

# Market Feasibility Analysis

Peaks of Dahlonega  
Moorison Moore Parkway  
Dahlonega, Lumpkin County, Georgia 30533

*Prepared For*

Ms. D'Anne Hilsmier  
Landbridge Development, LLC  
Peaks of Dahlonega, L.P. (developer)  
7000 Peachtree Dunwoody Road, Suite 4-100  
Atlanta, Georgia 30328

*Effective Date*

June 4, 2020

*Job Reference Number*

20-319 CR



155 E. Columbus Street, Suite 220  
Pickerington, Ohio 43147  
Phone: (614) 833-9300  
Bowennational.com

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## Section A – Executive Summary

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

### 1. Project Description:

The subject project involves the new construction of the 60-unit Peaks of Dahlonega rental community to be located on Morrison Moore Parkway in Dahlonega, Georgia. The project will target general-occupancy (family) households earning up to 50% and 60% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program, with six (6) units operating as unrestricted market-rate. None of the units within the subject development will receive project-based rental assistance. The proposed project is expected to be complete by June of 2022. Additional details of the subject development are summarized as follows:

Proposed Unit Configuration									
Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Program Rents			
						Collected Rent	Utility Allowance	Gross Rent	Max. Allowable LIHTC Gross Rent
3	One-Br.	1.0	Garden	723	50%	\$425	\$105	\$530	\$568
7	One-Br.	1.0	Garden	723	60%	\$540	\$105	\$645	\$681
2	One-Br.	1.0	Garden	723	Market-Rate	\$600	\$105	\$705	-
7	Two-Br.	2.0	Garden	909	50%	\$525	\$129	\$654	\$681
26	Two-Br.	2.0	Garden	909	60%	\$625	\$129	\$754	\$817
3	Two-Br.	2.0	Garden	909	Market-Rate	\$675	\$129	\$804	-
2	Three-Br.	2.0	Garden	1,157	50%	\$600	\$163	\$763	\$787
9	Three-Br.	2.0	Garden	1,157	60%	\$700	\$163	\$863	\$945
1	Three-Br.	2.0	Garden	1,157	Market-Rate	\$750	\$163	\$913	-
60	Total								

Source: Landbridge Development

AMHI – Area Median Household Income (Lumpkin County, GA – National Non-Metro Eligible Area; 2019)

Unit amenities to be offered at the property include a range, refrigerator, garbage disposal, dishwasher, microwave oven, washer/dryer appliances, central air conditioning, patio/balcony with storage closet, ceiling fan, carpet and carpet/composite flooring, and window blinds. Community amenities will include on-site management, a clubhouse/community room, picnic area with grills, wellness center, common patio, playground, community garden, pavilion, and health screenings. Overall, the amenity package offered at the property is considered appropriate for and marketable to the targeted tenant population and will be competitive with those offered among the comparable projects in the market and region.

## **2. Site Description/Evaluation:**

The site is comprised of a 42.0-acre wooded parcel located along Morrison Moore Parkway (U.S. Highway 19/State Route 9) in the northern portion of Dahlonega, Georgia. Surrounding land uses include wooded land, single-family homes on acreage, a hardware store, a self-storage facility, a lake with an adjacent walking trail, and established residential neighborhoods. The surrounding residential land uses and nearby lake will have a positive effect on the marketability of the site. Visibility and access are both considered to be good from Morrison Moore Parkway, a two-lane roadway with moderate vehicular traffic.

Most community services are located within 3.0 miles of the site. The largest concentration of community services is in the central portion of Dahlonega, approximately 2.0 miles south of the site. Public safety services are within 2.3 miles of the site, while public schools are within 4.0 miles. Overall, we consider the site's location and proximity to community services to have a positive effect on its marketability.

## **3. Market Area Definition:**

The Dahlonega Site PMA consists of the majority of Lumpkin County and includes the city of Dahlonega and various outlying unincorporated areas of the county. The boundaries of the Dahlonega Site PMA include the Lumpkin County boundary, State Route 60, U.S. Highway 19, and Damascus Church Road to the north, and the Lumpkin County boundaries in all other directions. The boundaries of the Site PMA are generally within 15.2 miles of the subject site. A map illustrating these boundaries is included on page *D-2* of this report.

## **4. Community Demographic Data:**

The Dahlonega Site PMA is projected to experience both population and household growth between 2020 and 2022, a trend which has been ongoing since 2000. Household growth is projected for most age cohorts, with the 35 to 44 age cohort projected to experience the greatest household growth. Renter households comprise approximately 37.0% of all households in the market and are projected to increase by 59, or 1.3%, between 2020 and 2022. Nearly 4,500 renter households are projected for the market in 2022, more than half (56.3%) of which are projected to earn less than \$40,000. Based on the preceding factors, a good base of potential renter support will continue to exist within the Dahlonega Site PMA for the foreseeable future, particularly for affordable rental product such as that primarily proposed for the subject project. Additional demographic data is included in *Section E* of this report.

Also note that based on 2014-2018 American Community Survey (ACS) data, 47.7% of the vacant housing units in the Site PMA are classified as “Other Vacant”, which encompasses foreclosed, dilapidated and abandoned housing. Based on information obtained from RealtyTrac.com, Lumpkin County has a foreclosure rate of 0.04%. This is slightly higher than the 0.01% statewide rate. Nonetheless, our survey of the Dahlonega Site PMA revealed that established conventional rental properties are operating at strong 100.0% occupancy levels within the market. Based on the preceding analysis, it is our opinion that foreclosed/abandoned homes will not have any tangible impact on the subject's marketability. This is especially true when considering the limited availability of LIHTC product in the Dahlonega market.

**5. Economic Data:**

The labor force within the Dahlonega Site PMA is relatively well-balanced in the sense that no single industry segment represents more than 16.3% of the total labor force. However, it is important to understand that the four largest industry segments within the Dahlonega Site PMA are the Educational Services, Accommodation & Food Services, Retail, and Manufacturing industries. Combined, these four industry segments represent more than half (54.1%) of the total labor force. Typically, these industry segments offer lower wage positions conducive to affordable housing alternatives such as those primarily proposed for the subject site.

The Lumpkin County economy has experienced steady improvement over the past decade, both in terms of total employment and unemployment rate trends. Notably, the employment base within the county added more than 3,000 jobs since 2010 and the unemployment rate declined by more than seven full percentage points between 2010 and 2019. While these are good indications the local economy was performing at a high level prior to the impact of the COVID-19 pandemic, the impact of the pandemic is likely to slow/halt economic development/improvement for the foreseeable future, both within the Lumpkin County area and throughout the country. Additional economic data is included in *Section F* of this report.

**6. Project-Specific Affordability and Demand Analysis:**

The following is a summary of our demand calculations:

Demand Component	Percent of Median Household Income			
	50% AMHI (\$18,171 to \$32,700)	60% AMHI (\$22,114 to \$39,240)	Tax Credit Overall (\$18,171 to \$39,240)	Market-Rate (\$28,200 +)
Net Demand	565	540	718	528
Proposed Units / Net Demand	12 / 565	42 / 540	54 / 718	6 / 528
Capture Rate	= 2.1%	= 7.8%	= 7.5%	= 1.1%

Per GDCA guidelines, capture rates below 35% for projects in rural markets are typically considered acceptable. Thus, the proposed project's overall capture rate of 7.5% for the LIHTC units is considered low and acceptable. This is particularly true when considering the limited supply of existing comparable LIHTC product and strong occupancy rate reported at the one such property currently offered in the market. Based on the preceding factors, the subject's capture rates by AMHI level and for the market-rate units are also considered acceptable.

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

Bedroom Size (Share Of Demand)	Target % of AMHI	Subject Units	Total Demand*	Supply**	Net Demand	Capture Rate
One-Bedroom (35%)	50%	3	198	0	198	1.5%
One-Bedroom (35%)	60%	7	189	0	189	3.7%
One-Bedroom (35%)	MR	2	185	0	185	1.1%
<b>One-Bedroom</b>	<b>Total</b>	<b>12</b>	<b>572</b>	<b>0</b>	<b>572</b>	<b>2.1%</b>
<hr/>						
Two-Bedroom (45%)	50%	7	254	0	254	2.8%
Two-Bedroom (45%)	60%	26	243	0	243	10.7%
Two-Bedroom (45%)	MR	3	238	0	238	1.3%
<b>Two-Bedroom</b>	<b>Total</b>	<b>36</b>	<b>735</b>	<b>0</b>	<b>735</b>	<b>4.9%</b>
<hr/>						
Three-Bedroom (20%)	50%	2	113	0	113	1.8%
Three-Bedroom (20%)	60%	9	108	0	108	8.3%
Three-Bedroom (20%)	MR	1	106	0	106	0.9%
<b>Three-Bedroom</b>	<b>Total</b>	<b>12</b>	<b>327</b>	<b>0</b>	<b>327</b>	<b>3.7%</b>

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

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

MR – Market-Rate

The capture rates by bedroom type and targeted income level range from 0.9% to 10.7%. These capture rates are below GDCA's capture rate thresholds and are considered achievable. This indicates that a sufficient base of income-appropriate renter household support exists in the Dahlonga Site PMA for each of the unit types proposed for the subject development.

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

## 7. Competitive Rental Analysis

### Tax Credit

The proposed subject project will offer one- through three-bedroom units targeting general-occupancy (family) households earning up to 50% and 60% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. Within the Dahlenega Site PMA, we identified and surveyed one non-subsidized general-occupancy LIHTC property which offers units similar to those proposed for the subject development. Thus, this property will be competitive with the subject project and has been included in our comparable/competitive analysis.

Due to the very limited supply of non-subsidized LIHTC product within the Dahlenega Site PMA, it was necessary to identify and survey such product outside the Site PMA but within the surrounding region. In total, we surveyed five additional properties within the surrounding areas of Dawsonville and Gainesville, Georgia. While these properties will not be directly competitive with the subject project due to their location, they will provide a good additional base of comparison for the subject property.

The six comparable LIHTC properties and the proposed subject development are summarized as follows. Information regarding property address and phone number, contact name, date of contact and utility responsibility is included in *Addendum B, Comparable Property Profiles*.

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
<b>Site</b>	<b>Peaks of Dahlenega</b>	<b>2022</b>	<b>54*</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>Families; 50% &amp; 60% AMHI</b>
2	Highland Trace	2017	79	100.0%	3.2 Miles	None	Families; 50% & 60% AMHI
901	Farmington Woods	2014	72	100.0%	17.6 Miles	20 HH	Families; 50% & 60% AMHI
903	Oconee Springs	1998	88	100.0%	25.7 Miles	None	Families; 50% & 60% AMHI
904	Paces Landing	2002	110*	100.0%	25.8 Miles	None	Families; 50% & 60% AMHI
906	Retreat at McEver	2002	224	96.9%	24.5 Miles	None	Families; 60% AMHI
907	Sycamore Ridge Apts.	2004	220	100.0%	25.2 Miles	None	Families; 60% AMHI

900 Series Map IDs are located outside the Site PMA

OCC. – Occupancy

HH - Households

\*Tax Credit units only

The six LIHTC projects have a combined occupancy rate of 99.1%, reflective of just seven vacant units at Retreat at McEver. The remaining properties surveyed, including the one property located in the Dahlenega Site PMA (Highland Trace) are 100.0% occupied. Based on the preceding, there is clearly strong demand for non-subsidized general-occupancy LIHTC product within the market and surrounding region.

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

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)				Rent Special
		One-Br.	Two-Br.	Three-Br.	Four-Br.	
<b>Site</b>	<b>Peaks of Dahlonega</b>	<b>\$530/50% (3)</b> <b>\$645/60% (7)</b>	<b>\$654/50% (7)</b> <b>\$754/60% (26)</b>	<b>\$763/50% (2)</b> <b>\$863/60% (9)</b>	-	-
2	Highland Trace	\$558/50% (4/0) \$668/60% (12/0)	\$673/50% (8/0) \$778/60% (31/0)	\$803/50% (4/0) \$888/60% (20/0)	-	None
901	Farmington Woods	\$763/50% (3/0) \$878/60% (9/0)	\$893/50% (4/0) \$1,023/60% (32/0)	\$1,028/50% (4/0) \$1,138/60% (20/0)	-	None
903	Oconee Springs	-	\$889/50% (5/0) \$1,004/60% (11/0)	\$1,032/50% (22/0) \$1,067/60% (42/0)	\$1,151/50% (4/0) \$1,276/60% (4/0)	None
904	Paces Landing	\$889/60% (13/0)	\$895/50% (12/0) \$951/60% (41/0)	\$1,025/50% (40/0)	\$1,158/50% (4/0)	None
906	Retreat at McEver	\$773/60% (80/0)	\$924/60% (120/7)	\$1,066/60% (24/0)	-	None
907	Sycamore Ridge Apts.	\$841/60% (72/0)	\$997/60% (96/0)	\$1,159/60% (52/0)	-	None

900 Series Map IDs are located outside the Site PMA

The subject's proposed gross Tax Credit rents are positioned slightly below those reported at the one existing property in the Site PMA (Highland Trace) and well below those located outside the Site PMA in the surrounding region. It is important to understand the higher rents reported among the properties located outside the Site PMA are due to the location of these properties. Specifically, the properties surveyed outside the Site PMA are located in areas which are generally superior to the subject market in terms of income and rents charged. This results in higher maximum allowable LIHTC rents for these areas as compared to the more rural subject market.

Regardless, the subject rents are considered appropriate for and marketable within the Dahlonega Site PMA, as evident by their competitive position as compared to those reported at Highland Trace.

#### Comparable/Competitive Tax Credit Summary

A limited supply of non-subsidized LIHTC product is offered within the Site PMA. Specifically, only one such property was surveyed in the market. Due to the lack of product in the Dahlonega Site PMA, five additional properties were surveyed outside the market for comparability purposes. Combined, the six comparable LIHTC properties are 99.1%, with the one property located in the Site PMA being 100.0% occupied.

The subject's gross Tax Credit rents are positioned below those reported among the comparable LIHTC properties surveyed. The proposed unit sizes (square feet) will be the smallest in the market/region. The newness of the subject property along

with the lower proposed rents and limited supply of LIHTC product in the market, however, is expected to mitigate any potential adverse impact the smaller proposed unit sizes may have on the property's marketability. The subject property will be very competitive in terms of amenities offered. Overall, the subject property is considered marketable as proposed.

Market-Rate

In addition to the LIHTC units, the subject property will also offer some units which will operate as unrestricted market-rate. Due to the limited supply of comparable conventional market-rate product within the Dahlonega Site PMA, four of the five properties selected for this analysis are located outside the subject market but within the nearby areas of Gainesville and Oakwood, Georgia. The five properties selected for this analysis are summarized as follows:

Map I.D.	Project Name	Year Built/ Renovated	Units	Occupancy Rate	Distance to Site	Rent Special
<b>Site</b>	<b>Peaks of Dahlonega</b>	<b>2022</b>	<b>6</b>	<b>-</b>	<b>-</b>	<b>-</b>
3	Mountain View	1996	30	100.0%	2.6 Miles	None
902	Lake Lanier Club	1997 / 2013	657	99.4%	23.1 Miles	50% off one month's rent
904	Paces Landing	2002	30*	96.7%	25.8 Miles	None
905	Park Creek Apts.	1998	200	93.5%	24.3 Miles	50% off two month's rent
908	Walden at Oakwood	2009	300	93.0%	30.6 Miles	None

900 Series Map IDs are located outside the Site PMA

\*Market-rate units only

The five selected market-rate projects have a combined total of 1,217 units with an overall occupancy rate of 96.8%. None of the selected properties report occupancy rates below 93.5%, and the one property located in the Site PMA is 100.0% occupied. These are good indications the selected properties are well-received and will serve as accurate benchmarks with which to compare the subject site.

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

		Gross Rent (Number of Units/Vacancies)			
Map I.D.	Project Name	One-Br.	Two-Br.	Three-Br.	Four-Br.
<b>Site</b>	<b>Peaks of Dahlonega</b>	<b>\$705 (2)</b>	<b>\$804 (3)</b>	<b>\$913 (1)</b>	<b>-</b>
3	Mountain View	-	\$1,076-\$1,126 (30/0)	-	-
902	Lake Lanier Club	\$1,146-\$1,246 (329/2)	\$1,321 (263/1)	\$1,481 (65/1)	-
904	Paces Landing	\$1,049 (5/1)	\$1,295 (11/0)	\$1,415 (10/0)	\$1,608 (4/0)
905	Park Creek Apts.	\$1,148-\$1,238 (77/5)	\$1,373-\$1,423 (88/6)	\$1,583 (35/2)	-
908	Walden at Oakwood	\$1,153-\$1,518 (125/8)	\$1,448-\$1,593 (171/13)	\$1,673 (4/0)	-

900 Series Map IDs are located outside the Site PMA



The subject rents are positioned well below those reported for similar unit types among the comparable market-rate properties. This is expected to create a competitive advantage for the subject site.

An in-depth comparable analysis is included in *Section H* of this report.

Average Market Rent

The following table illustrates the weighted average *collected* rents of the comparable market-rate projects by bedroom type, for units similar to those proposed at the subject site. Note that due to the limited supply of comparable market-rate product within the Site PMA, the following is reflective of all comparable market-rate properties included in this analysis.

Weighted Average Collected Rent of Comparable Market-Rate Units		
One-Br.	Two-Br.	Three-Br.
\$1,024	\$1,207	\$1,329

Per Georgia GDCA guidelines, the rent advantage for the proposed units is calculated as follows (average weighted market rent – proposed rent) / proposed rent.

Bedrooms	Weighted Avg. Rent	Proposed Rent	Difference	Proposed Rent	Rent Advantage
One-Br.	\$1,024	- \$600	\$424	/ \$600	70.7%
Two-Br.	\$1,207	- \$675	\$532	/ \$675	78.8%
Three-Br.	\$1,329	- \$750	\$579	/ \$750	77.2%

As the preceding illustrates, the proposed subject units represent rent advantages ranging from 70.7% to 78.8%, as compared to the weighted average collected rents of the comparable market-rate projects. Please note, however, that these are weighted averages of *collected* rents and do not reflect differences in the utility structure that gross rents include. The above also does not factor for differences in design and/or amenities offered, or for locational differences due to most comparable market-rate product being located in markets superior to the Dahunega Site PMA. Therefore, caution must be used when drawing any conclusions. A complete analysis of the achievable market rent by bedroom type and the rent advantage of the proposed development’s collected rents is available in *Addendum E* of this report.

## **8. Absorption/Stabilization Estimates**

Based on our analysis, it is our opinion that the 60 proposed units at the subject site will reach a stabilized occupancy of at least 93.0% within approximately six months of opening. This absorption period is based on an average monthly absorption rate of approximately nine to ten units per month. It is anticipated the subject's six unrestricted market-rate units will be leased within the first two months of opening while the proposed LIHTC units will require the full six-month absorption period.

## **9. Overall Conclusion:**

Based on the findings reported in our market study, it is our opinion that a market exists for the 60 units proposed at the subject site, assuming it is developed and operated as detailed in this report. Changes in the project's site, rent, amenities or opening date may alter these findings. This includes changes to market conditions within/near the Dahlonga Site PMA, particularly due to the COVID-19 pandemic. The findings/conclusions of this report assume market conditions remain favorable for continued economic/housing development within the subject market. Overall, the subject project is considered marketable as proposed and is not expected to have any adverse impact on future occupancy rates among existing comparable product in this market. We have no recommendations to the subject project at this time.

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

Development Name:	Peaks of Dahlonega	Total # Units:	60
Location:	Morrison Moore Parkway, Dahlonega, GA 30533 (Lumpkin Co.)	# LIHTC Units:	54
PMA Boundary:	Lumpkin County boundary, State Route 60, U.S. Highway 19, and Damascus Church Road to the north; and the Lumpkin County boundaries in all other directions.		
	Farthest Boundary Distance to Subject:		15.2 miles

**RENTAL HOUSING STOCK (found on page H-1)**

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	3	150	0	100.0%
Market-Rate Housing	1	30	0	100.0%
Assisted/Subsidized Housing not to include LIHTC	0	-	-	-
<b>LIHTC</b>	2	120	0	100.0%
Stabilized Comps*	6	793	7	99.1%
Properties in Construction & Lease Up	0	-	-	-

\*Includes out-of-market comps due to limited product within the subject market

Subject Development					Average Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
3	One-Br.	1.0	723	\$425 (50%)	\$1,024	\$1.37	140.9%	\$1,040	\$1.47
7	One-Br.	1.0	723	\$540 (60%)	\$1,024	\$1.37	89.6%	\$1,040	\$1.47
2	One-Br.	1.0	723	\$600 (MR)	\$1,024	\$1.37	70.7%	\$1,040	\$1.47
7	Two-Br.	2.0	909	\$525 (50%)	\$1,207	\$1.01	129.9%	\$1,310	\$1.13
26	Two-Br.	2.0	909	\$625 (60%)	\$1,207	\$1.01	93.1%	\$1,310	\$1.13
3	Two-Br.	2.0	909	\$675 (MR)	\$1,207	\$1.01	78.8%	\$1,310	\$1.13
2	Three-Br.	2.0	1,157	\$600 (50%)	\$1,329	\$0.98	121.5%	\$1,500	\$1.07
9	Three-Br.	2.0	1,157	\$700 (60%)	\$1,329	\$0.98	89.9%	\$1,500	\$1.07
1	Three-Br.	2.0	1,157	\$750 (MR)	\$1,329	\$0.98	77.2%	\$1,500	\$1.07

MR – Market-Rate

**CAPTURE RATES (found on page G-5)**

Targeted Population	30%	50%	60%	Market-Rate	Other:	Overall Tax
Capture Rate	-	2.1%	7.8%	1.1%	-	7.5%

## Section B - Project Description

Project Name:	<b>Peaks of Dahlonega</b>
Location:	Morrison Moore Parkway, Dahlonega, Georgia 30533 (Lumpkin County)
Census Tract:	9601.02
Target Market:	Family
Construction Type:	New Construction
Funding Source:	LIHTC

The subject project involves the new construction of the 60-unit Peaks of Dahlonega rental community to be located on Morrison Moore Parkway in Dahlonega, Georgia. The project will target general-occupancy (family) households earning up to 50% and 60% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program, with six (6) units operating as unrestricted market-rate. None of the units within the subject development will receive project-based rental assistance. The proposed project is expected to be complete by June of 2022. Additional details of the subject development are summarized as follows:

Proposed Unit Configuration									
Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Program Rents			
						Collected Rent	Utility Allowance	Gross Rent	Max. Allowable LIHTC Gross Rent
3	One-Br.	1.0	Garden	723	50%	\$425	\$105	\$530	\$568
7	One-Br.	1.0	Garden	723	60%	\$540	\$105	\$645	\$681
2	One-Br.	1.0	Garden	723	Market-Rate	\$600	\$105	\$705	-
7	Two-Br.	2.0	Garden	909	50%	\$525	\$129	\$654	\$681
26	Two-Br.	2.0	Garden	909	60%	\$625	\$129	\$754	\$817
3	Two-Br.	2.0	Garden	909	Market-Rate	\$675	\$129	\$804	-
2	Three-Br.	2.0	Garden	1,157	50%	\$600	\$163	\$763	\$787
9	Three-Br.	2.0	Garden	1,157	60%	\$700	\$163	\$863	\$945
1	Three-Br.	2.0	Garden	1,157	Market-Rate	\$750	\$163	\$913	-
60	Total								

Source: Landbridge Development

AMHI – Area Median Household Income (Lumpkin County, GA – National Non-Metro Eligible Area; 2019)

Building/Site Information	
Residential Buildings:	Three (3) three-story buildings
Building Style:	Walk-up
Community Space:	Stand-alone building
Acres:	42.0

Construction Timeline	
Original Year Built:	Not Applicable
Construction Start:	June 2021
Begin Preleasing:	March 2022
Construction End:	June 2022

Unit Amenities		
• Electric Range	• Microwave	• Carpet/Composite Flooring
• Refrigerator w/Icemaker	• In-Unit Washer/Dryer Machines	• Window Blinds
• Garbage Disposal	• Central Air Conditioning	• Ceiling Fans
• Dishwasher	• Patio/Balcony with Storage Closet	

Community Amenities		
• On-Site Management	• Common Patio	• Community Garden
• Clubhouse	• Community Room with Kitchen	• Pavilion
• Picnic Area with Grills	• Playground	• Health Screenings
• Wellness Center	• Surface Parking Lot	

Utility Responsibility							
	Heat	Hot Water	Cooking	General Electric	Cold Water	Sewer	Trash
Paid By	Tenant	Tenant	Tenant	Tenant	Tenant	Tenant	Landlord
Source	Electric	Electric	Electric				

**FLOOR AND SITE PLAN REVIEW:**

Floor and site plans were not provided for the subject project for review at the time this report was prepared. Information provided at the time of this analysis, however, indicates that the subject property will include one- through three-bedroom garden-style units located within three (3) three-story walk-up style buildings. The subject units will range in size from 723 to 1,157 square feet, with the two-bedroom and three-bedroom units including two (2.0) bathrooms and the one-bedroom units offering one (1.0) bathroom. Each unit will come well-equipped in terms of unit amenities and will feature a full kitchen appliance package and dedicated laundry area with in-unit washer/dryer appliances, as well as a patio/balcony area with an exterior storage closet.

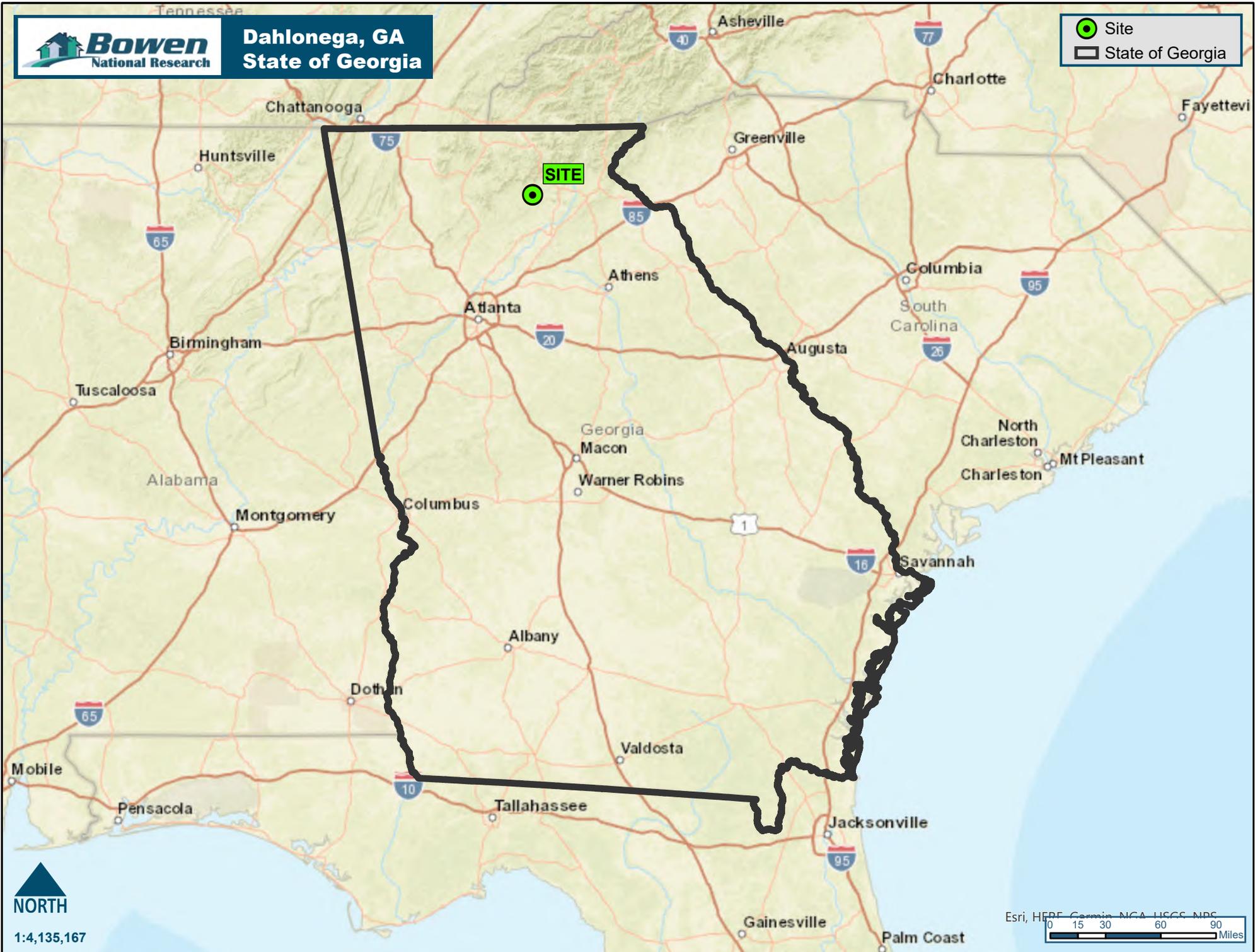
In addition to the subject’s residential units, the property will feature an array of community amenities integrated throughout the property. These will include but not be limited to on-site management, a clubhouse/community space, playground, wellness center, and community garden. This will further enhance marketability of the subject project. Overall, the property appears to be marketable in terms of overall design. Nonetheless, an in-depth comparable/competitive analysis is included in *Section H* to better determine the competitive position and overall marketability of the subject project within the Dahlenega market.

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



# Dahlonega, GA State of Georgia

● Site  
▭ State of Georgia

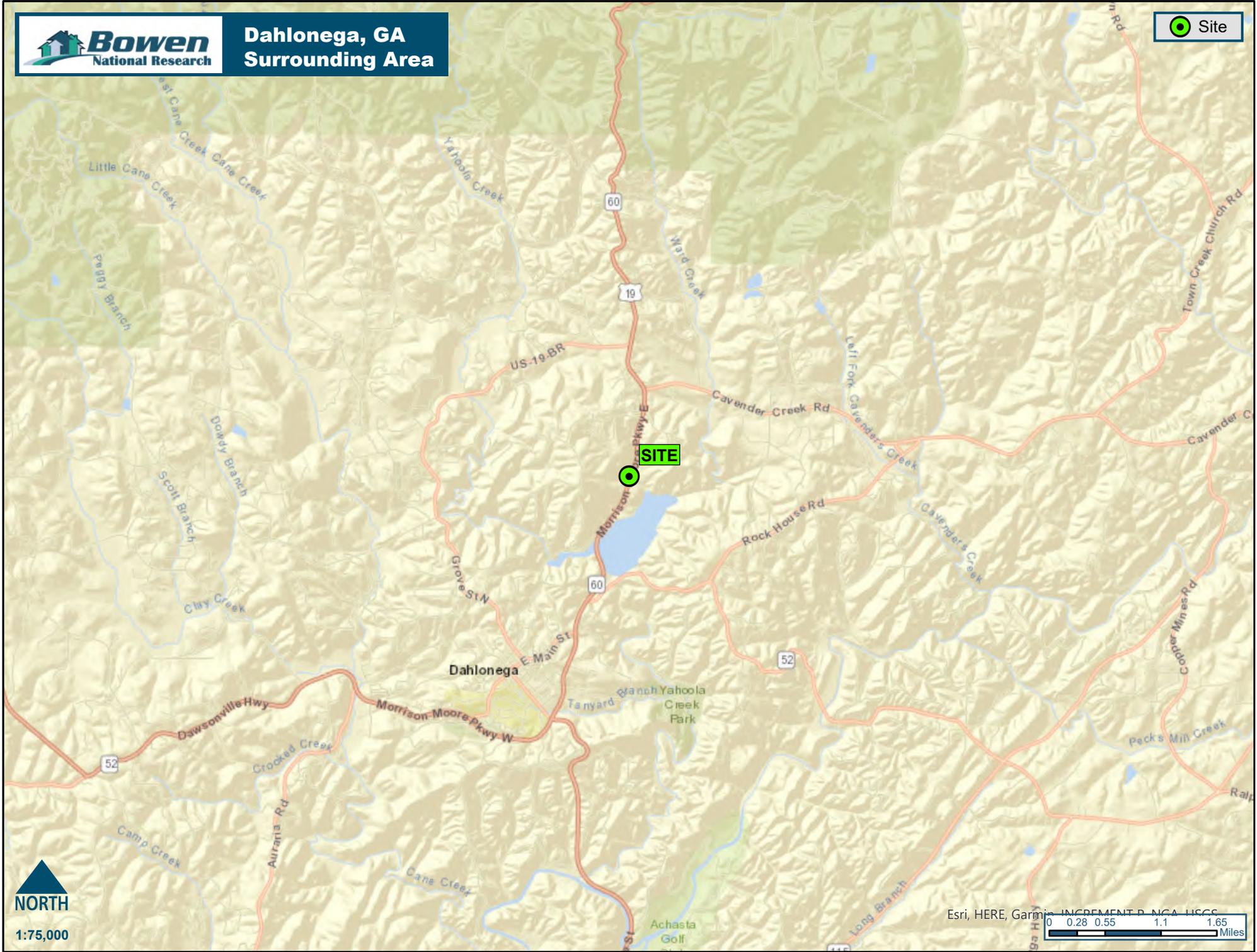


1:4,135,167



# Dahlonega, GA Surrounding Area

Site



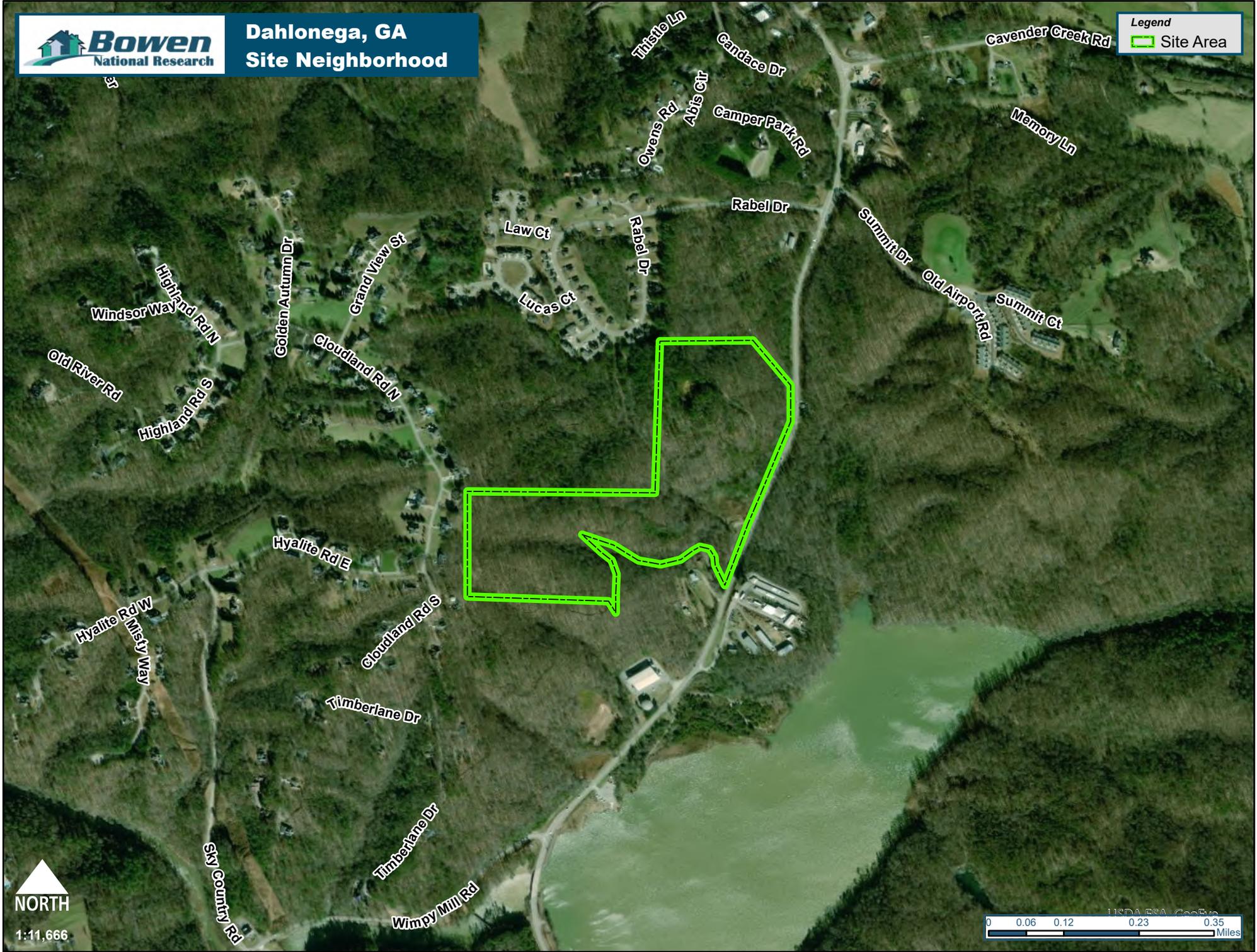
  
NORTH  
1:75,000

Esri, HERE, Garmin, INCREMENT P, NGA, USGS  
0 0.28 0.55 1.1 1.65  
Miles

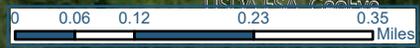


# Dahlonega, GA Site Neighborhood

Legend  
Site Area



1:11,666



USDA, ESA, CoE, etc.

## Section C – Site Description And Evaluation

### 1. LOCATION

The subject site is a 42.0-acre wooded parcel on the west side of Morrison Moore Parkway (U.S. Highway 19/State Route 9) in the northern portion of Dahlonega, Lumpkin County, Georgia. The site is approximately 23.0 miles northwest of Gainesville, Georgia and 68.0 miles northeast of Atlanta, Georgia. Christopher T. Bunch, an employee of Bowen National Research, inspected the site and area apartments during the week of May 18, 2020.

### 2. SURROUNDING LAND USES

The subject site is within an established residential and recreational area of Dahlonega, Georgia. Surrounding land uses include wooded land, single-family homes on acreage, a hardware store, a self-storage facility, a lake with an adjacent walking trail, and established residential neighborhoods. Adjacent land uses are detailed as follows:

<b>North -</b>	Wooded land borders the site to the north, extending to Rabel Drive. Porter Village, a military housing community in good condition, is located along Rabel Drive. Cavender Castle wedding venue, Cresson Gold Mine historic site, and Citgo gas station are all located farther north of the site along Morrison Moore Parkway.
<b>East -</b>	Morrison Moore Parkway (U.S. Highway 19/State Route 9) borders the site to the north. Morrison Moore Parkway is a main arterial roadway leading directly to the central portion of Dahlonega. This street typically experiences moderate vehicular traffic. Wooded land is located on the east side of Morrison Moore Parkway, extending eastward to Rail Hill Road.
<b>South -</b>	A single-family home on acreage borders the site to the south. Anderson Feed & Hardware store and Millie’s Mini Storage are both southeast of the site, on the east side of Morrison Moore Parkway. Lake Zwerner is located farther south of the site along the east side of Morrison Moore Parkway. This lake includes parking areas for vehicles and a walking trail.
<b>West -</b>	Sky Country, a single-family subdivision featuring homes on estate lots, borders the site to the west. Homes within this established residential neighborhood are in good condition. Wooded land extends farther west of the site to U.S. Highway 19 Business.

The subject property is primarily surrounded by wooded land and established residential neighborhoods in good condition. The site's location near Lake Zwerner should be a positive marketing attribute, as this lake and its adjacent walking trail is the nearest recreation area. Overall, the subject property is expected to fit well with the surrounding residential land uses, which should contribute to the marketability of the site.

### **3. VISIBILITY AND ACCESS**

The subject property is located on the west side of Morrison Moore Parkway (U.S. Highway 19/State Route 9) in Dahlonega. Vehicular traffic along Morrison Moore Parkway is generally moderate, as this street leads directly to community services in the central portion of Dahlonega. Visibility of the site is good from Morrison Moore Parkway due to the large amount of frontage maintained along this roadway. Access to the site is also good due to an existing entrance along Morrison Moore Parkway. This existing entrance includes a right turn lane for vehicles traveling southbound along Morrison Moore Parkway.

According to area planning and zoning officials, as well as information provided by the Georgia Department of Transportation (GDOT), no notable roads or other infrastructure projects are underway or planned for the immediate site area. The subject site has convenient access to U.S. Highway 19/State Route 9 and U.S. Highway 19 Business.

### **4. SITE PHOTOGRAPHS**

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



Site Entryway - View from north



Site Entryway - View from south



View of site from the east



View of site from the west



View of site from the northwest



North of site



East view from site



Southeast of site



South of site



West view from site



Streetscape: North view of Morrison Moore Parkway



Streetscape: South view of Morrison Moore Parkway

## 5. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

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

Community Services	Name	Driving Distance From Site (Miles)
Major Highway	U.S. Highway 19/State Route 6	Adjacent East
Public Bus Stop	Lumpkin County Transit	On-Site/On-Demand
Major Employers/ Employment Centers	Walmart Supercenter Lumpkin County Government University of North Georgia Lumpkin County Schools	1.6 South 2.0 Southwest 2.6 Southwest 3.9 West
Convenience Store	Cavenders Corner Marathon Food Mart	0.9 North 1.4 North
Grocery	Walmart Supercenter Dahlonega General Store	1.6 South 2.8 Southwest
Discount Department Store	Dollar General Dollar Tree	1.4 North 1.6 South
Shopping Center/Mall	Goldmine Village Shopping Center Greenbriar Shopping Center	1.6 South 2.0 South
Schools: Elementary Middle/Junior High High	Lumpkin County Elementary Lumpkin County Middle Lumpkin County High	2.9 Southwest 2.9 Southwest 4.1 West
Hospital	Family Care Dahlonega Northeast Georgia Medical Center	1.6 South 2.8 South
Police	Lumpkin County Sheriff Dahlonega City Marshal	1.9 Southwest 2.3 South
Fire	Lumpkin County Emergency Services	2.0 South
Post Office	U.S. Post Office	2.6 South
Bank	Wells Fargo Bank BB&T Bank OZK	1.9 South 2.0 South 2.0 South
Recreational Facilities	Dahlonega Fitness Center Lumpkin County Community Pool North Georgia Yoga Center	2.0 South 2.1 South 2.5 South
Gas Station	Citgo Marathon	0.9 North 1.4 North
Pharmacy	Walmart Pharmacy Walgreens Pharmacy Dahlonega Pharmacy	1.6 South 1.7 South 2.0 South
Restaurant	The Dahlonega Brewery Magic Wok Subway Captain D's Chick-fil-A	1.0 North 1.6 South 1.6 South 1.9 South 1.9 South
Day Care	Dahlonega Day Care Lumpkin Head Start/Pre-K	2.2 South 2.3 South
Community Center	Lumpkin County Community Center	2.3 South
Library	Lumpkin County Library	2.0 South

(Continued)

Community Services	Name	Driving Distance From Site (Miles)
Park	Lake Zwerner Trail	0.6 South
	Hancock Park	2.2 Southwest
	City Hall Park	2.3 South
Church	Bethel Tabernacle Baptist Church	1.0 North
	Concord Church	1.5 North

The site is located within 3.0 miles of most community services in the city of Dahlonega. The nearest gas station, convenience store, and public park are located within 1.0 mile of the site, while the largest concentration of community services is in the central portion of Dahlonega, approximately 2.0 miles south. The nearest shopping center to the site (Goldmine Village Shopping Center) is anchored by Walmart Supercenter. Downtown Dahlonega is approximately 2.5 miles south of the site, featuring specialty retailers, restaurants, and lodging facilities. The University of North Georgia campus is adjacent downtown Dahlonega.

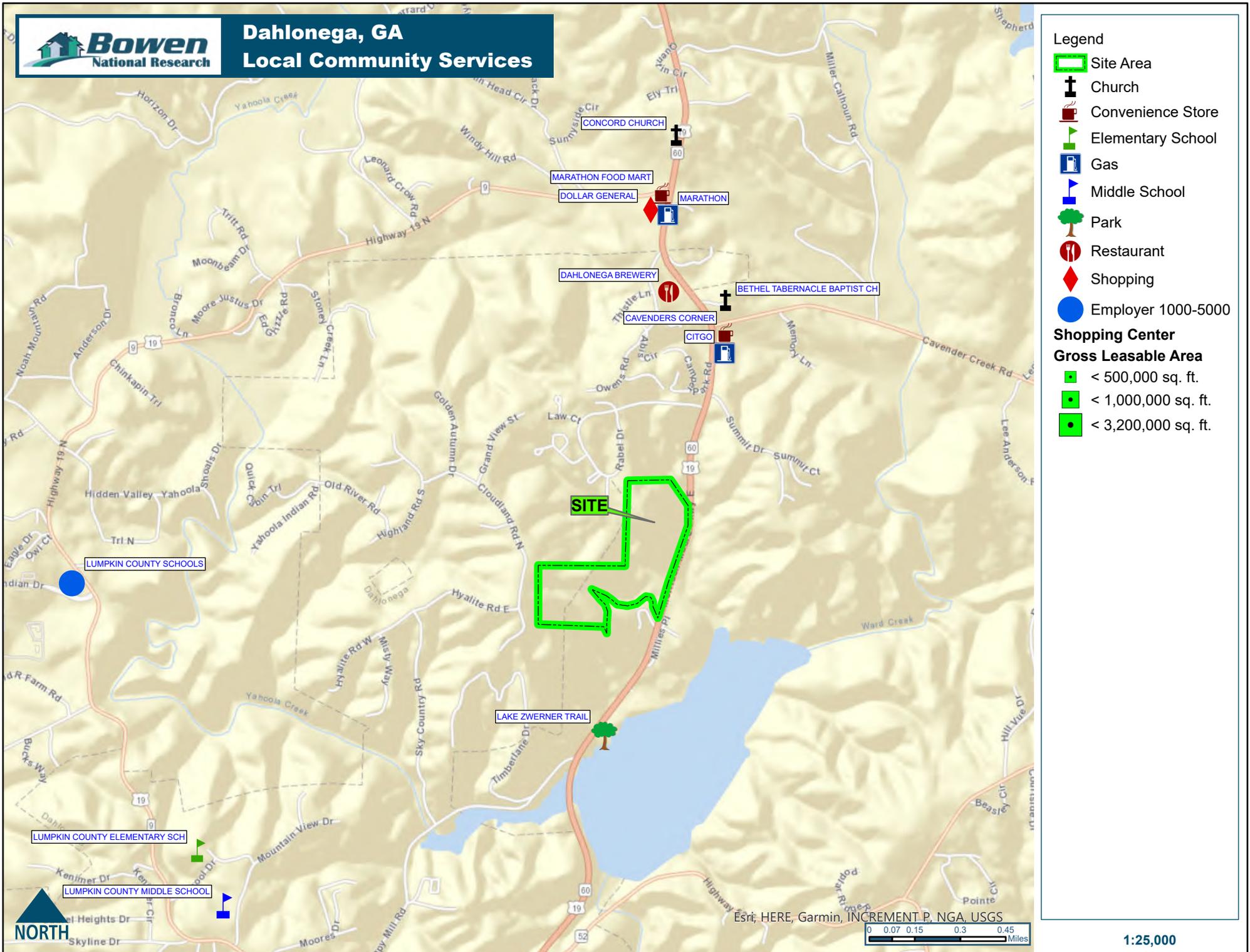
The site is within the Lumpkin County School District. All three schools assigned to the site are within 4.0 miles. The school district provides bus transportation to all eligible students. Public safety services are provided by the City of Dahlonega and Lumpkin County. Police and fire protection services are within 2.3 miles of the site. The local hospital (Northeast Georgia Medical Center) is 2.8 miles south and includes an emergency department.

Lumpkin County Transit provides public transportation to Dahlonega residents. This on-demand bus service has one-way fares starting at \$1.50 for trips within the Dahlonega city limits, with an increasing fare schedule based on distance for trips outside the city limits.

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



# Dahlonega, GA Local Community Services



**Legend**

- Site Area
- Church
- Convenience Store
- Elementary School
- Gas
- Middle School
- Park
- Restaurant
- Shopping
- Employer 1000-5000

**Shopping Center  
Gross Leasable Area**

- < 500,000 sq. ft.
- < 1,000,000 sq. ft.
- < 3,200,000 sq. ft.

**NORTH**

LUMPKIN COUNTY SCHOOLS

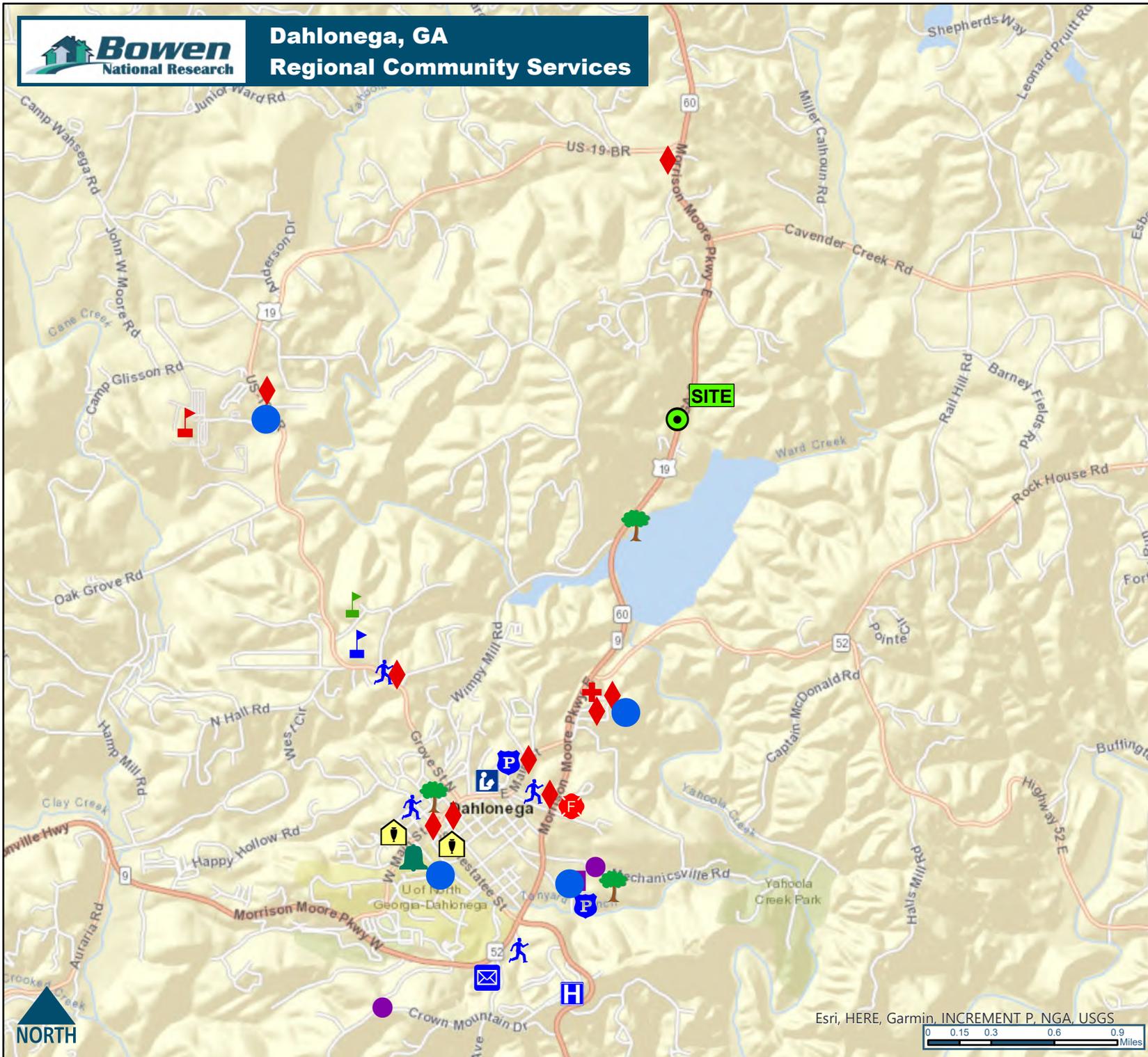
LUMPKIN COUNTY ELEMENTARY SCH

LUMPKIN COUNTY MIDDLE SCHOOL

Esri, HERE, Garmin, INCREMENT P, NGA, USGS



1:25,000



**Legend**

- Site
- Elementary School
- Fire
- Fitness Center
- High School
- Hospital
- Library
- Medical Center
- Middle School
- Museum
- Park
- Police
- Post Office
- Recreation Center
- Senior Services
- Shopping
- University
- Employer 1000-5000

**Shopping Center  
Gross Leasable Area**

- < 500,000 sq. ft.
- < 1,000,000 sq. ft.
- < 3,200,000 sq. ft.

Esri, HERE, Garmin, INCREMENT P, NGA, USGS

0 0.15 0.3 0.6 0.9 Miles

**1:40,000**



## 6. CRIME ISSUES

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

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

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

Total crime risk for the Site ZIP Code is 94, with an overall personal crime index of 46 and a property crime index of 101. Total crime risk for Lumpkin County is also 94, with indexes for personal and property crime of 47 and 102, respectively.

	Crime Risk Index	
	Site Zip Code	Lumpkin County
<b>Total Crime</b>	<b>94</b>	<b>94</b>
<b>Personal Crime</b>	<b>46</b>	<b>47</b>
Murder	63	63
Rape	56	58
Robbery	22	23
Assault	55	55
<b>Property Crime</b>	<b>101</b>	<b>102</b>
Burglary	129	127
Larceny	94	96
Motor Vehicle Theft	88	88

Source: Applied Geographic Solutions

The crime index reported for the Site ZIP Code (94) is identical to that reported for Lumpkin County as a whole and both are below the national average of 100. This low crime index is a good indication there is likely a low perception of crime within the Dahlongega market. We do not anticipate crime having any type of adverse impact on the overall marketability of the subject property.

A map illustrating crime risk is on the following page.

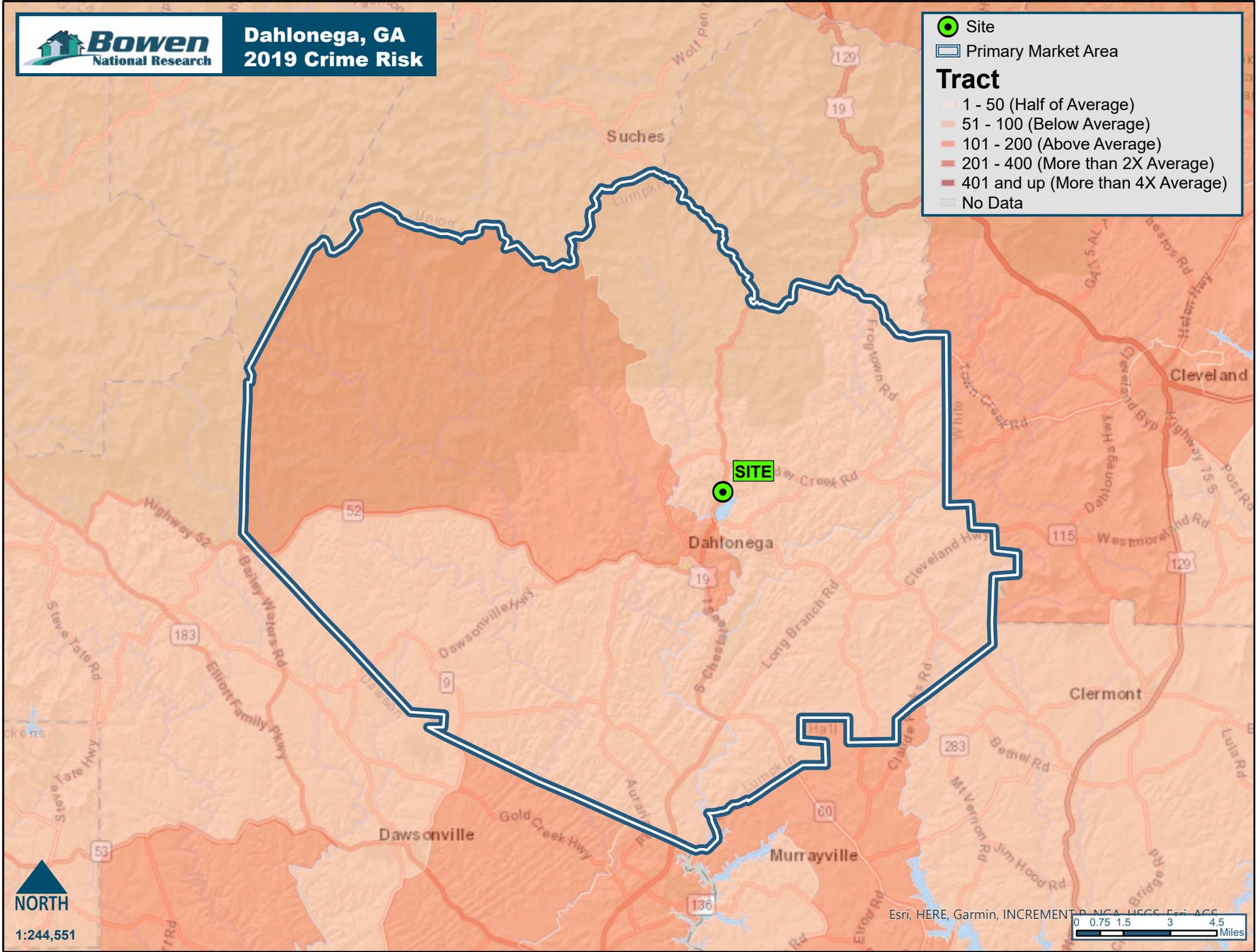


# Dahlonega, GA 2019 Crime Risk

- Site
- ▭ Primary Market Area

### Tract

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



1:244,551

## **7. OVERALL SITE EVALUATION**

The site is comprised of a 42.0-acre wooded parcel located along Morrison Moore Parkway (U.S. Highway 19/State Route 9) in the northern portion of Dahlonega, Georgia. Surrounding land uses include wooded land, single-family homes on acreage, a hardware store, a self-storage facility, a lake with an adjacent walking trail, and established residential neighborhoods. The surrounding residential land uses and nearby lake will have a positive effect on the marketability of the site. Visibility and access are both considered to be good from Morrison Moore Parkway, a two-lane roadway with moderate vehicular traffic.

Most community services are located within 3.0 miles of the site. The largest concentration of community services is in the central portion of Dahlonega, approximately 2.0 miles south of the site. Public safety services are within 2.3 miles of the site, while public schools are within 4.0 miles. Overall, we consider the site's location and proximity to community services to have a positive effect on its marketability.

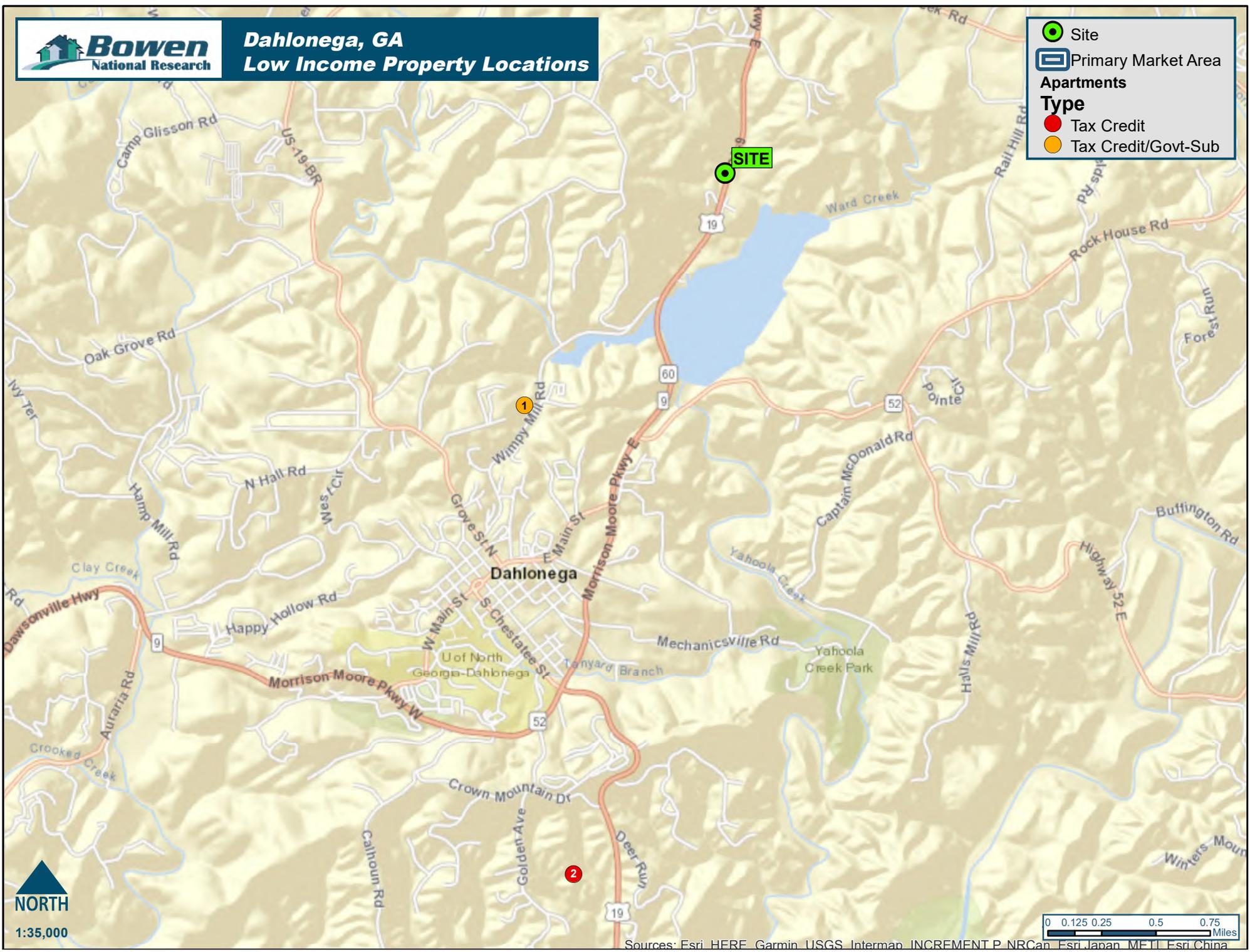
## **8. MAP OF LOW-INCOME RENTAL HOUSING**

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



# Dahlonega, GA Low Income Property Locations

- Site
- Primary Market Area
- Apartments Type**
  - Tax Credit
  - Tax Credit/Govt-Sub



NORTH  
1:35,000



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

## Section D – Primary Market Area Delineation

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

The Dahlonega Site PMA consists of the majority of Lumpkin County and includes the city of Dahlonega and various outlying unincorporated areas of the county. The boundaries of the Dahlonega Site PMA include the Lumpkin County boundary, State Route 60, U.S. Highway 19, and Damascus Church Road to the north, and the Lumpkin County boundaries in all other directions.

Although located outside the Dahlonega Site PMA, the Property Manager (Brenda) at the Tax Credit property Farmington Woods Apartments in Dawsonville explained that Dahlonega did not account for a large source of tenants for her property. According to this representative, the rental market in Dahlonega largely centers around student housing for the University of North Georgia. Therefore, the Dawsonville and Dawson County areas should not be included in the Dahlonega Site PMA.

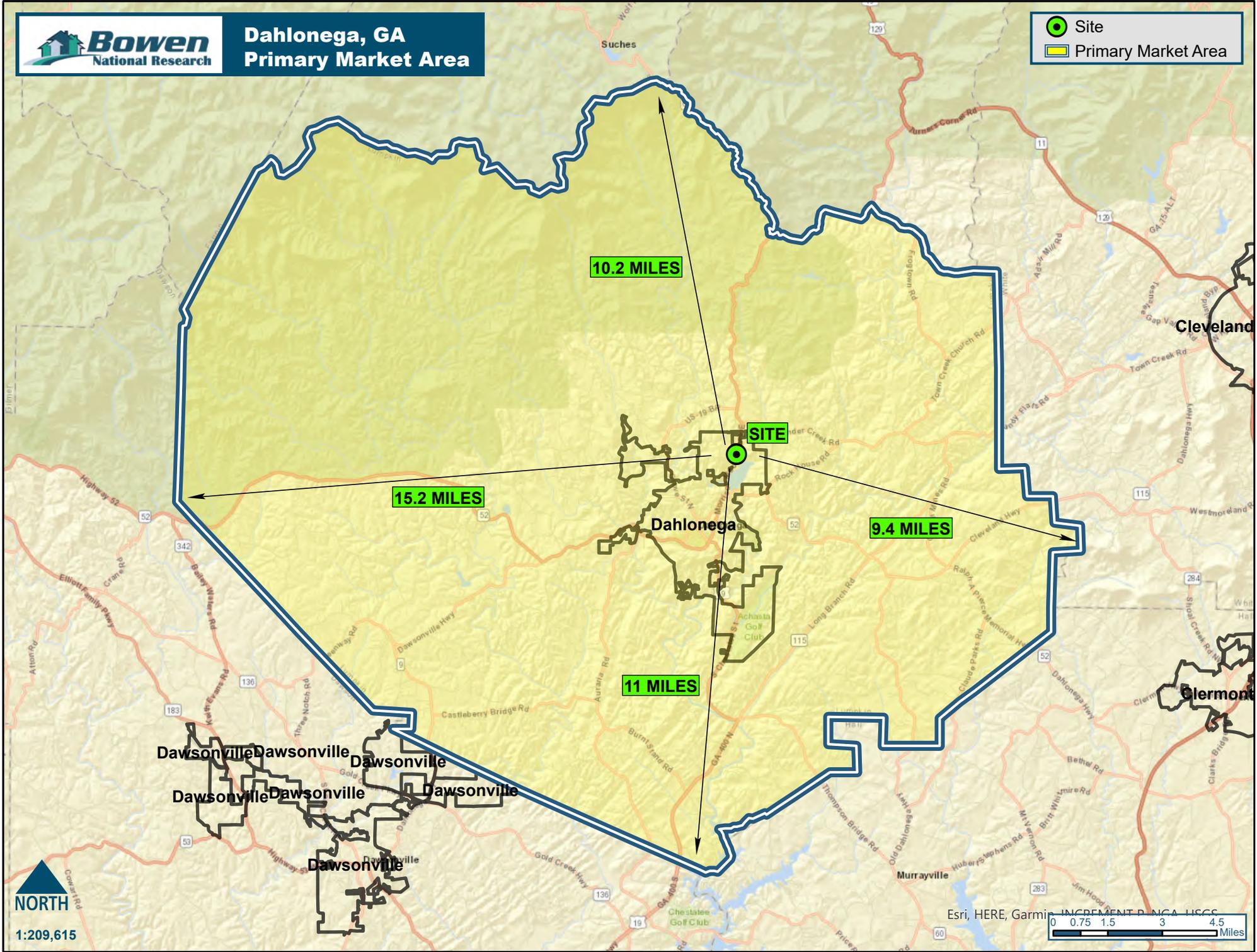
It is also of note that the surrounding areas of Gainesville and Cumming were also not included in the Dahlonega Site PMA. These areas are both more than a 30-minute drive from Dahlonega and are nearer to the city of Atlanta. In addition, both areas are considered self-sufficient in terms of housing alternatives and area services. Considering the preceding factors along with the largely undeveloped nature of other surrounding outlying areas, we have not considered any secondary market area in this report.

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



# Dahlonega, GA Primary Market Area

● Site  
■ Primary Market Area



NORTH  
1:209,615

Esri, HERE, Garmin, INCREMENT P, INC, USGS  
0 0.75 1.5 3 4.5  
Miles

## Section E – Community Demographic Data

### 1. POPULATION TRENDS

The Site PMA population bases for 2000, 2010, 2020 (estimated) and 2022 (projected) are summarized as follows:

	Year			
	2000 (Census)	2010 (Census)	2020 (Estimated)	2022 (Projected)
Population	20,556	29,428	33,555	34,297
Population Change	-	8,872	4,127	742
Percent Change	-	43.2%	14.0%	2.2%

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

The Dahlongea Site PMA population base increased by 8,872 between 2000 and 2010. This represents a 43.2% increase over the 2000 population, or an annual rate of 3.7%. Between 2010 and 2020, the population increased by 4,127, or 14.0%. It is projected that the population will increase by 742, or 2.2%, between 2020 and 2022.

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

Population by Age	2010 (Census)		2020 (Estimated)		2022 (Projected)		Change 2020-2022	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	7,745	26.3%	8,570	25.5%	8,817	25.7%	248	2.9%
20 to 24	3,177	10.8%	2,992	8.9%	2,964	8.6%	-28	-0.9%
25 to 34	3,513	11.9%	4,333	12.9%	3,964	11.6%	-369	-8.5%
35 to 44	3,470	11.8%	4,025	12.0%	4,378	12.8%	352	8.8%
45 to 54	4,144	14.1%	3,786	11.3%	3,893	11.4%	108	2.8%
55 to 64	3,677	12.5%	4,189	12.5%	4,142	12.1%	-47	-1.1%
65 to 74	2,371	8.1%	3,540	10.5%	3,732	10.9%	192	5.4%
75 & Over	1,331	4.5%	2,121	6.3%	2,407	7.0%	286	13.5%
Total	29,428	100.0%	33,555	100.0%	34,297	100.0%	742	2.2%

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

As the preceding table illustrates, nearly 49% of the population is expected to be between 25 and 64 years old in 2020. This age group is the primary group of potential renters for the subject site and will likely represent a significant number of the tenants.

## 2. HOUSEHOLD TRENDS

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

	Year			
	2000 (Census)	2010 (Census)	2020 (Estimated)	2022 (Projected)
Households	7,347	10,747	11,959	12,253
Household Change	-	3,400	1,212	294
Percent Change	-	46.3%	11.3%	2.5%
Household Size	2.80	2.74	2.57	2.56

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

Within the Dahlonge Site PMA, households increased by 3,400 (46.3%) between 2000 and 2010. Between 2010 and 2020, households increased by 1,212 or 11.3%. By 2022, there will be 12,253 households, an increase of 294 households, or 2.5% over 2020 levels. This is an increase of approximately 147 households annually over the next two years.

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

Households by Age	2010 (Census)		2020 (Estimated)		2022 (Projected)		Change 2020-2022	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 25	844	7.9%	694	5.8%	703	5.7%	9	1.3%
25 to 34	1,488	13.8%	1,747	14.6%	1,596	13.0%	-152	-8.7%
35 to 44	1,742	16.2%	1,922	16.1%	2,079	17.0%	157	8.2%
45 to 54	2,227	20.7%	1,936	16.2%	1,981	16.2%	45	2.3%
55 to 64	2,105	19.6%	2,263	18.9%	2,228	18.2%	-36	-1.6%
65 to 74	1,466	13.6%	2,067	17.3%	2,166	17.7%	100	4.8%
75 to 84	716	6.7%	1,065	8.9%	1,202	9.8%	136	12.8%
85 & Over	159	1.5%	265	2.2%	299	2.4%	34	12.8%
Total	10,747	100.0%	11,959	100.0%	12,253	100.0%	294	2.5%

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

Household growth is projected among most age cohorts between 2020 and 2022, with the greatest growth expected to occur among households age 35 to 44. Notably, households age 25 to 64, the subject's primary targeted age group, are projected to comprise nearly two-thirds (64.3%) of all households in the Site PMA through 2022.

Households by tenure are distributed as follows:

Tenure	2010 (Census)		2020 (Estimated)		2022 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	7,553	70.3%	7,550	63.1%	7,785	63.5%
Renter-Occupied	3,194	29.7%	4,409	36.9%	4,468	36.5%
Total	10,747	100.0%	11,959	100.0%	12,253	100.0%

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

In 2020, homeowners occupied 63.1% of all occupied housing units, while the remaining 36.9% were occupied by renters. This is considered a relatively typical share of renter households for a market such as the Dahlenega Site PMA. It is of note that 4,468 renter household are projected for the market through 2022, an increase of 59, or 1.3%, over 2020 levels.

The household sizes by tenure within the Site PMA, based on the 2020 estimates and 2022 projections, were distributed as follows:

Persons Per Renter Household	2020 (Estimated)		2022 (Projected)		Change 2020-2022	
	Households	Percent	Households	Percent	Households	Percent
1 Person	1,549	35.1%	1,572	35.2%	23	1.5%
2 Persons	1,205	27.3%	1,221	27.3%	16	1.3%
3 Persons	823	18.7%	845	18.9%	22	2.6%
4 Persons	431	9.8%	428	9.6%	-2	-0.6%
5 Persons+	401	9.1%	402	9.0%	1	0.3%
<b>Total</b>	<b>4,409</b>	<b>100.0%</b>	<b>4,468</b>	<b>100.0%</b>	<b>60</b>	<b>1.4%</b>

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

Persons Per Owner Household	2020 (Estimated)		2022 (Projected)		Change 2020-2022	
	Households	Percent	Households	Percent	Households	Percent
1 Person	1,755	23.2%	1,810	23.2%	54	3.1%
2 Persons	3,566	47.2%	3,686	47.4%	120	3.4%
3 Persons	1,020	13.5%	1,045	13.4%	25	2.4%
4 Persons	757	10.0%	776	10.0%	19	2.5%
5 Persons+	451	6.0%	468	6.0%	16	3.6%
<b>Total</b>	<b>7,550</b>	<b>100.0%</b>	<b>7,785</b>	<b>100.0%</b>	<b>234</b>	<b>3.1%</b>

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

The one- through three-bedroom units proposed for the subject site are expected to house up to five-person households. As such, the subject property will be capable of accommodating most renter households in the market, based on household size. Also note that renter growth is projected among most household sizes, a good indication of ongoing demand for rental product of all bedroom types within this market.

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

Household Income	2010 (Census)		2020 (Estimated)		2022 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$10,000	1,059	9.9%	971	8.1%	913	7.5%
\$10,000 to \$19,999	1,539	14.3%	1,363	11.4%	1,342	11.0%
\$20,000 to \$29,999	1,721	16.0%	1,236	10.3%	1,201	9.8%
\$30,000 to \$39,999	1,221	11.4%	1,160	9.7%	1,141	9.3%
\$40,000 to \$49,999	1,025	9.5%	1,183	9.9%	1,157	9.4%
\$50,000 to \$59,999	891	8.3%	1,013	8.5%	1,016	8.3%
\$60,000 to \$74,999	1,229	11.4%	1,466	12.3%	1,527	12.5%
\$75,000 to \$99,999	1,053	9.8%	1,335	11.2%	1,462	11.9%
\$100,000 to \$124,999	468	4.4%	899	7.5%	994	8.1%
\$125,000 to \$149,999	270	2.5%	468	3.9%	526	4.3%
\$150,000 to \$199,999	172	1.6%	379	3.2%	438	3.6%
\$200,000 & Over	99	0.9%	486	4.1%	536	4.4%
<b>Total</b>	<b>10,747</b>	<b>100.0%</b>	<b>11,959</b>	<b>100.0%</b>	<b>12,253</b>	<b>100.0%</b>
<b>Median Income</b>	<b>\$38,636</b>		<b>\$50,657</b>		<b>\$53,655</b>	

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

In 2010, the median household income was \$38,636. This increased by 31.1% to \$50,657 in 2020. By 2022, it is projected that the median household income will be \$53,655, an increase of 5.9% over 2020.

The following tables illustrate renter household income by household size for 2010, 2020 and 2022 for the Dahlonge Site PMA:

Renter Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	176	138	79	63	57	513
\$10,000 to \$19,999	267	176	101	80	73	696
\$20,000 to \$29,999	236	178	102	81	74	672
\$30,000 to \$39,999	124	106	61	48	44	383
\$40,000 to \$49,999	88	80	46	36	33	283
\$50,000 to \$59,999	57	54	31	25	23	190
\$60,000 to \$74,999	76	76	43	35	31	261
\$75,000 to \$99,999	39	37	21	17	15	129
\$100,000 to \$124,999	12	11	7	5	5	40
\$125,000 to \$149,999	7	7	4	3	3	23
\$150,000 to \$199,999	1	1	0	0	0	2
\$200,000 & Over	0	0	0	0	0	1
<b>Total</b>	<b>1,085</b>	<b>862</b>	<b>494</b>	<b>394</b>	<b>359</b>	<b>3,194</b>

Source: ESRI; Urban Decision Group

Renter Households	2020 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	218	180	123	64	60	644
\$10,000 to \$19,999	363	199	136	71	66	837
\$20,000 to \$29,999	236	170	116	61	57	639
\$30,000 to \$39,999	180	140	96	50	47	512
\$40,000 to \$49,999	140	129	88	46	43	447
\$50,000 to \$59,999	89	83	57	30	28	287
\$60,000 to \$74,999	131	119	81	43	40	414
\$75,000 to \$99,999	89	85	58	30	28	292
\$100,000 to \$124,999	34	36	24	13	12	119
\$125,000 to \$149,999	19	18	12	6	6	62
\$150,000 to \$199,999	22	21	14	7	7	71
\$200,000 & Over	27	25	18	9	8	87
Total	1,549	1,205	823	431	401	4,409

Source: ESRI; Urban Decision Group

Renter Households	2022 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	205	167	115	59	55	601
\$10,000 to \$19,999	363	191	132	67	63	817
\$20,000 to \$29,999	225	160	110	56	53	604
\$30,000 to \$39,999	174	135	93	47	45	494
\$40,000 to \$49,999	138	126	87	44	41	436
\$50,000 to \$59,999	84	80	55	28	26	273
\$60,000 to \$74,999	128	118	82	41	39	409
\$75,000 to \$99,999	99	96	66	33	32	326
\$100,000 to \$124,999	36	39	27	13	13	127
\$125,000 to \$149,999	20	20	14	7	7	67
\$150,000 to \$199,999	45	41	29	14	13	143
\$200,000 & Over	54	49	34	17	16	171
Total	1,572	1,221	845	428	402	4,468

Source: ESRI; Urban Decision Group

### Demographic Summary

The Dahlongega Site PMA is projected to experience both population and household growth between 2020 and 2022, a trend which has been ongoing since 2000. Household growth is projected for most age cohorts, with the 35 to 44 age cohort projected to experience the greatest household growth. Renter households comprise approximately 37.0% of all households in the market and are projected to increase by 59, or 1.3%, between 2020 and 2022. Nearly 4,500 renter households are projected for the market in 2022, more than half (56.3%) of which are projected to earn less than \$40,000. Based on the preceding factors, a good base of potential renter support will continue to exist within the Dahlongega Site PMA for the foreseeable future, particularly for affordable rental product such as that primarily proposed for the subject project.

## Section F – Economic Trends

### 1. LABOR FORCE PROFILE

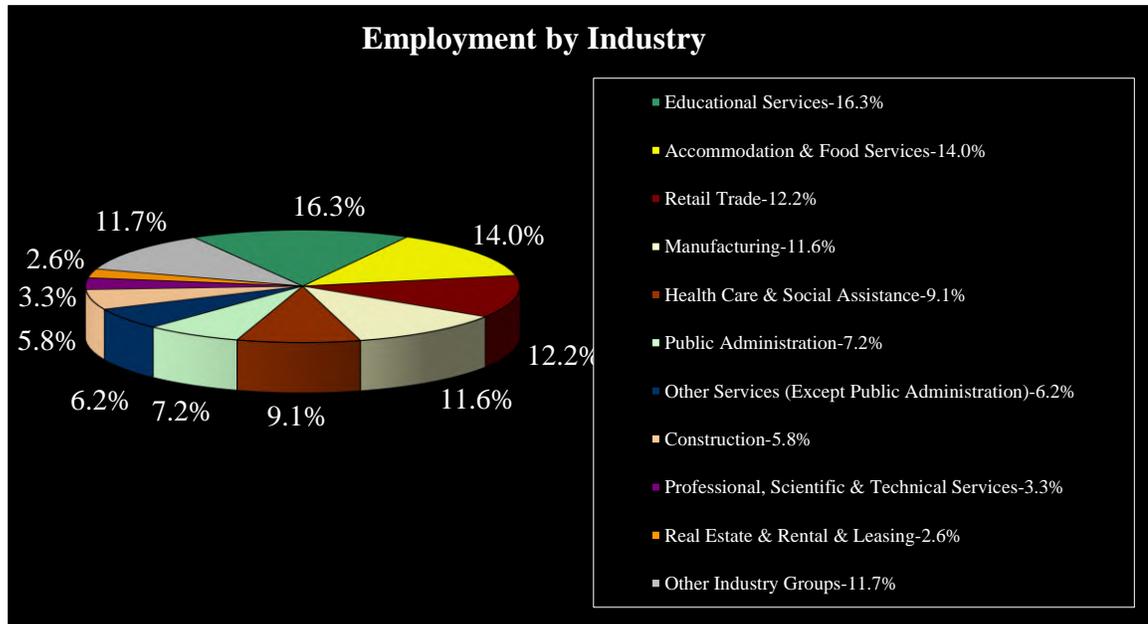
The labor force within the Dahlonge Site PMA is based primarily in four sectors. Educational Services (which comprises 16.3%), Accommodation & Food Services, Retail Trade and Manufacturing comprise over 54% of the Site PMA labor force. Employment in the Dahlonge Site PMA, as of 2020, was distributed as follows:

NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	16	1.7%	38	0.5%	2.4
Mining	1	0.1%	2	0.0%	2.0
Utilities	1	0.1%	13	0.2%	13.0
Construction	94	10.2%	446	5.8%	4.7
Manufacturing	33	3.6%	894	11.6%	27.1
Wholesale Trade	22	2.4%	185	2.4%	8.4
Retail Trade	132	14.3%	942	12.2%	7.1
Transportation & Warehousing	14	1.5%	59	0.8%	4.2
Information	21	2.3%	72	0.9%	3.4
Finance & Insurance	39	4.2%	182	2.4%	4.7
Real Estate & Rental & Leasing	57	6.2%	199	2.6%	3.5
Professional, Scientific & Technical Services	68	7.4%	258	3.3%	3.8
Management of Companies & Enterprises	1	0.1%	2	0.0%	2.0
Administrative, Support, Waste Management & Remediation Services	31	3.4%	191	2.5%	6.2
Educational Services	21	2.3%	1,263	16.3%	60.1
Health Care & Social Assistance	61	6.6%	707	9.1%	11.6
Arts, Entertainment & Recreation	25	2.7%	154	2.0%	6.2
Accommodation & Food Services	88	9.6%	1,080	14.0%	12.3
Other Services (Except Public Administration)	111	12.1%	479	6.2%	4.3
Public Administration	44	4.8%	555	7.2%	12.6
Nonclassifiable	41	4.5%	10	0.1%	0.2
Total	921	100.0%	7,731	100.0%	8.4

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

E.P.E. - Average Employees Per Establishment

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



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

Typical Wage by Occupation Type		
Occupation Type	North Georgia Nonmetropolitan Area	Georgia
Management Occupations	\$89,900	\$116,740
Business and Financial Occupations	\$59,220	\$74,280
Computer and Mathematical Occupations	\$65,240	\$88,550
Architecture and Engineering Occupations	\$67,860	\$83,500
Community and Social Service Occupations	\$46,490	\$48,540
Art, Design, Entertainment and Sports Medicine Occupations	\$39,670	\$56,780
Healthcare Practitioners and Technical Occupations	\$65,120	\$77,470
Healthcare Support Occupations	\$27,250	\$30,880
Protective Service Occupations	\$36,560	\$39,900
Food Preparation and Serving Related Occupations	\$22,210	\$22,600
Building and Grounds Cleaning and Maintenance Occupations	\$26,910	\$27,240
Personal Care and Service Occupations	\$25,820	\$28,200
Sales and Related Occupations	\$31,270	\$39,160
Office and Administrative Support Occupations	\$34,520	\$38,260
Construction and Extraction Occupations	\$38,220	\$43,690
Installation, Maintenance and Repair Occupations	\$41,910	\$47,530
Production Occupations	\$33,590	\$35,690
Transportation and Moving Occupations	\$31,230	\$35,260

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

Most annual blue-collar salaries range from \$22,210 to \$46,490 within the North Georgia Nonmetropolitan Area. White-collar jobs, such as those related to professional positions, management and medicine, have an average salary of \$69,468. It is important to note that most occupational types within the North Georgia Nonmetropolitan Area have lower typical wages than the state of Georgia's typical wages. The proposed project will generally target households with incomes of \$18,000 or higher. Therefore, the area employment base appears to have a significant number of income-appropriate occupations from which the proposed subject project will be able to draw renter support.

## 2. **MAJOR EMPLOYERS**

The ten largest employers within the Dahlonega area are summarized in the following table:

Employer Name	Business Type	Total Employed
University of North Georgia	Education	1,354
Lumpkin County Government	Government	560
Lumpkin County Schools	Education	560
Walmart Supercenter	Retail	270
U.S. Army Camp Frank D. Merrill	Military	200
Koyo Bearings, USA	Manufacturing	200
Mt. Sinai Wellness Center, LLC	Healthcare	170
ReFrigiwear, Inc.	Sporting Goods	154
Wahoo Docks, LLC	Manufacturing	130
Northeast Georgia Medical Center	Healthcare	100

Source: Development Authority of Lumpkin County (May 2020)

According to a representative with the Development Authority of Lumpkin County, the Lumpkin County economy is improving. There is a number of existing businesses that are currently expanding and the Development Authority of Lumpkin County has regularly received inquiries for new commercial and residential development. However, the COVID-19 pandemic has created some major unemployment issues within the accommodations and food service, retail and healthcare industries in Lumpkin County. The issues are, however, expected to be temporary and to improve quickly as businesses move back to full operations, according to local representatives. No permanent layoffs are expected from existing businesses. The following are summaries of recent/notable economic development activity/announcements within the Dahlonega area:

- In 2019 StruXure Outdoor, manufacturers of adjustable roof systems, purchased additional property. The \$1.75 million expansion will create an additional 60 jobs over three years and is expected to be complete in fall of 2020.

- As of May 2020, construction on the University of North Georgia’s Astronomical Observatory is underway. The \$1.4 million project will allow the university to offer more community programming and is expected to be complete in July of 2020.
- In July 2018 the Chestatee Regional hospital closed in Dahlonega and in July 2019 Northeast Georgia Medical Center (NGMC) opened its new emergency, imagery, pharmacy, lab and patient care services at this same Lumpkin County site. NGMC plans to open a replacement hospital five miles from this site which was to be completed by fall of 2021. However, this has been delayed by three to four months due to COVID-19. Once open the University of North Georgia will relocate its health sciences programs and services to the hospital site.

WARN (layoff notices):

WARN Notices of layoffs/closures were reviewed on May 21, 2020 and according to the Georgia Department of Labor there has been one WARN notice reported for Lumpkin County over the past 18 months. Below is a table summarizing this notice.

WARN Notices			
Company	Location	Jobs	Notice Date
Hunt Enterprises LLC	Dahlonega	2	3/19/2020

**3. EMPLOYMENT TRENDS**

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

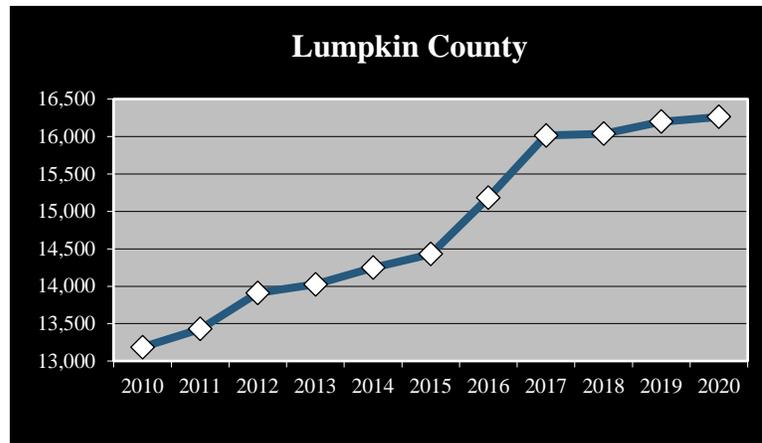
Excluding 2020, the employment base has increased by 12.3% over the past five years in Lumpkin County, more than the Georgia state increase of 10.1%. Total employment reflects the number of employed persons who live within the county.

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

Year	Total Employment					
	Lumpkin County		Georgia		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2010	13,184	-	4,202,052	-	140,469,139	-
2011	13,429	1.9%	4,263,305	1.5%	141,791,255	0.9%
2012	13,910	3.6%	4,348,083	2.0%	143,621,634	1.3%
2013	14,024	0.8%	4,366,374	0.4%	145,017,562	1.0%
2014	14,248	1.6%	4,403,433	0.8%	147,313,048	1.6%
2015	14,429	1.3%	4,482,922	1.8%	149,500,941	1.5%
2016	15,183	5.2%	4,649,755	3.7%	151,887,366	1.6%
2017	16,015	5.5%	4,812,097	3.5%	154,160,937	1.5%
2018	16,037	0.1%	4,880,038	1.4%	156,081,212	1.2%
2019	16,200	1.0%	4,935,310	1.1%	158,102,439	1.3%
2020*	16,263	0.4%	4,799,037	-2.8%	157,927,470	-0.1%

Source: Department of Labor; Bureau of Labor Statistics

\*Through March



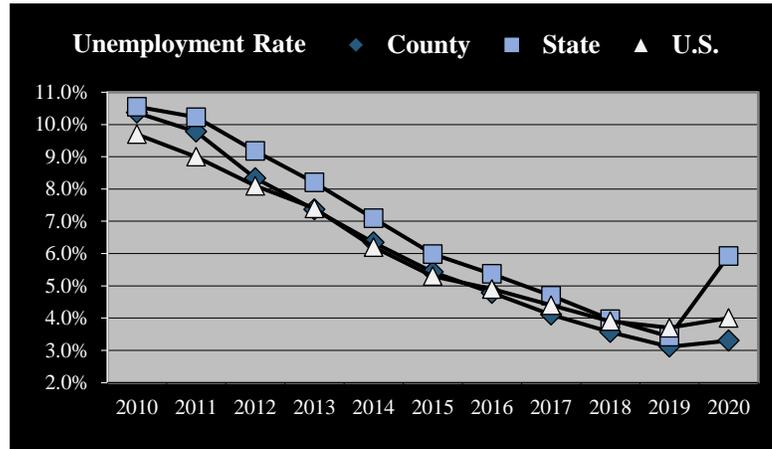
As the preceding illustrates, the Lumpkin County employment base has increased each year over the past decade and by a total of 3,079 jobs, or 23.4%, since 2010. The majority of this growth occurred between 2015 and 2017, as detailed in the preceding table. While employment growth has been positive in recent years, it is likely to slow for the foreseeable future given the impact of the COVID-19 pandemic.

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

Year	Unemployment Rate		
	Lumpkin County	Georgia	United States
2010	10.4%	10.6%	9.7%
2011	9.8%	10.2%	9.0%
2012	8.3%	9.2%	8.1%
2013	7.4%	8.2%	7.4%
2014	6.3%	7.1%	6.2%
2015	5.4%	6.0%	5.3%
2016	4.8%	5.4%	4.9%
2017	4.1%	4.7%	4.4%
2018	3.6%	4.0%	3.9%
2019	3.1%	3.4%	3.7%
2020*	3.3%	5.9%	4.0%

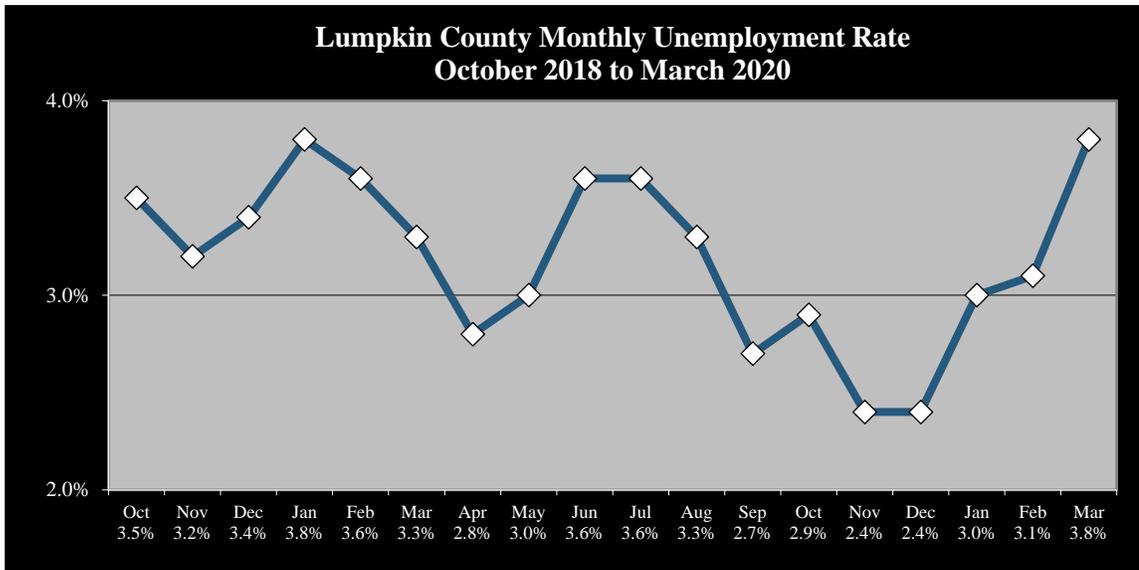
Source: Department of Labor, Bureau of Labor Statistics

\*Through March



The unemployment rate in Lumpkin County declined each year between 2010 and 2019, to a rate of 3.1% through the end of 2019. This is reflective of a decline of more than seven full percentage points during this time period. Although the unemployment rate has remained relatively stable through March of 2020, it is anticipated that the county, like most markets throughout the country, will experience some elevated unemployment rates over the coming months due to the impact of the COVID-19 pandemic.

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



The monthly unemployment rate within the county has fluctuated between 2.4% and 3.8% over the past 18-month period. The monthly unemployment rate has increased by more than one full percentage point since December of 2019. We expect increased unemployment rates will continue for the foreseeable future within the county and throughout much of the country due to the impact of the COVID-19 pandemic.

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

In-Place Employment Lumpkin County			
Year	Employment	Change	Percent Change
2009	6,040	-	-
2010	5,995	-45	-0.7%
2011	6,072	77	1.3%
2012	6,303	231	3.8%
2013	6,495	192	3.0%
2014	6,760	265	4.1%
2015	6,901	141	2.1%
2016	7,281	380	5.5%
2017	7,573	292	4.0%
2018	7,434	-139	-1.8%
2019*	7,503	69	0.9%

Source: Department of Labor, Bureau of Labor Statistics  
\*Through September

Data for 2018, the most recent year that year-end figures are available, indicates in-place employment in Lumpkin County to be 46.4% of the total Lumpkin County employment. This means that Lumpkin County has more employed persons leaving the county for daytime employment than those who work in the county. This is not uncommon, however, of more rural areas such as the Lumpkin County area and is not expected to have any adverse impact on the overall marketability of the subject property.

#### 4. ECONOMIC FORECAST

The labor force within the Dahlonega Site PMA is relatively well-balanced in the sense that no single industry segment represents more than 16.3% of the total labor force. However, it is important to understand that the four largest industry segments within the Dahlonega Site PMA are the Educational Services, Accommodation & Food Services, Retail, and Manufacturing industries. Combined, these four industry segments represent more than half (54.1%) of the total labor force. Typically, these industry segments offer lower wage positions conducive to affordable housing alternatives such as those primarily proposed for the subject site.

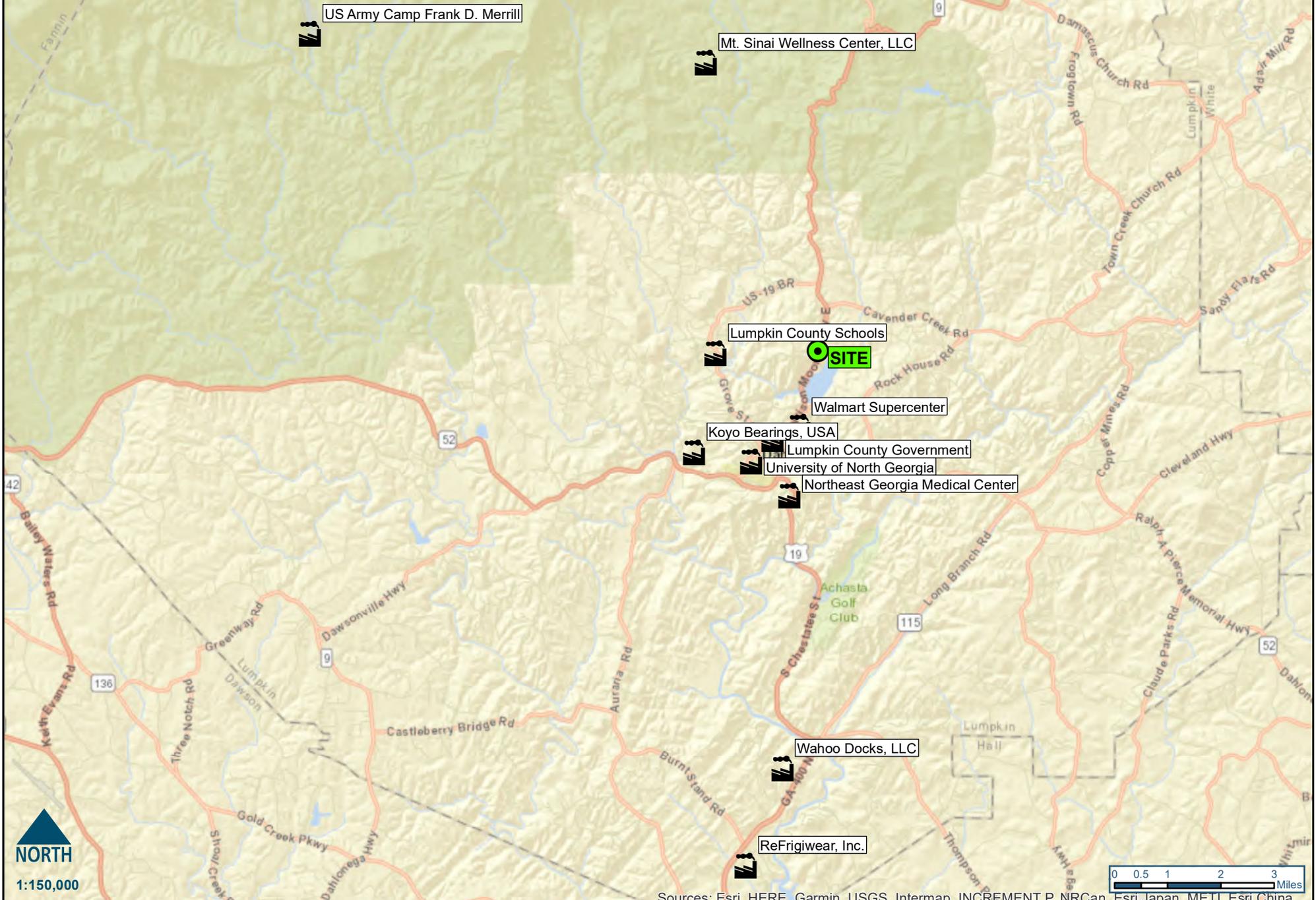
The Lumpkin County economy has experienced steady improvement over the past decade, both in terms of total employment and unemployment rate trends. Notably, the employment base within the county added more than 3,000 jobs since 2010 and the unemployment rate declined by more than seven full percentage points between 2010 and 2019. While these are good indications the local economy was performing at a high level prior to the impact of the COVID-19 pandemic, the impact of the pandemic is likely to slow/halt economic development/improvement for the foreseeable future, both within the Lumpkin County area and throughout the country.

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



# Dahlonega, GA Major Employers

- Site
- Major Employers



**NORTH**  
1:150,000

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

## Section G – Project-Specific Demand Analysis

### 1. DETERMINATION OF INCOME ELIGIBILITY

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

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

The subject site is within Lumpkin County, Georgia, which has a median four-person household income of \$54,900 for 2019. However, the project location, is eligible for the National Non-Metropolitan Income and Rent Floor adjustment. Therefore, the income restrictions for the subject project are based on the national non-metropolitan four-person median household income of \$60,600 in 2019. The LIHTC units at the subject property will be restricted to households with incomes of up to 50% and 60% of AMHI. The following table summarizes the maximum allowable income by household size and targeted AMHI level.

Household Size	Targeted AMHI Maximum Allowable Income	
	50%	60%
One-Person	\$21,200	\$25,440
Two-Person	\$24,250	\$29,100
Three-Person	\$27,250	\$32,700
Four-Person	\$30,300	\$36,360
Five-Person	\$32,700	\$39,240

#### a. Maximum Income Limits

The largest proposed units (three-bedroom) at the subject site are expected to house up to five-person households. As such, the maximum allowable income for the LIHTC units at the subject site is **\$39,240**. It should be reiterated that the subject project will also offer unrestricted market-rate units. These units will not have a maximum income limit. While higher income households are often more likely to become homeowners rather than renting, our demand estimates only consider *renter* households. As such, we have not capped the maximum allowable income for the subject’s unrestricted market-rate units.

**b. Minimum Income Requirements**

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

The proposed LIHTC units will have a lowest gross rent of \$530 (one-bedroom at 50% AMHI). Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$6,360. Applying a 35% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement for the Tax Credit units of **\$18,171**.

Utilizing the same methodology as above but considering a lower rent-to-income ratio of 30% (typical of most market-rate product), the minimum requirement for the subject’s market-rate units is **\$28,200**.

**c. Income-Appropriate Range**

Based on the preceding analyses, the income-appropriate range required for living at the proposed project with units built to serve households at 50% and 60% of AMHI, as well as unrestricted market-rate households, is as follows:

Unit Type	Income Range	
	Minimum	Maximum
Tax Credit (Limited to 50% of AMHI)	\$18,171	\$32,700
Tax Credit (Limited to 60% of AMHI)	\$22,114	\$39,240
Tax Credit Overall	\$18,171	\$39,240
Market-Rate	\$28,200	None

**2. METHODOLOGY**

**Demand**

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

- a. Demand from New Household: New units required in the market area due to projected household growth from migration into the market and growth from existing households in the market should be determined. This should be determined using current renter household data and projecting forward to the anticipated placed in service date of the project using a growth rate established from a reputable source such as ESRI or the State Data Center. This household projection must be limited to the target population, age and income group and the demand for each income group targeted (i.e. 50% of median income) must be**

*shown separately. In instances where a significant number (more than 20%) of proposed units comprise three- and four-bedroom units, please refine the analysis by factoring in the number of large households (generally 5+ persons). A demand analysis that does not account for this may overestimate demand. Note that our calculations have been reduced to only include **renter-qualified** households*

**b. Demand from Existing Households:** The second source of demand should be projected from:

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

Based on Table B25074 of the American Community Survey (ACS) 2014-2018 5-year estimates, approximately 17.4% to 58.4% (depending upon the targeted income level) of renter households within the market were rent overburdened. These households have been included in our demand analysis.

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

Based on Table B25016 of the American Community Survey (ACS) 2014-2018 5-year estimates, 3.3% of all households in the market were living in substandard housing that lacked complete indoor plumbing or in overcrowded (1.5+ persons per room) households.

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

Not applicable; subject site is general-occupancy.

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

### **Net Demand**

The overall demand components illustrated above are added together and the competitive supply of competitive vacant and/or units constructed in the past two years (2018/2019) is subtracted to calculate Net Demand. Vacancies in projects placed in service prior to 2018 which have not reached stabilized occupancy (i.e. at least 90% occupied) must also be considered as part of supply. **GDCA requires analysts to include ALL projects that have been funded, are proposed for funding and/or received a bond allocation from GDCA, in the demand analysis, along with ALL conventional rental properties existing or planned in the market as outlined above. Competitive units are defined as those units that are of similar size and configuration and provide alternative housing to a similar tenant population, at rent levels comparative to those proposed for the subject development.**

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

Within the Site PMA, we did not identify any rental units within the development pipeline that will directly compete with the subject project. In addition, we did not identify any competitive projects placed in service prior to 2018 that have not reached a stabilized occupancy of 90%. Thus, we have not considered any directly competitive supply units in our demand estimates.

The following is a summary of our demand calculations:

Demand Component	Percent of Median Household Income			
	50% AMHI (\$18,171 to \$32,700)	60% AMHI (\$22,114 to \$39,240)	Tax Credit Overall (\$18,171 to \$39,240)	Market-Rate (\$28,200 +)
Demand from New Household (Age- and Income-Appropriate)	921 - 930 = -9	968 - 977 = -9	1,254 - 1,265 = -11	2,435 - 2,404 = 31
+				
Demand from Existing Households (Rent Overburdened)	930 X 58.4% = 543	977 X 52.9% = 517	1,265 X 54.3% = 687	2,404 X 17.4% = 418
+				
Demand from Existing Households (Renters in Substandard Housing)	930 X 3.3% = 31	977 X 3.3% = 32	1,265 X 3.3% = 42	2,404 X 3.3% = 79
=				
Demand Subtotal	565	540	718	528
+				
Demand from Existing Homeowners (Elderly Homeowner Conversion) Cannot exceed 2%	N/A	N/A	N/A	N/A
=				
Total Demand	565	540	718	528
-				
Supply (Directly Comparable Units Built and/or Funded Since 2018)	0	0	0	0
=				
Net Demand	565	540	718	528
Proposed Units / Net Demand	12 / 565	42 / 540	54 / 718	6 / 528
Capture Rate	= 2.1%	= 7.8%	= 7.5%	= 1.1%

Per GDCA guidelines, capture rates below 35% for projects in rural markets are typically considered acceptable. Thus, the proposed project's overall capture rate of 7.5% for the LIHTC units is considered low and acceptable. This is particularly true when considering the limited supply of existing comparable LIHTC product and strong occupancy rate reported at the one such property currently offered in the market. Based on the preceding factors, the subject's capture rates by AMHI level and for the market-rate units are also considered acceptable.

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

Estimated Demand by Bedroom	
Bedroom Type	Percent
One-Bedroom	35.0%
Two-Bedroom	45.0%
Three-Bedroom +	20.0%
Total	100.0%

Applying these shares to the income-qualified households and existing competitive supply yields demand and capture rates for the proposed units by bedroom type and AMHI level as follows:

Bedroom Size (Share Of Demand)	Target % of AMHI	Subject Units	Total Demand*	Supply**	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band Min-Max	Subject Rents
One-Bedroom (35%)	50%	3	198	0	198	1.5%	1 Month	\$1,024	\$950-\$1,040	\$425
One-Bedroom (35%)	60%	7	189	0	189	3.7%	2 Months	\$1,024	\$950-\$1,040	\$540
One-Bedroom (35%)	MR	2	185	0	185	1.1%	1 Month	\$1,024	\$950-\$1,040	\$600
<b>One-Bedroom</b>	<b>Total</b>	<b>12</b>	<b>572</b>	<b>0</b>	<b>572</b>	<b>2.1%</b>	<b>2 Months</b>	-	-	-
Two-Bedroom (45%)	50%	7	254	0	254	2.8%	2 Months	\$1,207	\$985-\$1,310	\$525
Two-Bedroom (45%)	60%	26	243	0	243	10.7%	6 Months	\$1,207	\$985-\$1,310	\$625
Two-Bedroom (45%)	MR	3	238	0	238	1.3%	1 Month	\$1,207	\$985-\$1,310	\$675
<b>Two-Bedroom</b>	<b>Total</b>	<b>36</b>	<b>735</b>	<b>0</b>	<b>735</b>	<b>4.9%</b>	<b>6 Months</b>	-	-	-
Three-Bedroom (20%)	50%	2	113	0	113	1.8%	1 Month	\$1,329	\$1,265-\$1,500	\$600
Three-Bedroom (20%)	60%	9	108	0	108	8.3%	2 Months	\$1,329	\$1,265-\$1,500	\$700
Three-Bedroom (20%)	MR	1	106	0	106	0.9%	1 Month	\$1,329	\$1,265-\$1,500	\$750
<b>Three-Bedroom</b>	<b>Total</b>	<b>12</b>	<b>327</b>	<b>0</b>	<b>327</b>	<b>3.7%</b>	<b>2 Months</b>	-	-	-

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

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

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

MR – Market-Rate

The capture rates by bedroom type and targeted income level range from 0.9% to 10.7%. These capture rates are below GDCA’s capture rate thresholds and are considered achievable. This indicates that a sufficient base of income-appropriate renter household support exists in the Dahlongea Site PMA for each of the unit types proposed for the subject development.

## Section H – Rental Housing Analysis (Supply)

### 1. OVERVIEW OF RENTAL HOUSING

The distributions of the area housing stock within the Dahlenega Site PMA in 2010 and 2020 (estimated) are summarized in the following table:

Housing Status	2010 (Census)		2020 (Estimated)	
	Number	Percent	Number	Percent
Total-Occupied	10,747	85.6%	11,959	85.8%
Owner-Occupied	7,553	70.3%	7,550	63.1%
Renter-Occupied	3,194	29.7%	4,409	36.9%
Vacant	1,809	14.4%	1,985	14.2%
Total	12,556	100.0%	13,944	100.0%

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

Based on a 2020 update of the 2010 Census, of the 13,944 total housing units in the market, 14.2% were vacant. In 2020, it was estimated that homeowners occupied 63.1% of all occupied housing units, while the remaining 36.9% were occupied by renters.

#### Conventional Rentals

The Dahlenega Site PMA is relatively rural and offers a limited supply of conventional rental product, which is evident by the fact that we identified and surveyed just three conventional rental housing projects containing a total of 150 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 100.0%, a strong rate for rental housing. Each rental housing segment surveyed is summarized in the following table:

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-Rate	1	30	0	100.0%
Tax Credit	1	79	0	100.0%
Tax Credit/Government-Subsidized	1	41	0	100.0%
Total	3	150	0	100.0%

Nearly three-quarters (72.7%) of the conventional units surveyed within the Dahlenega Site PMA are non-subsidized (market-rate or Tax Credit) units. These properties, as well as the one subsidized Tax Credit property surveyed, are 100.0% occupied. This is indicative of strong demand for rental product across multiple affordability levels within the Dahlenega Site PMA.

It is important to understand that while we were able to survey only three conventional properties within the Site PMA at the time of this analysis, we also identified additional rental properties which are known to contain ten or more units. The majority of these properties are unrestricted market-rate properties. However, one additional subsidized Tax Credit property (Golden Hills Apartments) was also identified. This property is located at 600 Wimpy Mill Road in Dahlonga and is believed to offer a total of 69 units. This general-occupancy property operates under both the Tax Credit and Rural Development 515 (RD 515) programs with eight (8) units receiving Rental Assistance (RA). Thus, this property will not be directly competitive with the non-subsidized mixed-income subject property. Regardless, as we were unable to survey this property, it has been excluded from our survey.

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

Market-Rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
Two-Bedroom	2.5	30	100.0%	0	0.0%	\$1,101
<b>Total Market-Rate</b>		<b>30</b>	<b>100.0%</b>	<b>0</b>	<b>0.0%</b>	-
Tax Credit, Non-Subsidized						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	16	20.3%	0	0.0%	\$668
Two-Bedroom	2.0	39	49.4%	0	0.0%	\$778
Three-Bedroom	2.0	24	30.4%	0	0.0%	\$888
<b>Total Tax Credit</b>		<b>79</b>	<b>100.0%</b>	<b>0</b>	<b>0.0%</b>	-

As detailed in the preceding table, the Tax Credit units surveyed within the market are comprised of a mix of one- through three-bedroom units, all of which are occupied. This is a good indication of strong demand for product similar in design to that proposed for the subject site. Also note the median gross Tax Credit rents included in the preceding table, as they are positioned well below the median gross rents reported among unrestricted market-rate product surveyed. This demonstrates the value non-subsidized Tax Credit product represents within this market.

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

Market-Rate			
Quality Rating	Projects	Total Units	Vacancy Rate
B-	1	30	0.0%
Non-Subsidized Tax Credit			
Quality Rating	Projects	Total Units	Vacancy Rate
A	1	79	0.0%

Non-subsidized product surveyed within the Site PMA is of good to excellent condition. The proposed subject property is expected to have an excellent overall quality/condition upon completion of construction which is expected to enhance marketability of the property.

Considering the limited supply of conventional (i.e. product containing ten or more units) rental product identified and surveyed within the Dahlongega Site PMA, we further evaluate existing renter-occupied structures within the market in the following table.

Units in Structure	Renter	
	Number	Percent
1, Detached	1,583	43.2%
1, Attached	160	4.4%
2 to 4	518	14.1%
5 to 9	332	9.1%
10 to 19	136	3.7%
20 to 49	183	5.0%
50+	24	0.7%
Mobile Homes	729	19.9%
Boat, RV, Vans	0	0.0%
Total	3,665	100.0%

Source: American Community Survey (2014-2018); ESRI; Urban Decision Group; Bowen National Research

Notably, more than 90.0% of all renter-occupied structures within the Dahlongega Site PMA are located within structures containing less than ten units. The majority (69.6%) of these non-conventional structures are detached single-family homes and mobile homes. This further demonstrates the lack of conventional rental product within this market. Thus, the subject property is expected to help fill a void within the Dahlongega Site PMA.

## 2. SUMMARY OF ASSISTED PROJECTS

The two federally subsidized and/or Tax Credit apartment developments surveyed in the Dahlonega Site PMA are summarized in the following table and were surveyed in May of 2020.

Map I.D.	Project Name	Type	Year Built	Total Units	Occupancy	Gross Rent (Unit Mix)		
						One-Br.	Two-Br.	Three-Br.
1	Brooks Point Apts.	TAX & RD 515	1995	41	100.0%	\$686 - \$775 (38)	\$762 - \$865 (3)	-
2	Highland Trace	TAX	2017	79	100.0%	\$558 - \$668 (16)	\$673 - \$778 (39)	\$803 - \$888 (24)
<b>Total</b>				<b>120</b>	<b>100.0%</b>			

Both assisted properties surveyed within the Site PMA are 100.0% occupied, indicative of strong and likely pent-up demand for such product within this market.

### Housing Choice Voucher Holders

According to a representative with the Georgia Department of Community Affairs Rental Assistance Division – Lumpkin County, there are approximately nine (9) Housing Choice Voucher holders within the housing authority’s jurisdiction. The number of persons currently on the waiting list for additional Vouchers was unavailable at the time of this report. The waiting list is closed, and it is unknown when the waiting list will reopen.

During our survey of the Dahlonega Site PMA, our analysts inquired with local property managers regarding the number of units occupied by Housing Choice Vouchers. However, management of the one existing non-subsidized Tax Credit property in the market (Highland Trace) was unable to provide this information at the time of our survey. Regardless, it is likely the number of vouchers currently in use at this property, if any, is minimal based on the total number of vouchers currently available within the local housing authority’s jurisdiction. Considering this property is 100.0% occupied, it is reasonable to assume that area rental properties do not rely heavily, if at all, on voucher support.

Nonetheless, if the rents do not exceed the Payment Standards established by the local/regional housing authority, households with Housing Choice Vouchers may be willing to reside at a LIHTC project. Established by the Georgia Department of Community Affairs (GDCA) Rental Assistance Division - Lumpkin County, the regional Payment Standards, as well as the proposed subject gross rents, are summarized in the following table.

Bedroom Type	Payment Standards	Proposed Tax Credit Gross Rents (AMHI)
One-Bedroom	\$672	\$530 (50%) \$645 (60%) \$705 (MR)
Two-Bedroom	\$885	\$654 (50%) \$754 (60%) \$804 (MR)
Three-Bedroom	\$1,168	\$763 (50%) \$863 (60%) \$913 (MR)

MR – Market-Rate

As the preceding table illustrates, the proposed gross rents are below the Payment Standards set by the Georgia Department of Community Affairs (GDCA) Rental Assistance Division - Lumpkin County. As such, those who hold Housing Choice Vouchers will likely respond to the subject development.

### 3. **PLANNED MULTIFAMILY DEVELOPMENT**

Based on our interviews with planning representatives, it was determined that there are two rental housing projects planned within the Site PMA. These planned developments are summarized as follows:

- Brookstone Apartments is a planned 18-unit market-rate development by Quality Homes. This townhome development will be for seniors age 55 and older and all units will be two-bedroom. The specific project location was not disclosed at the time of this study.
- Crabapple Hollow is a planned 32-unit market-rate development by NMK Holding Corporation. This townhome development targeting families and college students and will include only two-bedroom units. The specific project location was not disclosed at the time of this study.

As indicated above, the planned properties are expected to operate as market-rate and will have a combined total of just 50 units, 18 of which will be age-restricted. As the subject property will offer only six (6) units as unrestricted market-rate, these two planned properties will have minimal competitive overlap with the subject project.

## Building Permit Data

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

<b>Housing Unit Building Permits for Lumpkin County:</b>										
<b>Permits</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>
Multifamily Permits	0	0	0	0	0	132	2	0	13	0
Single-Family Permits	56	48	35	166	91	83	171	205	19	199
Total Units	56	48	35	166	91	215	173	205	32	199

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

With the exception of 2015, no more than 13 multifamily building permits have been issued in any given year over the past decade within Lumpkin County. Thus, the subject project will provide a modern multifamily rental alternative that is not readily available within the Dahlonega/Lumpkin County area.

#### **4. SURVEY OF COMPARABLE/COMPETITIVE PROPERTIES**

##### Tax Credit Units

The proposed subject project will offer one- through three-bedroom units targeting general-occupancy (family) households earning up to 50% and 60% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. Within the Dahlonega Site PMA, we identified and surveyed one non-subsidized general-occupancy LIHTC property which offers units similar to those proposed for the subject development. Thus, this property will be competitive with the subject project and has been included in our comparable/competitive analysis.

Due to the very limited supply of non-subsidized LIHTC product within the Dahlonega Site PMA, it was necessary to identify and survey such product outside the Site PMA but within the surrounding region. In total, we surveyed five additional properties within the surrounding areas of Dawsonville and Gainesville, Georgia. While these properties will not be directly competitive with the subject project due to their location, they will provide a good additional base of comparison for the subject property.

The six comparable LIHTC properties and the proposed subject development are summarized as follows. Information regarding property address and phone number, contact name, date of contact and utility responsibility is included in *Addendum B, Comparable Property Profiles*.

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
<b>Site</b>	<b>Peaks of Dahlonega</b>	<b>2022</b>	<b>54*</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>Families; 50% &amp; 60% AMHI</b>
2	Highland Trace	2017	79	100.0%	3.2 Miles	None	Families; 50% & 60% AMHI
901	Farmington Woods	2014	72	100.0%	17.6 Miles	20 HH	Families; 50% & 60% AMHI
903	Oconee Springs	1998	88	100.0%	25.7 Miles	None	Families; 50% & 60% AMHI
904	Paces Landing	2002	110*	100.0%	25.8 Miles	None	Families; 50% & 60% AMHI
906	Retreat at McEver	2002	224	96.9%	24.5 Miles	None	Families; 60% AMHI
907	Sycamore Ridge Apts.	2004	220	100.0%	25.2 Miles	None	Families; 60% AMHI

900 Series Map IDs are located outside the Site PMA

OCC. – Occupancy

HH - Households

\*Tax Credit units only

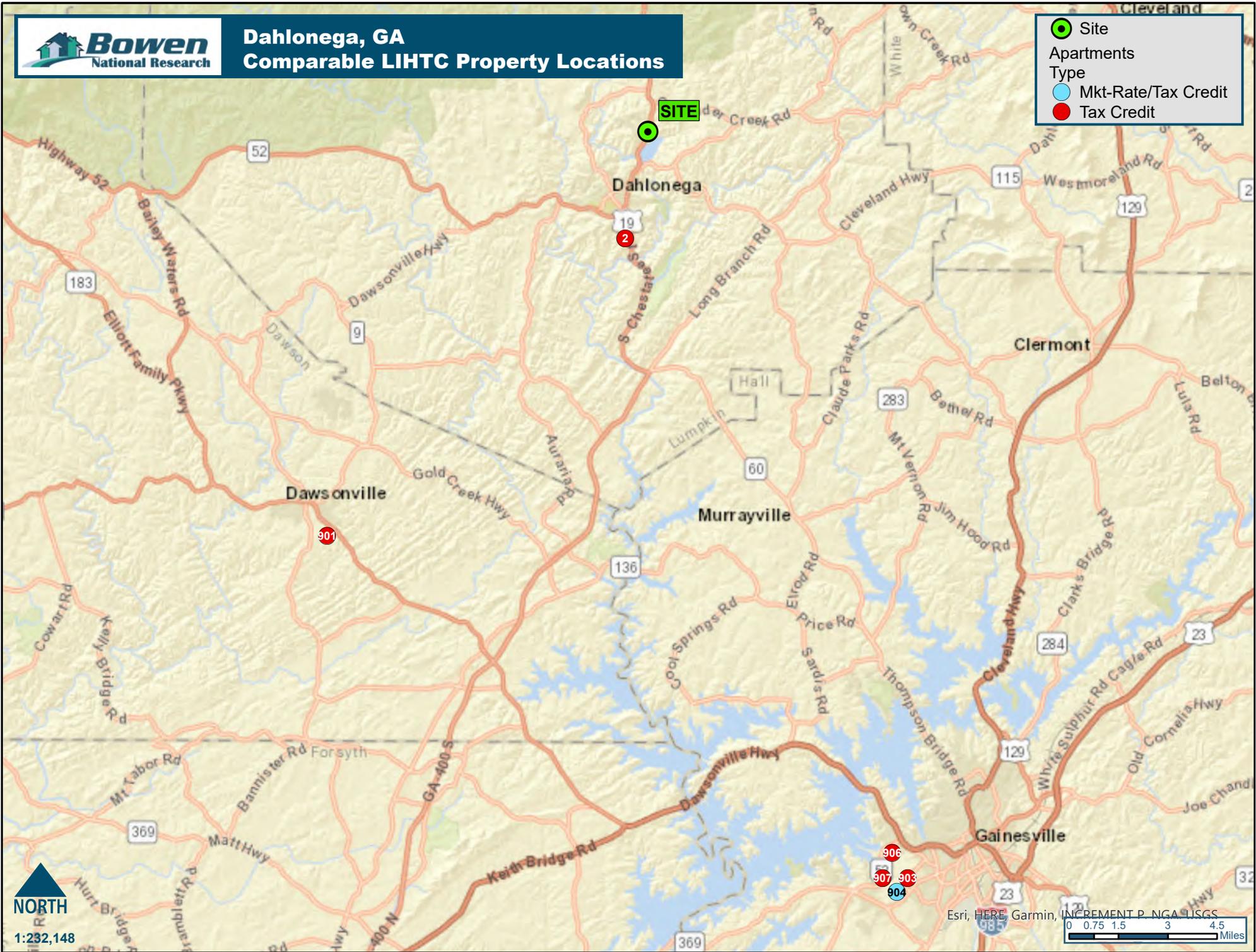
The six LIHTC projects have a combined occupancy rate of 99.1%, reflective of just seven vacant units at Retreat at McEver. The remaining properties surveyed, including the one property located in the Dahlonega Site PMA (Highland Trace) are 100.0% occupied. Based on the preceding, there is clearly strong demand for non-subsidized general-occupancy LIHTC product within the market and surrounding region.

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



# Dahlonega, GA Comparable LIHTC Property Locations

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



**NORTH**  
1:232,148

Esri, HERE, Garmin, INCREMENT P, NGA, USGS  
0 0.75 1.5 3 4.5 Miles

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

		Gross Rent/Percent of AMHI (Number of Units/Vacancies)				
Map I.D.	Project Name	One-Br.	Two-Br.	Three-Br.	Four-Br.	Rent Special
Site	Peaks of Dahlonega	\$530/50% (3) \$645/60% (7)	\$654/50% (7) \$754/60% (26)	\$763/50% (2) \$863/60% (9)	-	-
2	Highland Trace	\$558/50% (4/0) \$668/60% (12/0)	\$673/50% (8/0) \$778/60% (31/0)	\$803/50% (4/0) \$888/60% (20/0)	-	None
901	Farmington Woods	\$763/50% (3/0) \$878/60% (9/0)	\$893/50% (4/0) \$1,023/60% (32/0)	\$1,028/50% (4/0) \$1,138/60% (20/0)	-	None
903	Oconee Springs	-	\$889/50% (5/0) \$1,004/60% (11/0)	\$1,032/50% (22/0) \$1,067/60% (42/0)	\$1,151/50% (4/0) \$1,276/60% (4/0)	None
904	Paces Landing	\$889/60% (13/0)	\$895/50% (12/0) \$951/60% (41/0)	\$1,025/50% (40/0)	\$1,158/50% (4/0)	None
906	Retreat at McEver	\$773/60% (80/0)	\$924/60% (120/7)	\$1,066/60% (24/0)	-	None
907	Sycamore Ridge Apts.	\$841/60% (72/0)	\$997/60% (96/0)	\$1,159/60% (52/0)	-	None

900 Series Map IDs are located outside the Site PMA

The subject's proposed gross Tax Credit rents are positioned slightly below those reported at the one existing property in the Site PMA (Highland Trace) and well below those located outside the Site PMA in the surrounding region. It is important to understand the higher rents reported among the properties located outside the Site PMA are due to the location of these properties. Specifically, the properties surveyed outside the Site PMA are located in areas which are generally superior to the subject market in terms of income and rents charged. This results in higher maximum allowable LIHTC rents for these areas as compared to the more rural subject market.

Regardless, the subject rents are considered appropriate for and marketable within the Dahlonega Site PMA, as evident by their competitive position as compared to those reported at Highland Trace.

The following table illustrates the weighted average *collected* rents of the comparable LIHTC units by bedroom type and targeted income level among the comparable properties located *within the Site PMA*:

Weighted Average Collected Rent of Comparable LIHTC Units (AMHI)		
One-Br.	Two-Br.	Three-Br.
\$430 (50%)	\$520 (50%)	\$615 (50%)
\$540 (60%)	\$625 (60%)	\$700 (60%)

Per Georgia GDCA guidelines, the rent advantage for the proposed units is calculated as follows (average weighted market rent – proposed rent) / proposed rent.

Bedrooms	Weighted Avg. Rent (AMHI)	Proposed Rent (AMHI)	Difference	Proposed Rent (AMHI)	Rent Advantage
One-Br.	\$430 (50%)	- \$425 (50%)	\$5	/ \$425 (50%)	1.2%
	\$540 (60%)	- \$540 (60%)	\$0	/ \$540 (60%)	0.0%
Two-Br.	\$520 (50%)	- \$525 (50%)	- \$5	/ \$525 (50%)	- 1.0%
	\$625 (60%)	- \$625 (60%)	\$0	/ \$625 (60%)	0.0%
Three-Br.	\$615 (50%)	- \$600 (50%)	\$15	/ \$600 (50%)	2.5%
	\$700 (60%)	- \$700 (60%)	\$0	/ \$700 (60%)	0.0%

The collected rents for the subject units are very similar to the weighted average rents reported among existing properties in the market and in some cases represent a slight rent advantage. However, it should be noted that this analysis is reflective of the collected rent and does not account for utility responsibilities and/or other features of the subject project, including the subject's age/newness, which may enable it to charge higher rents. Therefore, caution must be used when drawing any conclusions. A complete analysis of the achievable market rent by bedroom type and the rent advantage of the proposed development's collected rents are included in *Addendum E* of this report.

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

Map I.D.	Project Name	Square Footage			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
<b>Site</b>	<b>Peaks of Dahlonega</b>	<b>723</b>	<b>909</b>	<b>1,157</b>	<b>-</b>
2	Highland Trace	820	1,054	1,218	-
901	Farmington Woods	740	1,150	1,250	-
903	Oconee Springs	-	1,013	1,210	1,372
904	Paces Landing	799	1,062	1,267	1,428
906	Retreat at McEver	892	1,120 - 1,170	1,350	-
907	Sycamore Ridge Apts.	860	1,119	1,335	-

900 Series Map IDs are located outside the Site PMA

Map I.D.	Project Name	Number of Baths			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
<b>Site</b>	<b>Peaks of Dahlonega</b>	<b>1.0</b>	<b>2.0</b>	<b>2.0</b>	<b>-</b>
2	Highland Trace	1.0	2.0	2.0	-
901	Farmington Woods	1.0	2.0	2.0	-
903	Oconee Springs	-	2.0	2.0	2.0
904	Paces Landing	1.0	2.0	2.0	2.0
906	Retreat at McEver	1.0	2.0	2.0	-
907	Sycamore Ridge Apts.	1.0	2.0	2.0	-

900 Series Map IDs are located outside the Site PMA

The subject units will be the smallest among the comparable properties in terms of square footage. While this could create a marketing disadvantage for the property, the general lack of LIHTC product within the Dahlenega market will likely mitigate any impact the smaller unit sizes may have. This is particularly true when considering the newness of the subject property and the fact that the subject rents will be the lowest in the market. The number of bathrooms proposed for the subject property are competitive with those offered among the comparable properties.

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

Tax Credit Unit Amenities by Map ID								
	Site**	2	901	903	904	906	907	
Appliances	Dishwasher	X	X	X	X	X	X	X
	Disposal	X	X	X	X	X	X	X
	Icemaker	X		X		X	X	X
	Microwave	X		X			X	
	Range	X	X	X	X	X	X	X
	Refrigerator	X	X	X	X	X	X	X
	No Appliances							
Unit Amenities	AC-Central	X	X	X	X	X	X	X
	AC-Other							
	Balcony	X		X	X		X	
	Deck / Patio	X		X	X		X	
	Basement							
	Ceiling Fan	X	X	X			X	X
	Controlled Access							
	E-Call System							
	Fireplace							
	Furnished							
	Security System							
	Sunroom					X		
	W/D Hookup			X	X	X	X	X
	W/D	X	X					
	Walk-In Closet							
Window Treatments	X	X	X	X	X	X	X	
Flooring	Carpet	X		X	X	X	X	X
	Ceramic Tile							
	Composite (VCT)(LVT)	X						
	Hardwood		X					
	Finished Concrete							
	Vinyl							
Upgraded	Wood Laminate / Plank							
	Premium Appliances							
	Premium Countertops							
	Premium Cabinetry							
	Premium Fixtures							
	High Ceilings							
	Vaulted Ceilings							
	Crown Molding							
Oversized Windows								
Parking	Attached Garage							
	Detached Garage							
	Surface Lot	X	X	X	X	X	X	X
	Carport							
	Property Parking Garage							
	Podium Parking							
No Provided Parking								

\*\* Proposed Site(s): Peaks of Dahlenega

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

\* Details in Comparable Property Profile Report

Tax Credit Property Amenities by Map ID

	Site**	2	901	903	904	906	907
Bike Racks / Storage							
Business Center *		X	X				
Car Care *							
Common Patio	X						
Community Garden	X						
Community Space							
Activity / Craft Room							
Chapel							
Clubhouse	X	X		X	X	X	X
Conference Room							
Community Kitchen	X						
Community Room	X		X	X	X		
Dining Room - Private							
Dining Room - Public							
Rooftop Lounge							
Study Lounge							
TV Lounge				X	X		
Concierge Service *			X				
Convenience Amenities *							
Courtyard							
Covered Outdoor Area *	X						
Elevator							
Laundry Room			X	X	X	X	X
Meals							
On-Site Management	X	X	X	X	X	X	X
Pet Care *							
Recreation							
Basketball					X		
Bocce Ball							
Firepit							
Fitness Center					X	X	X
Grill	X						
Game Room - Billiards							
Hiking - Walking Trail							
Hot Tub							
Library							
Media Room / Theater							
Picnic Table / Area	X	X	X	X	X	X	X
Playground	X	X	X	X	X	X	X
Putting Green							
Racquetball							
Shuffleboard							
Sports Court							
Swimming Pool - Indoor							
Swimming Pool - Outdoor			X		X	X	X
Tennis							X
Volleyball							
Security							
CCTV							
Courtesy Officer							
Gated Community							X
Gated Parking							
Police Substation							
Social Services *	X						
Storage - Extra	X			X		X	
Water Feature							
WiFi							

\*\* Proposed Site(s): Peaks of Dahlongega

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

\* Details in Comparable Property Profile Report

The amenity package proposed for the subject property is comprehensive and will be competitive with those offered among the comparable LIHTC properties, both in terms of unit and community amenities. Most notably, the subject property will feature a full kitchen appliance package, in-unit washer/dryer appliances, a patio/balcony area with exterior storage closet, a community room, on-site management, and a playground. The subject property does not appear to lack any key amenities that would adversely impact its marketability within the Dahlongega Site PMA.

Comparable/Competitive Tax Credit Summary

A limited supply of non-subsidized LIHTC product is offered within the Site PMA. Specifically, only one such property was surveyed in the market. Due to the lack of product in the Dahlongega Site PMA, five additional properties were surveyed outside the market for comparability purposes. Combined, the six comparable LIHTC properties are 99.1%, with the one property located in the Site PMA being 100.0% occupied.

The subject’s gross Tax Credit rents are positioned below those reported among the comparable LIHTC properties surveyed. The proposed unit sizes (square feet) will be the smallest in the market/region. The newness of the subject property along with the lower proposed rents and limited supply of LIHTC product in the market, however, is expected to mitigate any potential adverse impact the smaller proposed unit sizes may have on the property’s marketability. The subject property will be very competitive in terms of amenities offered. Overall, the subject property is considered marketable as proposed.

Competitive Housing Impact

The anticipated occupancy rate of the existing comparable Tax Credit development located *in the Site PMA* following completion of the subject project is as follows:

Map I.D.	Project	Current Occupancy Rate	Anticipated Occupancy Rate Through 2022
2	Highland Trace	100.0%	95.0% +

As detailed throughout this report and again in the preceding table, the one existing non-subsidized LIHTC property within the Dahlongega Site PMA is 100.0% occupied. Considering the performance of this property, the limited supply of comparable product within the Site PMA, and our demand estimates included in *Section G*, we do not anticipate the development of the subject property will have any adverse impact on future occupancy rates at this property.

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

Market-Rate Units

In addition to the LIHTC units, the subject property will also offer some units which will operate as unrestricted market-rate. Due to the limited supply of comparable conventional market-rate product within the Dahlonega Site PMA, four of the five properties selected for this analysis are located outside the subject market but within the nearby areas of Gainesville and Oakwood, Georgia. The five properties selected for this analysis are summarized as follows:

Map I.D.	Project Name	Year Built/Renovated	Units	Occupancy Rate	Distance to Site	Rent Special
<b>Site</b>	<b>Peaks of Dahlonega</b>	<b>2022</b>	<b>6</b>	<b>-</b>	<b>-</b>	<b>-</b>
3	Mountain View	1996	30	100.0%	2.6 Miles	None
902	Lake Lanier Club	1997 / 2013	657	99.4%	23.1 Miles	50% off one month's rent
904	Paces Landing	2002	30*	96.7%	25.8 Miles	None
905	Park Creek Apts.	1998	200	93.5%	24.3 Miles	50% off two month's rent
908	Walden at Oakwood	2009	300	93.0%	30.6 Miles	None

900 Series Map IDs are located outside the Site PMA

\*Market-rate units only

The five selected market-rate projects have a combined total of 1,217 units with an overall occupancy rate of 96.8%. None of the selected properties report occupancy rates below 93.5%, and the one property located in the Site PMA is 100.0% occupied. These are good indications the selected properties are well-received and will serve as accurate benchmarks with which to compare the subject site.

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

Map I.D.	Project Name	Gross Rent (Number of Units/Vacancies)			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
<b>Site</b>	<b>Peaks of Dahlonega</b>	<b>\$705 (2)</b>	<b>\$804 (3)</b>	<b>\$913 (1)</b>	<b>-</b>
3	Mountain View	-	\$1,076-\$1,126 (30/0)	-	-
902	Lake Lanier Club	\$1,146-\$1,246 (329/2)	\$1,321 (263/1)	\$1,481 (65/1)	-
904	Paces Landing	\$1,049 (5/1)	\$1,295 (11/0)	\$1,415 (10/0)	\$1,608 (4/0)
905	Park Creek Apts.	\$1,148-\$1,238 (77/5)	\$1,373-\$1,423 (88/6)	\$1,583 (35/2)	-
908	Walden at Oakwood	\$1,153-\$1,518 (125/8)	\$1,448-\$1,593 (171/13)	\$1,673 (4/0)	-

900 Series Map IDs are located outside the Site PMA

The subject rents are positioned well below those reported for similar unit types among the comparable market-rate properties. This is expected to create a competitive advantage for the subject site.

The following table illustrates the weighted average *collected* rents of the comparable market-rate projects by bedroom type, for units similar to those proposed at the subject site. Note that due to the limited supply of comparable market-rate product within the Site PMA, the following is reflective of all comparable market-rate properties included in this analysis.

Weighted Average Collected Rent of Comparable Market-Rate Units		
One-Br.	Two-Br.	Three-Br.
\$1,024	\$1,207	\$1,329

Per Georgia GDCA guidelines, the rent advantage for the proposed units is calculated as follows (average weighted market rent – proposed rent) / proposed rent.

Bedrooms	Weighted Avg. Rent	Proposed Rent	Difference	Proposed Rent	Rent Advantage
One-Br.	\$1,024	- \$600	\$424	/\$600	70.7%
Two-Br.	\$1,207	- \$675	\$532	/\$675	78.8%
Three-Br.	\$1,329	- \$750	\$579	/\$750	77.2%

As the preceding illustrates, the proposed subject units represent rent advantages ranging from 70.7% to 78.8%, as compared to the weighted average collected rents of the comparable market-rate projects. Please note, however, that these are weighted averages of *collected* rents and do not reflect differences in the utility structure that gross rents include. The above also does not factor for differences in design and/or amenities offered, or for locational differences due to most comparable market-rate product being located in markets superior to the Dahlenega Site PMA. Therefore, caution must be used when drawing any conclusions. A complete analysis of the achievable market rent by bedroom type and the rent advantage of the proposed development's collected rents is available in *Addendum E* of this report.

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

Map I.D.	Project Name	Square Footage			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
<b>Site</b>	<b>Peaks of Dahlenega</b>	<b>723</b>	<b>909</b>	<b>1,157</b>	<b>-</b>
3	Mountain View	-	1,200	-	-
902	Lake Lanier Club	686 - 985	1,192 - 1,363	1,417 - 1,571	-
904	Paces Landing	799	1,062	1,267	1,428
905	Park Creek Apts.	635 - 804	1,050 - 1,131	1,308	-
908	Walden at Oakwood	751 - 943	1,160 - 1,287	1,396	-

900 Series Map IDs are located outside the Site PMA

Map I.D.	Project Name	Number of Baths			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
<b>Site</b>	<b>Peaks of Dahlonega</b>	<b>1.0</b>	<b>2.0</b>	<b>2.0</b>	<b>-</b>
3	Mountain View	-	2.5	-	-
902	Lake Lanier Club	1.0	2.0	2.0 - 2.5	-
904	Paces Landing	1.0	2.0	2.0	2.0
905	Park Creek Apts.	1.0	2.0	2.0	-
908	Walden at Oakwood	1.0	2.0	2.0	-

900 Series Map IDs are located outside the Site PMA

The subject unit sizes (square feet) are among the smallest in the market/region, relative to those offered among the comparable properties. However, the subject's significantly lower proposed rents will mitigate any potential adverse impact the subject unit sizes may have. The number of bathrooms proposed is competitive.

The following tables compare the amenities of the subject development with the most comparable market-rate projects in the market and region.

Market-Rate Unit Amenities by Map ID							
	Site**	3	902	904	905	908	
Appliances	Dishwasher	X	X	X	X	X	X
	Disposal	X		X	X	X	X
	Icemaker	X	X	X	X	X	X
	Microwave	X	X			X	X
	Range	X	X	X	X	X	X
	Refrigerator	X	X	X	X	X	X
	No Appliances						
Unit Amenities	AC-Central	X	X	X	X	X	X
	AC-Other						
	Balcony	X		X		X	X
	Deck / Patio	X	X	X		X	X
	Basement						
	Ceiling Fan	X	X	S		X	X
	Controlled Access						
	E-Call System						
	Fireplace			S		S	
	Furnished						
	Security System						
	Sunroom				X	S	X
	W/D Hookup		X	X	X		X
	W/D	X				X	
	Walk-In Closet						
	Window Treatments	X		X	X	X	X
Flooring	Carpet	X	X	X	X	X	X
	Ceramic Tile						
	Composite (VCT)(LVT)	X					
	Hardwood						X
	Finished Concrete						
	Vinyl			X		X	
Upgraded	Wood Laminate / Plank						X
	Premium Appliances					X	
	Premium Countertops					X	
	Premium Cabinetry						
	Premium Fixtures						
	High Ceilings						
	Vaulted Ceilings						
	Crown Molding						
Oversized Windows							
Parking	Attached Garage		S	S			S
	Detached Garage			O		O	O
	Surface Lot	X	X	X	X	X	X
	Carport						
	Property Parking Garage						
	Podium Parking						
	No Provided Parking						

\*\* Proposed Site(s): Peaks of Dahlenega

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

\* Details in Comparable Property Profile Report

Market-Rate Property Amenities by Map ID

	Site**	3	902	904	905	908
Bike Racks / Storage						
Business Center *					X	
Car Care *			X		X	X
Common Patio	X					
Community Garden	X					
Community Space						
Activity / Craft Room						
Chapel						
Clubhouse	X			X		X
Conference Room						
Community Kitchen	X					
Community Room	X		X	X		
Dining Room - Private						
Dining Room - Public						
Rooftop Lounge						
Study Lounge						
TV Lounge				X		
Concierge Service *						X
Convenience Amenities *						
Courtyard						
Covered Outdoor Area *	X					
Elevator						
Laundry Room			X	X	X	X
Meals						
On-Site Management	X		X	X	X	X
Pet Care *			X		X	X
Recreation						
Basketball				X		
Bocce Ball						
Firepit						
Fitness Center			X	X	X	X
Grill	X		X			X
Game Room - Billiards						
Hiking - Walking Trail						
Hot Tub						
Library						
Media Room / Theater						
Picnic Table / Area	X	X	X	X	X	X
Playground	X	X	X	X	X	X
Putting Green						
Racquetball						
Shuffleboard						
Sports Court						
Swimming Pool - Indoor						
Swimming Pool - Outdoor			X	X	X	X
Tennis			X		X	
Volleyball						
Security						
CCTV						
Courtesy Officer			X		X	X
Gated Community			X		X	X
Gated Parking						
Police Substation						
Social Services *	X					
Storage - Extra	X	X	O		X	X
Water Feature			X			
WiFi						

\*\* Proposed Site(s): Peaks of Dahlonaga

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

\* Details in Comparable Property Profile Report

The subject property will offer a comprehensive and generally competitive overall amenity package as compared to those offered among the market-rate properties surveyed. The subject project does not appear to lack any key amenities that would adversely impact its marketability within the Dahlonga Site PMA. This is particularly true when considering the lack of modern market-rate product in the market and the subject's low proposed market-rate rents.

#### Comparable/Competitive Market-Rate Summary

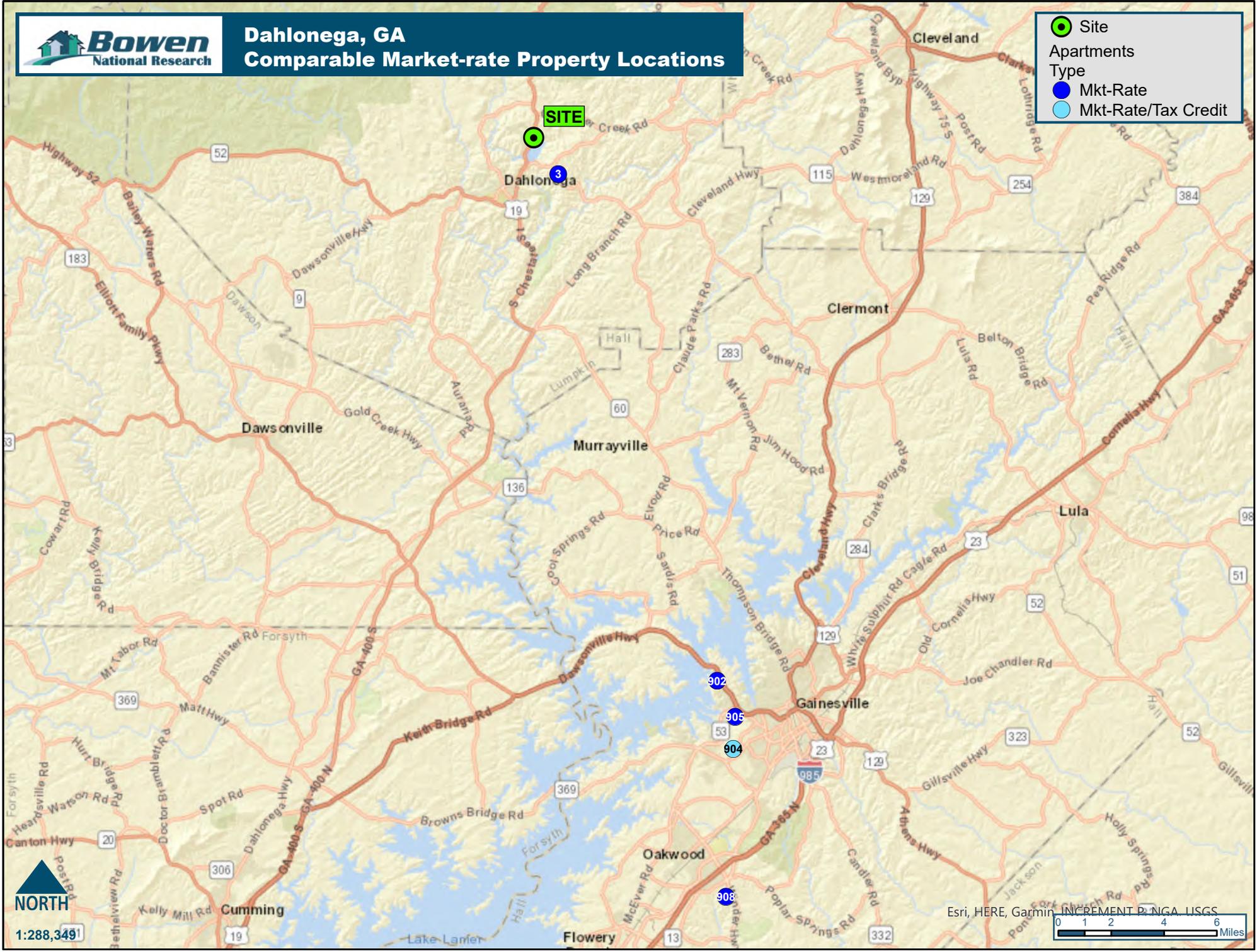
Based on our analysis of the rents, unit sizes (square footage), amenities, location, quality and occupancy rates of the comparable market-rate properties within the market, it is our opinion that the proposed development will be competitive within the Dahlonga market. This is particularly true when considering the value the subject rents will represent and the general lack of modern market-rate product within this market.

The map on the following page illustrates the location of the comparable market-rate properties relative to the proposed subject site location.



# Dahlonega, GA Comparable Market-rate Property Locations

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



## 5. SINGLE-FAMILY HOME IMPACT

According to ESRI, the median home value within the Site PMA was \$190,819. At an estimated interest rate of 4.5% and a 30-year term (and 95% LTV), the monthly mortgage for a \$190,819 home is \$1,148, including estimated taxes and insurance.

<b>Buy Versus Rent Analysis</b>	
Median Home Price - ESRI	\$190,819
Mortgaged Value = 95% of Median Home Price	\$181,278
Interest Rate - Bankrate.com	4.5%
Term	30
Monthly Principal & Interest	\$919
Estimated Taxes and Insurance*	\$230
Estimated Monthly Mortgage Payment	\$1,148

\*Estimated at 25% of principal and interest

In comparison, the collected rents for the subject property range from \$425 to \$750 per month. Therefore, the cost of a monthly mortgage for a typical home in the area is at least \$398 more than the cost of renting at the subject project. Considering the significantly higher cost of homeownership within this market, we do not anticipate any competitive impact on or from the homebuyer market.

## Section I – Absorption & Stabilization Rates

For the purposes of this analysis, we assume the absorption period at the site begins as soon as the first units are available for occupancy. Since all demand calculations in this report follow GDCA guidelines that assume a 2022 completion date for the site, we also assume that initial units at the site will be available for rent sometime in 2022.

Considering the facts contained in the market study and comparing them with other projects with similar characteristics in other markets, we are able to establish absorption projections for the subject development. Our absorption projections take into consideration the high occupancy rates maintained among the existing comparable LIHTC properties in the market and region, as well as the limited supply of existing LIHTC product in the Dahlenega Site PMA. The subject's competitive position among existing comparable product surveyed, has also been considered in our absorption projections. We also consider the subject's capture rate and market rent advantage.

Based on our analysis, it is our opinion that the 60 proposed units at the subject site will reach a stabilized occupancy of at least 93.0% within approximately six months of opening. This absorption period is based on an average monthly absorption rate of approximately nine to ten units per month. It is anticipated the subject's six unrestricted market-rate units will be leased within the first two months of opening while the proposed LIHTC units will require the full six-month absorption period.

These absorption projections assume a June 2022 opening date. A different opening date may impact the absorption potential (positively or negatively) for the subject project. Further, these absorption projections assume the project will be built and operated as outlined in this report. Changes to the project's rents, amenities, floor plans, location or other features may invalidate our findings. Finally, we assume the developer and/or management will aggressively market the project a few months in advance of its opening and continue to monitor market conditions during the project's initial lease-up period. Note that Voucher support has also been considered in determining these absorption projections and that these absorption projections may vary depending upon the amount of Voucher support the subject development ultimately receives.

The preceding absorption projections and findings/conclusions detailed throughout this report also assume market conditions remain constant and/or favorable to the continued development of affordable housing product. Should market conditions change, primarily/specifically due to the ongoing COVID-19 pandemic, the findings of this market study could vary.

## Section J – Interviews

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

- Donna Taylor, Planning Office Administrator for Lumpkin County stated that there is a need for affordable housing within the Lumpkin County area, especially for families. Ms. Taylor also explained that there are many single-parent families in the area who are in need of affordable housing.
- Rebecca Mincey is the Executive Director of the Development Authority of Lumpkin County. Ms. Mincey indicated that like most counties in the northeast Georgia region, additional housing options are needed in a variety of styles and price points. The county's development authority is focused on growing the tax base through owner-occupied residences. The main area for income-based properties is within the city limits of Dahlonega.

## Section K – Conclusions & Recommendations

Based on the findings reported in our market study, it is our opinion that a market exists for the 60 units proposed for the subject site, assuming it is developed as detailed in this report. Changes in the project's site, rent, amenities or opening date may alter these findings. This also assumes market conditions remain stable/favorable for continued affordable housing development during and following the COVID-19 pandemic. Should market conditions change due to the ongoing pandemic and/or other circumstances, the findings of this report may vary.

The Dahlonge Site PMA is relatively rural and thus offers a limited supply of conventional rental product. The subject property will offer both non-subsidized Tax Credit and unrestricted market-rate units. This is expected to help fill a void within the Dahlonge rental market as we surveyed only two directly comparable non-subsidized properties within the Dahlonge Site PMA. These properties include one general-occupancy Tax Credit property and one unrestricted market-rate property, both of which are 100.0% occupied.

The subject's proposed gross rents, both Tax Credit and market-rate, will be the lowest in the market and surrounding region, relative to those reported among the comparable properties surveyed and included in our comparable analysis in *Section H*. Although the subject's unit sizes (square feet) will be among the smallest in the market/region, the lower proposed rents along with the newness of the subject property and general lack of rental product within the market are expected to mitigate any adverse impact the smaller proposed unit sizes may have.

Demographic trends are projected to be positive within the Dahlonge Site PMA between 2020 and 2022. Renter households are projected to comprise more than one-third (36.5%) of all households through 2022. The subject's low capture rates ranging from 1.1% for the market-rate units to 7.5% for the Tax Credit units are further indication of the depth of support for the subject property within the Dahlonge Site PMA.

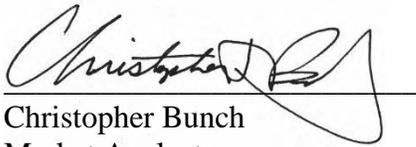
Overall, the subject property is considered marketable as proposed and is expected to help fill a void within the Dahlonge housing market. The subject project is not anticipated to have any adverse impact on future occupancy rates among the comparable properties. We have no recommendations to the subject project at this time.

## Section L - Signed Statement

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



Craig Rupert (Primary Contact)  
Market Analyst  
[craigr@bowennational.com](mailto:craigr@bowennational.com)  
Date: June 4, 2020



Christopher Bunch  
Market Analyst  
[christopherb@bowennational.com](mailto:christopherb@bowennational.com)  
Date: June 4, 2020



Patrick M. Bowen  
President/Market Analyst  
Bowen National Research  
155 E. Columbus St., Suite 220  
Pickerington, OH 43147  
(614) 833-9300  
[patrickb@bowennational.com](mailto:patrickb@bowennational.com)  
Date: June 4, 2020

## Section M – Market Study Representation

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

## Section N - Qualifications

### The Company

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

### Company Leadership

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

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

### Market Analysts

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

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

**Ambrose Lester**, Market Analyst, has conducted detailed research and analysis on a variety of residential alternatives, including rental and for-sale housing. She has conducted on-site research of buildable sites, surveyed existing rental and for-sale housing and conducted numerous stakeholder interviews. She has also conducted research on unique housing issues such as accessory dwelling units, government policy and programs and numerous special needs populations. Ms. Lester has a degree in Economics from Franciscan University of Steubenville.

**Sidney McCrary**, Market Analyst, is experienced in the on-site analysis of residential and commercial properties. He has the ability to analyze a site's location in relation to community services, competitive properties and the ease of access and visibility. Mr. McCrary has a Bachelor of Science in Business Administration from Ohio Dominican University.

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

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

**Ron Pompey**, Market Analyst, has surveyed both urban and rural markets throughout the country. He is trained to understand the nuances of various rental housing programs and their construction and is experienced in the collection of rental housing data from leasing agents, property managers, and other housing experts within the market. Mr. Pompey has a Bachelor of Science in Electrical Engineering from the University of Florida.

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

**Nathan Stelts**, Market Analyst, is experienced in the assessment of housing operating under various programs throughout the country, as well as other development alternatives. He is also experienced in evaluating projects in the development pipeline and economic trends. Mr. Stelts has a Bachelor of Science in Business Administration from Bowling Green State University.

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

### **Research Staff**

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

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

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

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

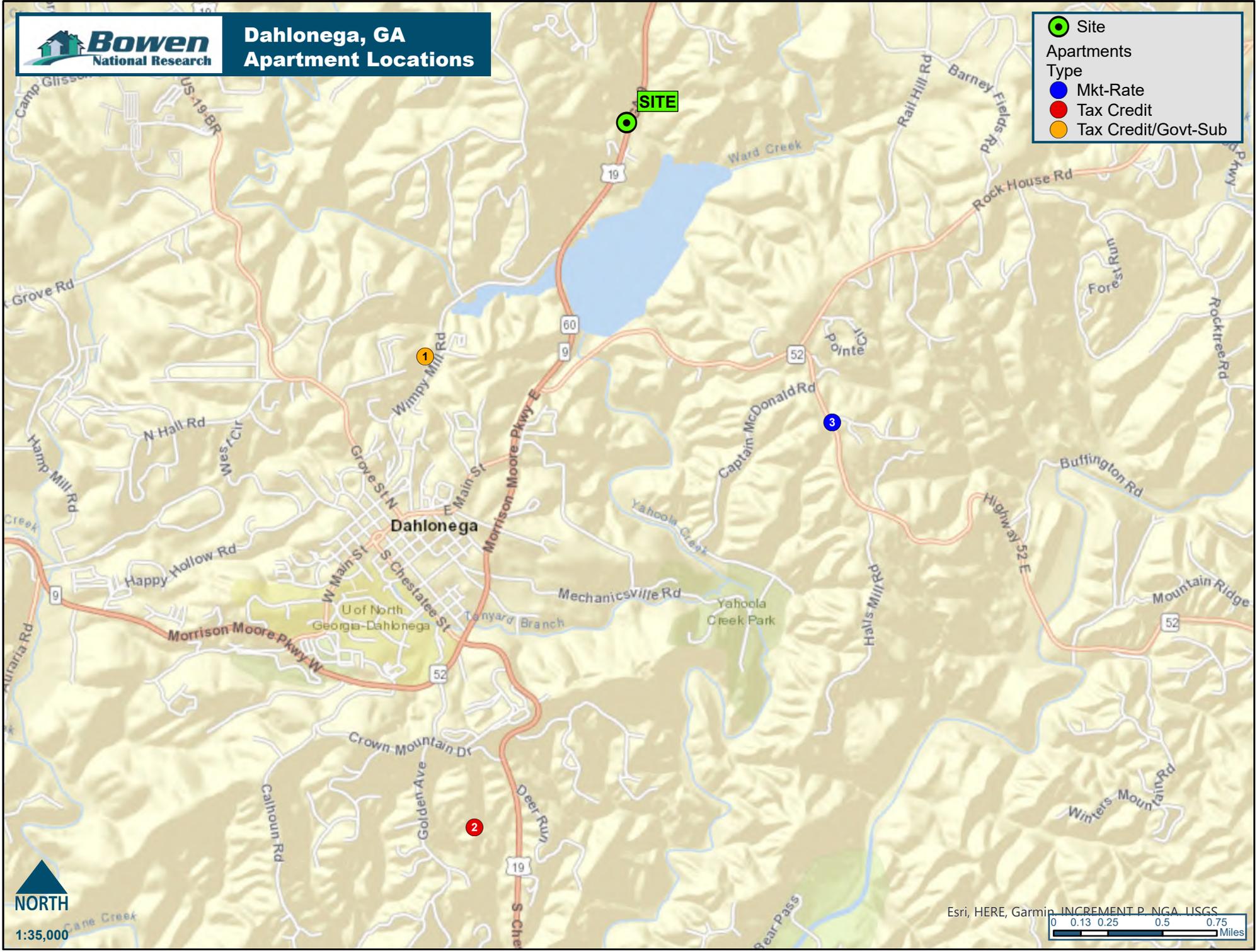
# ADDENDUM A:

## PHONE SURVEY OF CONVENTIONAL RENTALS



# Dahlonega, GA Apartment Locations

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



1:35,000



Esri, HERE, Garmin, INCREMENT P, NGA, USGS

Map ID	Property	Prop Type	Quality Rating	Year Built	Total Units	Vacant	Occ. Rate	Distance To Site*
1	Brooks Point Apts.	TGS	B+	1995	41	0	100.0%	1.5
2	Highland Trace	TAX	A	2017	79	0	100.0%	3.2
3	Mountain View	MRR	B-	1996	30	0	100.0%	2.6
901	Farmington Woods	TAX	B	2014	72	0	100.0%	17.6
902	Lake Lanier Club	MRR	B	1997	657	4	99.4%	23.1
903	Oconee Springs	TAX	B-	1998	88	0	100.0%	25.7
904	Paces Landing	MRT	B-	2002	140	1	99.3%	25.8
905	Park Creek Apts.	MRR	A-	1998	200	13	93.5%	24.3
906	Retreat at McEver	TAX	B	2002	224	7	96.9%	24.5
907	Sycamore Ridge Apts.	TAX	B	2004	220	0	100.0%	25.2
908	Walden at Oakwood	MRR	A	2009	300	21	93.0%	30.6

\*Drive distance in miles

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

<p>1</p>	<p><b>Brooks Point Apts.</b> 555 Wimpy Mill Rd, Dahlonega, GA 30533</p> 	<p>Contact: Melanie (By Phone) Phone: (706) 864-2330</p> <p>Total Units: 41 UC: 0 Occupancy: 100.0% Stories: 3 Year Built: 1995 BR: 1, 2 Vacant Units: 0 Waitlist: AR Year: Target Population: Senior 62+ Yr Renovated: Rent Special: Notes: Tax Credit; RD 515, has RA (39 units); Accepts HCV (0 currently)</p>
<p>2</p>	<p><b>Highland Trace</b> 14 Adair Cir, Dahlonega, GA 30533</p> 	<p>Contact: Jamie Phone: (706) 867-0416</p> <p>Total Units: 79 UC: 0 Occupancy: 100.0% Stories: 2,3,4 Year Built: 2017 BR: 1, 2, 3 Vacant Units: 0 Waitlist: AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Tax Credit; Accepts HCV</p>
<p>3</p>	<p><b>Mountain View</b> 12 Mountain View, Dahonega, GA 30533</p> 	<p>Contact: Name not given Phone: (706) 864-0146</p> <p>Total Units: 30 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1996 BR: 2 Vacant Units: 0 Waitlist: AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Does not accept HCV; Higher rent for units with attached garage</p>
<p>901</p>	<p><b>Farmington Woods</b> 2201 Perimeter Rd, Dawsonville, GA 30534</p> 	<p>Contact: Barbara Phone: (706) 265-3021</p> <p>Total Units: 72 UC: 0 Occupancy: 100.0% Stories: 2,3 Year Built: 2014 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 20 HH; AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Tax Credit; HCV (5 units)</p>
<p>902</p>	<p><b>Lake Lanier Club</b> 1701 Dawsonville Hwy, Gainesville, GA 30501</p> 	<p>Contact: Kelly Phone: (770) 536-4688</p> <p>Total Units: 657 UC: 0 Occupancy: 99.4% Stories: 2,3,4 Year Built: 1997 BR: 1, 2, 3 Vacant Units: 4 Waitlist: AR Year: Target Population: Family Yr Renovated: 2013 Rent Special: 50% off one months rent Notes: Does not accept HCV; Rent range based on floorplan, view &amp; unit upgrades; Rents change daily</p>

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



<b>903</b>	<b>Ocone Springs</b> 2351 Spring Haven Dr., Gainesville, GA 30504	Contact: Tonya Phone: (770) 535-1565
	 <p>Total Units: 88 UC: 0 Occupancy: 100.0% Stories: 2,3 Year Built: 1998                  BR: 2, 3, 4 Vacant Units: 0 Waitlist: AR Year:                  Target Population: Family Yr Renovated:                  Rent Special:                  Notes: Tax Credit; Does not accept HCV; HOME Funds</p>	



<b>904</b>	<b>Paces Landing</b> 100 Paces Ct., Gainesville, GA 30504	Contact: Tonya Phone: (770) 535-1565
	 <p>Total Units: 140 UC: 0 Occupancy: 99.3% Stories: 2,3 Year Built: 2002                  BR: 1, 2, 3, 4 Vacant Units: 1 Waitlist: AR Year:                  Target Population: Family Yr Renovated:                  Rent Special:                  Notes: Market-rate (30 units); Tax Credit (110 units); Does not accept HCV</p>	



<b>905</b>	<b>Park Creek Apts.</b> 1100 Park Creek Ct., Gainesville, GA 30504	Contact: Katey Phone: (770) 287-1414
	 <p>Total Units: 200 UC: 0 Occupancy: 93.5% Stories: 2,3 Year Built: 1998                  BR: 1, 2, 3 Vacant Units: 13 Waitlist: AR Year:                  Target Population: Family Yr Renovated:                  Rent Special: 50% off two-months rent                  Notes: Does not accept HCV</p>	



<b>906</b>	<b>Retreat at McEver</b> 1050 Eagle Eye Rd., Gainesville, GA 30504	Contact: Roxanna Phone: (770) 531-0065
	 <p>Total Units: 224 UC: 0 Occupancy: 96.9% Stories: 4 Year Built: 2002                  BR: 1, 2, 3 Vacant Units: 7 Waitlist: AR Year:                  Target Population: Family Yr Renovated:                  Rent Special:                  Notes: Tax Credit; HCV (17 units)</p>	



<b>907</b>	<b>Sycamore Ridge Apts.</b> 1240 McEver Rd., Gainesville, GA 30504	Contact: Zakiya Phone: (770) 287-8292
	 <p>Total Units: 220 UC: 0 Occupancy: 100.0% Stories: 3 Year Built: 2004                  BR: 1, 2, 3 Vacant Units: 0 Waitlist: AR Year:                  Target Population: Family Yr Renovated:                  Rent Special:                  Notes: Tax Credit; Accepts HCV</p>	

<ul style="list-style-type: none"> <li> Comparable Property</li> <li> Senior Restricted</li> <li> (MRR) Market-Rate</li> <li> (MRT) Market-Rate &amp; Tax Credit</li> <li> (MRG) Market-Rate &amp; Govt Subsidized</li> <li> (MIN) Market-Rate &amp; Income Restricted (not LIHTC)</li> </ul>	<ul style="list-style-type: none"> <li> (MIG) Market-Rate, Income Restricted (not LIHTC) &amp; Govt Subsidized</li> <li> (TAX) Tax Credit</li> <li> (TGS) Tax Credit &amp; Govt Subsidized</li> <li> (TIN) Tax Credit &amp; Income Restricted (not LIHTC)</li> <li> (TMG) Tax Credit, Market-Rate &amp; Govt Subsidized</li> </ul>	<ul style="list-style-type: none"> <li> (TIG) Tax Credit, Income Restricted (not LIHTC) &amp; Govt Subsidized</li> <li> (INR) Income Restricted (not LIHTC)</li> <li> (ING) Income Restricted (not LIHTC) &amp; Govt Subsidized</li> <li> (GSS) Govt Subsidized</li> <li> (ALL) Tax Credit, Market-Rate, Govt Subsidized &amp; Income Restricted</li> </ul>
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908	<b>Walden at Oakwood</b> 4000 Walden Way, Oakwood, GA 30542		Contact: Taylor Phone: (678) 450-5725	
		Total Units: 300    UC: 0 BR: 1, 2, 3 Target Population: Family Rent Special: Notes: Does not accept HCV	Occupancy: 93.0% Vacant Units: 21	Stories: 3 Waitlist:

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

Source: Georgia Department of Community Affairs  
Effective: 01/2020

Monthly Dollar Allowances

		Garden						Townhome					
		0 BR	1 BR	2 BR	3 BR	4 BR	5 BR	0 BR	1 BR	2 BR	3 BR	4 BR	5 BR
Heating	Natural Gas	8	12	14	18	24	28	9	13	16	20	25	29
	+Base Charge	0	0	0	0	0	0	0	0	0	0	0	0
	Bottled Gas	27	42	50	65	84	99	32	45	57	72	82	92
	Electric	12	17	20	26	31	38	13	18	24	29	36	41
	Heat Pump	8	9	11	16	20	21	8	9	11	16	20	21
	Oil	0	0	0	0	0	0	0	0	0	0	0	0
Cooking	Natural Gas	2	3	4	5	6	7	2	3	4	5	6	7
	Bottled Gas	7	12	15	17	22	27	7	12	15	17	22	27
	Electric	5	8	10	12	15	17	5	8	10	12	15	17
Other Electric	16	22	28	34	44	50	16	22	28	34	44	50	
+Base Charge	0	0	0	0	0	0	0	0	0	0	0	0	
Air Conditioning	5	7	9	12	14	17	6	8	10	13	16	19	
Water Heating	Natural Gas	3	5	7	8	10	12	3	5	7	8	10	12
	Bottled Gas	12	17	25	30	35	45	12	17	25	30	35	45
	Electric	9	14	19	24	29	34	9	14	19	24	29	34
	Oil	0	0	0	0	0	0	0	0	0	0	0	0
Water	19	22	25	31	37	40	19	22	25	31	37	40	
Sewer	19	23	27	34	41	46	19	23	27	34	41	46	
Trash Collection	15	15	15	15	15	15	15	15	15	15	15	15	
Internet*	20	20	20	20	20	20	20	20	20	20	20	20	
Cable*	20	20	20	20	20	20	20	20	20	20	20	20	
Alarm Monitoring*	0	0	0	0	0	0	0	0	0	0	0	0	

\* Estimated- not from source

ADDENDUM B:

COMPARABLE  
PROPERTY PROFILES

**2 Highland Trace** 3.2 miles to site



Address: 14 Adair Cir, Dahlonega, GA 30533  
 Phone: (706) 867-0416 Contact: Jamie  
 Property Type: Tax Credit  
 Target Population: Family  
 Total Units: 79 Year Built: 2017  
 Vacant Units: 0 \*AR Year:  
 Occupancy: 100.0% Yr Renovated:  
 Turnover: Stories: 2,3,4  
 Waitlist:  
 Rent Special:

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

Notes: Tax Credit; Accepts HCV

**Features And Utilities**

Utility Schedule Provided by: Georgia Department of Community Affairs

Utility Type & Responsibility: No landlord paid utilities;

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

Property Amenities: Business Center (Computer); Clubhouse; On-Site Management; Recreation Areas (Picnic Table / Area, Playground)

Parking Type: Surface Lot

**Unit Configuration**

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	4	0	820	\$0.52	\$430	50%
1	1	G	12	0	820	\$0.66	\$540	60%
2	2	G	8	0	1,054	\$0.49	\$520	50%
2	2	G	31	0	1,054	\$0.59	\$625	60%
3	2	G	4	0	1,218	\$0.50	\$615	50%
3	2	G	20	0	1,218	\$0.57	\$700	60%

\* Adaptive Reuse

**3 Mountain View 2.6 miles to site**



Address: 12 Mountain View, Dahonega, GA 30533  
 Phone: (706) 864-0146      Contact: Name not given  
 Property Type: Market Rate  
 Target Population: Family  
 Total Units: 30      Year Built: 1996  
 Vacant Units: 0      \*AR Year:  
 Occupancy: 100.0%      Yr Renovated:  
 Turnover:      Stories: 2  
 Waitlist:  
 Rent Special:

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

Notes: Does not accept HCV; Higher rent for units with attached garage



**Features And Utilities**

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

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

Property Amenities: Recreation Areas (Picnic Table / Area, Playground); Extra Storage

Parking Type: Attached Garage; Surface Lot

**Unit Configuration**

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	2.5	T	30	0	1,200	\$0.82 - \$0.86	\$985 - \$1,035	0%

\* Adaptive Reuse

**901 Farmington Woods** 17.6 miles to site



Address: 2201 Perimeter Rd, Dawsonville, GA 30534  
 Phone: (706) 265-3021      Contact: Barbara  
 Property Type: Tax Credit  
 Target Population: Family  
 Total Units: 72      Year Built: 2014  
 Vacant Units: 0      \*AR Year:  
 Occupancy: 100.0%      Yr Renovated:  
 Turnover:      Stories: 2,3  
 Waitlist: 20 HH;  
 Rent Special:

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

Notes: Tax Credit; HCV (5 units)



**Features And Utilities**

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

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

Property Amenities: Business Center (Computer); Community Room; Concierge Services (Package Receiving); Laundry Room; On-Site Management; Recreation Areas (Picnic Table / Area, Playground, Outdoor Swimming Pool)

Parking Type: Surface Lot

**Unit Configuration**

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	3	0	740	\$0.88	\$650	50%
1	1	G	9	0	740	\$1.03	\$765	60%
2	2	G	4	0	1,150	\$0.66	\$755	50%
2	2	G	32	0	1,150	\$0.77	\$885	60%
3	2	G	4	0	1,250	\$0.68	\$855	50%
3	2	G	20	0	1,250	\$0.77	\$965	60%

\* Adaptive Reuse

**902 Lake Lanier Club** 23.1 miles to site



Address: 1701 Dawsonville Hwy, Gainesville, GA 30501  
 Phone: (770) 536-4688 Contact: Kelly  
 Property Type: Market Rate  
 Target Population: Family  
 Total Units: 657 Year Built: 1997  
 Vacant Units: 4 \*AR Year:  
 Occupancy: 99.4% Yr Renovated: 2013  
 Turnover: Stories: 2,3,4  
 Waitlist:  
 Rent Special: 50% off one months rent

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



Notes: Does not accept HCV; Rent range based on floorplan, view & unit upgrades; Rents change daily

**Features And Utilities**

Utility Schedule Provided by: Georgia Department of Community Affairs

Utility Type & Responsibility: No landlord paid utilities;

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

Property Amenities: Car Care (Car Wash); Community Room; Laundry Room; On-Site Management; Dog Park, Pet Stations; Recreation Areas (Fitness Center, Grill, Picnic Table / Area, Playground, Outdoor Swimming Pool, Tennis); Courtesy Officer, Gated Community; Extra Storage; Water Feature

Parking Type: Attached Garage; Detached Garage; Surface Lot

**Unit Configuration**

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	329	2	686 - 985	\$1.48 - \$1.14	\$1,018 - \$1,118	0%
2	2	G	263	1	1,192 - 1,363	\$0.98 - \$0.86	\$1,168	0%
3	2 - 2.5	G	65	1	1,417 - 1,571	\$0.91 - \$0.82	\$1,293	0%

\* Adaptive Reuse

**903** Oconee Springs 25.7 miles to site



Address: 2351 Spring Haven Dr., Gainesville, GA 30504  
 Phone: (770) 535-1565      Contact: Tonya  
 Property Type: Tax Credit  
 Target Population: Family  
 Total Units: 88      Year Built: 1998  
 Vacant Units: 0      \*AR Year:  
 Occupancy: 100.0%      Yr Renovated:  
 Turnover:      Stories: 2,3  
 Waitlist:  
 Rent Special:

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



Notes: Tax Credit; Does not accept HCV; HOME Funds

**Features And Utilities**

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

Unit Amenities: Dishwasher; Disposal; Range; Refrigerator; Central AC; Balcony; Deck / Patio; W/D Hookup; Window Treatments; Flooring (Carpet)

Property Amenities: Clubhouse, Community Room, TV Lounge; Laundry Room; On-Site Management; Recreation Areas (Picnic Table / Area, Playground); Extra Storage

Parking Type: Surface Lot

**Unit Configuration**

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	2	G	5	0	1,013	\$0.77	\$775	50%
2	2	G	11	0	1,013	\$0.88	\$890	60%
3	2	G	22	0	1,210	\$0.74	\$890	50%
3	2	G	42	0	1,210	\$0.76	\$925	60%
4	2	G	4	0	1,372	\$0.71	\$975	50%
4	2	G	4	0	1,372	\$0.80	\$1,100	60%

\* Adaptive Reuse

**904** Paces Landing 25.8 miles to site



Address: 100 Paces Ct., Gainesville, GA 30504  
 Phone: (770) 535-1565      Contact: Tonya  
 Property Type: Market Rate, Tax Credit  
 Target Population: Family  
 Total Units: 140      Year Built: 2002  
 Vacant Units: 1      \*AR Year:  
 Occupancy: 99.3%      Yr Renovated:  
 Turnover:      Stories: 2,3  
 Waitlist:  
 Rent Special:

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

Notes: Market-rate (30 units); Tax Credit (110 units); Does not accept HCV

**Features And Utilities**

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

Unit Amenities: Dishwasher; Disposal; Icemaker; Range; Refrigerator; Central AC; Sunroom; W/D Hookup; Window Treatments; Flooring (Carpet)

Property Amenities: Clubhouse, Community Room, TV Lounge; Laundry Room; On-Site Management; Recreation Areas (Basketball, Fitness Center, Picnic Table / Area, Playground, Outdoor Swimming Pool)

Parking Type: Surface Lot

**Unit Configuration**

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	5	1	799	\$1.19	\$950	0%
1	1	G	13	0	799	\$0.99	\$790	60%
2	2	G	11	0	1,062	\$1.11	\$1,175	0%
2	2	G	12	0	1,062	\$0.73	\$775	50%
2	2	G	41	0	1,062	\$0.78	\$831	60%
3	2	G	10	0	1,267	\$1.00	\$1,265	0%
3	2	G	40	0	1,267	\$0.69	\$875	50%
4	2	G	4	0	1,428	\$1.00	\$1,425	0%
4	2	G	4	0	1,428	\$0.68	\$975	50%

\* Adaptive Reuse

**905** Park Creek Apts. 24.3 miles to site



Address: 1100 Park Creek Ct., Gainesville, GA 30504  
 Phone: (770) 287-1414      Contact: Katey  
 Property Type: Market Rate  
 Target Population: Family  
 Total Units: 200      Year Built: 1998  
 Vacant Units: 13      \*AR Year:  
 Occupancy: 93.5%      Yr Renovated:  
 Turnover:      Stories: 2,3  
 Waitlist:  
 Rent Special: 50% off two-months rent

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

Notes: Does not accept HCV



**Features And Utilities**

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

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Balcony; Deck / Patio; Ceiling Fan; Fireplace; Sunroom; W/D; Window Treatments; Flooring (Carpet, Vinyl); Premium Appliances; Premium Countertops

Property Amenities: Business Center (Computer, Copy, Fax); Car Care (Car Wash); Laundry Room; On-Site Management; Dog Park; Recreation Areas (Fitness Center, Picnic Table / Area, Playground, Outdoor Swimming Pool, Tennis); Courtesy Officer, Gated Community; Extra Storage

Parking Type: Detached Garage; Surface Lot

**Unit Configuration**

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	77	5	635 - 804	\$1.61 - \$1.38	\$1,020 - \$1,110	0%
2	2	G	88	6	1,050 - 1,131	\$1.16 - \$1.12	\$1,220 - \$1,270	0%
3	2	G	35	2	1,308	\$1.07	\$1,395	0%

\* Adaptive Reuse

**906** Retreat at McEver 24.5 miles to site



Address: 1050 Eagle Eye Rd., Gainesville, GA 30504  
 Phone: (770) 531-0065 Contact: Roxanna  
 Property Type: Tax Credit  
 Target Population: Family  
 Total Units: 224 Year Built: 2002  
 Vacant Units: 7 \*AR Year:  
 Occupancy: 96.9% Yr Renovated:  
 Turnover: Stories: 4  
 Waitlist:  
 Rent Special:

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

Notes: Tax Credit; HCV (17 units)



**Features And Utilities**

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

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

Property Amenities: Clubhouse; Laundry Room; On-Site Management; Recreation Areas (Fitness Center, Picnic Table / Area, Playground, Outdoor Swimming Pool); Extra Storage

Parking Type: Surface Lot

**Unit Configuration**

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	80	0	892	\$0.79	\$705	60%
2	2	G	120	7	1,120 - 1,170	\$0.75 - \$0.72	\$838	60%
3	2	G	24	0	1,350	\$0.71	\$958	60%

\* Adaptive Reuse

**907** Sycamore Ridge Apts. 25.2 miles to site



Address: 1240 McEver Rd., Gainesville, GA 30504  
 Phone: (770) 287-8292      Contact: Zakiya  
 Property Type: Tax Credit  
 Target Population: Family  
 Total Units: 220      Year Built: 2004  
 Vacant Units: 0      \*AR Year:  
 Occupancy: 100.0%      Yr Renovated:  
 Turnover:      Stories: 3  
 Waitlist:  
 Rent Special:

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

Notes: Tax Credit; Accepts HCV



**Features And Utilities**

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

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

Property Amenities: Clubhouse; Laundry Room; On-Site Management; Recreation Areas (Fitness Center, Picnic Table / Area, Playground, Outdoor Swimming Pool, Tennis); Gated Community

Parking Type: Surface Lot

**Unit Configuration**

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	72	0	860	\$0.85	\$728	60%
2	2	G	96	0	1,119	\$0.77	\$859	60%
3	2	G	52	0	1,335	\$0.74	\$986	60%

\* Adaptive Reuse

**908 Walden at Oakwood** 30.6 miles to site



Address: 4000 Walden Way, Oakwood, GA 30542  
 Phone: (678) 450-5725      Contact: Taylor  
 Property Type: Market Rate  
 Target Population: Family  
 Total Units: 300      Year Built: 2009  
 Vacant Units: 21      \*AR Year:  
 Occupancy: 93.0%      Yr Renovated:  
 Turnover:      Stories: 3  
 Waitlist:  
 Rent Special:

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

Notes: Does not accept HCV



**Features And Utilities**

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

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Balcony; Deck / Patio; Ceiling Fan; Sunroom; W/D Hookup; Window Treatments; Flooring (Carpet, Hardwood, Wood Laminate / Plank)

Property Amenities: Car Care (Car Vacuum, Car Wash); Clubhouse; Concierge Services (Package Receiving); Laundry Room; On-Site Management; Dog Park; Recreation Areas (Fitness Center, Grill, Picnic Table / Area, Playground, Outdoor Swimming Pool); Courtesy Officer, Gated Community; Extra Storage

Parking Type: Attached Garage; Detached Garage; Surface Lot

**Unit Configuration**

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	87	6	751	\$1.38	\$1,040	0%
1	1	G	18	1	792	\$1.39	\$1,100	0%
1	1	G	16	1	871	\$1.44	\$1,250	0%
1	1	G	4	0	943	\$1.49	\$1,405	0%
2	2	G	127	9	1,160	\$1.13	\$1,310	0%
2	2	G	24	2	1,268	\$1.03	\$1,310	0%
2	2	G	20	2	1,287	\$1.13	\$1,455	0%
3	2	G	4	0	1,396	\$1.07	\$1,500	0%

\* Adaptive Reuse

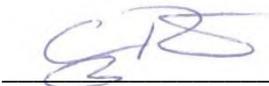
## Addendum C – NCHMA Member Certification & Checklist

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

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



Patrick M. Bowen  
President/Market Analyst  
Bowen National Research  
155 E. Columbus St., Suite 220  
Pickerington, OH 43147  
(614) 833-9300  
[patrickb@bowennational.com](mailto:patrickb@bowennational.com)  
Date: June 4, 2020



Craig Rupert (Primary Contact)  
Market Analyst  
[craigr@bowennational.com](mailto:craigr@bowennational.com)  
Date: June 4, 2020

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

## Market Study Index

### A. INTRODUCTION

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

### B. DESCRIPTION AND PROCEDURE FOR COMPLETING

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

### C. CHECKLIST

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

**CHECKLIST (Continued)**

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

**CHECKLIST (Continued)**

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

## **Addendum D – Methodologies, Disclaimers & Sources**

### **1. PURPOSE**

The purpose of this report is to evaluate the market feasibility of a proposed Low-Income Housing Tax Credit (LIHTC) project to be developed in Dahlonega, Georgia by Peaks of Dahlonega, L.P. (developer).

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

### **2. METHODOLOGIES**

Methodologies used by Bowen National Research include the following:

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

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

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

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

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

### **3. REPORT LIMITATIONS**

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

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

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

### **4. SOURCES**

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

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

## Addendum E – Achievable Market Rent Analysis

### A. INTRODUCTION

We identified five market-rate properties that we consider most comparable to the subject property in terms of age, design, unit types, and/or amenities offered. Note that due to the limited supply of conventional rental product within the Dahlonga Site PMA and immediately surrounding areas, most of the market-rate properties selected for this analysis are located outside the Dahlonga Site PMA in the surrounding areas of Gainesville and Oakwood, Georgia. We recognize these properties are located in areas superior to the Dahlonga market in terms of population, household income, rents charged, and/or service/employment availability. Thus, adjustments have been made as needed to account for out of market differences between the subject market and the areas in which some of the selected properties are located.

The selected properties are used to derive market rent for a project with characteristics similar to the proposed subject development and the subject property's market advantage. It is important to note that, for the purpose of this analysis, we only select market-rate properties. Market-rate properties are used to determine rents that can be achieved in the open market for the proposed subject units without maximum income and rent restrictions.

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

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

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

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

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

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

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)			
					One-Br.	Two-Br.	Three-Br.	Four-Br.
<b>Site</b>	<b>Peaks of Dahlonega</b>	<b>2022</b>	<b>60</b>	<b>-</b>	<b>12</b> (-)	<b>36</b> (-)	<b>12</b> (-)	<b>-</b>
3	Mountain View	1996	30	100.0%	-	30 (100.0%)	-	-
902	Lake Lanier Club	1997 / 2013	657	99.4%	329 (99.4%)	263 (99.6%)	65 (98.5%)	-
904	Paces Landing	2002	30*	96.7%	5 (80.0%)	11 (100.0%)	10 (100.0%)	4 (100.0%)
905	Park Creek Apts.	1998	200	93.5%	77 (93.5%)	88 (93.2%)	35 (94.3%)	-
908	Walden at Oakwood	2009	300	93.0%	125 (93.6%)	171 (92.4%)	4 (100.0%)	-

900 Series Map IDs are located outside the Site PMA

Occ. – Occupancy

\*Market-rate units only

The five selected market-rate projects have a combined total of 1,217 units with an overall occupancy rate of 96.8%. None of the comparable properties has an occupancy rate below 93.0% and thus will serve as good benchmarks with which to compare the subject property.

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

**Rent Comparability Grid**

Unit Type →

**ONE-BEDROOM**

<b>Subject</b>		<b>Comp #1</b>		<b>Comp #2</b>		<b>Comp #3</b>		<b>Comp #4</b>		<b>Comp #5</b>	
Peaks of Dahlonega		Lake Lanier Club		Paces Landing		Park Creek Apts.		Walden at Oakwood			
Morrison Moore Parkway		1701 Dawsonville Hwy		100 Paces Ct.		1100 Park Creek Ct.		4000 Walden Way			
Dahlonega, GA		Gainesville, GA		Gainesville, GA		Gainesville, GA		Oakwood, GA			
<b>A.</b>	<b>Rents Charged</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
1	\$ Last Rent / Restricted?	\$1,018		\$950		\$1,020		\$1,040			
2	Date Surveyed	May-20		May-20		May-20		May-20			
3	Rent Concessions	Yes (\$42)		None		Yes (\$85)		None			
4	Occupancy for Unit Type	99%		80%		94%		93%			
5	Effective Rent & Rent/ sq. ft	\$976	1.42	\$950	1.19	\$935	1.47	\$1,040	1.38		
<b>B.</b>	<b>Design, Location, Condition</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
6	Structure / Stories	WU/3		WU/2,3		WU/2,3		WU/3			
7	Yr. Built/Yr. Renovated	2022		2002	\$20	1998	\$24	2009	\$13		
8	Condition/Street Appeal	E	\$15	G	\$15	E		E			
9	Neighborhood	G		G		G		G			
10	Same Market?	No (\$146)		No (\$143)		No (\$140)		No (\$156)			
<b>C.</b>	<b>Unit Equipment/ Amenities</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
11	# Bedrooms	1		1		1		1			
12	# Baths	1		1		1		1			
13	Unit Interior Sq. Ft.	723	\$13	799	(\$27)	635	\$31	751	(\$10)		
14	Patio/Balcony	Y		N	\$5	Y		Y			
15	AC: Central/Wall	C		C		C		C			
16	Range/Refrigerator	R/F		R/F		R/F		R/F			
17	Microwave/Dishwasher	Y/Y	\$5	N/Y	\$5	Y/Y		Y/Y			
18	Washer/Dryer	W/D	\$25	HU/L	\$25	W/D		HU/L	\$25		
19	Floor Coverings	C/V		C		C/V		C/W/L			
20	Window Treatments	Y		Y		Y		Y			
21	Secured Entry	N		N		N		N			
22	Garbage Disposal	Y		Y		Y		Y			
23	Ceiling Fan/Storage	Y/Y	\$5	N/N	\$10	Y/Y		Y/Y			
<b>D.</b>	<b>Site Equipment/ Amenities</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
24	Parking ( \$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0			
25	On-Site Management	Y		Y		Y		Y			
26	Security Features	N	(\$5)	N		Y	(\$5)	Y	(\$5)		
27	Community Space	Y		Y		N	\$5	Y			
28	Pool/Recreation Areas	G	(\$18)	P/F/S	(\$15)	P/F/T	(\$15)	P/F	(\$12)		
29	Computer/Business Center	N		N		Y	(\$3)	N			
30	Picnic Area/Grills	Y		Y		Y		Y			
31	Playground	Y		Y		Y		Y			
32	Social Services	N		N		N		N			
<b>E.</b>	<b>Utilities</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E			
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E			
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E			
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/E			
37	Other Electric	N		N		N		N			
38	Cold Water/Sewer	N/N		N/N		N/N		N/N			
39	Trash/Recycling	Y/N	\$15	Y/N		N/N	\$15	Y/N			
<b>F.</b>	<b>Adjustments Recap</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>
40	# Adjustments B to D	6	3	6	3	3	4	2	4		
41	Sum Adjustments B to D	\$80	(\$169)	\$80	(\$185)	\$60	(\$163)	\$38	(\$183)		
42	Sum Utility Adjustments	\$15				\$15					
		<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>
43	Net/ Gross Adjmts B to E	(\$74)	\$264	(\$105)	\$265	(\$88)	\$238	(\$145)	\$221		
<b>G.</b>	<b>Adjusted &amp; Market Rents</b>	<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>	
44	Adjusted Rent (5+ 43)	\$902		\$845		\$847		\$895			
45	Adj Rent/Last rent		92%		89%		91%		86%		
46	Estimated Market Rent	\$845		\$1.17							

← Estimated Market Rent/ Sq. Ft

**Rent Comparability Grid**

Unit Type →

**TWO-BEDROOM**

<b>Subject</b>		<b>Comp #1</b>		<b>Comp #2</b>		<b>Comp #3</b>		<b>Comp #4</b>		<b>Comp #5</b>	
Peaks of Dahlonega		Mountain View		Lake Lanier Club		Paces Landing		Park Creek Apts.		Walden at Oakwood	
Morrison Moore Parkway		12 Mountain View		1701 Dawsonville Hwy		100 Paces Ct.		1100 Park Creek Ct.		4000 Walden Way	
Dahlonega, GA		Dahonega, GA		Gainesville, GA		Gainesville, GA		Gainesville, GA		Oakwood, GA	
<b>Subject</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
<b>A. Rents Charged</b>											
1	\$ Last Rent / Restricted?	\$985		\$1,168		\$1,175		\$1,220		\$1,310	
2	Date Surveyed	May-20		May-20		May-20		May-20		May-20	
3	Rent Concessions	None		Yes (\$49)		None		Yes (\$102)		None	
4	Occupancy for Unit Type	100%		99%		100%		93%		93%	
5	Effective Rent & Rent/ sq. ft	\$985	0.82	\$1,119	0.94	\$1,175	1.11	\$1,118	1.06	\$1,310	1.13
<b>B. Design, Location, Condition</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
6	Structure / Stories	WU/3		TH/2		WU/2,3,4		WU/2,3		WU/3	
7	Yr. Built/Yr. Renovated	2022		1996 \$26		1997/2013 \$17		2002 \$20		1998 \$24	
8	Condition/Street Appeal	E		G \$15		G \$15		E \$15		E	
9	Neighborhood	G		G		G		G		G	
10	Same Market?			Yes		No (\$168)		No (\$176)		No (\$168)	
<b>C. Unit Equipment/ Amenities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
11	# Bedrooms	2		2		2		2		2	
12	# Baths	2	(\$15)	2.5		2		2		2	
13	Unit Interior Sq. Ft.	909	(\$75)	1200		1192	(\$73)	1062	(\$40)	1050	(\$36)
14	Patio/Balcony	Y		Y		Y		N \$5		Y	
15	AC: Central/Wall	C		C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/Y		Y/Y		N/Y \$5		N/Y \$5		Y/Y	
18	Washer/Dryer	W/D		HU \$25		HU/L \$25		HU/L \$25		W/D	
19	Floor Coverings	C/V		C		C/V		C		C/V	
20	Window Treatments	Y	\$5	N		Y		Y		Y	
21	Secured Entry	N		N		N		N		N	
22	Garbage Disposal	Y	\$5	N		Y		Y		Y	
23	Ceiling Fan/Storage	Y/Y		Y/Y		Y/N \$5		N/N \$10		Y/Y	
<b>D. Site Equipment/ Amenities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
24	Parking ( \$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y	\$5	N		Y		Y		Y	
26	Security Features	N		N		Y (\$5)		N		Y (\$5)	
27	Community Space	Y	\$5	N		Y		Y	\$5	Y	
28	Pool/Recreation Areas	G	\$3	N		P/F/T/L (\$18)		P/F/S (\$15)		P/F/T (\$15)	
29	Computer/Business Center	N		N		N		N		Y (\$3)	
30	Picnic Area/Grills	Y		Y		Y		Y		Y	
31	Playground	Y		Y		Y		Y		Y	
32	Social Services	N		N		N		N		N	
<b>E. Utilities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/G		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/G		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	N/N	(\$52)	Y/Y		N/N		N/N		N/N	
39	Trash/Recycling	Y/N		Y/N		N/N \$15		Y/N		N/N \$15	
<b>F. Adjustments Recap</b>		<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>
40	# Adjustments B to D	8	2	5	4	6	3	2	5	2	4
41	Sum Adjustments B to D	\$89	(\$90)	\$67	(\$264)	\$80	(\$231)	\$29	(\$227)	\$38	(\$279)
42	Sum Utility Adjustments		(\$52)		\$15				\$15		
		<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>
43	Net/ Gross Adjmts B to E	(\$53)	\$231	(\$182)	\$346	(\$151)	\$311	(\$183)	\$271	(\$241)	\$317
<b>G. Adjusted &amp; Market Rents</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>	
44	Adjusted Rent (5+ 43)	\$932		\$937		\$1,024		\$935		\$1,069	
45	Adj Rent/Last rent		95%		84%		87%		84%		82%
46	Estimated Market Rent	\$945		\$1.04		← Estimated Market Rent/ Sq. Ft					



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

Based on the preceding Rent Comparability Grids, it was determined that the present-day achievable market rents for units similar to the proposed subject development are \$845 for a one-bedroom unit, \$945 for a two-bedroom unit and \$1,070 for a three-bedroom unit, which are illustrated as follows:

Bedroom Type	% AMHI	Proposed Collected Rent	Achievable Market Rent	Market Rent Advantage
One-Br.	50%	\$425	\$845	49.7%
One-Br.	60%	\$540	\$845	36.1%
One-Br.	MR	\$600	\$845	29.0%
Two-Br.	50%	\$525	\$945	44.4%
Two-Br.	60%	\$625	\$945	33.9%
Two-Br.	MR	\$675	\$945	28.6%
Three-Br.	50%	\$600	\$1,070	43.9%
Three-Br.	60%	\$700	\$1,070	34.6%
Three-Br.	MR	\$750	\$1,070	29.9%

MR – Market-Rate

The proposed collected rents represent market rent advantages ranging from 28.6% to 49.7%, depending on bedroom type and targeted income level, including the market-rate units. Typically, Tax Credit rents are set 10% or more below achievable market rents to ensure the project will represent a value and have a sufficient flow of tenants within the market. As such, the proposed rents should represent significant values for the local market.

**B. RENT ADJUSTMENT EXPLANATIONS (RENT COMPARABILITY GRID)**

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

1. Rents for each property are reported as collected rents. These are the actual rents paid by tenants and do not consider utilities paid by tenants. The rents reported are typical and do not consider rent concessions or special promotions. When multiple rent levels were offered, we included an average rent.
  
3. Two of the selected properties are currently offering rent concessions on their available units. The value of these concessions have been prorated over a 12-month period and applied as a negative adjustment reflected in the effective rent in Line 5.

7. The subject property is expected to be complete in 2022. The selected properties were built between 1996 and 2009. We have adjusted the rents at the selected properties by \$1 per year of age difference to reflect the age of these properties.
8. It is anticipated that the proposed subject project will have an excellent quality appearance and an attractive aesthetic appeal. We have made adjustments for those properties that we consider having an inferior quality to the subject development.
10. Due to the limited supply of market-rate product in the Dahlonega Site PMA, most of the selected properties are located outside of the subject market in the Gainesville and Oakwood, Georgia markets in adjacent Hall County. Based on American Community Survey (ACS) data, Hall County is superior to Lumpkin County (subject site location) in terms of household income, rents charged, and home values. This is also evident by the rents reported among properties located outside the Site PMA as compared to those in the subject market area. Thus, the selected properties have been negatively adjusted by 15% to account for these out-of-market differences.
11. One of the selected properties only offers two-bedroom units. As these units are significantly larger than the subject's one-bedroom units and contain an additional bedroom and 1.5 additional baths, they have not been utilized as a comparable for the subject's one-bedroom units. These unit types have, however, been included as a comparable for the subject's three-bedroom units as they are similar in size (square feet) and offer a similar number of bathrooms. A positive adjustment of \$50 has been applied to account for the additional defined bedroom at the subject project.
12. The selected properties offer a variety of bathrooms within their units. Adjustments of \$15 per half bath have been applied to the selected properties as needed to account for differences in the number of bathrooms offered.
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar for dollar basis, we have used 25% of the average for this adjustment.
- 14.-23. The proposed subject project will offer a unit amenity package which is generally superior to those offered among the selected properties. We have made adjustments for features lacking at the selected properties.

- 24.-32. The proposed project offers a project amenities package which is slightly inferior to those offered among the comparable market-rate properties. We have made monetary adjustments to reflect the difference between the proposed project's and the selected properties' project amenities.
- 33.-39. We have made adjustments to reflect the differences in utility responsibility at each selected property, as needed. The utility adjustments were based on the local housing authority's utility cost estimates.