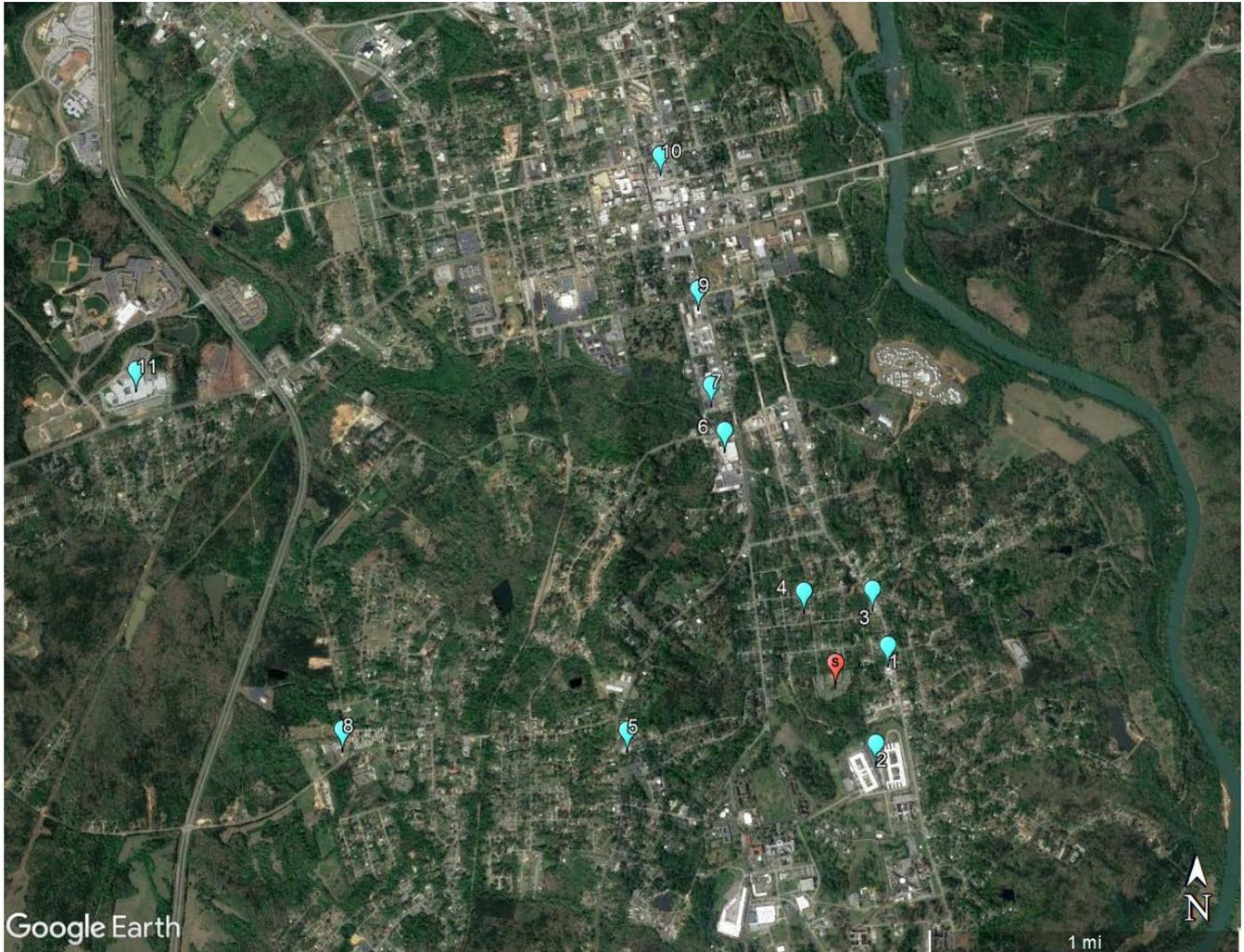
Single-Family Home in Subject's neighborhood



Single-Family Home in Subject's neighborhood

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 (Crow)
1	Johnnie McDade's Grocery	0.2 miles
2	Milledgeville Youth Challenge Academy	0.3 miles
3	Family Store Gas Station	0.3 miles
4	Country Buffet	0.3 miles
5	United States Postal Service	0.7 miles
6	Southside Discount Drugs	0.9 miles
7	Piggly Wiggly	1.0 miles
8	Baldwin County Fire Rescue, Station 1	1.6 miles
9	CVS Pharmacy	1.6 miles
10	Milledgeville Police Department	1.8 miles
11	Baldwin High School	2.5 miles

6. Description of Land Uses

The Subject is located at 1498 South Jefferson Street. Directly north, east, and south of the Subject is wooded land. To the west of the Subject is wooded land and a small, unnamed residential apartment building in fair condition. This property has been excluded as a comparable due to its low number of units and lack of contact information. Farther north are single-family homes in fair to average condition. Farther east are single-family homes and retail, commercial, and institutional uses in average condition. Farther south is Milledgeville Youth Challenge Academy. Land uses farther west consist of single-family homes in fair to average condition. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. The Subject site is considered “Car-Dependent” by Walkscore with a rating of 20 out of 100. The Subject site is considered a desirable building site for rental housing. The Subject is located in a mixed-use neighborhood consisting of single-family homes as well as retail, commercial, and institutional uses. The uses surrounding the Subject are in fair to average condition and the site has good proximity to locational amenities, most of which are within 0.9 mile of the Subject.

7. Crime:

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

2019 CRIME INDICES

	PMA	Milledgeville, GA Micropolitan Statistical Area
Total Crime*	92	101
Personal Crime*	89	94
Murder	90	101
Rape	63	76
Robbery	58	68
Assault	107	109
Property Crime*	93	102
Burglary	131	141
Larceny	85	96
Motor Vehicle Theft	46	43

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

*Unweighted aggregations

The total crime indices in the PMA are lower than the MSA and nation. The Subject will offer video surveillance as a security feature. Nine of the 12 comparable properties do not offer any security features. Thus, it appears the Subject’s security features are market oriented and offer a competitive advantage over many of the surveyed comparable properties.

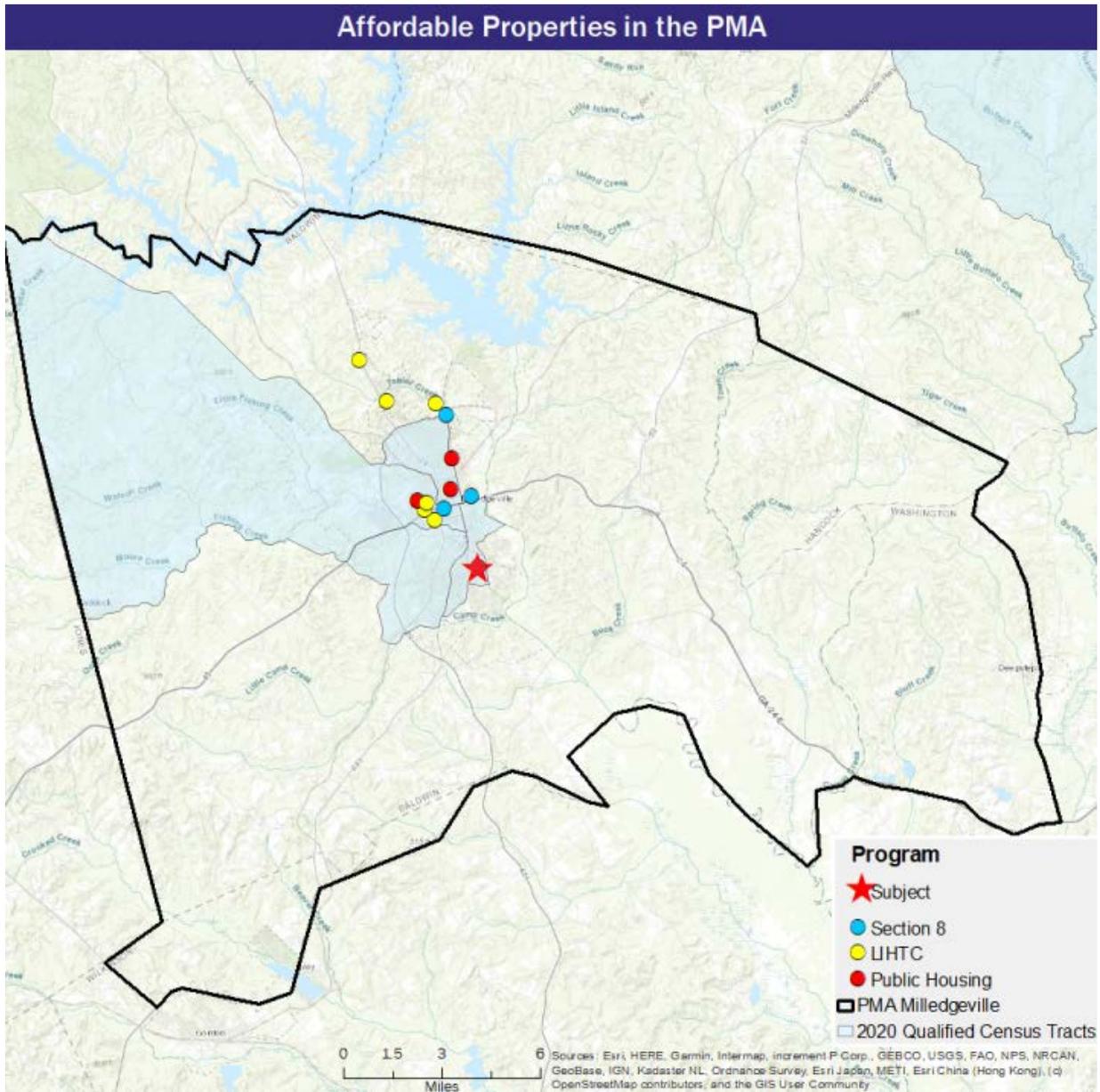
8. Existing Assisted Rental Housing Property Map:

The following map and list identifies all assisted rental housing properties in the PMA.

ENCLAVE AT MILLEDGEVILLE – MILLEDGEVILLE, GEORGIA – MARKET STUDY

AFFORDABLE PROPERTIES IN THE PMA

Property Name	Program	Location	Tenancy	# of Units	Distance from Subject	Map Color
Enclave At Milledgeville	LIHTC/Section 8	Milledgeville	Family	76	-	Red Star
Creekside	LIHTC	Milledgeville	Senior	60	4.2 miles	
Baldwin Park	LIHTC	Milledgeville	Senior	56	1.6 miles	
Edgewood Park Apartments	LIHTC	Milledgeville	Family	61	6.1 miles	
Heritage Vista Apartments	LIHTC	Milledgeville	Family	64	4.8 miles	
Pecan Hills Of Milledgeville	LIHTC	Milledgeville	Senior	54	2.0 miles	
Waterford Place	LIHTC/Market	Milledgeville	Family	80	2.0 miles	
Habersham Homes	Public Housing	Milledgeville	Family	30	1.9 miles	
Wray Homes	Public Housing	Milledgeville	Family	124	2.2 miles	
Orchard Hill Landing	Public Housing	Milledgeville	Family	170	2.8 miles	
Dogwood Retirement Housing Inc	Section 8	Milledgeville	Senior	40	1.7 miles	
Oconee Voa Housing	Section 8	Milledgeville	Family	13	3.9 miles	
Riverbend Apartments	Section 8	Milledgeville	Family	76	1.8 miles	



9. Road, Infrastructure or Proposed Improvements:

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

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

The Subject site can be accessed from South Jefferson Street and South Elbert Street, which are two-lane, neighborhood streets that connect with Vinson Highway SE/Highway 112 approximately 0.5 mile north of the Subject. Vinson Highway SE/Highway 112 connects to Highway 441, which provides access to numerous retail/commercial uses in Milledgeville before continuing north to numerous cities throughout northern Georgia, including Athens, approximately 60 miles from the Subject. Additionally, Highway

441 provides access to Interstate 20 approximately 30 miles north of the Subject; Interstate 20 traverses east/west and provides access to Atlanta 80 miles northwest of the Subject and Augusta approximately 75 miles northeast of the Subject. Lastly, Highway 441 also provides access to various cities throughout central and south Georgia. Overall, access and visibility are considered good.

11. Conclusion:

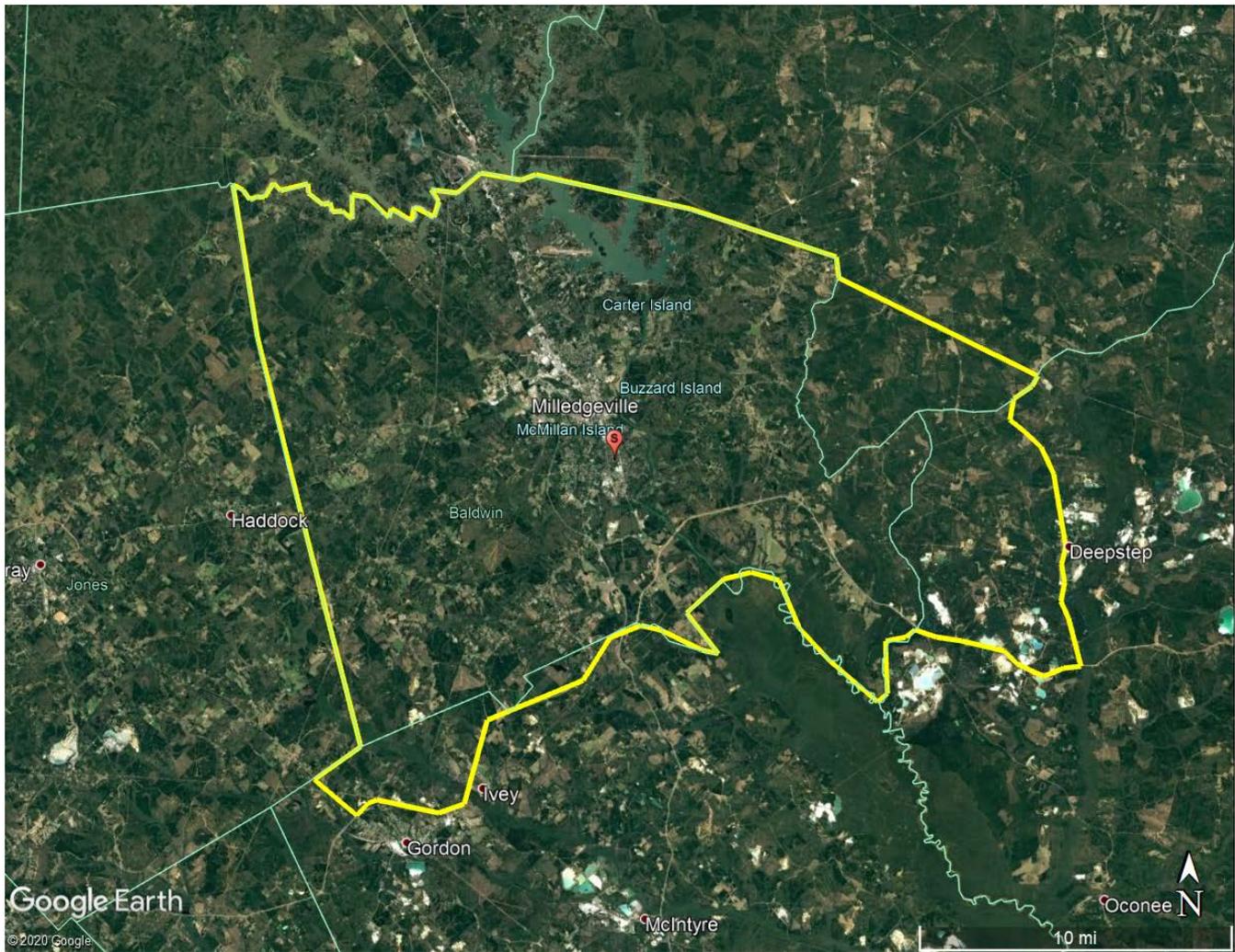
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E. MARKET AREA

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

The PMA is defined by Lake Sinclair and the Baldwin County Line to the north, County Line Road SW, Smyrna Church Road, and Eighty Five road to the east, Highway 24, Baldwin County Line and Highway 540 to the south, and the Baldwin County Line to the west. This area includes the Cities of Milledgeville, Hardwick, Meriwether as well as portions of Gordon, Ivey, and Deepstep. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 10.0 miles
East: 15.9 miles
South: 12.5 miles
West: 11.2 miles

The PMA is defined based on interviews with the local housing authority, property managers at comparable properties, and the Subject's property manager. Many property managers indicated that a significant portion of their tenants come from out of state. Of those residents coming from within Georgia most are coming from the Macon area or from Atlanta. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2020 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 15.9 miles. The SMA is defined as the Milledgeville, GA Micropolitan Statistical Area (MSA), which consists of Baldwin and Hancock County.

F. 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 MSA are areas of growth or contraction. The discussions will also describe typical household size and will provide a picture of the health of the community and the economy. The following demographic tables are specific to the populations of the PMA and MSA. The Subject’s anticipated completion is in January 2022, therefore we have utilized January 2022 as the estimated market entry time in this section of the report according to DCA guidelines.

1. Population Trends

The following tables illustrate Total Population and Population by Age Group within the population in the MSA, the PMA and nationally from 2000 through 2024.

Total Population

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

Year	POPULATION					
	PMA		Milledgeville, GA Micropolitan Statistical Area		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	46,810	-	55,494	-	281,250,431	-
2010	47,261	0.1%	55,149	-0.1%	308,745,538	1.0%
2019	48,332	0.2%	56,052	0.2%	332,417,793	0.8%
Projected Mkt Entry January 2022	48,183	-0.1%	55,837	-0.2%	338,952,698	0.8%
2024	48,033	-0.1%	55,622	-0.2%	345,487,602	0.8%

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

Historical population growth in the PMA was slightly higher than the MSA between 2000 and 2010. Both geographic areas experienced population growth rates below the overall nation during this time period. Population growth in the PMA increased slightly between 2010 and 2019, and matched growth in the MSA. However, growth in both geographic areas remained below the nation. According to ESRI demographic projections, annualized PMA growth is expected to decline 0.1 percent through 2024, similar to the MSA. Despite the decreasing population in the PMA and MSA, there is still strong demand for the Subject’s affordable units, as evidenced by the low capture rates demonstrated later in this report as well as the strong performance of LIHTC comparables in the area.

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 January 2022	2024
0-4	2,492	2,880	2,555	2,527	2,499
5-9	2,807	2,754	2,672	2,606	2,539
10-14	2,818	2,503	2,635	2,617	2,598
15-19	4,250	4,266	4,135	4,240	4,344
20-24	4,608	5,850	5,182	5,129	5,075
25-29	3,515	3,092	3,298	3,002	2,706
30-34	3,508	2,613	3,152	2,978	2,803
35-39	3,863	2,563	2,808	2,859	2,909
40-44	3,699	2,786	2,593	2,724	2,855
45-49	3,310	3,322	2,787	2,740	2,693
50-54	2,900	3,298	2,852	2,794	2,736
55-59	2,215	2,930	3,135	2,941	2,746
60-64	1,802	2,673	3,020	3,028	3,035
65-69	1,520	1,976	2,620	2,708	2,795
70-74	1,261	1,407	2,018	2,117	2,215
75-79	1,018	1,017	1,300	1,486	1,671
80-84	647	696	804	900	995
85+	581	635	764	793	822
Total	46,814	47,261	48,330	48,183	48,036

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

POPULATION BY AGE GROUP

Age Cohort	Milledgeville, GA Micropolitan Statistical Area				
	2000	2010	2019	Projected Mkt Entry January 2022	2024
0-4	3,028	3,208	2,847	2,813	2,779
5-9	3,368	3,062	2,976	2,896	2,816
10-14	3,445	2,891	2,974	2,948	2,921
15-19	4,863	4,785	4,458	4,573	4,688
20-24	5,259	6,380	5,634	5,551	5,468
25-29	4,162	3,616	3,924	3,567	3,210
30-34	4,216	3,161	3,748	3,579	3,410
35-39	4,606	3,009	3,230	3,307	3,384
40-44	4,384	3,336	3,049	3,186	3,323
45-49	3,938	3,951	3,268	3,205	3,142
50-54	3,380	3,955	3,403	3,312	3,221
55-59	2,678	3,562	3,764	3,521	3,278
60-64	2,159	3,257	3,687	3,693	3,698
65-69	1,835	2,423	3,233	3,334	3,435
70-74	1,507	1,697	2,442	2,567	2,692
75-79	1,200	1,245	1,563	1,792	2,020
80-84	770	831	943	1,055	1,166
85+	699	780	909	940	971
Total	55,497	55,149	56,052	55,837	55,622

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

The largest age cohorts in the PMA are between 20 and 24 and 15 and 19, which indicates the presence of families.

2. Household Trends

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

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		Milledgeville, GA Micropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	15,467	-	18,206	-	105,409,439	-
2010	17,353	1.2%	20,101	1.0%	116,716,296	1.1%
2019	17,317	0.0%	20,109	0.0%	125,168,557	0.8%
Projected Mkt Entry January 2022	17,241	-0.2%	20,025	-0.2%	127,379,060	0.7%
2024	17,164	-0.2%	19,941	-0.2%	129,589,563	0.7%

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

AVERAGE HOUSEHOLD SIZE

Year	PMA		Milledgeville, GA Micropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.51	-	2.54	-	2.59	-
2010	2.21	-1.2%	2.22	-1.2%	2.58	-0.1%
2019	2.47	1.3%	2.45	1.1%	2.59	0.1%
Projected Mkt Entry January 2022	2.47	0.0%	2.45	0.0%	2.60	0.1%
2024	2.48	0.0%	2.45	0.0%	2.60	0.1%

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

Historical household growth in the PMA exceeded the MSA between 2000 and 2010. The PMA experienced household growth greater than the overall nation during the time period. The PMA and MSA both experienced minimal change in households between 2010 and 2019, while the nation experienced growth over the same period. According to ESRI demographic projections, annualized PMA growth is expected to decline by 0.2 percent through 2024, similar to the MSA. Conversely, the nation is projected to experience household growth over this time period. Despite the decreasing households in the PMA and MSA, there is still strong demand for the Subject’s affordable units, as evidenced by the low capture rates demonstrated later in this report as well as the strong performance of LIHTC comparables in the area. The average household size in the PMA is larger than that of the MSA and smaller than that of the nation. Over the next five years, the average household size is projected to remain relatively similar. Given the Subject is an existing subsidized property that has historically performed well, and the Subject’s subsidies will remain in place, post renovations, we believe there will be strong demand for the Subject’s affordable units.

Households by Tenure

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

TENURE PATTERNS PMA

Year	Owner-Occupied	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	10,439	67.5%	5,028	32.5%
2019	9,472	54.7%	7,845	45.3%
Projected Mkt Entry January 2022	9,495	55.1%	7,746	44.9%
2024	9,518	55.5%	7,646	44.5%

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

As the table illustrates, households within the PMA primarily reside in owner-occupied residences. Nationally, approximately two-thirds of the population resides in owner-occupied housing units, and one-third resides in renter-occupied housing units. Therefore, there is a larger percentage of renters in in the PMA than the nation. Further, the percentage of renter population increased significantly between 2000 and 2019. The percentage of renter households is expected to decrease slightly through the market entry date and 2024.

Household Income

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

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA

Income Cohort	2019		Projected Mkt Entry January 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	2,373	30.2%	2,291	29.6%	2,208	28.9%
\$10,000-19,999	1,693	21.6%	1,647	21.3%	1,600	20.9%
\$20,000-29,999	1,181	15.1%	1,191	15.4%	1,201	15.7%
\$30,000-39,999	819	10.4%	805	10.4%	790	10.3%
\$40,000-49,999	588	7.5%	600	7.7%	612	8.0%
\$50,000-59,999	223	2.8%	228	2.9%	232	3.0%
\$60,000-74,999	305	3.9%	304	3.9%	302	3.9%
\$75,000-99,999	281	3.6%	284	3.7%	286	3.7%
\$100,000-124,999	159	2.0%	168	2.2%	177	2.3%
\$125,000-149,999	75	1.0%	79	1.0%	82	1.1%
\$150,000-199,999	102	1.3%	105	1.3%	107	1.4%
\$200,000+	46	0.6%	48	0.6%	49	0.6%
Total	7,845	100.0%	7,746	100.0%	7,646	100.0%

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

RENTER HOUSEHOLD INCOME DISTRIBUTION - Milledgeville, GA Micropolitan Statistical Area

Income Cohort	2019		Projected Mkt Entry January 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	2,507	29.7%	2,422	29.1%	2,336	28.5%
\$10,000-19,999	1,766	20.9%	1,718	20.7%	1,669	20.4%
\$20,000-29,999	1,417	16.8%	1,411	17.0%	1,405	17.1%
\$30,000-39,999	836	9.9%	826	9.9%	816	10.0%
\$40,000-49,999	598	7.1%	609	7.3%	619	7.6%
\$50,000-59,999	226	2.7%	229	2.8%	232	2.8%
\$60,000-74,999	396	4.7%	386	4.6%	376	4.6%
\$75,000-99,999	283	3.4%	289	3.5%	295	3.6%
\$100,000-124,999	167	2.0%	179	2.2%	191	2.3%
\$125,000-149,999	72	0.9%	78	0.9%	84	1.0%
\$150,000-199,999	108	1.3%	110	1.3%	112	1.4%
\$200,000+	55	0.7%	59	0.7%	63	0.8%
Total	8,431	100.0%	8,315	100.0%	8,198	100.0%

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

The Subject will target tenants earning between \$0 and \$34,620 for its LIHTC units as proposed and between \$20,606 and \$34,620 absent subsidy. As the tables above depict, approximately 77.3 percent of renter households in the PMA are earning incomes between \$0 and \$39,999, which is equal to the 77.3 percent of renter households in the MSA in 2019. For the projected market entry date of January 2022, these percentages are projected to decrease to 76.7 percent for the PMA and MSA.

Renter Households by Number of Persons in the Household

The following table illustrates household size for all households in 2019, market entry 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

Household Size	2019		Projected Mkt Entry January 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
1 Person	2,811	35.8%	2,801	36.2%	2,791	36.5%
2 Persons	2,400	30.6%	2,329	30.1%	2,258	29.5%
3 Persons	1,364	17.4%	1,350	17.4%	1,335	17.5%
4 Persons	727	9.3%	724	9.3%	721	9.4%
5+ Persons	543	6.9%	542	7.0%	541	7.1%
Total Households	7,845	100%	7,746	100%	7,646	100%

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

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

Conclusion

The population in the PMA increased slightly while the population decreased slightly in the MSA from 2000 to 2019, though the rate of growth increased from 2010 to 2019 in the PMA and the MSA. The rate of population and household growth is projected to slightly decrease through 2022. The current population of the PMA is 48,332 and is expected to be 48,183 in 2022. The current number of households in the PMA is 17,317 and is expected to be 17,241 in 2022. Renter households are concentrated in the lowest income cohorts, with 77.3 percent of renters in the PMA earning less than \$39,999 annually. The Subject will target tenants earning between \$0 and \$34,620 for its LIHTC units as proposed and between \$20,606 and \$34,620 absent subsidy. Therefore, the Subject should be well-positioned to service this market. Overall,

while population growth has been stagnant, the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

G. EMPLOYMENT TRENDS

Employment Trends

Employment in the PMA and Baldwin County is concentrated in industries relating to trade, transportation, and utilities, as well as education and health services. Employment levels decreased during the national recession and have not surpassed pre-recession highs and employment growth has been negligible since 2010.

1. Covered Employment

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

COVERED EMPLOYMENT		
Baldwin County, Georgia		
Year	Total Employment	% Change
2008	19,445	-
2009	17,868	-8.8%
2010	16,243	-10.0%
2011	16,054	-1.2%
2012	16,689	3.8%
2013	16,649	-0.2%
2014	16,821	1.0%
2015	16,345	-2.9%
2016	16,430	0.5%
2017	16,573	0.9%
2018	16,415	-1.0%
2019 YTD Average	16,436	-0.8%
Dec-18	16,619	-
Dec-19	16,670	0.3%

Source: U.S. Bureau of Labor Statistics
YTD as of Mar 2019

As illustrated in the table above, Baldwin County experienced a weakening economy during the national recession. The county began feeling the effects of the downturn in 2008. Employment continued to decline through 2011 and has experienced fluctuations through 2019 year-to-date. Total employment in Baldwin County increased 0.3 percent from December 2018 to December 2019. The recent growth in total employment is a positive indicator of demand for rental housing and, therefore, the Subject’s proposed units.

2. Total Jobs by Industry

The following table illustrates the total jobs by employment sectors within Baldwin County as of February 2018, the most recent data available.

TOTAL JOBS BY INDUSTRY		
Baldwin County, Georgia - Q2 2018		
	Number	Percent
Total, all industries	10,481	-
Goods-producing	1,697	-
Natural resources and mining	35	0.3%
Construction	368	3.5%
Manufacturing	1,294	12.3%
Service-providing	8,784	-
Trade, transportation, and utilities	2,454	23.4%
Information	63	0.6%
Financial activities	432	4.1%
Professional and business services	825	7.9%
Education and health services	2,437	23.3%
Leisure and hospitality	2,197	21.0%
Other services	357	3.4%
Unclassified	19	0.2%

Source: Bureau of Labor Statistics, 2019

Trade, transportation, and utilities is the largest industry in Baldwin County, followed by education and health services, and leisure and hospitality. Trade, transportation, and leisure and hospitality are particularly vulnerable in economic downturns and are historically volatile industries, while education and health services and utilities are historically stable. The following table illustrates employment by industry for the PMA as of 2019 (most recent year available).

2019 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Educational Services	2,602	14.7%	14,565,802	9.1%
Healthcare/Social Assistance	2,596	14.7%	22,612,482	14.1%
Public Administration	2,073	11.7%	7,828,907	4.9%
Retail Trade	2,040	11.5%	17,127,172	10.7%
Accommodation/Food Services	1,683	9.5%	11,738,765	7.3%
Manufacturing	1,526	8.6%	16,057,876	10.0%
Other Services	1,018	5.7%	8,141,078	5.1%
Construction	997	5.6%	11,245,975	7.0%
Transportation/Warehousing	729	4.1%	7,876,848	4.9%
Finance/Insurance	462	2.6%	7,377,311	4.6%
Admin/Support/Waste Mgmt Svcs	412	2.3%	6,106,184	3.8%
Prof/Scientific/Tech Services	302	1.7%	11,744,228	7.3%
Arts/Entertainment/Recreation	271	1.5%	3,332,132	2.1%
Agric/Forestry/Fishing/Hunting	267	1.5%	1,915,709	1.2%
Information	232	1.3%	3,157,650	2.0%
Real Estate/Rental/Leasing	160	0.9%	3,204,043	2.0%
Mining	144	0.8%	819,151	0.5%
Utilities	133	0.8%	1,276,400	0.8%
Wholesale Trade	64	0.4%	4,183,931	2.6%
Mgmt of Companies/Enterprises	0	0.0%	237,307	0.1%
Total Employment	17,711	100.0%	160,548,951	100.0%

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

Employment in the PMA is concentrated in the healthcare/social assistance, educational services, and public administration industries, which collectively comprise 41.1 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 significant share of employment in the healthcare and educational services industries, which are historically known to offer greater stability during recessionary periods. Relative to the overall nation, the PMA features comparatively greater employment in the educational services, public administration, and accommodation/food services industries. The PMA is home to Georgia College and State University (GCSU), Georgia’s liberal arts institution. GCSU reported an enrollment of 7,031 total students in fall 2019, a 0.6 percent increase from fall 2018. Conversely, the PMA is underrepresented in the professional/scientific/technical services, finance/insurance, and wholesale trade industries.

3. Major Employers

The table below shows the largest employers in Central Georgia.

**MAJOR EMPLOYERS
BALDWIN COUNTY, GEORGIA**

#	Employer Name	Industry	# Of Employees
1	Georgia College	Educational Services	500-999
2	Oconee Regional Health System	Healthcare/Social Assistance	500-999
3	Triumph Group	Manufacturing	500-999
4	Vought Aircraft Industries	Manufacturing	500-999
5	Walmart Supercenter	Retail Trade	500-999
6	Mohawk Industries Inc.	Manufacturing	250-499
7	Georgia War Veterans Home	Public Administration	250-499
8	Youth Development Center	Public Administration	250-499
9	Kroger	Retail Trade	250-499
10	Baldwin State Prison	Public Administration	250-499

Source: Georgia Department of Labor, retrieved March 2020

Georgia College, which is located approximately 1.8 miles from the Subject, is one of the largest employers in the region. Other major employers in the region include companies in the healthcare/social assistance, manufacturing, retail trade, and public administration industries. While healthcare and education are historically stable industries, manufacturing and retail trade are historically unstable, especially during times of recession.

Expansions/Contractions

According to the Georgia Department of Economic Development, Workforce Division’s Worker Adjustment and Retraining Notification (WARN) filings, there has only been one layoff or closure of significance since January 1, 2018 in Baldwin County. Mohawk Industries laid off 198 workers in October, 2019.

Despite these job losses, there has been some employment growth in the area.

We were unable to contact a representative with the Development Authority of the City of Milledgeville & Baldwin County, However, in 2019 we spoke with Mr. Matt Poyner, Executive Director of the Development Authority of the City of Milledgeville & Baldwin County. According to Mr. Poyner, Food Service Partners, LLC, a privately owned company that provides meal production and delivery service to hospitals, will reopen its Bobby Parham Kitchen at the Central State Hospital. This expansion will create an estimated 350 jobs in the Milledgeville area. This business is expected to open in May 2020.

Additionally, according to an October 2019 article by the Union Recorder, Fouts Brothers, Inc. is moving its headquarters and main production facility to the old Rheem Company building off of Robertson Mill Road in Milledgeville. Fouts Brothers, Inc. is planning an initial investment of \$15 million into its new facility, including creating production lines for the 7,500 trucks the company produces annually and giving the building a new facelift. The expansion will generate 300 new jobs.

4. Employment and Unemployment Trends

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

EMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	Milledgeville, GA Micropolitan Statistical Area			USA		
	Total Employment	% Change	Differential from peak	Total Employment	% Change	Differential from peak
2003	22,120	-	-3.6%	137,736,000	-	-11.6%
2004	22,288	0.8%	-2.9%	139,252,000	1.1%	-10.6%
2005	22,133	-0.7%	-3.6%	141,730,000	1.8%	-9.0%
2006	22,953	3.7%	0.0%	144,427,000	1.9%	-7.3%
2007	22,617	-1.5%	-1.5%	146,047,000	1.1%	-6.2%
2008	22,369	-1.1%	-2.5%	145,363,000	-0.5%	-6.7%
2009	20,513	-8.3%	-10.6%	139,878,000	-3.8%	-10.2%
2010	18,637	-9.1%	-18.8%	139,064,000	-0.6%	-10.7%
2011	18,429	-1.1%	-19.7%	139,869,000	0.6%	-10.2%
2012	18,978	3.0%	-17.3%	142,469,000	1.9%	-8.5%
2013	18,902	-0.4%	-17.7%	143,929,000	1.0%	-7.6%
2014	19,043	0.7%	-17.0%	146,305,000	1.7%	-6.1%
2015	18,583	-2.4%	-19.0%	148,833,000	1.7%	-4.4%
2016	18,750	0.9%	-18.3%	151,436,000	1.7%	-2.8%
2017	18,924	0.9%	-17.6%	153,337,000	1.3%	-1.6%
2018	18,745	-0.9%	-18.3%	155,761,000	1.6%	0.0%
2019 YTD Average*	18,775	0.2%	-	157,538,083	1.1%	-
Dec-2018	18,540	-	-	156,481,000	-	-
Dec-2019	19,027	2.6%	-	158,504,000	1.3%	-

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

UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	Milledgeville, GA Micropolitan Statistical Area			USA		
	Unemployment Rate	Change	Differential from peak	Unemployment Rate	Change	Differential from peak
2003	5.1%	-	0.0%	6.0%	-	2.1%
2004	5.1%	0.0%	0.0%	5.5%	-0.5%	1.6%
2005	5.9%	0.8%	0.8%	5.1%	-0.5%	1.2%
2006	5.8%	0.0%	0.8%	4.6%	-0.5%	0.7%
2007	6.0%	0.1%	0.9%	4.6%	0.0%	0.7%
2008	8.6%	2.6%	3.5%	5.8%	1.2%	1.9%
2009	13.4%	4.9%	8.4%	9.3%	3.5%	5.4%
2010	16.4%	3.0%	11.3%	9.6%	0.3%	5.7%
2011	14.6%	-1.8%	9.6%	9.0%	-0.7%	5.1%
2012	12.3%	-2.3%	7.3%	8.1%	-0.9%	4.2%
2013	10.7%	-1.6%	5.7%	7.4%	-0.7%	3.5%
2014	9.0%	-1.7%	4.0%	6.2%	-1.2%	2.3%
2015	7.9%	-1.1%	2.9%	5.3%	-0.9%	1.4%
2016	7.0%	-0.9%	2.0%	4.9%	-0.4%	1.0%
2017	6.0%	-1.1%	0.9%	4.4%	-0.5%	0.4%
2018	5.2%	-0.8%	0.1%	3.9%	-0.4%	0.0%
2019 YTD Average*	4.5%	-0.6%	-	3.7%	-0.2%	-
Dec-2018	4.8%	-	-	3.7%	-	-
Dec-2019	4.0%	-0.8%	-	3.4%	-0.3%	-

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

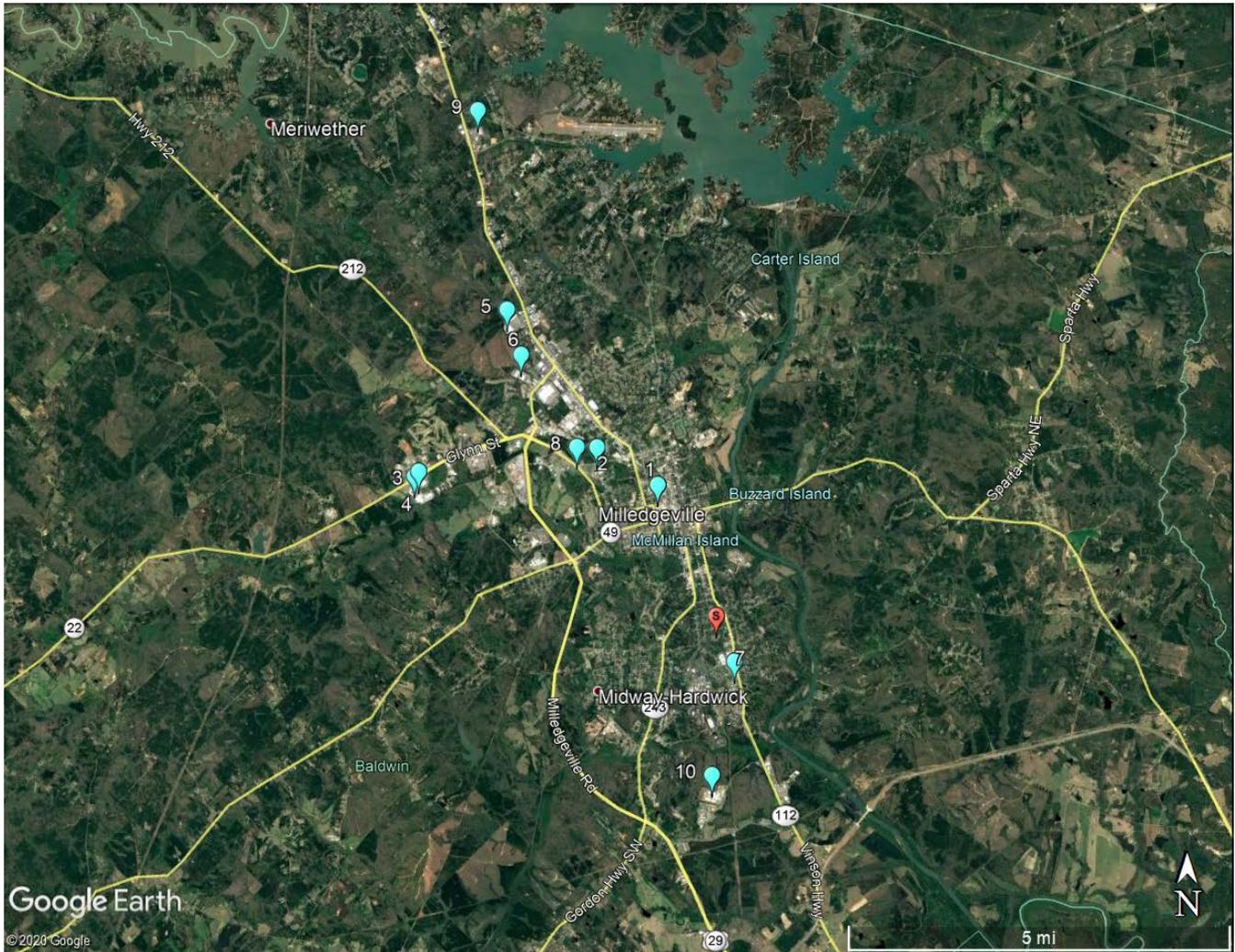
Prior to the national recession, average employment growth in the MSA generally trailed the nation. Annual job growth in the MSA lagged the nation in all but one year between 2003 and 2006. The effects of the recession were particularly pronounced in the MSA, which suffered a 21.1 percent contraction in

employment, more than the 4.9 percent reported by the nation as a whole during the recession. Employment has fluctuated since 2012. Employment in the MSA has shown signs of recovery but has yet to surpass pre-recessionary levels, while the nation recovered in 2014. Since 2013, average employment growth in the MSA trailed the nation. However, as of December 2019, total employment in the MSA is at a post-recessionary record, and increasing at an annualized rate of 2.6 percent, compared to 1.3 percent across the overall nation.

The MSA experienced a higher average unemployment rate relative to the overall nation during the years preceding the recession. The effects of the recession were more pronounced in the SMA, which experienced a 10.6 percentage point increase in unemployment, compared to only a 5.0 percentage point increase across the overall nation. Since 2012, the MSA generally experienced a higher unemployment rate compared to the overall nation. However, the unemployment rate has decreased every year since 2010. According to the most recent labor statistics, the unemployment rate in the MSA is 4.0 percent, which is higher than the current national unemployment rate of 3.4 percent. These recent trends in employment growth and unemployment decline indicate that the economy in the MSA is recovering and entering an expansionary phase. Growing total employment is a positive indicator of demand for rental housing and, therefore, the Subject's proposed units.

5. Map of Site and Major Employment Concentrations

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



Source: Google Earth, March 2020

MAJOR EMPLOYERS BALDWIN COUNTY, GEORGIA

#	Employer Name	Industry	# Of Employees
1	Georgia College	Educational Services	500-999
2	Oconee Regional Health System	Healthcare/Social Assistance	500-999
3	Triumph Group	Manufacturing	500-999
4	Vought Aircraft Industries	Manufacturing	500-999
5	Walmart Supercenter	Retail Trade	500-999
6	Mohawk Industries Inc.	Manufacturing	250-499
7	Georgia War Veterans Home	Public Administration	250-499
8	Youth Development Center	Public Administration	250-499
9	Kroger	Retail Trade	250-499
10	Baldwin State Prison	Public Administration	250-499

Source: Georgia Department of Labor, retrieved March 2020

6. Conclusion

Employment in the PMA is concentrated in the healthcare/social assistance, educational services, and public administration industries, which collectively comprise 41.1 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 significant share of employment in the healthcare and educational services industries, which are historically known to offer greater stability during recessionary periods. The local economy appears to be diverse and low paying jobs in the healthcare and social assistance, educational services, and manufacturing sectors are expected to generate demand for affordable housing in the PMA.

Overall, the MSA experienced moderate total employment growth fluctuated since 2012. As of December 2019, total employment in the MSA is at a post-recessionary record, and increasing at an annualized rate of 2.6 percent, compared to 1.3 percent across the overall nation. The unemployment rate has decreased every year since 2010 to its post-recessionary low of 4.0 percent. Overall, these recent trends in employment growth and unemployment decline indicate that the economy in the MSA is recovering and entering an expansionary phase. Growing total employment is a positive indicator of demand for rental housing and, therefore, the Subject's proposed units.

H. PROJECT-SPECIFIC AFFORDABILITY AND DEMAND ANALYSIS

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

1. Income Restrictions

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

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

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

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

2. Affordability

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

FAMILY INCOME LIMITS

Unit Type	Minimum Allowable Income	Maximum Allowable Income
	<i>@60% (Section 8)</i>	
1BR	\$0	\$25,680
2BR	\$0	\$28,860
3BR	\$0	\$34,620

FAMILY INCOME LIMITS - ABSENT SUBSIDY

Unit Type	Minimum Allowable Income	Maximum Allowable Income
	@60%	
1BR	\$20,606	\$25,680
2BR	\$24,720	\$28,860
3BR	\$28,560	\$34,620

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 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. It should be noted that per DCA guidelines, we lower demand from seniors who convert to homeownership to be at or below 2.0 percent of total demand.

3d. Other

Per the 2020 GA DCA Qualified Allocation Plan (QAP) and Market Study Manual, GA DCA does not consider demand from outside the Primary Market Area (PMA), including the Secondary Market Area (SMA). Therefore, we do not account for leakage from outside the PMA boundaries in our demand analysis.

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

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

Net Demand

The following pages will outline the overall demand components added together (3(a), 3(b) and 3(c)) less the supply of competitive developments awarded and/or constructed or placed in service from 2017 to the present.

Additions to Supply

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

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

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

COMPETITIVE SUPPLY 2017 - PRESENT

Property Name	Program	Location	Tenancy	Status	# of Competitive Units
Creekside	LIHTC	Milledgeville	Senior	Proposed	0

- Creekside was allocated in 2019 for the new construction of 22 one and 38 two-bedroom units restricted to 50 and 60 percent of AMI, or less. Upon completion, this development will target seniors. Given the dissimilar tenancy of this development, none of these units are deducted from our demand analysis.

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

ADDITIONS TO SUPPLY

Unit Type	60% AMI
1BR	0
2BR	0
3BR	0
Total	0

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

Income Cohort	2019		Projected Mkt Entry January 2022		2024	
	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>
\$0-9,999	2,373	30.2%	2,291	29.6%	2,208	28.9%
\$10,000-19,999	1,693	21.6%	1,647	21.3%	1,600	20.9%
\$20,000-29,999	1,181	15.1%	1,191	15.4%	1,201	15.7%
\$30,000-39,999	819	10.4%	805	10.4%	790	10.3%
\$40,000-49,999	588	7.5%	600	7.7%	612	8.0%
\$50,000-59,999	223	2.8%	228	2.9%	232	3.0%
\$60,000-74,999	305	3.9%	304	3.9%	302	3.9%
\$75,000-99,999	281	3.6%	284	3.7%	286	3.7%
\$100,000-124,999	159	2.0%	168	2.2%	177	2.3%
\$125,000-149,999	75	1.0%	79	1.0%	82	1.1%
\$150,000-199,999	102	1.3%	105	1.3%	107	1.4%
\$200,000+	46	0.6%	48	0.6%	49	0.6%
Total	7,845	100.0%	7,746	100.0%	7,646	100.0%

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

60% AMI Section 8 (As Proposed)

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$0		Maximum Income Limit		\$34,620	
Income Category	New Renter Households - Total Change in Households PMA 2019 to Prj Mrkt Entry January 2022		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	\$0-9,999	-83			82.9%	\$9,999	100.0%
\$10,000-19,999	-47	46.7%	\$9,999	100.0%	-47		
\$20,000-29,999	10	-10.1%	\$9,999	100.0%	10		
\$30,000-39,999	-15	14.6%	\$4,620	46.2%	-7		
\$40,000-49,999	12	-12.1%	\$0	0.0%	0		
\$50,000-59,999	5	-4.5%	\$0	0.0%	0		
\$60,000-74,999	-2	1.5%	\$0	0.0%	0		
\$75,000-99,999	3	-2.5%	\$0	0.0%	0		
\$100,000-124,999	9	-9.0%	\$0	0.0%	0		
\$125,000-149,999	4	-3.5%	\$0	0.0%	0		
\$150,000-199,999	3	-2.5%	\$0	0.0%	0		
\$200,000+	2	-1.5%	\$0	0.0%	0		
Total	-100	100.0%		126.3%	-126		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$0		Maximum Income Limit		\$34,620	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households within Bracket		
	\$0-9,999	2,373			30.2%	\$9,999	100.0%
\$10,000-19,999	1,693	21.6%	\$9,999	100.0%	1,693		
\$20,000-29,999	1,181	15.1%	\$9,999	100.0%	1,181		
\$30,000-39,999	819	10.4%	\$4,620	46.2%	378		
\$40,000-49,999	588	7.5%	\$0	0.0%	0		
\$50,000-59,999	223	2.8%	\$0	0.0%	0		
\$60,000-74,999	305	3.9%	\$0	0.0%	0		
\$75,000-99,999	281	3.6%	\$0	0.0%	0		
\$100,000-124,999	159	2.0%	\$0	0.0%	0		
\$125,000-149,999	75	1.0%	\$0	0.0%	0		
\$150,000-199,999	102	1.3%	\$0	0.0%	0		
\$200,000+	46	0.6%	\$0	0.0%	0		
Total	7,845	100.0%		71.7%	5,625		

ASSUMPTIONS - @60%

Tenancy		Family		% of Income towards Housing		35%	
Rural/Urban		Urban		Maximum # of Occupants		5	
Persons in Household	OBR	1BR	2BR	3BR	4BR+		
1	0%	80%	20%	0%	0%		
2	0%	20%	80%	0%	0%		
3	0%	0%	60%	40%	0%		
4	0%	0%	30%	40%	30%		
5+	0%	0%	0%	50%	50%		

Demand from New Renter Households 2019 to January 2022

Income Target Population	@60%
New Renter Households PMA	-100
Percent Income Qualified	126.3%
New Renter Income Qualified Households	-126

Demand from Existing Households 2019

Demand from Rent Overburdened Households

Income Target Population	@60%
Total Existing Demand	7,845
Income Qualified	71.7%
Income Qualified Renter Households	5,625
Percent Rent Overburdened Prj Mrkt Entry January 2022	58.2%
Rent Overburdened Households	3,273

Demand from Living in Substandard Housing

Income Qualified Renter Households	5,625
Percent Living in Substandard Housing	0.5%
Households Living in Substandard Housing	29

Senior Households Converting from Homeownership

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

Total Demand

Total Demand from Existing Households	3,302
Total New Demand	-126
Total Demand (New Plus Existing Households)	3,176

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

By Bedroom Demand

One Person	36.2%	1,149
Two Persons	30.1%	955
Three Persons	17.4%	553
Four Persons	9.3%	297
Five Persons	7.0%	222
Total	100.0%	3,176

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
<hr/>		
Of one-person households in 1BR units	80%	919
Of two-person households in 1BR units	20%	191
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
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Of one-person households in 2BR units	20%	230
Of two-person households in 2BR units	80%	764
Of three-person households in 2BR units	60%	332
Of four-person households in 2BR units	30%	89
Of five-person households in 2BR units	0%	0
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Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	221
Of four-person households in 3BR units	40%	119
Of five-person households in 3BR units	50%	111
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Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	89
Of five-person households in 4BR units	50%	111
<hr/>		
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
Total Demand		3,176

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	1,110	-	0	=	1,110
2 BR	1,415	-	0	=	1,415
3 BR	451	-	0	=	451
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	2,976		0		2,976

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	14	/	1,110	=	1.3%
2 BR	30	/	1,415	=	2.1%
3 BR	32	/	451	=	7.1%
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	76		2,976		2.6%

60% AMI (Absent Subsidy)

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60% Absent Subsidy

Minimum Income Limit		\$20,606		Maximum Income Limit		\$34,620	
Income Category	New Renter Households - Total Change		Income Brackets	Percent within Cohort	Renter		
	in Households PMA 2019 to Prj Mkt Entry January 2022				Households within Bracket		
\$0-9,999	-83	82.9%	\$0	0.0%	0		
\$10,000-19,999	-47	46.7%	\$0	0.0%	0		
\$20,000-29,999	10	-10.1%	\$9,393	93.9%	9		
\$30,000-39,999	-15	14.6%	\$4,620	46.2%	-7		
\$40,000-49,999	12	-12.1%	\$0	0.0%	0		
\$50,000-59,999	5	-4.5%	\$0	0.0%	0		
\$60,000-74,999	-2	1.5%	\$0	0.0%	0		
\$75,000-99,999	3	-2.5%	\$0	0.0%	0		
\$100,000-124,999	9	-9.0%	\$0	0.0%	0		
\$125,000-149,999	4	-3.5%	\$0	0.0%	0		
\$150,000-199,999	3	-2.5%	\$0	0.0%	0		
\$200,000+	2	-1.5%	\$0	0.0%	0		
Total	-100	100.0%		-2.7%	3		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60% Absent Subsidy

Minimum Income Limit		\$20,606		Maximum Income Limit		\$34,620	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households within Bracket		
	\$0-9,999	2,373			30.2%	\$0	0.0%
\$10,000-19,999	1,693	21.6%	\$0	0.0%	0		
\$20,000-29,999	1,181	15.1%	\$9,393	93.9%	1,109		
\$30,000-39,999	819	10.4%	\$4,620	46.2%	378		
\$40,000-49,999	588	7.5%	\$0	0.0%	0		
\$50,000-59,999	223	2.8%	\$0	0.0%	0		
\$60,000-74,999	305	3.9%	\$0	0.0%	0		
\$75,000-99,999	281	3.6%	\$0	0.0%	0		
\$100,000-124,999	159	2.0%	\$0	0.0%	0		
\$125,000-149,999	75	1.0%	\$0	0.0%	0		
\$150,000-199,999	102	1.3%	\$0	0.0%	0		
\$200,000+	46	0.6%	\$0	0.0%	0		
Total	7,845	100.0%		19.0%	1,488		

ASSUMPTIONS - @60% Absent Subsidy

Tenancy		Family		% of Income towards Housing		35%	
Rural/Urban		Urban		Maximum # of Occupants		5	
Persons in Household	OBR	1BR	2BR	3BR	4BR+		
1	0%	80%	20%	0%	0%		
2	0%	20%	80%	0%	0%		
3	0%	0%	60%	40%	0%		
4	0%	0%	30%	40%	30%		
5+	0%	0%	0%	50%	50%		

Demand from New Renter Households 2019 to January 2022

Income Target Population	@60% Absent Subs
New Renter Households PMA	-100
Percent Income Qualified	-2.7%
New Renter Income Qualified Households	3

Demand from Existing Households 2019

Demand from Rent Overburdened Households

Income Target Population	@60% Absent Subs
Total Existing Demand	7,845
Income Qualified	19.0%
Income Qualified Renter Households	1,488
Percent Rent Overburdened Prj Mrkt Entry January 2022	58.2%
Rent Overburdened Households	866

Demand from Living in Substandard Housing

Income Qualified Renter Households	1,488
Percent Living in Substandard Housing	0.5%
Households Living in Substandard Housing	8

Senior Households Converting from Homeownership

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

Total Demand

Total Demand from Existing Households	873
Total New Demand	3
Total Demand (New Plus Existing Households)	876

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

By Bedroom Demand

One Person	36.2%	317
Two Persons	30.1%	263
Three Persons	17.4%	153
Four Persons	9.3%	82
Five Persons	7.0%	61
Total	100.0%	876

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
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Of one-person households in 1BR units	80%	253
Of two-person households in 1BR units	20%	53
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
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Of one-person households in 2BR units	20%	63
Of two-person households in 2BR units	80%	211
Of three-person households in 2BR units	60%	92
Of four-person households in 2BR units	30%	25
Of five-person households in 2BR units	0%	0
<hr/>		
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	61
Of four-person households in 3BR units	40%	33
Of five-person households in 3BR units	50%	31
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Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	25
Of five-person households in 4BR units	50%	31
<hr/>		
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
Total Demand		876

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	306	-	0	=	306
2 BR	390	-	0	=	390
3 BR	124	-	0	=	124
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	821		0		821

	Developer's Unit Mix		Net Demand	Capture Rate	
0 BR	-	/	-	=	-
1 BR	14	/	306	=	4.6%
2 BR	30	/	390	=	7.7%
3 BR	32	/	124	=	25.7%
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	76		821		9.3%

CAPTURE RATE ANALYSIS CHART

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

- The number of households in the PMA is expected to decrease by 0.2 percent between 2019 and 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 Section 8 (\$0 to \$34,620)	HH at @60% AMI Absent Subsidy (\$25,680 to \$34,620)
Demand from New Households (age and income appropriate)	-126	3
PLUS	+	+
Demand from Existing Renter Households - Substandard Housing	29	8
PLUS	+	+
Demand from Existing Renter Housholds - Rent Overburdened Households	3,273	866
Sub Total	3,176	876
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 2% where applicable)	0	0
Equals Total Demand	3,176	876
Less	-	-
Competitive New Supply	0	0
Equals Net Demand	3,176	876

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Average Market Rents	Minimum Market Rent	Maximum Market Rent	Proposed Rents
1BR Overall - With Subsidy	\$0	\$25,680	14	1,110	0	1,110	1.3%	\$583	\$541	\$621	\$897
1BR Overall - Absent Subsidy	\$20,606	\$25,680	14	306	0	306	4.6%	\$583	\$541	\$621	-
2BR Overall - With Subsidy	\$0	\$28,860	30	1,415	0	1,415	2.1%	\$696	\$626	\$844	\$1,032
2BR Overall - Absent Subsidy	\$24,720	\$28,860	30	390	0	390	7.7%	\$696	\$626	\$844	-
3BR Overall - With Subsidy	\$0	\$34,620	32	451	0	451	7.1%	\$766	\$683	\$909	\$1,157
3BR Overall - Absent Subsidy	\$28,560	\$34,620	32	124	0	124	25.7%	\$766	\$683	\$909	-
Overall - With Subsidy	\$0	\$34,620	76	2,976	0	2,976	2.6%	-	-	-	-
Overall - Absent Subsidy	\$20,606	\$34,620	76	821	0	821	9.3%	-	-	-	-

As the analysis illustrates, the Subject’s capture rates at the 60 percent AMI level, with subsidy, will range from will range from 1.3 to 7.1 percent, with an overall capture rate of 2.6 percent. Absent subsidy, the Subject’s capture rates at 60 percent AMI will range from 4.6 to 25.7 percent, with an overall capture rate of 9.3 percent. All capture rates are within Georgia DCA thresholds. It should be noted that the Subject’s absent subsidy scenario is purely hypothetical. Therefore, we believe there is adequate demand for the Subject.

I. EXISTING COMPETITIVE RENTAL ENVIRONMENT

Survey of Comparable Projects

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent structure. 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 12 “true” comparable properties containing 963 units.

The availability of LIHTC data is considered limited. There are four LIHTC properties and one mixed-income property inside the PMA. However, of these five properties, only three target families. We included six affordable developments located between 2.0 and 24.8 miles from the Subject site, three of which are located outside the PMA (Forest Ridge Apartments, Sumter Street Station and Washington Estates). Forest Ridge Apartments, Sumter Street Station and Washington Estates are located 19.3, 20.9, and 24.8 miles from the Subject in Sparta, Eatonton, and Tennille, respectively. Sparta and Tennille are inferior and slightly inferior locations in comparison to the Subject, whereas Eatonton is considered a similar location to the Subject. Forest Ridge Apartments, Sumter Street Station, and Washington Estates are reasonable proxies for the Subject as they are among the most proximate LIHTC properties targeting families that also offer a similar unit mix to the Subject and agreed to participate in our survey.

The availability of market rate data is considered good. The Subject is located in Milledgeville and there are several market rate properties in the area. We included six market rate properties located between 1.6 and 5.9 miles from the Subject site, all of which are located within the PMA. These comparables were built or renovated between 1982 and 2017. It should be noted that there are a limited number of new construction market rate properties in the area. Overall, we believe the market rate properties used in our analysis are the most comparable. Other market rate properties are excluded based on proximity, target tenancy, and unit types.

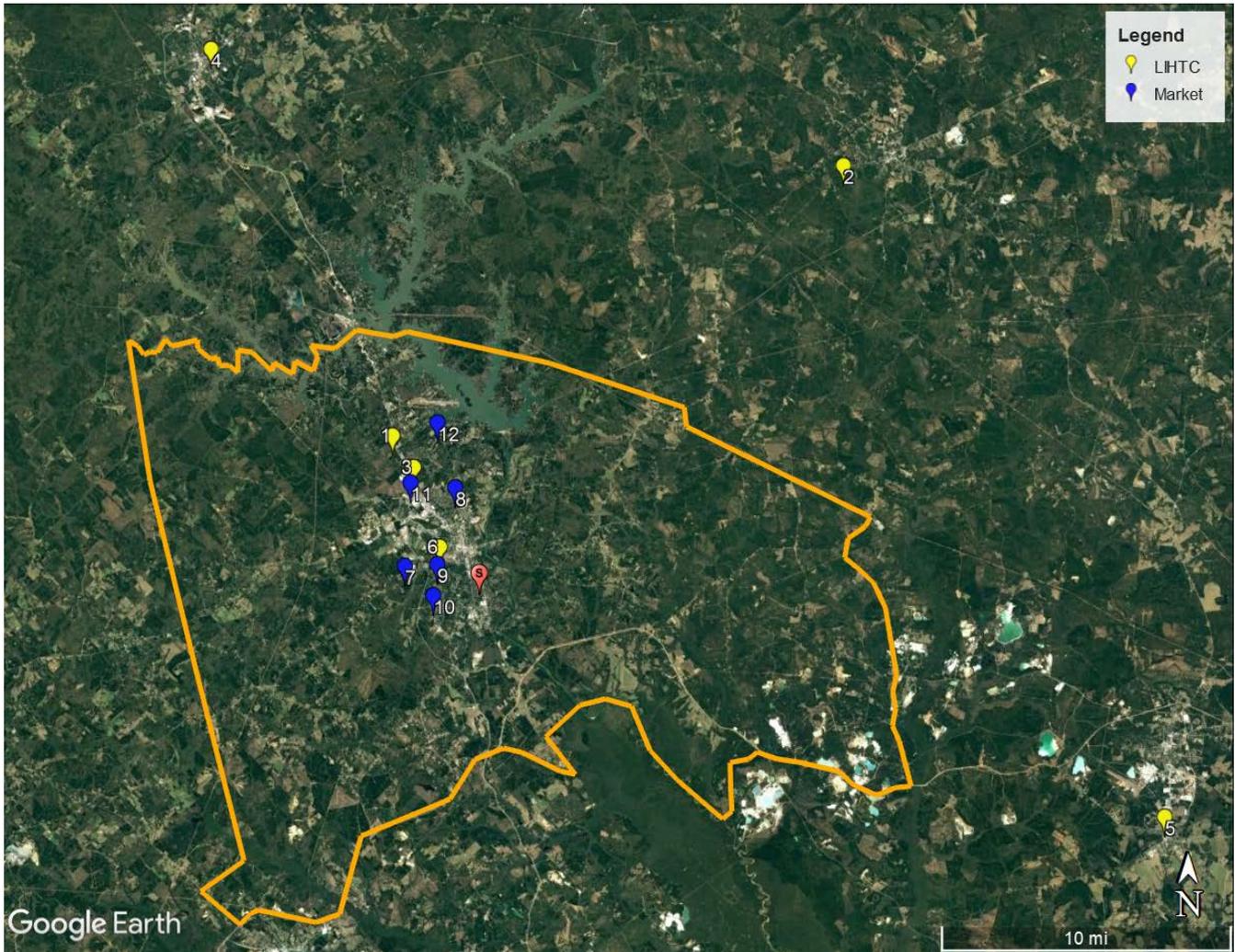
Excluded Properties

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
Enclave At Milledgeville	LIHTC/Section 8	Milledgeville	Family	76	-
Creeside	LIHTC	Milledgeville	Senior	60	Proposed
Baldwin Park	LIHTC	Milledgeville	Senior	56	Dissimilar tenancy
Pecan Hills Of Milledgeville	LIHTC	Milledgeville	Senior	54	Dissimilar tenancy
Habersham Homes	Public Housing	Milledgeville	Family	30	Subsidized
Wray Homes	Public Housing	Milledgeville	Family	124	Subsidized
Orchard Hill Landing	Public Housing	Milledgeville	Family	170	Subsidized
Dogwood Retirement Housing Inc	Section 8	Milledgeville	Senior	40	Subsidized
Oconee Voa Housing	Section 8	Milledgeville	Family	13	Subsidized
Riverbend Apartments	Section 8	Milledgeville	Family	76	Subsidized
College Station Apartments	Market	Milledgeville	Student	105	Dissimilar tenancy
Colonial Village	Market	Milledgeville	Family	28	More comparable properties
Cottages At Woodland	Market	Milledgeville	Family	31	More comparable properties
Country Club Townhomes	Market	Milledgeville	Family	41	More comparable properties
Magnolia Park	Market	Milledgeville	Student	138	Dissimilar tenancy
Melder Properties	Market	Milledgeville	Family	30	More comparable properties
The Grove Apartments	Market	Milledgeville	Student	154	Dissimilar tenancy
Willowood Apartments	Market	Milledgeville	Family	61	More comparable properties
Village at West Campus	Market	Milledgeville	Student	237	Dissimilar tenancy
Villamar Phase II	Market	Milledgeville	Family	90	More comparable properties

1. Comparable Rental Property Map



Source: Google Earth, April 2020.

COMPARABLE PROPERTIES

#	Comparable Property	City	Rent Structure	Distance to Subject
S	Enclave At Milledgeville	Milledgeville	@60% (Section 8)	-
1	Edgewood Park Apartments	Milledgeville	LIHTC	6.1 miles
2	Forest Ridge Apartments*	Sparta	LIHTC	19.3 miles
3	Heritage Vista Apartments	Milledgeville	LIHTC	4.8 miles
4	Sumter Street Station*	Eatonton	LIHTC	20.9 miles
5	Washington Estates*	Tennille	LIHTC/Market	24.8 miles
6	Waterford Place	Milledgeville	LIHTC/Market	2.0 miles
7	49 West Apartments	Milledgeville	Market	2.7 miles
8	Carrington Woods Apartments	Milledgeville	Market	3.6 miles
9	Cedaridge Apartments	Milledgeville	Market	1.7 miles
10	Ivy League Estates	Milledgeville	Market	1.6 miles
11	Pine Knoll Apartments	Milledgeville	Market	4.4 miles
12	Villamar Apartments	Milledgeville	Market	5.9 miles

*Located outside PMA

ENCLAVE AT MILLEDGEVILLE – MILLEDGEVILLE, 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	Enclave At Milledgeville 1498 South Jefferson Street Milledgeville, GA 31061 Baldwin County	-	Garden 2-stories 2003 / 2022 Family	@60% (Section 8)	1BR / 1BA	14	18.4%	653	@60% (Section 8)	\$897	N/A	N/A	N/A	N/A
					2BR / 1BA	30	39.5%	868	@60% (Section 8)	\$1,032	N/A	N/A	N/A	N/A
					3BR / 1BA	32	42.1%	1,009	@60% (Section 8)	\$1,157	N/A	N/A	N/A	N/A
						76								
1	Edgewood Park Apartments 2671 N Columbia Street Milledgeville, GA 31061 Baldwin County	6.1 miles	Garden 3-stories 1997 / n/a Family	@50% (HOME), @60% (HOME)	1BR / 1BA	N/A	N/A	650	@50% (HOME)	\$445	Yes	Yes	0	N/A
					1BR / 1BA	N/A	N/A	650	@60% (HOME)	\$520	Yes	Yes	0	N/A
					2BR / 2BA	N/A	N/A	987	@50% (HOME)	\$529	Yes	Yes	0	N/A
					2BR / 2BA	N/A	N/A	987	@60% (HOME)	\$652	Yes	Yes	1	N/A
					2BR / 2BA	1	1.6%	987	Non-Rental	-	N/A	N/A	0	0.0%
					3BR / 2BA	N/A	N/A	1,153	@50% (HOME)	\$605	Yes	Yes	0	N/A
					3BR / 2BA	N/A	N/A	1,153	@60% (HOME)	\$747	Yes	Yes	1	N/A
	61									2	3.3%			
2	Forest Ridge Apartments 11051 GA Highway 22 Sparta, GA 31087 Hancock County	19.3 miles	Garden 2-stories 1992 / n/a Family	@60%, RD	1BR / 1BA	2	6.7%	719	@60%	\$491	No	Yes	0	0.0%
					1BR / 1BA	10	33.3%	719	Rural Development	\$491	N/A	Yes	0	0.0%
					2BR / 1BA	16	53.3%	1,029	@60%	\$579	No	Yes	0	0.0%
					2BR / 1BA	2	6.7%	1,029	Rural Development	\$579	N/A	Yes	0	0.0%
	30											0	0.0%	
3	Heritage Vista Apartments 3029 Heritage Place Milledgeville, GA 31061 Baldwin County	4.8 miles	Garden 2-stories 2012 / n/a Family	@50%, @60%	1BR / 1BA	2	3.1%	850	@50%	\$432	No	Yes	0	0.0%
					1BR / 1BA	6	9.4%	850	@60%	\$498	No	Yes	1	16.7%
					2BR / 2BA	6	9.4%	965	@50%	\$516	No	Yes	0	0.0%
					2BR / 2BA	34	53.1%	965	@60%	\$593	No	Yes	0	0.0%
					3BR / 2BA	4	6.3%	1,100	@50%	\$569	No	Yes	0	0.0%
					3BR / 2BA	12	18.8%	1,100	@60%	\$671	No	Yes	0	0.0%
	64											1	1.6%	
4	Sumter Street Station 203 E Sumter St Eatonton, GA 31024 Putnam County	20.9 miles	Garden 3-stories 2017 / n/a Family	@50%, @60%	1BR / 1BA	10	16.1%	726	@50%	\$349	No	Yes	0	0.0%
					1BR / 1BA	2	3.2%	726	@60%	\$469	No	Yes	0	0.0%
					2BR / 1BA	1	1.6%	1,003	@50%	\$369	No	Yes	0	0.0%
					2BR / 1BA	30	48.4%	1,003	@60%	\$474	No	Yes	0	0.0%
					2BR / 1BA	1	1.6%	1,003	Non-Rental	-	N/A	N/A	0	0.0%
					3BR / 2BA	1	1.6%	1,168	@50%	\$407	No	Yes	0	0.0%
					3BR / 2BA	17	27.4%	1,168	@60%	\$519	No	Yes	0	0.0%
	62											0	0.0%	
5	Washington Estates 101 Washington Drive Tennille, GA 31089 Washington County	24.8 miles	Garden 2-stories 2013 / n/a Family	@50%, @60%, Market	3BR / 2BA	N/A	N/A	1,347	@50%	\$552	No	No	0	N/A
					3BR / 2BA	N/A	N/A	1,347	@60%	\$722	No	No	0	N/A
					3BR / 2BA	N/A	N/A	1,347	Market	\$821	N/A	Yes	1	N/A
					3BR / 2.5BA	N/A	N/A	1,614	@50%	\$538	No	No	0	N/A
					3BR / 2.5BA	N/A	N/A	1,614	@60%	\$678	No	No	0	N/A
					3BR / 2.5BA	N/A	N/A	1,614	Market	\$821	N/A	Yes	0	N/A
					4BR / 2BA	N/A	N/A	1,562	@50%	\$569	No	No	1	N/A
					4BR / 2BA	N/A	N/A	1,704	@50%	\$569	No	No	0	N/A
					4BR / 2BA	N/A	N/A	1,562	@60%	\$742	No	No	0	N/A
					4BR / 2BA	N/A	N/A	1,704	@60%	\$742	No	No	0	N/A
					4BR / 2BA	N/A	N/A	1,562	Market	\$929	N/A	Yes	0	N/A
4BR / 2BA	N/A	N/A	1,704	Market	\$929	N/A	Yes	0	N/A					
	94											2	2.1%	
6	Waterford Place 131 N Pickens Street Milledgeville, GA 31061 Baldwin County	2.0 miles	Garden 2-stories 2004 / n/a Family	@60%, Market	1BR / 1BA	10	12.5%	743	@60%	\$426	No	Yes	0	0.0%
					1BR / 1BA	5	6.3%	743	Market	\$541	N/A	Yes	0	0.0%
					2BR / 2BA	34	42.5%	1,011	@60%	\$504	No	Yes	0	0.0%
					2BR / 2BA	5	6.3%	1,011	Market	\$626	N/A	Yes	0	0.0%
					3BR / 2BA	20	25.0%	1,119	@60%	\$582	No	Yes	0	0.0%
					3BR / 2BA	6	7.5%	1,119	Market	\$686	N/A	Yes	0	0.0%
	80											0	0.0%	
7	49 West Apartments 196 Highway 49 W Milledgeville, GA 31061 Baldwin County	2.7 miles	Various 2-stories 1975 / 2017 Family	Market	0BR / 1BA	6	5.7%	454	Market	\$540	N/A	No	N/A	N/A
					1BR / 1BA	4	3.8%	605	Market	\$556	N/A	No	N/A	N/A
					1BR / 1BA	4	3.8%	605	Market	\$579	N/A	No	N/A	N/A
					2BR / 1BA	21	19.8%	724	Market	\$636	N/A	No	N/A	N/A
					2BR / 1BA	21	19.8%	724	Market	\$659	N/A	No	N/A	N/A
					2BR / 1.5BA	21	19.8%	964	Market	\$686	N/A	No	N/A	N/A
					2BR / 1.5BA	21	19.8%	964	Market	\$709	N/A	No	N/A	N/A
					3BR / 1BA	4	3.8%	915	Market	\$726	N/A	No	N/A	N/A
					3BR / 1BA	4	3.8%	915	Market	\$754	N/A	No	N/A	N/A
	106											9	8.5%	
8	Carrington Woods Apartments 1980 Briarcliff Road Milledgeville, GA 31061 Baldwin County	3.6 miles	Various 2-stories 1982 / n/a Family	Market	1BR / 1BA	28	36.8%	625	Market	\$596	N/A	Yes	2	7.1%
					1BR / 1BA	8	10.5%	675	Market	\$621	N/A	Yes	0	0.0%
					2BR / 1BA	8	10.5%	950	Market	\$680	N/A	No	2	25.0%
					2BR / 1BA	24	31.6%	1,100	Market	\$695	N/A	No	0	0.0%
					3BR / 1.5BA	8	10.5%	1,400	Market	\$795	N/A	No	0	0.0%
	76											4	5.3%	
9	Cedaridge Apartments 141 Frank Bone Road SW Milledgeville, GA 31061 Baldwin County	1.7 miles	Garden 2-stories 1984 / n/a Family	Market	1BR / 1BA	20	33.3%	900	Market	\$616	N/A	No	0	0.0%
					2BR / 2BA	40	66.7%	1,100	Market	\$650	N/A	No	2	5.0%
	60											2	3.3%	
10	Ivy League Estates 2051 Ivy Drive Milledgeville, GA 31061 Baldwin County	1.6 miles	Garden 2-stories 2006 / 2017 Family	Market	2BR / 2BA	22	78.6%	950	Market	\$844	N/A	No	0	0.0%
					3BR / 2BA	6	21.4%	1,350	Market	\$909	N/A	No	0	0.0%
	28											0	0.0%	
11	Pine Knoll Apartments 2300 Sherry Circle Milledgeville, GA 31061 Baldwin County	4.4 miles	Garden 2-stories 1986 / 2017 Family	Market	1BR / 1BA	16	14.3%	800	Market	\$590	N/A	No	0	0.0%
					2BR / 1BA	6	5.4%	960	Market	\$650	N/A	No	0	0.0%
					2BR / 2BA	90	80.4%	1,025	Market	\$765	N/A	No	2	2.2%
	112											2	1.8%	
12	Villamar Apartments 342 Log Cabin Rd NE Milledgeville, GA 31061 Baldwin County	5.9 miles	Various 1-stories 1988 / 1998 Family	Market	1BR / 1BA	2	1.1%	1,200	Market	\$562	N/A	Yes	0	0.0%
					2BR / 2BA	39	20.5%	1,400	Market	\$698	N/A	Yes	0	0.0%
					2BR / 2BA	39	20.5%	1,400	Market	\$803	N/A	Yes	0	0.0%
					2BR / 2BA	45	23.7%	1,296	Market	\$635	N/A	Yes	0	0.0%
					2BR / 2BA	45	23.7%	1,296	Market	\$740	N/A	Yes	0	0.0%
3BR / 2.5BA	20	10.5%	1,500	Market	\$683	N/A	Yes	0	0.0%					
	190											0	0.0%	

ENCLAVE AT MILLEDGEVILLE – MILLEDGEVILLE, GEORGIA – MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.						
	Units Surveyed:	963	Weighted Occupancy:	97.7%		
	Market Rate	572	Market Rate	97.0%		
	Tax Credit	391	Tax Credit	98.7%		
One Bedroom One Bath Property		Average	Two Bedroom One Bath Property		Average	
RENT		Enclave At Milledgeville (@60%)	Enclave At Milledgeville (@60%)	Enclave At Milledgeville (@60%)	Average	
	Carrington Woods Apartments (Market)	\$621	Ivy League Estates (Market)(2BA)	\$844	Ivy League Estates (Market)(2BA)	\$909
	Cedaridge Apartments (Market)	\$616	Villamar Apartments (Market)(2BA)	\$803	Washington Estates (Market)(2BA)	\$821
	Carrington Woods Apartments (Market)	\$596	Pine Knoll Apartments (Market)(2BA)	\$765	Washington Estates (Market)(2.5BA)	\$821
	Pine Knoll Apartments (Market)	\$590	Villamar Apartments (Market)(2BA)	\$740	Carrington Woods Apartments (Market)(1.5BA)	\$795
	49 West Apartments (Market)	\$579	49 West Apartments (Market)(1.5BA)	\$709	49 West Apartments (Market)	\$754
	Villamar Apartments (Market)	\$562	Villamar Apartments (Market)(2BA)	\$698	Edgewood Park Apartments (@60%)(2BA)	\$747
	49 West Apartments (Market)	\$556	Carrington Woods Apartments (Market)	\$695	49 West Apartments (Market)	\$726
	Waterford Place (Market)	\$541	49 West Apartments (Market)(1.5BA)	\$686	Washington Estates (@60%)(2BA)	\$722
	Edgewood Park Apartments (@60%)	\$520	Carrington Woods Apartments (Market)	\$680	Waterford Place (Market)(2BA)	\$686
	Heritage Vista Apartments (@60%)	\$498	49 West Apartments (Market)	\$659	Villamar Apartments (Market)(2.5BA)	\$683
	Forest Ridge Apartments (@60%)	\$491	Edgewood Park Apartments (@60%)(2BA)	\$652	Washington Estates (@60%)(2.5BA)	\$678
	Forest Ridge Apartments (Rural Development)	\$491	Pine Knoll Apartments (Market)	\$650	Heritage Vista Apartments (@60%)(2BA)	\$671
	Sumter Street Station (@60%)	\$469	Cedaridge Apartments (Market)(2BA)	\$650	Edgewood Park Apartments (@50%)(2BA)	\$605
	Edgewood Park Apartments (@50%)	\$445	49 West Apartments (Market)	\$636	Waterford Place (@60%)(2BA)	\$582
	Heritage Vista Apartments (@50%)	\$432	Villamar Apartments (Market)(2BA)	\$635	Heritage Vista Apartments (@50%)(2BA)	\$569
	Waterford Place (@60%)	\$426	Waterford Place (Market)(2BA)	\$626	Washington Estates (@50%)(2BA)	\$552
	Sumter Street Station (@50%)	\$349	Heritage Vista Apartments (@60%)(2BA)	\$593	Washington Estates (@50%)(2.5BA)	\$538
			Forest Ridge Apartments (Rural Development)	\$579	Sumter Street Station (@60%)(2BA)	\$519
			Forest Ridge Apartments (@60%)	\$579	Sumter Street Station (@50%)(2BA)	\$407
			Edgewood Park Apartments (@50%)(2BA)	\$529		
			Heritage Vista Apartments (@50%)(2BA)	\$516		
			Waterford Place (@60%)(2BA)	\$504		
			Sumter Street Station (@60%)	\$474		
			Sumter Street Station (@50%)	\$369		
SQUARE FOOTAGE		Average	Average	Average	Average	
	Villamar Apartments (Market)	1,200	Villamar Apartments (Market)(2BA)	1,400	Washington Estates (@50%)(2.5BA)	1,614
	Cedaridge Apartments (Market)	900	Villamar Apartments (Market)(2BA)	1,400	Washington Estates (Market)(2.5BA)	1,614
	Heritage Vista Apartments (@50%)	850	Villamar Apartments (Market)(2BA)	1,296	Washington Estates (@60%)(2.5BA)	1,614
	Heritage Vista Apartments (@60%)	850	Villamar Apartments (Market)(2BA)	1,296	Villamar Apartments (Market)(2.5BA)	1,500
	Pine Knoll Apartments (Market)	800	Cedaridge Apartments (Market)(2BA)	1,100	Carrington Woods Apartments (Market)(1.5BA)	1,400
	Waterford Place (@60%)	743	Carrington Woods Apartments (Market)	1,100	Ivy League Estates (Market)(2BA)	1,350
	Waterford Place (Market)	743	Forest Ridge Apartments (Rural Development)	1,029	Washington Estates (@50%)(2BA)	1,347
	Sumter Street Station (@50%)	726	Forest Ridge Apartments (@60%)	1,029	Washington Estates (@60%)(2BA)	1,347
	Sumter Street Station (@60%)	726	Pine Knoll Apartments (Market)(2BA)	1,025	Washington Estates (Market)(2BA)	1,347
	Forest Ridge Apartments (Rural Development)	719	Waterford Place (Market)(2BA)	1,011	Sumter Street Station (@50%)(2BA)	1,168
	Forest Ridge Apartments (@60%)	719	Waterford Place (@60%)(2BA)	1,011	Sumter Street Station (@60%)(2BA)	1,168
	Carrington Woods Apartments (Market)	675	Sumter Street Station (Non-Rental)	1,003	Edgewood Park Apartments (@50%)(2BA)	1,153
	Enclave At Milledgeville (@60%)	653	Sumter Street Station (@60%)	1,003	Edgewood Park Apartments (@60%)(2BA)	1,153
	Edgewood Park Apartments (@50%)	650	Sumter Street Station (@50%)	1,003	Waterford Place (Market)(2BA)	1,119
	Edgewood Park Apartments (@60%)	650	Edgewood Park Apartments (@50%)(2BA)	987	Waterford Place (@60%)(2BA)	1,119
	Carrington Woods Apartments (Market)	625	Edgewood Park Apartments (Non-Rental)(2BA)	987	Heritage Vista Apartments (@60%)(2BA)	1,100
	49 West Apartments (Market)	605	Edgewood Park Apartments (@60%)(2BA)	987	Heritage Vista Apartments (@50%)(2BA)	1,100
	49 West Apartments (Market)	605	Heritage Vista Apartments (@60%)(2BA)	965	Enclave At Milledgeville (@60%)	1,009
			Heritage Vista Apartments (@50%)(2BA)	965	49 West Apartments (Market)	915
			49 West Apartments (Market)(1.5BA)	964	49 West Apartments (Market)	915
			49 West Apartments (Market)(1.5BA)	964		
			Pine Knoll Apartments (Market)	960		
			Carrington Woods Apartments (Market)	950		
			Ivy League Estates (Market)(2BA)	950		
			Enclave At Milledgeville (@60%)	868		
			49 West Apartments (Market)	724		
			49 West Apartments (Market)	724		
RENT PER SQUARE FOOT		Average	Average	Average	Average	
	Enclave At Milledgeville (@60%)	\$1.37	Enclave At Milledgeville (@60%)	\$1.19	Enclave At Milledgeville (@60%)	\$1.15
	49 West Apartments (Market)	\$0.96	49 West Apartments (Market)	\$0.91	49 West Apartments (Market)	\$0.82
	Carrington Woods Apartments (Market)	\$0.95	Ivy League Estates (Market)(2BA)	\$0.89	49 West Apartments (Market)	\$0.79
	Carrington Woods Apartments (Market)	\$0.92	49 West Apartments (Market)	\$0.88	Ivy League Estates (Market)(2BA)	\$0.67
	49 West Apartments (Market)	\$0.92	Pine Knoll Apartments (Market)(2BA)	\$0.75	Edgewood Park Apartments (@60%)(2BA)	\$0.65
	Edgewood Park Apartments (@60%)	\$0.80	49 West Apartments (Market)(1.5BA)	\$0.74	Waterford Place (Market)(2BA)	\$0.61
	Pine Knoll Apartments (Market)	\$0.74	Carrington Woods Apartments (Market)	\$0.72	Heritage Vista Apartments (@60%)(2BA)	\$0.61
	Waterford Place (Market)	\$0.73	49 West Apartments (Market)(1.5BA)	\$0.71	Washington Estates (Market)(2BA)	\$0.61
	Edgewood Park Apartments (@50%)	\$0.68	Pine Knoll Apartments (Market)	\$0.68	Carrington Woods Apartments (Market)(1.5BA)	\$0.57
	Cedaridge Apartments (Market)	\$0.68	Edgewood Park Apartments (@60%)(2BA)	\$0.66	Washington Estates (@60%)(2BA)	\$0.54
	Forest Ridge Apartments (@60%)	\$0.68	Carrington Woods Apartments (Market)	\$0.63	Edgewood Park Apartments (@50%)(2BA)	\$0.52
	Forest Ridge Apartments (Rural Development)	\$0.68	Waterford Place (Market)(2BA)	\$0.62	Waterford Place (@60%)(2BA)	\$0.52
	Sumter Street Station (@60%)	\$0.65	Heritage Vista Apartments (@60%)(2BA)	\$0.61	Heritage Vista Apartments (@50%)(2BA)	\$0.52
	Heritage Vista Apartments (@60%)	\$0.59	Cedaridge Apartments (Market)(2BA)	\$0.59	Washington Estates (Market)(2.5BA)	\$0.51
	Waterford Place (@60%)	\$0.57	Villamar Apartments (Market)(2BA)	\$0.57	Villamar Apartments (Market)(2.5BA)	\$0.46
	Heritage Vista Apartments (@50%)	\$0.51	Villamar Apartments (Market)(2BA)	\$0.57	Sumter Street Station (@60%)(2BA)	\$0.44
	Sumter Street Station (@50%)	\$0.48	Forest Ridge Apartments (Rural Development)	\$0.56	Washington Estates (@60%)(2.5BA)	\$0.42
	Villamar Apartments (Market)	\$0.47	Forest Ridge Apartments (@60%)	\$0.56	Washington Estates (@50%)(2BA)	\$0.41
			Edgewood Park Apartments (@50%)(2BA)	\$0.54	Sumter Street Station (@50%)(2BA)	\$0.35
			Heritage Vista Apartments (@50%)(2BA)	\$0.53	Washington Estates (@50%)(2.5BA)	\$0.33
			Villamar Apartments (Market)(2BA)	\$0.50		
			Waterford Place (@60%)(2BA)	\$0.50		
			Villamar Apartments (Market)(2BA)	\$0.49		
			Sumter Street Station (@60%)	\$0.47		
			Sumter Street Station (@50%)	\$0.37		

PROPERTY PROFILE REPORT

Edgewood Park Apartments

Effective Rent Date	4/07/2020
Location	2671 N Columbia Street Milledgeville, GA 31061 Baldwin County
Distance	6.1 miles
Units	61
Vacant Units	2
Vacancy Rate	3.3%
Type	Garden (3 stories)
Year Built/Renovated	1997 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Pine Knoll
Tenant Characteristics	Majority families, most of the tenants are from Milledgeville.
Contact Name	Brigitte
Phone	478.452.1806



Market Information

Program	@50% (HOME), @60% (HOME), Non-Rental
Annual Turnover Rate	30%
Units/Month Absorbed	N/A
HCV Tenants	8%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Kept at max
Concession	None
Waiting List	Yes, 35 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 (3 stories)	N/A	650	\$445	\$0	@50% (HOME)	Yes	0	N/A	yes	None
1	1	Garden (3 stories)	N/A	650	\$520	\$0	@60% (HOME)	Yes	0	N/A	yes	None
2	2	Garden (3 stories)	N/A	987	\$529	\$0	@50% (HOME)	Yes	0	N/A	yes	None
2	2	Garden (3 stories)	N/A	987	\$652	\$0	@60% (HOME)	Yes	1	N/A	yes	None
2	2	Garden (3 stories)	1	987	N/A	\$0	Non-Rental	N/A	0	0.0%	N/A	None
3	2	Garden (3 stories)	N/A	1,153	\$605	\$0	@50% (HOME)	Yes	0	N/A	yes	None
3	2	Garden (3 stories)	N/A	1,153	\$747	\$0	@60% (HOME)	Yes	1	N/A	yes	None

Edgewood Park Apartments, continued

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$445	\$0	\$445	\$0	\$445	1BR / 1BA	\$520	\$0	\$520	\$0	\$520
2BR / 2BA	\$529	\$0	\$529	\$0	\$529	2BR / 2BA	\$652	\$0	\$652	\$0	\$652
3BR / 2BA	\$605	\$0	\$605	\$0	\$605	3BR / 2BA	\$747	\$0	\$747	\$0	\$747
Non-Rental	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent						
2BR / 2BA	N/A	\$0	N/A	\$0	N/A						

Amenities

In-Unit		Security	Services
Blinds	Carpeting	None	None
Central A/C	Coat Closet		
Dishwasher	Exterior Storage		
Ceiling Fan	Garbage Disposal		
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	Picnic Area		
Playground	Sport Court		
Volleyball Court			

Comments

Both vacant units are pre-leased. The contact reported strong demand for affordable housing and overall shortage of housing in Milledgeville.

Photos



PROPERTY PROFILE REPORT

Forest Ridge Apartments

Effective Rent Date	4/07/2020
Location	11051 GA Highway 22 Sparta, GA 31087 Hancock County
Distance	19.3 miles
Units	30
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	1992 / N/A
Marketing Began	N/A
Leasing Began	10/01/2018
Last Unit Leased	3/31/2019
Major Competitors	Ashton Cove
Tenant Characteristics	Families and several seniors
Contact Name	Peggy
Phone	706-444-7564



Market Information

Program	@60%, RD
Annual Turnover Rate	8%
Units/Month Absorbed	N/A
HCV Tenants	10%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased one percent
Concession	None
Waiting List	Yes, eight 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	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)	2	719	\$437	\$0	@60%	Yes	0	0.0%	no	None
1	1	Garden (2 stories)	10	719	\$437	\$0	Rural Development	Yes	0	0.0%	N/A	None
2	1	Garden (2 stories)	16	1,029	\$515	\$0	@60%	Yes	0	0.0%	no	None
2	1	Garden (2 stories)	2	1,029	\$515	\$0	Rural Development	Yes	0	0.0%	N/A	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	Rural	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$437	\$0	\$437	\$54	\$491	1BR / 1BA	\$437	\$0	\$437	\$54	\$491
2BR / 1BA	\$515	\$0	\$515	\$64	\$579	2BR / 1BA	\$515	\$0	\$515	\$64	\$579

Forest Ridge Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Oven	Refrigerator		
Property		Premium	Other
Central Laundry	Off-Street Parking	None	None
On-Site Management	Picnic Area		

Comments

The contact reported strong demand for affordable housing.

Photos



PROPERTY PROFILE REPORT

Heritage Vista Apartments

Effective Rent Date	4/07/2020
Location	3029 Heritage Place Milledgeville, GA 31061 Baldwin County
Distance	4.8 miles
Units	64
Vacant Units	1
Vacancy Rate	1.6%
Type	Garden (2 stories)
Year Built/Renovated	2012 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None
Tenant Characteristics	Mostly local tenants; 90 percent families, 10 percent seniors
Contact Name	Ann
Phone	478-295-2565



Market Information

Program	@50%, @60%
Annual Turnover Rate	3%
Units/Month Absorbed	N/A
HCV Tenants	8%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased three to five percent
Concession	None
Waiting List	Yes, 60 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	Garden (2 stories)	2	850	\$393	\$0	@50%	Yes	0	0.0%	no	None
1	1	Garden (2 stories)	6	850	\$459	\$0	@60%	Yes	1	16.7%	no	None
2	2	Garden (2 stories)	6	965	\$467	\$0	@50%	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	34	965	\$544	\$0	@60%	Yes	0	0.0%	no	None
3	2	Garden (2 stories)	4	1,100	\$510	\$0	@50%	Yes	0	0.0%	no	None
3	2	Garden (2 stories)	12	1,100	\$612	\$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	\$393	\$0	\$393	\$39	\$432	1BR / 1BA	\$459	\$0	\$459	\$39	\$498
2BR / 2BA	\$467	\$0	\$467	\$49	\$516	2BR / 2BA	\$544	\$0	\$544	\$49	\$593
3BR / 2BA	\$510	\$0	\$510	\$59	\$569	3BR / 2BA	\$612	\$0	\$612	\$59	\$671

Heritage Vista Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Central Laundry	None	None
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Swimming Pool			

Comments

The vacant unit is pre-leased. The contact reported strong demand for affordable housing.

Photos



PROPERTY PROFILE REPORT

Sumter Street Station

Effective Rent Date	4/07/2020
Location	203 E Sumter St Eatonton, GA 31024 Putnam County
Distance	20.9 miles
Units	62
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	2017 / N/A
Marketing Began	N/A
Leasing Began	6/01/2017
Last Unit Leased	8/31/2017
Major Competitors	None
Tenant Characteristics	50 percent from Eatonton, 50 percent from Milledgeville
Contact Name	India
Phone	(706) 623-4311



Market Information

Program	@50%, @60%, Non-Rental
Annual Turnover Rate	15%
Units/Month Absorbed	21
HCV Tenants	30%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased five percent
Concession	None
Waiting List	Yes, 62 households

Utilities

A/C	not included -- central
Cooking	not included -- gas
Water Heat	not included -- gas
Heat	not included -- electric
Other Electric	not included
Water	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)	10	726	\$310	\$0	@50%	Yes	0	0.0%	no	None
1	1	Garden (3 stories)	2	726	\$430	\$0	@60%	Yes	0	0.0%	no	None
2	1	Garden (3 stories)	1	1,003	\$320	\$0	@50%	Yes	0	0.0%	no	None
2	1	Garden (3 stories)	30	1,003	\$425	\$0	@60%	Yes	0	0.0%	no	None
2	1	Garden (3 stories)	1	1,003	N/A	\$0	Non-Rental	N/A	0	0.0%	N/A	None
3	2	Garden (3 stories)	1	1,168	\$348	\$0	@50%	Yes	0	0.0%	no	None
3	2	Garden (3 stories)	17	1,168	\$460	\$0	@60%	Yes	0	0.0%	no	None

Photos



PROPERTY PROFILE REPORT

Washington Estates

Effective Rent Date	3/19/2020
Location	101 Washington Drive Tennille, GA 31089 Washington County
Distance	24.8 miles
Units	94
Vacant Units	2
Vacancy Rate	2.1%
Type	Garden (2 stories)
Year Built/Renovated	2013 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None disclosed
Tenant Characteristics	Majority families from Milledgeville and Dublin; less than 10% seniors
Contact Name	Valerie
Phone	478-552-7445



Market Information

Program	@50%, @60%, Market
Annual Turnover Rate	20%
Units/Month Absorbed	N/A
HCV Tenants	3%
Leasing Pace	Pre-leased
Annual Chg. in Rent	None
Concession	None
Waiting List	Ten 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	not included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
3	2	Garden (2 stories)	N/A	1,347	\$478	\$0	@50%	No	0	N/A	no	None
3	2	Garden (2 stories)	N/A	1,347	\$648	\$0	@60%	No	0	N/A	no	None
3	2	Garden (2 stories)	N/A	1,347	\$747	\$0	Market	Yes	1	N/A	N/A	None
3	2.5	Garden (2 stories)	N/A	1,614	\$464	\$0	@50%	No	0	N/A	no	None
3	2.5	Garden (2 stories)	N/A	1,614	\$604	\$0	@60%	No	0	N/A	no	None
3	2.5	Garden (2 stories)	N/A	1,614	\$747	\$0	Market	Yes	0	N/A	N/A	None
4	2	Garden (2 stories)	N/A	1,562	\$483	\$0	@50%	No	1	N/A	no	None
4	2	Garden (2 stories)	N/A	1,704	\$483	\$0	@50%	No	0	N/A	no	None
4	2	Garden (2 stories)	N/A	1,562	\$656	\$0	@60%	No	0	N/A	no	None
4	2	Garden (2 stories)	N/A	1,704	\$656	\$0	@60%	No	0	N/A	no	None
4	2	Garden (2 stories)	N/A	1,562	\$843	\$0	Market	Yes	0	N/A	N/A	None
4	2	Garden (2 stories)	N/A	1,704	\$843	\$0	Market	Yes	0	N/A	N/A	None

Photos



PROPERTY PROFILE REPORT

Waterford Place

Effective Rent Date	4/07/2020
Location	131 N Pickens Street Milledgeville, GA 31061 Baldwin County
Distance	2 miles
Units	80
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	2004 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Edgewood Park, Heritage Vista
Tenant Characteristics	Majority families
Contact Name	Melissa
Phone	(478) 453-8049



Market Information

Program	@60%, Market
Annual Turnover Rate	5%
Units/Month Absorbed	N/A
HCV Tenants	5%
Leasing Pace	Less than one month
Annual Chg. in Rent	Increased to max
Concession	None
Waiting List	Yes, 162 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	Garden (2 stories)	10	743	\$387	\$0	@60%	Yes	0	0.0%	no	None
1	1	Garden (2 stories)	5	743	\$502	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (2 stories)	34	1,011	\$455	\$0	@60%	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	5	1,011	\$577	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Garden (2 stories)	20	1,119	\$523	\$0	@60%	Yes	0	0.0%	no	None
3	2	Garden (2 stories)	6	1,119	\$627	\$0	Market	Yes	0	0.0%	N/A	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$387	\$0	\$387	\$39	\$426	1BR / 1BA	\$502	\$0	\$502	\$39	\$541
2BR / 2BA	\$455	\$0	\$455	\$49	\$504	2BR / 2BA	\$577	\$0	\$577	\$49	\$626
3BR / 2BA	\$523	\$0	\$523	\$59	\$582	3BR / 2BA	\$627	\$0	\$627	\$59	\$686

Waterford Place, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Exterior Storage	Ceiling Fan		
Garbage Disposal	Oven		
Refrigerator	Walk-In Closet		
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 property receives 20 to 30 inquiries per day from prospective tenants. The contact reported strong demand for affordable housing.

Photos



PROPERTY PROFILE REPORT

49 West Apartments

Effective Rent Date	3/19/2020
Location	196 Highway 49 W Milledgeville, GA 31061 Baldwin County
Distance	2.7 miles
Units	106
Vacant Units	9
Vacancy Rate	8.5%
Type	Various (2 stories)
Year Built/Renovated	1975 / 2017
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Cedar Ridge Apartments
Tenant Characteristics	Majority families, 10 percent students from the surrounding Milledgeville area
Contact Name	Alex
Phone	478-452-4825



Market Information

Program	Market
Annual Turnover Rate	23%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased 3-4 percent
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	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
0	1	Garden	6	454	\$540	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden	4	605	\$556	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden	4	605	\$579	\$0	Market	No	N/A	N/A	N/A	None
2	1	Garden	21	724	\$636	\$0	Market	No	N/A	N/A	N/A	None
2	1	Garden	21	724	\$659	\$0	Market	No	N/A	N/A	N/A	None
2	1.5	Townhouse	21	964	\$686	\$0	Market	No	N/A	N/A	N/A	None
2	1.5	Townhouse	21	964	\$709	\$0	Market	No	N/A	N/A	N/A	None
3	1	Garden	4	915	\$726	\$0	Market	No	N/A	N/A	N/A	None
3	1	Garden	4	915	\$754	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$540	\$0	\$540	\$0	\$540
1BR / 1BA	\$556 - \$579	\$0	\$556 - \$579	\$0	\$556 - \$579
2BR / 1BA	\$636 - \$659	\$0	\$636 - \$659	\$0	\$636 - \$659
2BR / 1.5BA	\$686 - \$709	\$0	\$686 - \$709	\$0	\$686 - \$709
3BR / 1BA	\$726 - \$754	\$0	\$726 - \$754	\$0	\$726 - \$754

49 West Apartments, continued

Amenities

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

Comments

The contact stated that the elevated vacancy rate was coincidental with the timing of the survey. She also stated that the property is typically occupied at 95 percent. The more expensive offerings of each unit are renovated with updated appliances, new flooring and fresh paint.

Photos



PROPERTY PROFILE REPORT

Carrington Woods Apartments

Effective Rent Date	3/18/2020
Location	1980 Briarcliff Road Milledgeville, GA 31061 Baldwin County
Distance	3.6 miles
Units	76
Vacant Units	4
Vacancy Rate	5.3%
Type	Various (2 stories)
Year Built/Renovated	1982 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Pine Knoll
Tenant Characteristics	Majority families, some students and 20 percent seniors.
Contact Name	Betsy
Phone	478.452.1918



Market Information

Program	Market
Annual Turnover Rate	18%
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	Within one month
Annual Chg. in Rent	Increased five percent
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	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	Duplex (2 stories)	28	625	\$596	\$0	Market	Yes	2	7.1%	N/A	None
1	1	Garden (2 stories)	8	675	\$621	\$0	Market	Yes	0	0.0%	N/A	None
2	1	Duplex (2 stories)	8	950	\$680	\$0	Market	No	2	25.0%	N/A	None
2	1	Garden (2 stories)	24	1,100	\$695	\$0	Market	No	0	0.0%	N/A	None
3	1.5	Townhouse (2 stories)	8	1,400	\$795	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$596 - \$621	\$0	\$596 - \$621	\$0	\$596 - \$621
2BR / 1BA	\$680 - \$695	\$0	\$680 - \$695	\$0	\$680 - \$695
3BR / 1.5BA	\$795	\$0	\$795	\$0	\$795

Carrington Woods Apartments, continued

Amenities

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

Comments

Three of the four vacant units are pre-leased. The contact reported a strong demand for rental housing in the area.

Photos



Comments

This property does not accept Housing Choice Vouchers. The contact stated that demand is strong for units at the property.

Photos



Comments

The contact reported the property is typically fully-occupied. She also reported a strong demand for rental housing in the area.

Photos



PROPERTY PROFILE REPORT

Pine Knoll Apartments

Effective Rent Date	4/07/2020
Location	2300 Sherry Circle Milledgeville, GA 31061 Baldwin County
Distance	4.4 miles
Units	112
Vacant Units	2
Vacancy Rate	1.8%
Type	Garden (2 stories)
Year Built/Renovated	1986 / 2017
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Carrington Woods, Georgetown Village, Willowood
Tenant Characteristics	Majority families, most from Milledgeville. Approximately 3 percent of the tenants are from out of state.
Contact Name	Demetrus
Phone	478-453-2570



Market Information

Program	Market
Annual Turnover Rate	33%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one week.
Annual Chg. in Rent	Increased nine percent
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	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)	16	800	\$590	\$0	Market	No	0	0.0%	N/A	None
2	1	Garden (2 stories)	6	960	\$650	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (2 stories)	90	1,025	\$765	\$0	Market	No	2	2.2%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$590	\$0	\$590	\$0	\$590
2BR / 1BA	\$650	\$0	\$650	\$0	\$650
2BR / 2BA	\$765	\$0	\$765	\$0	\$765

Pine Knoll Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Patrol	None
Carpet/Hardwood	Central A/C		
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Oven	Refrigerator		
Washer/Dryer hookup			
Property		Premium	Other
Central Laundry	Off-Street Parking	None	None
On-Site Management	Picnic Area		

Comments

The property manager reported strong demand for rental housing in the area.

Photos



PROPERTY PROFILE REPORT

Villamar Apartments

Effective Rent Date	3/18/2020
Location	342 Log Cabin Rd NE Milledgeville, GA 31061 Baldwin County
Distance	5.9 miles
Units	190
Vacant Units	0
Vacancy Rate	0.0%
Type	Various
Year Built/Renovated	1988 / 1998
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None
Tenant Characteristics	50% families, 50% seniors
Contact Name	Donna
Phone	478-452-1424



Market Information

Program	Market
Annual Turnover Rate	3%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Pre-leased
Annual Chg. in Rent	None
Concession	None
Waiting List	Yes, six months

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	One-story	2	1,200	\$562	\$0	Market	Yes	0	0.0%	N/A	None
2	2	One-story	39	1,400	\$698	\$0	Market	Yes	0	0.0%	N/A	None
2	2	One-story	39	1,400	\$803	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Townhouse (2 stories)	45	1,296	\$635	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Townhouse (2 stories)	45	1,296	\$740	\$0	Market	Yes	0	0.0%	N/A	None
3	2.5	Townhouse	20	1,500	\$683	\$0	Market	Yes	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$562	\$0	\$562	\$0	\$562
2BR / 2BA	\$635 - \$803	\$0	\$635 - \$803	\$0	\$635 - \$803
3BR / 2.5BA	\$683	\$0	\$683	\$0	\$683

Villamar Apartments, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Ceiling Fan
Garbage Disposal
Refrigerator

Blinds
Central A/C
Dishwasher
Fireplace
Oven
Washer/Dryer hookup

Security

None

Services

None

Property

Clubhouse/Meeting Room/Community
On-Site Management
Playground
Tennis Court

Off-Street Parking
Picnic Area
Swimming Pool

Premium

View

Other

Lake with Boat Dock

Comments

Two-bedroom units with higher rents are located along the lake and have views of the water. The contact reported a strong demand in rental housing.

Photos



2. Housing Choice Vouchers

We spoke with Valencia Jordan, Director of Operations for the Georgia Department of Community Affairs. Ms. Jordan reported there are currently 61 Housing Choice Vouchers in use in Baldwin County. According to Ms. Jordan, the waiting list for vouchers was open for one week, from February 1 to 7, 2016, and is currently closed. There are no households in Baldwin County currently on the waiting list. The following table illustrates voucher usage at the comparables.

TENANTS WITH VOUCHERS

Property Name	Rent Structure	Housing Choice Voucher Tenants
Edgewood Park Apartments	LIHTC/HOME	8%
Forest Ridge Apartments*	LIHTC	10%
Heritage Vista Apartments	LIHTC	8%
Sumter Street Station*	LIHTC	30%
Washington Estates*	LIHTC/ Market	3%
Waterford Place	LIHTC/ Market	5%
49 West Apartments	Market	0%
Carrington Woods Apartments	Market	N/A
Cedaridge Apartments	Market	0%
Ivy League Estates	Market	0%
Pine Knoll Apartments	Market	0%
Villamar Apartments	Market	0%

*Located outside of the PMA

Housing Choice Voucher usage in this market ranges from zero to 30 percent. The LIHTC properties report a low to moderate reliance on tenants with vouchers. None of the market rate properties reported any usage of Housing Choice Vouchers. Thus, it appears that the Subject will not need to rely on voucher residents in order to maintain a high occupancy level. Given that the Subject's units will benefit from subsidies, it is not necessary that qualifying households have a voucher in order to benefit from subsidized rent. However, should the Subject operate without a subsidy in place, it is likely that the Subject would maintain a voucher usage of approximately five to ten percent following renovations.

3. Phased Developments

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

Lease Up History

We were able to obtain absorption information from one of the comparable properties, Sumter Street Station, which is illustrated following table. Note that we have included two additional properties from neighboring Bibb and Houston Counties due to a lack of absorption data in Baldwin County.

ABSORPTION

Property Name	Rent Structure	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Sumter Street Station*	LIHTC	Family	2017	62	21
AL Miller Village	LIHTC	Family	2017	71	14
The Pines At Westdale	LIHTC	Family	2017	180	19

*Utilized as a comparable property

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. Sumter Street Station is a LIHTC development located 20.9 miles north of the Subject in Eatonton. This property opened in June 2017 and reached stabilization in August 2017, which reflects an absorption rate of approximately 21 units per month, or three months. AL Miller Village and The Pines At Westdale are both located southwest of the

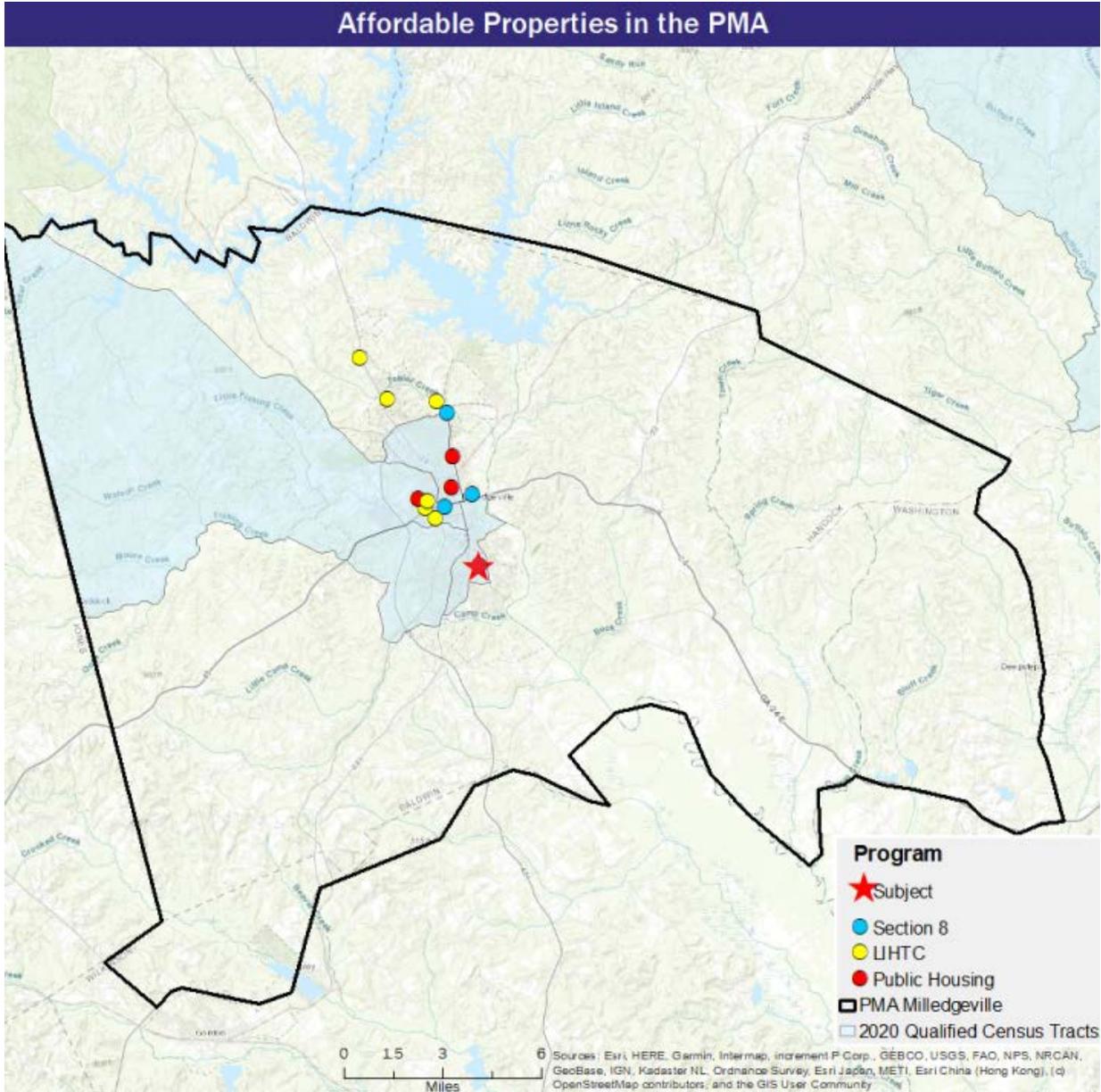
Subject in Macon and Warner Robins, respectively. AL Miller Village is a family LIHTC development that opened in 2017 and experienced an absorption rate of approximately 14 units per month, which equates to an absorption period of five months. The Pines At Westdale is a family LIHTC development that opened in 2017 and experienced an absorption rate of 19 units per month, which equates to an absorption period of nine months.

We believe the Subject would likely experience an absorption pace most similar to the most proximate property reporting absorption data, Sumter Street Station. Thus, we believe the Subject would likely experience an absorption pace of 20 units per month, post renovations. If the Subject were hypothetically vacant, it would reach stabilized occupancy in three to four months. The Subject is currently a Section 8 development and all units operate with subsidy. It should be noted that all 76 units at the Subject will continue to operate with rental subsidies and these tenants will not be displaced.

4. Competitive Project Map

COMPETITIVE PROJECTS

Property Name	Program	Location	Tenancy	# of Units	Occupancy	Map Color
Enclave At Milledgeville	LIHTC/Section 8	Milledgeville	Family	76	-	Red Star
Creekside	LIHTC	Milledgeville	Senior	60	N/A	Yellow
Baldwin Park	LIHTC	Milledgeville	Senior	56	96.4%	
Edgewood Park Apartments	LIHTC	Milledgeville	Family	61	96.7%	
Heritage Vista Apartments	LIHTC	Milledgeville	Family	64	98.4%	
Pecan Hills Of Milledgeville	LIHTC	Milledgeville	Senior	54	98.1%	
Waterford Place	LIHTC/Market	Milledgeville	Family	80	100.0%	Red
Habersham Homes	Public Housing	Milledgeville	Family	30	100.0%	
Wray Homes	Public Housing	Milledgeville	Family	124	96.0%	Blue
Orchard Hill Landing	Public Housing	Milledgeville	Family	170	100.0%	
Dogwood Retirement Housing Inc	Section 8	Milledgeville	Senior	40	100.0%	
Oconee Voa Housing	Section 8	Milledgeville	Family	13	100.0%	
Riverbend Apartments	Section 8	Milledgeville	Family	76	100.0%	



5. Amenities

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

ENCLAVE AT MILLEDGEVILLE – MILLEDGEVILLE, GEORGIA – MARKET STUDY

AMENITY MATRIX

Subject	Edgewood Park Apartments	Forest Ridge Apartments	Heritage Vista Apartments	Sumter Street Station	Washington Estates	Waterford Place	49 West Apartments	Carrington Woods Apartments	Cedaridge Apartments	Ivy League Estates	Pine Knoll Apartments	Villamar Apartments	
Rent Structure	LIHTC/ Section 8	LIHTC/HOME	LIHTC	LIHTC	LIHTC	LIHTC/ Market	LIHTC/ Market	Market	Market	Market	Market	Market	
Building													
Property Type	Garden 2-stories	Garden 3-stories	Garden 2-stories	Garden 2-stories	Garden 3-stories	Garden 2-stories	Garden 2-stories	Various 2-stories	Various 2-stories	Garden 2-stories	Garden 2-stories	Garden 2-stories	Various 2-stories
# of Stories	2-stories	3-stories	2-stories	2-stories	3-stories	2-stories	2-stories	2-stories	2-stories	2-stories	2-stories	2-stories	2-stories
Year Built	2003	1997	1992	2012	2017	2013	2004	1975	1982	1984	2006	1986	1988
Year Renovated	2022	n/a	n/a	n/a	n/a	n/a	n/a	2017	n/a	n/a	2017	2017	1998
Courtyard	yes	no	no	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
Water Heat	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
Other Electric	no	no	no	no	no	no	no	no	no	no	no	no	no
Water	yes	yes	no	no	no	no	no	yes	yes	yes	no	yes	yes
Sewer	yes	yes	no	no	no	no	no	yes	yes	yes	no	yes	yes
Trash	yes	yes	no	yes	yes	no	yes	yes	yes	yes	yes	yes	yes
Unit Amenities													
Balcony/Patio	no	no	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
Carpeting	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	no	yes
Hardwood	no	no	no	no	no	no	no	no	no	no	yes	yes	no
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Ceiling Fan	no	yes	no	yes	yes	no	yes	yes	no	yes	yes	yes	yes
Coat Closet	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Exterior Storage	no	yes	no	no	yes	no	yes	no	no	no	no	no	no
Fireplace	no	no	no	no	no	no	no	no	no	no	no	no	yes
Walk-In Closet	no	yes	no	no	yes	no	yes	no	no	no	yes	no	no
W/D Hookup	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Kitchen													
Dishwasher	no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Disposal	no	yes	no	yes	no	yes	yes	yes	yes	yes	yes	yes	yes
Microwave	yes	no	no	yes	no	yes	no	no	no	no	yes	no	no
Oven	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
Community													
Business Center	no	no	no	yes	yes	yes	no	no	no	no	no	no	no
Community Room	yes	yes	no	no	yes	yes	yes	no	no	no	no	no	yes
Central Laundry	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	no	yes	no
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Recreation													
Exercise Facility	no	yes	no	no	no	yes	no	no	no	no	no	no	no
Playground	yes	yes	no	yes	yes	yes	yes	yes	no	no	no	no	yes
Swimming Pool	no	no	no	yes	no	yes	yes	no	no	yes	no	no	yes
Picnic Area	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	yes
Sport Court	no	yes	no	no	no	no	no	no	no	no	no	no	no
Tennis Court	no	no	no	no	no	no	no	no	no	no	no	no	yes
Recreational Area	no	no	no	no	no	yes	no	no	no	no	no	no	no
Volleyball Court	no	yes	no	no	no	no	no	no	no	no	no	no	no
WiFi	no	no	no	no	yes	no	no	no	no	no	no	no	no
Security													
Limited Access	yes	no	no	no	no	no	no	no	no	no	no	no	no
Patrol	yes	no	no	no	no	no	no	no	yes	no	no	yes	no
Perimeter Fencing	no	no	no	no	yes	no	no	no	no	no	no	no	no
Video Surveillance	yes	no	no	no	yes	no	no	no	no	no	no	no	no
Parking													
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes

The Subject will offer slightly inferior in-unit amenities in comparison to the LIHTC and market rate comparable properties and slightly inferior to slightly superior property amenities. The Subject will offer a community room and playground, which many of the comparables will lack. However, the Subject will not offer balconies/patios, exterior storage, walk-in closets, an exercise facility, or a swimming pool, which are offered at several of the comparable developments. Overall we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market.

6. Comparable Tenancy

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

Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY

Property Name	Rent Structure	Total Units	Vacant Units	Vacancy Rate
Edgewood Park Apartments	LIHTC/HOME	61	2	3.3%
Forest Ridge Apartments*	LIHTC	30	0	0.0%
Heritage Vista Apartments	LIHTC	64	1	1.6%
Sumter Street Station*	LIHTC	62	0	0.0%
Washington Estates*	LIHTC/ Market	94	2	2.1%
Waterford Place	LIHTC/ Market	80	0	0.0%
49 West Apartments	Market	106	9	8.5%
Carrington Woods Apartments	Market	76	4	5.3%
Cedaridge Apartments	Market	60	2	3.3%
Ivy League Estates	Market	28	0	0.0%
Pine Knoll Apartments	Market	112	2	1.8%
Villamar Apartments	Market	190	0	0.0%
Total LIHTC		391	5	1.3%
Total Market Rate		572	17	3.0%
Overall Total		963	22	2.3%

*Located outside of the PMA

Overall vacancy in the market is low at 2.3 percent. Total LIHTC vacancy is lower, at 1.3 percent. Our contacts at each affordable property with vacancies report that all of the vacant LIHTC units have been processed from their waiting lists and are pre-leased. Thus, taking into account the pre-leased units reported at the affordable comparables, there are no vacant units. Further, all of the LIHTC comparables maintain waiting lists, ranging from eight to 162 households in length. The low vacancy rates and presence of waiting lists at these properties indicates there is an unmet demand for affordable housing in the area.

The vacancy rates among the market rate comparable properties range from zero to 8.5 percent, averaging 3.0 percent, which is low. 49 West Apartments and Carrington Woods Apartments reported slightly elevated vacancy rates. The contact at 49 West Apartments stated that the elevated vacancy rate was coincidental with the timing of the survey. She also stated that the property is typically occupied at 95 percent. Additionally, the contact at Carrington Woods Apartments reported strong demand for rental housing in the area and stated that three of the four vacant units are pre-leased. The low vacancy rates among the remaining market rate comparable properties indicates that there is demand for rental housing in the Subject's PMA.

As a newly renovated property, the Subject will be slightly superior to the majority of the competitive housing stock in the area. Additionally, the Subject will offer a competitive amenity package, which will include a community room and playground, which many of the comparables will lack. Taking into account pre-leased units at the LIHTC and mixed-income properties, there are no vacant units. Further, all of the LIHTC comparables maintain waiting lists, ranging from eight to 162 households in length. Thus, we anticipate that the Subject would perform with a vacancy rate of five percent or less. Based on these factors, we believe that there is sufficient demand for additional affordable housing in the market. Given that the Subject is an existing subsidized property with strong historical performance, and the fact that all of the units will remain subsidized upon completion of renovations, we do not believe that the Subject will impact the performance of the existing LIHTC properties, if allocated.

7. Properties Under Construction and Proposed

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

Creekside

- a. Location: 164 Emmanuel Harris Road, Milledgeville, GA
- b. Owner: DHM Milledgeville, LP
- c. Total number of units: 60 units
- d. Unit configuration: One and two-bedroom units
- e. Rent structure: 50 and 60 percent AMI
- f. Estimated market entry: Mid to late 2021
- g. Relevant information: This property will target different tenancy than the Subject and will not be considered directly competitive. As such, we have not deducted these units in our demand analysis.

8. Rental Advantage

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

SIMILARITY MATRIX

#	Property Name	Program	Tenancy	Property Amenities	Unit Features	Location	Age / Condition	Unit Sizes	Overall Comparison
1	Edgewood Park Apartments	LIHTC/HOME	Family	Slightly Superior	Slightly Superior	Similar	Slightly Inferior	Similar	5
2	Forest Ridge Apartments	LIHTC	Family	Slightly Inferior	Slightly Superior	Inferior	Slightly Inferior	Similar	-15
3	Heritage Vista Apartments	LIHTC	Family	Slightly Superior	Slightly Superior	Similar	Similar	Similar	10
4	Sumter Street Station	LIHTC	Family	Similar	Slightly Superior	Similar	Slightly Superior	Similar	10
5	Washington Estates	LIHTC/ Market	Family	Slightly Superior	Slightly Superior	Slightly Inferior	Similar	Superior	15
6	Waterford Place	LIHTC/ Market	Family	Slightly Superior	Slightly Superior	Similar	Slightly Inferior	Similar	5
7	49 West Apartments	Market	Family	Slightly Inferior	Slightly Superior	Similar	Similar	Similar	0
8	Carrington Woods Apartments	Market	Family	Slightly Inferior	Slightly Superior	Similar	Inferior	Similar	-10
9	Cedaridge Apartments	Market	Family	Similar	Slightly Superior	Similar	Inferior	Slightly Superior	0
10	Ivy League Estates	Market	Family	Slightly Inferior	Slightly Superior	Similar	Similar	Slightly Superior	5
11	Pine Knoll Apartments	Market	Family	Slightly Inferior	Slightly Superior	Similar	Similar	Similar	0
12	Villamar Apartments	Market	Family	Slightly Superior	Slightly Superior	Similar	Slightly Inferior	Superior	15

*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% ABSENT SUBSIDY - POST-RENOVATION

Property Name	County	1BR	2BR	3BR	Rents at Max?
Enclave At Milledgeville	Baldwin	\$897*	\$1,032*	\$1,157*	N/A
2019 LIHTC Maximum Rent (Net)	Baldwin	\$549	\$637	\$728	
2019 LIHTC Maximum Rent (Net)	Hancock**	\$629	\$733	\$840	
2019 LIHTC Maximum Rent (Net)	Putnam**	\$629	\$733	\$840	
2019 LIHTC Maximum Rent (Net)	Washington**	\$629	\$733	\$840	
Edgewood Park Apartments	Baldwin	\$520	\$652	\$747	Yes
Forest Ridge Apartments	Hancock	\$491	\$579	-	No
Heritage Vista Apartments	Baldwin	\$498	\$593	\$671	No
Sumter Street Station	Putnam	\$469	\$474	\$519	No
Washington Estates	Washington	-	-	\$678	No
Waterford Place	Baldwin	\$426	\$504	\$582	No
Average		\$481	\$560	\$639	
Achievable LIHTC Rent		\$549	\$637	\$728	Yes

*Contract rents

**Maximum allowable rents in these counties are determined by national non-metropolitan limits

The AMI in Baldwin County reached its peak in 2019. Thus, Waterford Place, Heritage Vista Apartments, and Edgewood Park Apartments are held to the 2019 maximum allowable rents in Baldwin County, similar to the Subject. Forest Ridge Apartments, Sumter Street Station, and Washington Estates are located in Hancock County, Putnam County, and Washington County, respectively, and all qualify as rural areas under the 2008 Housing Act. Therefore, these properties are held to maximum allowable rents determined by the national non-metropolitan limits.

The Subject's one, two, and three-bedroom contract rents are above the average of the rents at the comparables. Considering the subsidy that will be in place for the Subject's units, tenants will pay just 30 percent of their income toward rents, making the Subject very affordable. The Subject's proposed contract rents are above maximum allowable levels at the 60 percent AMI threshold. Thus, if the Subject were to lose the rental subsidies, the proposed contract rents would have to be lowered to comply with the LIHTC program requirements. One of the comparables, Edgewood Park Apartments, reported achieving maximum allowable rents at 60 percent of AMI.

Edgewood Park Apartments is located 6.1 miles from the Subject in Milledgeville in a similar location. Edgewood Park Apartments was built in 1997 and exhibits average condition, which is slightly inferior to the anticipated good condition of the Subject upon completion. Edgewood Park Apartments offers slightly superior property amenities compared to the Subject as it offers an exercise facility and volleyball court, which the Subject will not offer. This property offers slightly superior in-unit amenities to the proposed Subject as it offers exterior storage and walk-in closets, which the proposed Subject will not offer. In terms of unit sizes, Edgewood Park Apartments is similar to the proposed Subject. Overall, Edgewood Park Apartments is slightly superior to the Subject, as proposed.

Forest Ridge Apartments is located 19.3 miles from the Subject in Sparta in an inferior location. Forest Ridge Apartments was built in 1992 and exhibits average condition, which is slightly inferior to the anticipated good condition of the Subject upon completion. Forest Ridge Apartments offers slightly inferior property amenities compared to the Subject as it lacks a playground, which the Subject will offer. This property offers slightly superior in-unit amenities to the proposed Subject as it lacks washer/dryer hookups, which the Subject will offer, though it offers balconies/patios and dishwashers, which the Subject will not offer. In terms of unit sizes, Forest Ridge Apartments is similar to the proposed Subject. Overall, Forest Ridge Apartments is inferior to the Subject, as proposed.

We believe the Subject could achieve rents slightly below those currently achieved at Edgewood Park Apartments and above those currently achieved at Forest Ridge Apartments. Edgewood Park Apartments is achieving maximum allowable levels and is 96.7 percent occupied. Further, both vacant units are being processed from its waiting list, which consists of 35 households indicating strong demand. The remaining LIHTC comparables maintain waiting lists ranging from eight to 162 households. Thus, we believe the Subject can achieve maximum allowable rents of **\$549, \$637, and \$728** for its one, two, and three-bedroom units at 60 percent of AMI were the subsidy to go away.

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 comparables, the average market rent might be the weighted average of those tax credit comparables. In cases where there are few tax credit comparables, but many market rate comparables with similar unit designs and amenity packages, then the average market rent might be the weighted average of those market rate comparables. In a small rural market there may be neither tax credit comparables nor market rate comparables 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 MARKET RENTS

Unit Type	Achievable LIHTC Rent*	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR @60%	\$549	\$541	\$621	\$583	6%
2BR @60%	\$637	\$626	\$844	\$696	9%
3BR @60%	\$728	\$683	\$909	\$766	5%

*Achievable LIHTC rents assuming no subsidy

As illustrated the Subject’s achievable 60 percent rents are below the surveyed average when compared to the comparables, both LIHTC and market rate.

Carrington Woods Apartments is achieving the highest one-bedroom unrestricted rents in the market. The Subject will be superior to Carrington Woods Apartments. Carrington Woods Apartments was built in 1982 and exhibits fair condition, which is inferior to the anticipated good condition of the Subject, upon completion. Carrington Woods Apartments is located 3.6 miles from the Subject and offers a similar location. Carrington Woods Apartments offers slightly inferior property amenities when compared to the Subject as it lacks a community room and playground, which the Subject will offer. Carrington Woods Apartments offers slightly superior in-unit amenities in comparison to the Subject as it offers balconies/patios, which the Subject will not offer. The lowest one-bedroom unrestricted rents at Carrington Woods Apartments are

approximately nine percent higher than the Subject’s one-bedroom rents at 60 percent of AMI, absent subsidy.

Ivy League Estates is achieving the highest two and three-bedroom unrestricted rents in the market. The Subject will be slightly inferior to Ivy League Estates as a market rate property. Ivy League Estates was built between 2004 and 2006, renovated in 2017, and exhibits good condition, which is similar to the anticipated good condition of the Subject, upon completion. Ivy League Estates is located 1.6 miles from the Subject and offers a similar location. Ivy League Estates offers slightly inferior property amenities when compared to the Subject as it lacks a community room and playground, which the Subject will offer. Ivy League Estates offers slightly superior in-unit amenities in comparison to the Subject as it offers balconies/patios and walk-in closets, which the Subject will not offer. The lowest two and three-bedroom unrestricted rents at Ivy League Estates are approximately 32 and 25 percent higher than the Subject’s two and three-bedroom rents at 60 percent of AMI, absent subsidy.

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.

9. LIHTC Competition – DCA Funded Properties within the PMA

The Subject is an existing Section 8 property that operates with subsidy. Post renovation, all 76 of the Subject’s units will continue to operate with subsidy, where tenants pay 30 percent of their income towards rent. Capture rates for the Subject are considered low for all bedroom types and AMI levels. If allocated, the Subject will range from inferior to superior to the existing LIHTC housing stock. Taking into account pre-leased units at the LIHTC and mixed-income properties, there are no vacant units. Additionally, all of the LIHTC and mixed-income properties currently maintain waiting lists, ranging from eight to 162 households in length. Further, as the Subject is fully-occupied, the Subject will not be introducing any additional units to the market. Based on these factors, we believe that there is sufficient demand for additional affordable housing in the market.

According to LIHTC allocation lists provided by the Georgia Department of Community Affairs, there has been one property allocated tax credits within the Subject’s PMA since 2017. Creekside was allocated in 2019 for the new construction of 22 one and 38 two-bedroom units restricted to 50 and 60 percent of AMI, or less. Upon completion, this development will target seniors. Given the dissimilar tenancy of this development, none of these units are deducted from our demand analysis. We do not believe that the addition of the Subject to the market will impact the new LIHTC property or the existing LIHTC properties that are in overall good condition and currently performing well.

10. Rental Trends in the PMA

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

Year	TENURE PATTERNS PMA			
	Owner-Occupied	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	10,439	67.5%	5,028	32.5%
2019	9,472	54.7%	7,845	45.3%
Projected Mkt Entry January 2022	9,495	55.1%	7,746	44.9%
2024	9,518	55.5%	7,646	44.5%

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

As the table illustrates, households within the PMA primarily reside in owner-occupied residences. Nationally, approximately two-thirds of the population resides in owner-occupied housing units, and one-third resides in

renter-occupied housing units. Therefore, there is a larger percentage of renters in in the PMA than the nation. Further, the percentage of renter population increased significantly between 2000 and 2019. The percentage of renter households is expected to decrease slightly through the market entry date and 2024.

Historical Vacancy

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

Comparable Property	Type	Total Units	2014 Q2	2015 Q3	2017 Q2	2017 Q3	2018 Q3	2019 Q2	2020 Q1	2020 Q2
Edgewood Park Apartments	LIHTC/HOME	61	6.6%	23.0%	13.1%	N/A	N/A	9.8%	N/A	3.3%
Forest Ridge Apartments	LIHTC	30	N/A	N/A	N/A	N/A	6.7%	0.0%	N/A	0.0%
Heritage Vista Apartments	LIHTC	64	N/A	N/A	N/A	N/A	1.6%	1.6%	N/A	1.6%
Sumter Street Station	LIHTC	62	N/A	N/A	N/A	N/A	8.1%	0.0%	N/A	0.0%
Washington Estates	LIHTC/ Market	94	N/A	N/A	N/A	N/A	9.6%	N/A	2.1%	N/A
Waterford Place	LIHTC/ Market	80	3.8%	2.5%	0.0%	N/A	5.0%	0.0%	N/A	0.0%
49 West Apartments	Market	106	6.9%	7.8%	1.0%	N/A	2.9%	7.5%	8.5%	N/A
Carrington Woods Apartments	Market	76	1.3%	2.6%	5.3%	5.3%	1.3%	6.6%	5.3%	N/A
Cedaridge Apartments	Market	60	5.0%	0.0%	3.3%	3.3%	5.0%	0.0%	3.3%	N/A
Ivy League Estates	Market	28	N/A	N/A	0.0%	0.0%	10.7%	0.0%	0.0%	N/A
Pine Knoll Apartments	Market	112	3.6%	1.8%	3.6%	3.6%	2.7%	N/A	N/A	1.8%
Villamar Apartments	Market	190	N/A	N/A	0.0%	0.5%	0.0%	1.1%	0.0%	N/A

The historical vacancy rates at all of the comparable properties for several quarters in the past four years are illustrated in the previous table. As illustrated, historical vacancy data is limited for the LIHTC comparables. The market rate properties reporting historical vacancy data have demonstrated generally low vacancy rates since the second quarter of 2014. Our contacts at each affordable property with vacancies report that all of the vacant LIHTC units have been processed from their waiting lists and are pre-leased. Thus, taking into account the pre-leased units reported at the affordable comparables, there are no vacant units. 49 West Apartments and Carrington Woods Apartments reported slightly elevated vacancy rates. The contact at 49 West Apartments stated that the elevated vacancy rate was coincidental with the timing of the survey. She also stated that the property is typically occupied at 95 percent. Additionally, the contact at Carrington Woods Apartments reported strong demand for rental housing in the area and stated that three of the four vacant units are pre-leased. Overall, we believe that the current performance of the LIHTC comparable properties 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	Rent Growth
Edgewood Park Apartments	LIHTC/HOME	Kept at max
Forest Ridge Apartments*	LIHTC	Increased one percent
Heritage Vista Apartments	LIHTC	Increased three to five percent
Sumter Street Station*	LIHTC	Increased five percent
Washington Estates*	LIHTC/ Market	Increased five percent
Waterford Place	LIHTC/ Market	None
49 West Apartments	Market	Increased 3-4 percent
Carrington Woods Apartments	Market	Increased five percent
Cedaridge Apartments	Market	Increased three percent
Ivy League Estates	Market	Increased up to three percent
Pine Knoll Apartments	Market	Increased nine percent
Villamar Apartments	Market	None

*Located outside of the PMA

The LIHTC properties report growth of up to five percent in the past year. Additionally, five of the six market rate properties reported rent growth. None of the comparable properties reported decreases in rent throughout the previous year. We anticipate that the Subject will be able to achieve moderate rent growth in the future as a LIHTC property. However, with Section 8 rental assistance in place at the Subject, rent increases at the property should not directly impact residents, as they will continue to pay just 30 percent of their income toward rent.

11. Impact of Foreclosed, Abandoned and Vacant Structures

According to *RealtyTrac* statistics, one in every 2,820 housing units nationwide was in some stage of foreclosure as of February 2020. The City of Milledgeville and Baldwin County are both experiencing a foreclosure rate of one in every 6,724 homes, while Georgia experienced one foreclosure in every 2,728 housing units. Overall, Milledgeville is experiencing a lower foreclosure rate to the nation, and lower than the state of Georgia as a whole, indicating 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.

12. Effect of Subject on Other Affordable Units in Market

There is one proposed LIHTC development in the PMA. Creekside was allocated in 2019 for the new construction of 22 one and 38 two-bedroom units restricted to 50 and 60 percent of AMI, or less. Upon completion, this development will target seniors. Given the dissimilar tenancy of this development, none of these units are deducted from our demand analysis.

There are only three family LIHTC properties located inside the PMA. As a substantially rehabilitated development, the Subject will be in good condition upon completion and will be considered slightly superior in terms of condition to the existing affordable developments in the PMA. The Subject will offer competitive in-unit and property amenities, which will include washer/dryer hookups, a community room, central laundry facility, on-site management, and playground. Given to the presence of waiting lists in the market and lack of affordable housing in the Subject's PMA, we believe the Subject will fill a void for excellent quality affordable-housing with competitive amenities.

Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. Overall vacancy in the market is low at 2.3 percent. Total LIHTC vacancy is lower, at 1.3 percent. Our contacts at each affordable property with vacancies report that all of the vacant LIHTC units have been processed from their waiting lists and are pre-leased. Thus, taking into account the pre-leased units reported at the affordable comparables, there are no vacant units. Further, all of the LIHTC comparables maintain waiting lists, ranging from eight to 162 households in length. The low vacancy rates and presence of waiting lists at these properties indicates there is an unmet demand for affordable housing in the area. The Subject will offer slightly inferior in-unit amenities in comparison to the LIHTC and market rate comparable properties and slightly inferior to slightly superior property amenities. The Subject will offer a community room and playground, which many of the comparables will lack. However, the Subject will not offer balconies/patios, exterior storage, walk-in closets, an exercise facility, or a swimming pool, which are offered at several of the comparable developments. Overall we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market. As a newly renovated property, the Subject will be in good condition upon completion and will be slightly superior in terms of condition to the majority of the comparable properties. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at the LIHTC comparable properties, we believe that the Subject is reasonable as proposed. We believe that it will fill a void in the market and will perform well.

J. ABSORPTION AND STABILIZATION RATES

ABSORPTION AND STABILIZATION RATES

We were able to obtain absorption information from one of the comparable properties, Sumter Street Station, which is illustrated following table. Note that we have included two additional properties from neighboring Bibb and Houston Counties due to a lack of absorption data in Baldwin County.

ABSORPTION

Property Name	Rent Structure	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Sumter Street Station*	LIHTC	Family	2017	62	21
AL Miller Village	LIHTC	Family	2017	71	14
The Pines At Westdale	LIHTC	Family	2017	180	19

*Utilized as a comparable property

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. Sumter Street Station is a LIHTC development located 20.9 miles north of the Subject in Eatonton. This property opened in June 2017 and reached stabilization in August 2017, which reflects an absorption rate of approximately 21 units per month, or three months. AL Miller Village and The Pines At Westdale are both located southwest of the Subject in Macon and Warner Robins, respectively. AL Miller Village is a family LIHTC development that opened in 2017 and experienced an absorption rate of approximately 14 units per month, which equates to an absorption period of five months. The Pines At Westdale is a family LIHTC development that opened in 2017 and experienced an absorption rate of 19 units per month, which equates to an absorption period of nine months.

We believe the Subject would likely experience an absorption pace most similar to the most proximate property reporting absorption data, Sumter Street Station. Thus, we believe the Subject would likely experience an absorption pace of 20 units per month, post renovations. If the Subject were hypothetically vacant, it would reach stabilized occupancy in three to four months. The Subject is currently a Section 8 development and all units operate with subsidy. It should be noted that all 76 units at the Subject will continue to operate with rental subsidies and these tenants will not be displaced.

K. INTERVIEWS

Georgia Department of Community Affairs, Waycross Regional Office

We spoke with Valencia Jordan, Director of Operations for the Georgia Department of Community Affairs. Ms. Jordan reported there are currently 61 Housing Choice Vouchers in use in Baldwin County. According to Ms. Jordan, the waiting list for vouchers was open for one week, from February 1 to 7, 2016, and is currently closed. There are no households in Baldwin County currently on the waiting list. The payment standards for Baldwin County are listed below.

PAYMENT STANDARDS

Unit Type	Standard
One-Bedroom	\$668
Two-Bedroom	\$789
Three-Bedroom	\$984

Source: Georgia Department of Community Affairs, retrieved March 2020

The Subject’s proposed rents are set above the current payment standards. All of the Subject’s units will operate with subsidy; therefore, tenants with Housing Choice Vouchers will not be able to reside at the Subject. In the absent subsidy scenario, the maximum allowable LIHTC rents for the one, two, and three-bedroom units are below the 2020 payment standards and tenants with Housing Choice Vouchers in these units would be able to reside at the Subject without paying additional rent out of pocket, were the Subject to lose its subsidy.

Planning

We attempted to contact the City of Milledgeville and the Baldwin County Planning and Zoning Departments to inquire about any developments that are planned, proposed, or under construction in the Subject’s PMA. However, as of the date of this report, our calls have not been returned. Therefore, we conducted additional online research utilizing LIHTC allocation lists provided by the Georgia Department of Community Affairs and a CoStar new construction report. According to our research, there is one multifamily development currently planned, proposed, or under construction in the Subject’s PMA. Creekside was allocated in 2019 for the new construction of 22 one and 38 two-bedroom units restricted to 50 and 60 percent of AMI, or less. Upon completion, this development will target seniors. Given the dissimilar tenancy of this development, none of these units are deducted from our demand analysis.

Development Authority of the City of Milledgeville & Baldwin County

We were unable to contact a representative with the Development Authority of the City of Milledgeville & Baldwin County. However, in 2019 we spoke with Mr. Matt Poyner, Executive Director of the Development Authority of the City of Milledgeville & Baldwin County. According to Mr. Poyner, Food Service Partners, LLC, a privately owned company that provides meal production and delivery service to hospitals, will reopen its Bobby Parham Kitchen at the Central State Hospital. This expansion will create an estimated 350 jobs in the Milledgeville area. This business is expected to open in May 2020.

Additionally, according to an October 2019 article by the Union Recorder, Fouts Brothers, Inc. is moving its headquarters and main production facility to the old Rheem Company building off of Robertson Mill Road in Milledgeville. Fouts Brothers Inc. is planning an initial investment of \$15 million into its new facility, including creating production lines for the 7,500 trucks the company produces annually and giving the building a new facelift. The expansion will generate 300 new jobs.

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

L. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

Demographics

The population in the PMA increased slightly while the population decreased slightly in the MSA from 2000 to 2019, though the rate of growth increased from 2010 to 2019 in the PMA and the MSA. The rate of population and household growth is projected to slightly decrease through 2022. The current population of the PMA is 48,332 and is expected to be 48,183 in 2022. The current number of households in the PMA is 17,317 and is expected to be 17,241 in 2022. Renter households are concentrated in the lowest income cohorts, with 77.3 percent of renters in the PMA earning less than \$39,999 annually. The Subject will target tenants earning between \$0 and \$34,620 for its LIHTC units as proposed and between \$20,606 and \$34,620 absent subsidy. Therefore, the Subject should be well-positioned to service this market. Overall, while population growth has been stagnant, the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

Employment Trends

Employment in the PMA is concentrated in the healthcare/social assistance, educational services, and public administration industries, which collectively comprise 41.1 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 significant share of employment in the healthcare and educational services industries, which are historically known to offer greater stability during recessionary periods. The local economy appears to be diverse and low paying jobs in the healthcare and social assistance, educational services, and manufacturing sectors are expected to generate demand for affordable housing in the PMA.

Overall, the MSA experienced moderate total employment growth fluctuated since 2012. As of December 2019, total employment in the MSA is at a post-recessionary record, and increasing at an annualized rate of 2.6 percent, compared to 1.3 percent across the overall nation. The unemployment rate has decreased every year since 2010 to its post-recessionary low of 4.0 percent. Overall, these recent trends in employment growth and unemployment decline indicate that the economy in the MSA is recovering and entering an expansionary phase. Growing total employment is a positive indicator of demand for rental housing and, therefore, the Subject's proposed units.

Capture Rates

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

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Proposed Rents
1BR Overall - With Subsidy	\$0	\$25,680	14	1,110	0	1,110	1.3%	\$897
1BR Overall - Absent Subsidy	\$20,606	\$25,680	14	306	0	306	4.6%	-
2BR Overall - With Subsidy	\$0	\$28,860	30	1,415	0	1,415	2.1%	\$1,032
2BR Overall - Absent Subsidy	\$24,720	\$28,860	30	390	0	390	7.7%	-
3BR Overall - With Subsidy	\$0	\$34,620	32	451	0	451	7.1%	\$1,157
3BR Overall - Absent Subsidy	\$28,560	\$34,620	32	124	0	124	25.7%	-
Overall - With Subsidy	\$0	\$34,620	76	2,976	0	2,976	2.6%	-
Overall - Absent Subsidy	\$20,606	\$34,620	76	821	0	821	9.3%	-

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

Absorption

We were able to obtain absorption information from one of the comparable properties, Sumter Street Station, which is illustrated following table. Note that we have included two additional properties from neighboring Bibb and Houston Counties due to a lack of absorption data in Baldwin County.

ABSORPTION

Property Name	Rent Structure	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Sumter Street Station*	LIHTC	Family	2017	62	21
AL Miller Village	LIHTC	Family	2017	71	14
The Pines At Westdale	LIHTC	Family	2017	180	19

*Utilized as a comparable property

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. Sumter Street Station is a LIHTC development located 20.9 miles north of the Subject in Eatonton. This property opened in June 2017 and reached stabilization in August 2017, which reflects an absorption rate of approximately 21 units per month, or three months. AL Miller Village and The Pines At Westdale are both located southwest of the Subject in Macon and Warner Robins, respectively. AL Miller Village is a family LIHTC development that opened in 2017 and experienced an absorption rate of approximately 14 units per month, which equates to an absorption period of five months. The Pines At Westdale is a family LIHTC development that opened in 2017 and experienced an absorption rate of 19 units per month, which equates to an absorption period of nine months.

We believe the Subject would likely experience an absorption pace most similar to the most proximate property reporting absorption data, Sumter Street Station. Thus, we believe the Subject would likely experience an absorption pace of 20 units per month, post renovations. If the Subject were hypothetically vacant, it would reach stabilized occupancy in three to four months. The Subject is currently a Section 8 development and all units operate with subsidy. It should be noted that all 76 units at the Subject will continue to operate with rental subsidies and these tenants will not be displaced.

Vacancy Trends

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY

Property Name	Rent Structure	Total Units	Vacant Units	Vacancy Rate
Edgewood Park Apartments	LIHTC/HOME	61	2	3.3%
Forest Ridge Apartments*	LIHTC	30	0	0.0%
Heritage Vista Apartments	LIHTC	64	1	1.6%
Sumter Street Station*	LIHTC	62	0	0.0%
Washington Estates*	LIHTC/ Market	94	2	2.1%
Waterford Place	LIHTC/ Market	80	0	0.0%
49 West Apartments	Market	106	9	8.5%
Carrington Woods Apartments	Market	76	4	5.3%
Cedaridge Apartments	Market	60	2	3.3%
Ivy League Estates	Market	28	0	0.0%
Pine Knoll Apartments	Market	112	2	1.8%
Villamar Apartments	Market	190	0	0.0%
Total LIHTC		391	5	1.3%
Total Market Rate		572	17	3.0%
Overall Total		963	22	2.3%

*Located outside of the PMA

Overall vacancy in the market is low at 2.3 percent. Total LIHTC vacancy is lower, at 1.3 percent. Our contacts at each affordable property with vacancies report that all of the vacant LIHTC units have been processed from their waiting lists and are pre-leased. Thus, taking into account the pre-leased units reported at the affordable comparables, there are no vacant units. Further, all of the LIHTC comparables maintain waiting lists, ranging from eight to 162 households in length. The low vacancy rates and presence of waiting lists at these properties indicates there is an unmet demand for affordable housing in the area.

The vacancy rates among the market rate comparable properties range from zero to 8.5 percent, averaging 3.0 percent, which is low. 49 West Apartments and Carrington Woods Apartments reported slightly elevated vacancy rates. The contact at 49 West Apartments stated that the elevated vacancy rate was coincidental with the timing of the survey. She also stated that the property is typically occupied at 95 percent. Additionally, the contact at Carrington Woods Apartments reported strong demand for rental housing in the area and stated that three of the four vacant units are pre-leased. The low vacancy rates among the remaining market rate comparable properties indicates that there is demand for rental housing in the Subject's PMA.

As a newly renovated property, the Subject will be slightly superior to the majority of the competitive housing stock in the area. Additionally, the Subject will offer a competitive amenity package, which will include a community room and playground, which many of the comparables will lack. Taking into account pre-leased units at the LIHTC and mixed-income properties, there are no vacant units. Further, all of the LIHTC comparables maintain waiting lists, ranging from eight to 162 households in length. Thus, we anticipate that the Subject would perform with a vacancy rate of five percent or less. Based on these factors, we believe that there is sufficient demand for additional affordable housing in the market. Given that the Subject is an existing subsidized property with strong historical performance, and the fact that all of the units will remain subsidized upon completion of renovations, we do not believe that the Subject will impact the performance of the existing LIHTC properties, if allocated.

Strengths of the Subject

The Subject will exhibit good condition upon completion, which is slightly superior to the existing LIHTC housing stock in the PMA. The Subject will offer a competitive amenity package, which will include a community room and playground, which many of the LIHTC comparables will lack. Additionally, the high occupancy rates, low instances of vacancies and extensive waiting lists among the comparables all indicate strong demand for affordable housing in the area. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the market, given the subsidies in place.

Conclusion

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. Overall vacancy in the market is low at 2.3 percent. Total LIHTC vacancy is lower, at 1.3 percent. Our contacts at each affordable property with vacancies report that all of the vacant LIHTC units have been processed from their waiting lists and are pre-leased. Thus, taking into account the pre-leased units reported at the affordable comparables, there are no vacant units. Further, all of the LIHTC comparables maintain waiting lists, ranging from eight to 162 households in length. The low vacancy rates and presence of waiting lists at these properties indicates there is an unmet demand for affordable housing in the area. The Subject will offer slightly inferior in-unit amenities in comparison to the LIHTC and market rate comparable properties and slightly inferior to slightly superior property amenities. The Subject will offer a community room and playground, which many of the comparables will lack. However, the Subject will not offer balconies/patios, exterior storage, walk-in closets, an exercise facility, or a swimming pool, which are offered at several of the comparable developments. Overall we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market. As a newly renovated property,

the Subject will be in good condition upon completion and will be slightly superior in terms of condition to the majority of the comparable properties. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at the LIHTC comparable properties, we believe that the Subject is reasonable as proposed. We believe that it will fill a void in the market and will perform well.

Recommendations

We recommend the Subject as proposed.

M. 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.



Brad Weinberg, MAI, CVA, CRE
Partner
Novogradac Consulting LLP

April 17, 2020



Brian Neukam
Manager
Novogradac Consulting LLP

April 17, 2020



Travis Jorgenson
Analyst
Novogradac Consulting LLP

April 17, 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 Photographs

Photographs of Subject Site and Surrounding Uses



View north along Elbert Street



View south along Elbert Street



View of Subject signage



View of Subject



View of Subject



View of Subject



Commercial Use in Subject's neighborhood



Institutional Use in Subject's neighborhood



Commercial Use in Subject's neighborhood



Commercial Use in Subject's neighborhood



Commercial Use in Subject's neighborhood



Commercial Use in Subject's neighborhood



Single-Family Home in Subject's neighborhood



Single-Family Home in Subject's neighborhood

ADDENDUM C
Qualifications

CURRICULUM VITAE
BRAD E. WEINBERG, MAI, CVA, CRE

I. Education

University of Maryland, Masters of Science in Accounting & Financial Management
University of Maryland, Bachelors of Arts in Community Planning

II. Licensing and Professional Affiliations

MAI Member, Appraisal Institute, No. 10790
Certified Valuation Analyst (CVA), National Association of Certified Valuers and Analysts (NACVA)
Member, The Counselors of Real Estate (CRE)
Member, Urban Land Institute
Member, National Council of Housing Market Analysts (NCHMA)

State of Alabama – Certified General Real Estate Appraiser, No. G00628
State of California – Certified General Real Estate Appraiser, No. AG27638
State of Florida – Certified General Real Estate Appraiser; No. RZ3249
State of Maryland – Certified General Real Estate Appraiser; No. 6048
Commonwealth of Massachusetts – Certified General Real Estate Appraiser; No. 103769
State of New Jersey – Certified General Real Estate Appraiser; No. 42RG00224900
State of Oregon – Certified General Real Estate Appraiser; No. C001280
State of Pennsylvania – Certified General Real Estate Appraiser; No. GA004111
State of South Carolina – Certified General Real Estate Appraiser; No. 4566
State of Washington – Certified General Real Estate Appraiser, No. 1102433

III. Professional Experience

Partner, Novogradac & Company LLP
President, Capital Realty Advisors, Inc.
Vice President, The Community Partners Realty Advisory Services Group, LLC
President, Weinberg Group, Real Estate Valuation & Consulting
Manager, Ernst & Young LLP, Real Estate Valuation Services
Senior Appraiser, Joseph J. Blake and Associates
Senior Analyst, Chevy Chase F.S.B.
Fee Appraiser, Campanella & Company

IV. Professional Training

Appraisal Institute Coursework and Seminars Completed for MAI Designation and Continuing Education Requirements

Commercial Investment Real Estate Institute (CIREI) Coursework and Seminars Completed for CCIM Designation and Continuing Education Requirements

V. Speaking Engagements and Authorship

Numerous speaking engagements at Affordable Housing Conferences throughout the Country
Participated in several industry forums regarding the Military Housing Privatization Initiative

Authored "New Legislation Emphasizes Importance of Market Studies in Allocation Process,"
Affordable Housing Finance, March 2001

VI. Real Estate Assignments

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

- On a national basis, conduct market studies and appraisals for proposed Low-Income Housing Tax Credit properties. Analysis includes preliminary property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis and operating expense analysis to determine appropriate cost estimates.
- On a national basis, conduct market studies and appraisals of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing program. This includes projects under the 221(d)3, 221(d)4, 223(f), and 232 programs.
- Completed numerous FannieMae and FreddieMac appraisals of affordable and market rate multifamily properties for DUS Lenders.
- Managed and completed numerous Section 8 Rent Comparability Studies in accordance with HUD's Section 9 Renewal Policy and Chapter 9 for various property owners and local housing authorities.
- Developed a Flat Rent Model for the Trenton Housing Authority. Along with teaming partner, Quadel Consulting Corporation, completed a public housing rent comparability study to determine whether the flat rent structure for public housing units is reasonable in comparison to similar, market-rate units. THA also requested a flat rent schedule and system for updating its flat rents. According to 24 CFR 960.253, public housing authorities (PHAs) are required to establish flat rents, in order to provide residents a choice between paying a "flat" rent, or an "income-based" rent. The flat rent is based on the "market rent", defined as the rent charged for a comparable unit in the private, unassisted market at which a PHA could lease the public housing unit after preparation for occupancy. Based upon the data collected, the consultant will develop an appropriate flat rent schedule, complete with supporting documentation outlining the methodology for determining and applying the rents. We developed a system that THA can implement to update the flat rent schedule on an annual basis.
- As part of an Air Force Privatization Support Contractor team (PSC) to assist the Air Force in its privatization efforts. Participation has included developing and analyzing housing privatization concepts, preparing the Request for Proposal (RFP), soliciting industry interest and responses to housing privatization RFP, Evaluating RFP responses, and recommending the private sector entity to the Air Force whose proposal brings best value to the Air Force. Mr. Weinberg has participated on numerous initiatives and was the project manager for Shaw

AFB and Lackland AFB Phase II.

- Conducted housing market analyses for the U.S. Army in preparation for the privatization of military housing. This is a teaming effort with Parsons Corporation. These analyses were done for the purpose of determining whether housing deficits or surpluses exist at specific installations. Assignment included local market analysis, consultation with installation housing personnel and local government agencies, rent surveys, housing data collection, and analysis, and the preparation of final reports.
- Developed a model for the Highland Company and the Department of the Navy to test feasibility of developing bachelor quarters using public-private partnerships. The model was developed to test various levels of government and private sector participation and contribution. The model was used in conjunction with the market analysis of two test sites to determine the versatility of the proposed development model. The analysis included an analysis of development costs associated with both MILCON and private sector standards as well as the potential market appeal of the MILSPECS to potential private sector occupants.

**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 North Carolina Certified General Appraiser No. 8284

State of South Carolina Certified General 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, December 2016-present

Novogradac & Company LLP, Senior Real Estate Analyst, September 2015- December 2016

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

Travis Jorgenson

I. Education

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

II. Professional Experience

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

III. Research Assignments

A representative sample of work on various types of projects:

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

ADDENDUM D
Summary Matrix

ADDENDUM E
Subject Floor Plans

