

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

**DIAMOND
MULTIFAMILY**

A MARKET CONDITIONS AND PROJECT EVALUATION SUMMARY OF: DIAMOND MULTIFAMILY

1816 East Harvard Avenue
College Park, Fulton County, Georgia 30337

Effective Date: April 15, 2020
Report Date: June 16, 2020

Prepared for:
Sara Patenaude
Project Manager
Tapestry Development Group, Inc.
708 Church Street
Decatur, Georgia 30030

Prepared by:
Novogradac Consulting LLP
555 North Point Center East, Suite 600
Alpharetta, Georgia 30022
678-867-2333





June 16, 2020

Sara Patenaude
Project Manager
Tapestry Development Group, Inc.
708 Church Street
Decatur, Georgia 30030

Re: Application Market Study for Diamond Multifamily, located in College Park, Fulton County, Georgia

Dear Ms. Patenaude:

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

The purpose of this market study is to assess the viability of the proposed 60-unit family LIHTC project. It will be a newly constructed affordable LIHTC project, with 60 revenue generating units, restricted to tenants earning 50, 60, and 70 percent of the Area Median Income (AMI) or less. The proposed Subject will consist of 26 one-bedroom units and 34 two-bedroom units restricted to the 50, 60, and 70 percent AMI levels. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions.

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

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

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

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

SARA PATENAUDE
TAPESTRY DEVELOPMENT GROUP, INC.
JUNE 16, 2020

guidelines. We inform the reader that other users of this document may underwrite the LIHTC rents to a different standard than contained in this report.

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

In the wake of the COVID-19 pandemic there has been significant turmoil and uncertainty. Governments across the globe are taking dramatic efforts to reduce the strain on health care systems. These efforts result in extensive impacts on economic activity. However, governments are also implementing significant economic stimulus packages to help with the economic impact. At this point it is unclear how long it will be before the emergency restrictions are lifted or loosened or how the stimulus packages will blunt the impact from the emergency measures. Further it is unclear as to how these measures will impact the housing market. However, some trends are clear:

- Clients and market participants throughout the country report April collections that were better than expected for all types of multi-family properties. Particularly for affordable housing.
- Based upon various conversations with market participants and published articles and webinars many believe that multi-family real estate will be impacted but significantly less so than other sectors. Further, the impact is expected to be shorter lived. Many view multi-family as a safer haven during this period of uncertainty.
- Novogradac maintains a proprietary database of operating results from our surveys of affordable and market rate properties. The database was implemented in 2005 and contains over 100,000 individual properties. The national occupancy rate for two-bedroom, 60 percent LIHTC properties dipped slightly during the Great Recession, but began a rebound after 2009. In 2008, the occupancy rate was at 96.3 percent and it dropped less than one percentage point during the slowdown, dropping to 95.4 percent in 2009 before beginning a gradual increase that slowed between 2016 and 2018 but continued through 2019. We do not suggest this prior recession will be the same as the current economic situation but this data supports the point made above and illustrates the resilience in the affordable housing sector.
- States are starting to plan the reopening over the next several weeks to a month. As of May 5, Georgia has loosened stay at home restrictions with the exception of those 65 and older and other at-risk individuals and has allowed many non-essential businesses to re-open. That should open various job segments creating more stability and demand.
- The Subject will likely avoid impact as it is affordable housing, which is somewhat insulated from economic drop. Additionally, construction on the Subject is not anticipated to be completed until September 2022, which is considered outside of the primary window from the pandemic.
- Finally, there have been transactions that were started prior to shutdown that have recently closed without adjustment.

The authors of this report certify that we are not part of the development team, owner of the Subject property, general contractor, nor are we affiliated with any member of the development team engaged in the

SARA PATENAUDE
TAPESTRY DEVELOPMENT GROUP, INC.
JUNE 16, 2020

development of the Subject property or the development's partners or intended partners. Please do not hesitate to contact us if there are any questions regarding the report or if Novogradac Consulting LLP can be of further assistance. It has been our pleasure to assist you with this project.

Respectfully submitted,
Novogradac Consulting LLP



H. Blair Kincer, MAI
Partner
Blair.Kincer@novoco.com



Brian Neukam
Manager
Brian.Neukam@novoco.com



Brinton Noble
Analyst
Brinton.Noble@novoco.com

A. TABLE OF CONTENTS

TABLE OF CONTENTS

A.	Table of Contents	1
B.	Executive Summary	3
	Executive Summary.....	4
C.	Project Description	11
	Project Description.....	12
D.	Site Evaluation	15
E.	Market Area	26
	Primary Market Area	27
F.	Community Demographic Data	29
	Community Demographic Data	30
G.	Employment Trends	35
H.	Project-Specific Affordability and Demand Analysis	45
	Capture Rate Analysis Chart.....	66
I.	Existing Competitive Rental Environment	68
J.	Absorption and Stabilization Rates	89
	Absorption and Stabilization Rates.....	90
K.	Interviews	91
L.	Conclusions and Recommendations	94
	Conclusions	95
M.	Signed Statement Requirements	100
	ADDENDUM A	102
	ADDENDUM B	105
	ADDENDUM C	108
	ADDENDUM D	116
	ADDENDUM E	118

B. EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

1. Project Description

Diamond Multifamily will be a newly constructed family property located at 1816 East Harvard Avenue in College Park, Fulton County, Georgia, which will consist of one, four-story, elevator-serviced residential building.

The following table illustrates the proposed unit mix.

PROPOSED RENTS							
Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2019 LIHTC Maximum Allowable Gross	2020 HUD Fair Market Rents
@50%							
1BR / 1BA	697	10	\$600	\$116	\$716	\$747	\$1,025
2BR / 1BA	942	12	\$730	\$132	\$862	\$897	\$1,167
@60%							
1BR / 1BA	697	11	\$750	\$116	\$866	\$897	\$1,025
2BR / 1BA	942	17	\$875	\$132	\$1,007	\$1,077	\$1,167
@70%							
1BR / 1BA	697	5	\$905	\$116	\$1,021	\$1,046	\$1,025
2BR / 1BA	942	5	\$1,099	\$132	\$1,231	\$1,256	\$1,167
		60					

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

The Subject’s proposed rents are set below the maximum allowable levels for each unit type at the 50, 60, and 70 percent AMI levels. The Subject will offer inferior to similar in-unit and property amenities in comparison to the LIHTC and market rate comparable properties. The Subject will offer a community room, laundry facility, and exercise facility, which some of the comparables will lack. However, the Subject will lack a business center and a swimming pool, which is offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market.

2. Site Description/Evaluation

The Subject site has frontage along the south side of Harvard Avenue and the west side of Washington Street. Land uses to the north include College Park First Methodist Church, Collaboration Church, The Learning Academy of College Park, a day care center in average condition and The Pad on Harvard, a multifamily property in excellent condition that has been included as a comparable property for the purposes of this report. Farther north, land uses are comprised of single-family homes in average condition and a small apartment community in average condition that was excluded as a comparable property as we were unable to obtain an interview. This property is a small multifamily property that is not professionally managed and does not have on-site management. Land uses to the east of the Subject site include Hotel Indigo, a hotel in good condition. Farther east, land uses are comprised of commercial uses in average condition. To the south of the Subject site, land uses are comprised of the College Park MARTA Transit Station. Farther south is Interstate 85 and Hartsfield-Jackson Atlanta International Airport. To the west of the Subject site, land uses include the College Park MARTA Transit Station. Farther west are retail and commercial uses in average condition. The Subject site’s close proximity to Hartsfield-Jackson Atlanta International Airport and railroad tracks could potentially be considered a detrimental use. However, this does not appear to be a detriment in the neighborhood given the high occupancy rates of single-family homes and multifamily developments in the area. Further, the Subject’s proximity to the MARTA station is considered a positive attribute as it provides convenient transportation and access to commercial and employment centers throughout metropolitan Atlanta. The Subject site is considered “Somewhat Walkable” by Walkscore with a rating of 56 out of 100. However, there

are convenient public transportation options available nearby. The closest bus stop rail station (College Park MARTA Transit Station) is 0.2 mile west of the Subject site along East Main Street. The Subject site is a desirable building site for rental housing. The total crime indices in the PMA are elevated and well above that of the MSA and the nation. The Subject offers an intercom system, limited access, and video surveillance as security amenities. Comparable properties offer similar security features as well. The comparable properties with similar crime indices are performing well and have not reported a problem with marketability. The Subject is located in a mixed-use neighborhood. The uses surrounding the Subject are in average to excellent condition and the site has good proximity to locational amenities, all of which are within 1.4 miles of the Subject site.

3. Market Area Definition

The PMA is defined by Highway 66 to the north, Interstate 75, and Highway 41 to the east, Highway 138 to the south and Highway 14, Stonewall Tell Road, Union Road, Butner Road, and County Line Road to the west. This area includes the cities of East Point, College Park, Riverdale and Union City. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 3.2 miles
East: 5.9 miles
South: 9.6 miles
West: 6.8 miles

The PMA is defined based on interviews with the local housing authority and property managers at comparable properties. Many property managers indicated that a significant portion of their tenants come from out of state. Of those residents coming from within Georgia most are coming from the metropolitan Atlanta area or from south Atlanta. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2020 market study guidelines, we do not account for leakage in our demand analysis found later in this report. The farthest PMA boundary from the Subject is approximately 9.6 miles. The MSA is defined as the Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area (MSA), which consists of 30 counties in northwest Georgia and encompasses 8,726 square miles.

4. Community Demographic Data

Between 2010 and 2019, there was approximately 0.9 percent annual growth in population in the PMA, which was less than that of the MSA and higher than that of the national population growth rate over the same time period. Total population in the PMA is projected to increase at a rate of 1.0 percent annually from 2019 through projected market entry and 2024, which is a growth rate below that of the MSA and above that of the nation as a whole. The current population of the PMA is 196,243 and is expected to be 202,267 in 2022. The current number of households in the PMA is 74,777 and is expected to be 77,032 in 2022. Renter households in the PMA are concentrated in the lowest income cohorts, with 39.5 percent of renter households in the PMA are earning incomes between \$20,000 and \$49,999 annually. The Subject will target tenants earning between \$24,549 and \$50,260 for its LIHTC units; therefore, the Subject should be well-positioned to service this market. Overall, population growth and the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

According to *RealtyTrac* statistics, one in every 2,893 housing units nationwide was in some stage of foreclosure as of March 2020. The City of Atlanta is experiencing a foreclosure rate of one in every 2,266 homes, while Fulton County is experiencing a foreclosure rate of one in every 2,281 homes and Georgia experienced one foreclosure in every 2,210 housing units. Overall, Atlanta is experiencing a similar foreclosure rate to Fulton County and the state of Georgia, but a slightly higher rate than the nation as a whole. The Subject's neighborhood does not have a significant amount of abandoned or vacant structures that would impact the marketability of the Subject.

5. Economic Data

Employment in the PMA is concentrated in the transportation/warehousing, healthcare/social assistance, and retail trade industries, which collectively comprise 37.8 percent of local employment. There have been several WARN notices issued in the county since 2019, resulting in 2,926 job losses. However, these job losses have been offset by numerous business expansions and new additions. Overall, Fulton County has experienced moderate employment growth since 2011. Total employment in Fulton County surpassed pre-recessionary levels in 2014. In the period between December 2018 and December 2019, total employment in Fulton County increased 1.9 percent. Overall, employment growth and the declining unemployment rate indicates that Fulton County has made a recovery from the most recent national recession and is in an expansionary phase. Recent business expansions in several industries suggest both the health of the county’s historically stable industries such as healthcare and the growth of other industries such as professional/scientific/technology services. The growing local economy is a positive indicator of demand for rental housing and the Subject’s proposed units. We note that COVID-19 may slow down growth in total employment; however, we do not believe that the PMA is more prone to recessionary impacts from the emergency measures.

6. Project-Specific Affordability and Demand Analysis

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

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Proposed Rents
1BR @ 50% AMI	\$24,549	\$31,900	10	1,348	0	1,348	0.7%	\$600
1BR @ 60% AMI	\$29,691	\$38,280	11	1,312	24	1,288	0.9%	\$750
1BR @ 70% AMI	\$35,006	\$44,660	5	1,374	0	1,374	0.4%	\$905
1BR Overall	\$24,549	\$44,660	26	2,631	24	2,607	1.0%	-
2BR @ 50% AMI	\$29,554	\$35,900	12	1,211	0	1,211	1.0%	\$730
2BR @ 60% AMI	\$34,526	\$43,080	17	1,179	96	1,083	1.6%	\$875
2BR @ 70% AMI	\$42,206	\$50,260	5	1,235	0	1,235	0.4%	\$1,099
2BR Overall	\$29,554	\$50,260	34	2,365	96	2,269	1.5%	-
50% AMI Overall	\$24,549	\$35,900	22	2,559	0	2,559	0.9%	-
60% AMI Overall	\$29,691	\$43,080	28	2,491	120	2,371	1.2%	-
70% AMI Overall	\$35,006	\$50,260	10	2,608	0	2,608	0.4%	-
Overall	\$24,549	\$50,260	60	4,996	120	4,876	1.2%	-

As the analysis illustrates, the Subject’s capture rates at the 50 percent AMI level will range from 0.7 to 1.0 percent, with an overall capture rate of 0.9 percent. The Subject’s capture rates at the 60 percent AMI level will range from 0.9 to 1.6 percent, with an overall capture rate of 1.2 percent. The Subject’s capture rates at the 70 percent AMI level will be 0.4 percent. The overall capture rate for the project’s 50, 60, and 70 percent units is 1.2 percent. Therefore, we believe there is adequate demand for the Subject. All capture rates are within Georgia DCA thresholds.

7. Competitive Rental Analysis

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as rent structure. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes eight “true” comparable properties containing 1,477 units.

The availability of LIHTC data is considered good. We included four LIHTC properties that target the general population and offer similar unit types in comparison to the proposed Subject as comparable properties. The

comparable LIHTC properties are all located in the PMA, between 2.2 and 3.0 miles of the proposed Subject. The comparables were built or renovated between 2005 and 2019.

The availability of market rate data is considered good. The Subject is located in College Park and there are several market rate properties in the area. We include four conventional properties in our analysis of the competitive market. All but one of the market rate properties are located in the PMA, between 0.1 and 1.4 miles from the Subject site. These comparables were built or renovated between 1971 and 2016. The remaining comparable property, The Atlantic Aerotropolis, is located outside of the PMA in Hapeville approximately 2.2 miles from the Subject, and is considered a reasonable proxy for the Subject as it is one of the most recently constructed market rate properties in the area. Hapeville is similar to the Subject in terms of median household income, median rent, and median home value. Overall, we believe the market rate properties used in our analysis are the most comparable. Other market rate properties are excluded based on proximity, unit types, or age and condition.

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

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

SUBJECT COMPARISON TO COMPARABLE RENTS

Unit Type	Subject Proposed Rent	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR @ 50%	\$600	\$639	\$1,250	\$857	43%
1BR @ 60%	\$750	\$695	\$1,250	\$879	17%
1BR @ 70%	\$905	\$750	\$1,250	\$1,040	15%
2BR @ 50%	\$730	\$750	\$1,600	\$1,080	48%
2BR @ 60%	\$875	\$765	\$1,600	\$1,106	26%
2BR @ 70%	\$1,099	\$808	\$1,600	\$1,302	18%

As illustrated, the Subject’s proposed 50, 60, and 70 percent rents are below the surveyed average when compared to the comparables. All of the Subject’s proposed LIHTC rents are set within the surveyed range of comparable LIHTC and market rents.

The Pad on Harvard is achieving the highest one-bedroom unrestricted rents in the market. The Subject will be inferior to The Pad on Harvard as a market rate property. The Pad on Harvard was built in 2016 and exhibits excellent condition, which is similar to the anticipated excellent condition of the Subject upon completion. The Pad on Harvard is located 0.1 mile from the Subject site and offers a similar location. The Pad on Harvard offers superior in-unit amenities compared to the Subject as it offers balconies/patios and in-unit washers and dryers, which the Subject will not offer. This property offers superior property amenities in comparison to the Subject as it offers a business center, swimming pool, and recreational areas, which the Subject will not offer. The Pad on Harvard offers similar unit sizes to the Subject. The one-bedroom rents at The Pad on Harvard are approximately 67 percent higher than the Subject’s proposed rents at 60 percent of the AMI.

The Atlantic Aerotropolis is achieving the highest two-bedroom unrestricted rents in the market. The Subject will be inferior to The Atlantic Aerotropolis as a market rate property. The Atlantic Aerotropolis was built in

2008 and exhibits good condition, which is slightly inferior to the anticipated excellent condition of the Subject upon completion. The Atlantic Aerotropolis is located 2.2 miles from the Subject site and offers a similar location. The Atlantic Aerotropolis offers slightly superior in-unit amenities compared to the Subject as it offers grab bars and balconies/patios, which the Subject will not offer. This property offers superior property amenities in comparison to the Subject as it offers a business center, a swimming pool, a theater, and recreational areas, which the Subject will not offer. The Atlantic Aerotropolis offers slightly superior unit sizes to the Subject. The two-bedroom rents at The Atlantic Aerotropolis are approximately 83 percent higher than the Subject’s proposed rents at 60 percent of the AMI. Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer an advantage when compared to the average rents being achieved at comparable properties.

8. Absorption/Stabilization Estimate

We were able to obtain absorption information from one of the comparable properties. We were also able to obtain absorption information from two additional LIHTC properties, which is illustrated following table.

ABSORPTION					
Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Madison Heights I	LIHTC	Family	2018	121	30
Pad On Harvard	Market	Family	2016	109	13
Mills Creek Crossing	LIHTC	Family	2015	200	17

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. As illustrated in the previous table, the properties were constructed between 2016 and 2019, and reported absorption rates of 13 to 30 units per month, with an average of 20 units per month. Pad on Harvard is a market rate development, used as a comparable property for the purposes of this report, located approximately 0.1 mile northeast of the Subject in College Park. This property reported an absorption rate of 13 units per month. Additionally, the contact at Pad on Harvard reported that occupancy has remained high since opening. Madison Heights I is a LIHTC development located approximately 15.8 miles south of the Subject in Hampton. This property opened in December 2018 and was fully-occupied in April 2019. Thus, Madison Heights I demonstrated an absorption rate of 30 units per month. Mills Creek Crossing is a LIHTC development located approximately 17.8 miles northeast of the Subject in Decatur. This property reported an absorption rate of 17 units per month. The contact at Mills Creek Crossing reported that management maintains a waiting list, and stated that demand for affordable housing in the area is strong.

We believe there will be strong demand for the Subject’s units due to the low vacancy rates among the stabilized LIHTC comparables and presence of waiting lists in the market. We believe the Subject will experience an absorption rate within the range of the LIHTC properties illustrated above. We estimate that the Subject will experience an absorption rate of 20 units per month, which equates to an absorption period of approximately two to three months.

9. Overall Conclusion

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The vacancy rate among the existing stabilized LIHTC comparables is low at 1.9 percent. Two of the LIHTC comparables are fully-occupied, while Fulton Pointe Apartments has only one vacant unit and is occupied at 99.4 percent, according to the contact at this property. Hidden Creste reported the highest vacancy among the LIHTC comparables at 4.7 percent. The contact reported that two of the 15 vacant units are pre-leased, while the remaining vacant units are being processed from a waiting list. The contact at this property stated that they have a higher number of vacancies than usual due to COVID-19 affecting the vendors efficiency in preparing vacant units for move-in. Further, the contact stated that the property is typically occupied at 97 percent. Two of the LIHTC comparables reported

maintaining waiting lists up to 300 or more households in length, indicating strong demand for affordable housing in the area. These factors indicate demand for affordable housing in the area is strong. The Subject will offer inferior to similar in-unit and property amenities in comparison to the LIHTC and market rate comparable properties. The Subject will offer a community room, laundry facility, and exercise facility, which some of the comparables will lack. However, the Subject will lack a business center and a swimming pool, which is offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered similar to superior in terms of condition to the majority of the comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties. Additionally, the Subject's proposed rents are among the lowest in the market. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at several LIHTC comparable properties, we believe that the Subject is reasonable as proposed. We believe that it will fill a void in the market and will perform well.

DIAMOND MULTIFAMILY – COLLEGE PARK, GEORGIA – MARKET STUDY

Summary Table: (must be completed by the analyst and included in the executive summary)										
Development Name:		Diamond Multifamily						Total # Units:		60
Location:		1816 Harvard Avenue College Park, GA 30337						# LIHTC Units:		60
PMA Boundary:		North: Highway 66; South: Highway 138; East: Interstate 75 and Highway 41; West: Highway 14, Stonewall Tell Road, Union Road, Butner Road, and County Line Road						Farthest Boundary Distance to Subject:		9.6 miles
Rental Housing Stock (found on page 61)										
Type	# Properties*	Total Units	Vacant Units	Average Occupancy						
All Rental Housing	63	10,326	178	98.3%						
Market-Rate Housing	20	2,577	88	96.6%						
Assisted/Subsidized Housing not to include LIHTC	10	1,366	4	99.7%						
LIHTC	33	6,383	86	98.7%						
Stabilized Comps	60	9,746	178	98.2%						
Properties in Construction & Lease Up	3	580	N/Ap	N/Ap						
*Only includes properties in PMA										
Subject Development					Average Market Rent*			Highest Unadjusted Comp Rent		
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF	
10	1BR at 50% AMI	1	697	\$600	\$857	\$1.23	43%	\$1,250	\$1.79	
12	2BR at 50% AMI	1	942	\$730	\$1,080	\$1.15	48%	\$1,600	\$1.70	
11	1BR at 60% AMI	1	697	\$750	\$879	\$1.26	17%	\$1,250	\$1.79	
17	2BR at 60% AMI	1	942	\$875	\$1,106	\$1.17	26%	\$1,600	\$1.70	
5	1BR at 70% AMI	1	697	\$905	\$1,040	\$1.49	15%	\$1,250	\$1.70	
5	2BR at 70% AMI	1	942	\$1,099	\$1,302	\$1.38	18%	\$1,600	\$1.79	
Capture Rates (found on page 59)										
Targeted Population				@50%	@60%	@70%	Market-rate	Other:	Overall	
Capture Rate:				0.9%	1.2%	0.4%	-	-	1.2%	

*Includes LIHTC and unrestricted (when applicable)

C. PROJECT DESCRIPTION

PROJECT DESCRIPTION

- 1. Project Address and Development Location:** The Subject site is located at 1816 East Harvard Avenue in College Park, Fulton County, Georgia 30337. The Subject is currently a surface parking lot proposed for demolition or removal.
- 2. Construction Type:** The Subject will consist of one four-story, elevator-serviced residential building. The Subject will be new construction.
- 3. Occupancy Type:** Families.
- 4. Special Population Target:** None.
- 5. Number of Units by Bedroom Type and AMI Level:** See following property profile.
- 6. Unit Size, Number of Bedrooms and Structure Type:** See following property profile.
- 7. Rents and Utility Allowances:** See following property profile.
- 8. Existing or Proposed Project-Based Rental Assistance:** See following property profile.
- 9. Proposed Development Amenities:** See following property profile.

DIAMOND MULTIFAMILY – COLLEGE PARK, GEORGIA – MARKET STUDY

Diamond Multifamily	
Location	1816 Harvard Avenue College Park, GA 30337 Fulton County
Units	60
Type	Midrise (4 stories)
Year Built / Renovated	2022 / N/A



Market			
Program	@50%, @60%, @70%, Non-Rental	Leasing Pace	N/A
Annual Turnover Rate	N/A	Change in Rent (Past Year) Concession	N/A
Units/Month Absorbed Section 8 Tenants	N/A		

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

Unit Mix (face rent)												
Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?	
1	1	Midrise (4 stories)	10	697	\$600	\$0	@50%	N/A	N/A	N/A	no	
1	1	Midrise (4 stories)	11	697	\$750	\$0	@60%	N/A	N/A	N/A	no	
1	1	Midrise (4 stories)	5	697	\$905	\$0	@70%	N/A	N/A	N/A	no	
2	1	Midrise (4 stories)	12	942	\$730	\$0	@50%	N/A	N/A	N/A	no	
2	1	Midrise (4 stories)	17	942	\$875	\$0	@60%	N/A	N/A	N/A	no	
2	1	Midrise (4 stories)	5	942	\$1,099	\$0	@70%	N/A	N/A	N/A	no	

Amenities			
In-Unit	Blinds Carpeting Central A/C Coat Closet Dishwasher Ceiling Fan Microwave Oven Refrigerator Walk-In Closet Washer/Dryer hookup	Security	Intercom (Buzzer) Limited Access Video Surveillance
Property	Clubhouse/Meeting Room/Community Room Courtyard Elevators Exercise Facility Central Laundry Off-Street Parking On-Site Management	Premium	none
Services	Adult Education	Other	Arts/Crafts Activity Center

Comments

The property will consist of one, four-story, elevator-serviced residential building. Construction is set to begin in September 2020 and be completed in September 2021. The utility allowances for the one and two-bedroom units are \$116 and \$132, respectively.

- 10. Scope of Renovations:** The Subject will be new construction.
- 11. Placed in Service Date:** Construction on the Subject is expected to begin in September 2021 and be completed in September 2022.
- Conclusion:** The Subject will be an excellent-quality four-story, elevator-serviced, midrise style apartment building, comparable or superior to most of the inventory in the area. As new construction, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical deterioration.

D.SITE EVALUATION

- 1. Date of Site Visit and Name of Inspector:** Brian Neukam visited the site on April 15, 2020.
- 2. Physical Features of the Site:** The following illustrates the physical features of the site.

Frontage: The Subject site has frontage along the south side of Harvard Avenue and the west side of Washington Street.

Visibility/Views: The Subject site is located on the south side of Harvard Avenue and the west side of Washington Street. Visibility from Harvard Avenue and Washington Street will be good. Views from the site will be good and initially will include College Park First Methodist Church, Collaboration Church, The Learning Academy of College Park, a day care center in average condition, and The Pad on Harvard, a multifamily property in excellent condition that has been included as a comparable property for the purposes of this report, to the north; a hotel, Hotel Indigo, in good condition to the east; and the College Park MARTA Transit Station to the south and west.

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



Source: Google Earth, April 2020.

The Subject site has frontage along the south side of Harvard Avenue and the west side of Washington Street. Surrounding uses include College Park First Methodist Church, Collaboration Church, The Learning Academy of College Park, a day care center in average condition and The Pad on Harvard, a multifamily property in excellent condition that has been included as a comparable property for the purposes of this report, to the north; a hotel, Hotel Indigo, in good condition, to the east; and the College Park MARTA Transit Station to the south and west. The Subject site is considered “Somewhat Walkable” by Walkscore with a rating of 56 out of 100. However, there are convenient public transportation options available nearby. The closest bus stop and rail station (College Park MARTA Transit Station) is 0.2 mile west of the Subject site along East Main Street. The Subject site is a desirable building site for rental housing. The Subject is located in a mixed-use neighborhood. The uses surrounding the Subject are in average condition and the site has

good proximity to locational amenities, all of which are within 1.4 miles of the Subject site.

Positive/Negative Attributes of Site:

The Subject's proximity to public transportation, retail and other locational amenities are considered positive attributes. The Subject site's close proximity to Hartsfield-Jackson Atlanta International Airport and railroad tracks could potentially be considered detrimental uses. However, this does not appear to be a detriment in the neighborhood given the high occupancy rates of single-family homes and multifamily developments in the area. Further, the Subject's proximity to the MARTA station is considered a positive attribute as it provides convenient transportation and access to commercial and employment centers throughout metropolitan Atlanta.

3. Physical Proximity to Locational Amenities:

The Subject is located within 1.4 miles of all locational amenities.

4. Pictures of Site and Adjacent Uses:

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



East along Harvard Avenue



West along Harvard Avenue



North along Washington Street



South along Washington Street



View of Subject Site



View of Subject Site



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



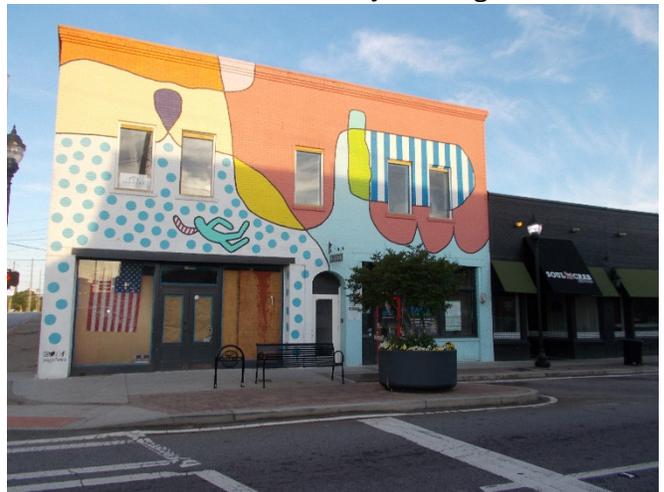
Transit station west of the Subject site



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood



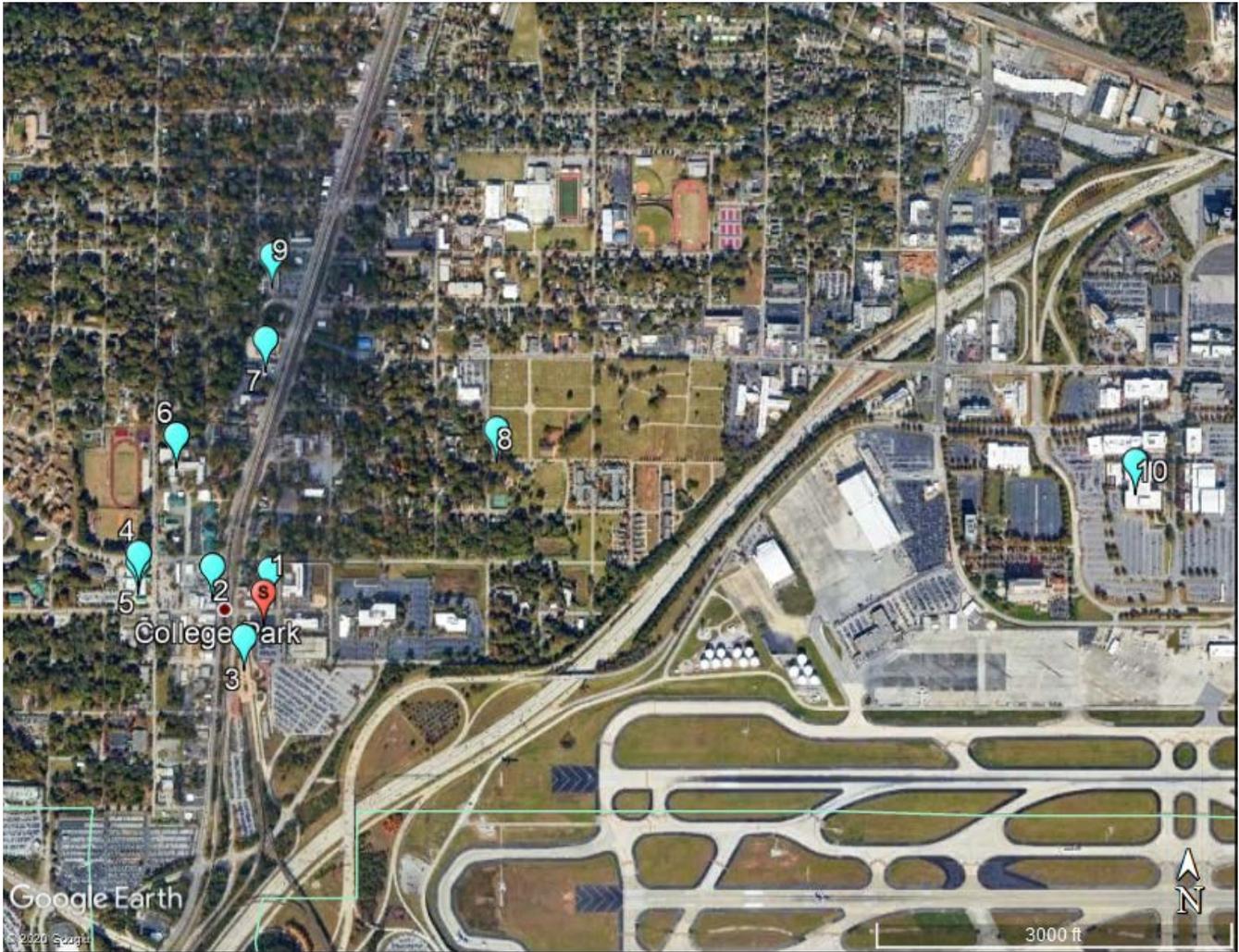
Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood

5. Proximity to Locational Amenities:

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



Source: Google Earth, April 2020.

LOCATIONAL AMENITIES

Map #	Service or Amenity	Distance from Subject (Crow)
1	The Learning Academy of College Park	Adjacent
2	College Park Transit Station	0.1 miles
3	The Real Milk & Honey	0.1 miles
4	College Park Police Department	0.2 miles
5	College Park Fire Department	0.2 miles
6	Frank McClarin Success Academy High School	0.3 miles
7	Chevron	0.3 miles
8	Richard D. Zupp Park	0.4 miles
9	Wayfield Foods	0.5 miles
10	Walmart Supercenter/Pharmacy	1.4 miles

6. Description of Land Uses

The Subject site has frontage along the south side of Harvard Avenue and the west side of Washington Street. Land uses to the north

include College Park First Methodist Church, Collaboration Church, The Learning Academy of College Park, a day care center in average condition and The Pad on Harvard, a multifamily property in excellent condition that has been included as a comparable property for the purposes of this report. Farther north, land uses are comprised of single-family homes in average condition and a small apartment community in average condition that was excluded as a comparable property as we were unable to obtain an interview. This property is a small multifamily property that is not professionally managed and does not have on-site management. Land uses to the east of the Subject site include Hotel Indigo, a hotel in good condition. Farther east, land uses are comprised of commercial uses in average condition. To the south of the Subject site, land uses are comprised of the College Park MARTA Transit Station. Farther south is Interstate 85 and Hartsfield-Jackson Atlanta International Airport. To the west of the Subject site, land uses include the College Park MARTA Transit Station. Farther west are retail and commercial uses in average condition. The Subject site's close proximity to Hartsfield-Jackson Atlanta International Airport and railroad tracks could potentially be considered a detrimental use. However, this does not appear to be a detriment in the neighborhood given the high occupancy rates of single-family homes and multifamily developments in the area. Further, the Subject's proximity to the MARTA station is considered a positive attribute as it provides convenient transportation and access to commercial and employment centers throughout metropolitan Atlanta. The Subject site is considered "Somewhat Walkable" by *Walkscore* with a rating of 56 out of 100. However, there are convenient public transportation options available nearby. The closest bus stop and rail station (College Park MARTA Transit Station) is 0.2 mile west of the Subject site along East Main Street. The Subject site is a desirable building site for rental housing. The total crime indices in the PMA are elevated and well above that of the MSA and the nation. The Subject offers an intercom system, limited access, and video surveillance as security amenities. Comparable properties offer similar security features as well. The comparable properties with similar crime indices are performing well and have not reported a problem with marketability. The Subject is located in a mixed-use neighborhood. The uses surrounding the Subject are in average to excellent condition and the site has good proximity to locational amenities, all of which are within 1.4 miles of the Subject site.

7. Crime:

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

2019 CRIME INDICES

	PMA	Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area
Total Crime*	210	139
Personal Crime*	226	130
Murder	310	155
Rape	141	88
Robbery	304	163
Assault	196	118
Property Crime*	207	140
Burglary	234	147
Larceny	186	134
Motor Vehicle Theft	316	178

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

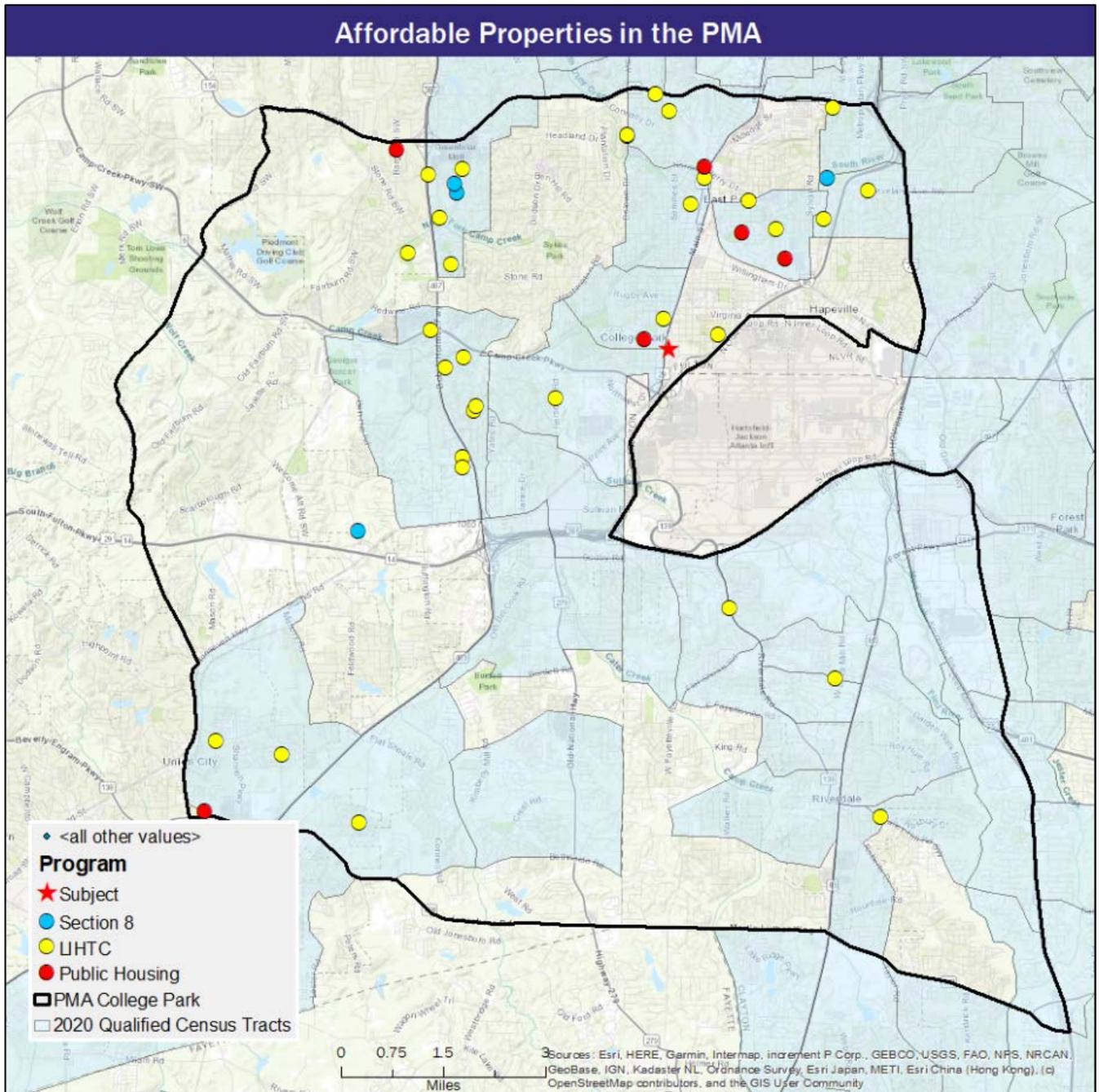
*Unweighted aggregations

Total crime risk indices in the PMA are greater than the surrounding MSA. Both geographic areas feature crime risk indices above the overall nation. The Subject offers an intercom system, limited access, and video surveillance as security amenities. All but one of the comparables offer at least one form of security and are similar to the Subject. Thus, the Subject offers generally similar security features to the comparable properties, which are performing well. The Subject’s security features appear to be market-oriented.

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

AFFORDABLE PROPERTIES IN THE PMA

Property Name	Program	Location	Tenancy	# of Units	Distance from Subject	Map Color
Diamond Multifamily	LIHTC, Market, Non-Rental	College Park	Family	60	-	Star
Columbia Colony Senior Residences	LIHTC, PBRA	Atlanta	Senior	122	3.4 miles	Yellow
Delowe Place	LIHTC	East Point	Family	86	2.7 miles	
Delowe Village	LIHTC	East Point	Family	64	2.7 miles	
Eagles Creste Apartments	LIHTC	East Point	Family	284	2.5 miles	
Fulton Pointe Apartments	LIHTC	East Point	Family	160	2.5 miles	
Gateway At East Point	PBRA	East Point	Senior	100	2.1 miles	
Greenbriar Commons	LIHTC	Atlanta	Family	174	3.2 miles	
Heritage Greene	LIHTC, Market	Atlanta	Family	109	2.4 miles	
Hidden Cove Apartments	LIHTC	East Point	Family	164	3.1 miles	
Hidden Creste	LIHTC, Market	Atlanta	Family	320	3.0 miles	
Hillcrest Senior	LIHTC, PBRA	East Point	Senior	180	3.1 miles	
Lakeshire Village Apartments	LIHTC	East Point	Family	284	2.8 miles	
Lakewood Christian Manor	LIHTC, Market	Atlanta	Senior	251	3.6 miles	
Leyland Pointe	LIHTC	East Point	Family	276	2.7 miles	
Mallalieu Pointe	LIHTC	Atlanta	Family	67	2.2 miles	
Maplewood Park	LIHTC	Union City	Family	110	6.9 miles	
Norman Berry Village	LIHTC, Market, Non-Rental	East Point	Senior	119	2.1 miles	
Nu Dimensions	LIHTC	College Park	Family	326	2.0 miles	
Park At Netherley	LIHTC, Non-Rental	Union City	Family	294	7.0 miles	
Park View At Coventry Station	LIHTC	Atlanta	Senior	166	3.8 miles	
Pavilion Place Apartments	LIHTC, PBRA, Market	Atlanta	Family	240	3.1 miles	
Princeton Court	LIHTC, Market, Non-Rental	College Park	Senior	116	0.6 miles	
Regency Park/Colony 2000	LIHTC	East Point	Family	800	2.7 miles	
Renaissance At Garden Walk	LIHTC	Atlanta	Senior	160	4.1 miles	
Robbins Creste Apartments	LIHTC	East Point	Family	160	2.6 miles	
Santa Fe Villas	LIHTC	Atlanta	Family	147	3.5 miles	
Tecali Club Apartments	LIHTC	Atlanta	Family	232	3.4 miles	
The Cove At Red Oaks	LIHTC, Section 8	Atlanta	Family	144	2.9 miles	
The Legacy At Walton Lakes	LIHTC, Pubic Housing, Market	Atlanta	Senior	126	3.4 miles	
The Park At Leeds (FKA Brookside)	LIHTC	Atlanta	Family	210	3.4 miles	
Union Landing Apartments	LIHTC	Union City	Family	240	7.0 miles	
Valley Hill Senior Apartments	LIHTC	Riverdale	Senior	72	6.3 miles	
Village Of College Park	LIHTC, Market	College Park	Family	80	1.5 miles	
Barge Road Highrise	Public Housing	Atlanta	Senior	130	4.1 miles	Red
College View Hills	Public Housing	College Park	Family	267	0.3 miles	
Martel Homes	Public Housing	East Point	Family	148	1.8 miles	
Nelms House	Public Housing	East Point	Family	100	1.6 miles	
OJ Hurd	Public Housing	East Point	Family	35	1.7 miles	
Union City HA	Public Housing	Union City	Family	16	8.0 miles	
Asbury Harris Epworth Towers	Section 8	Atlanta	Senior	186	3.3 miles	
Hickory Park Apartments	PBRA, LIHTC	Atlanta	Family	150	4.3 miles	
QLS Meadows	Section 8	Atlanta	Senior	94	3.2 miles	
Trinity Towers	Section 8	Atlanta	Senior	240	2.8 miles	



9. Road, Infrastructure or Proposed Improvements:

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

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

The Subject site can be accessed from Harvard Avenue and Washington Street, which are lightly trafficked two-lane roads. Harvard Avenue connects with U.S. Highway 29 approximately 0.1 mile west of the Subject site. U.S. Highway 29 traverses north/south and provides access to East Point to the north and Interstate 85 approximately 0.4 miles south of the Subject site. Interstate 85 is a

heavily trafficked major thoroughfare traversing north/south and provides access to downtown Atlanta approximately five miles to the north and Montgomery, Alabama approximately 140 miles to the southwest. Interstate 85 is a major thoroughfare in the region and connects to centers of major employment and other interstates in the area, such as Interstate 75 and 285. Overall, access and visibility are considered good.

11. Conclusion:

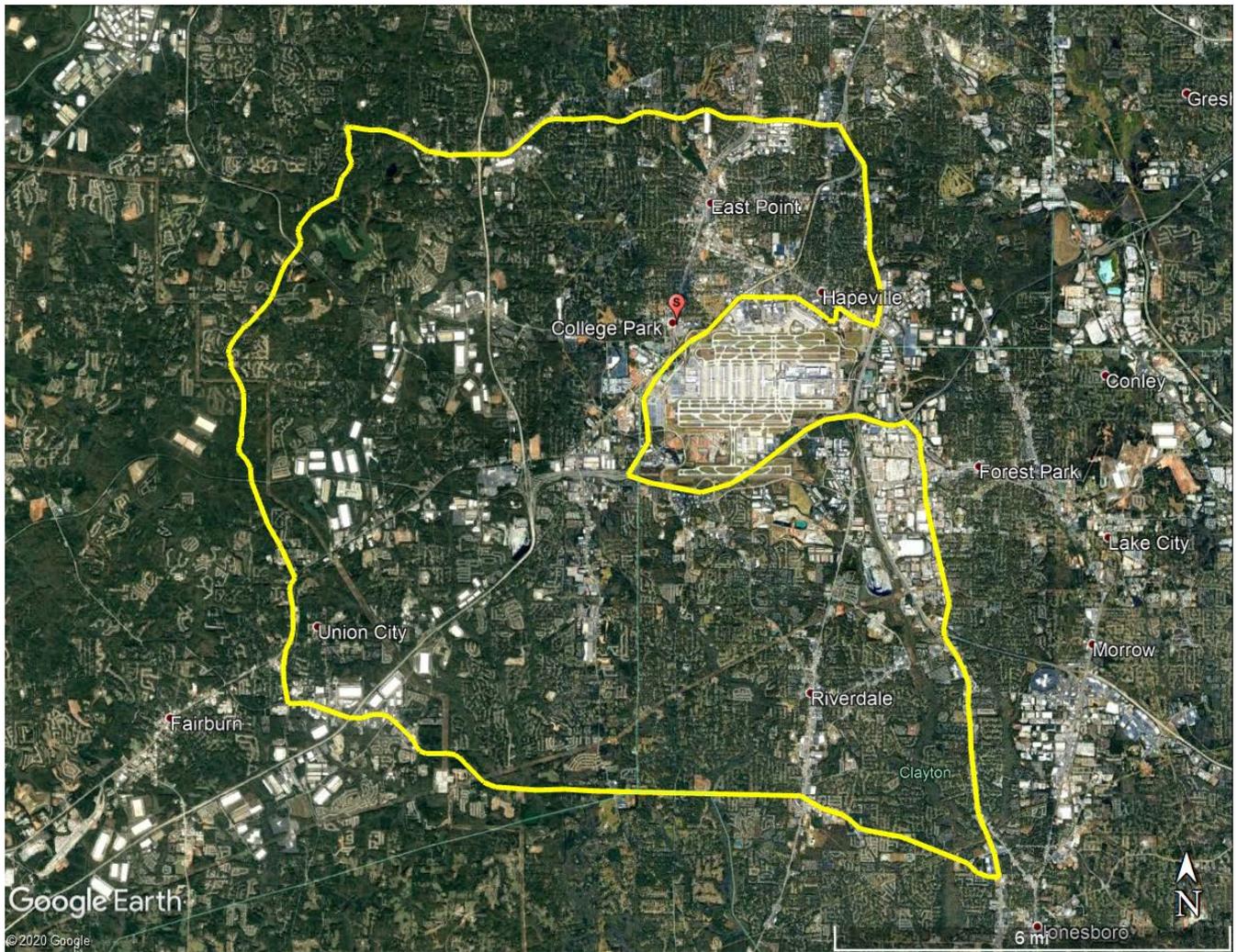
The Subject site has frontage along the south side of Harvard Avenue and the west side of Washington Street. Land uses to the north include College Park First Methodist Church, Collaboration Church, The Learning Academy of College Park, a day care center in average condition and The Pad on Harvard, a multifamily property in excellent condition that has been included as a comparable property for the purposes of this report. Farther north, land uses are comprised of single-family homes in average condition and a small apartment community in average condition that was excluded as a comparable property as we were unable to obtain an interview. This property is a small multifamily property that is not professionally managed and does not have on-site management. Land uses to the east of the Subject site include Hotel Indigo, a hotel in good condition. Farther east, land uses are comprised of commercial uses in average condition. To the south of the Subject site, land uses are comprised of the College Park MARTA Transit Station. Farther south is Interstate 85 and Hartsfield-Jackson Atlanta International Airport. To the west of the Subject site, land uses include the College Park MARTA Transit Station. Farther west are retail and commercial uses in average condition. The Subject site's close proximity to Hartsfield-Jackson Atlanta International Airport and railroad tracks could potentially be considered a detrimental use. However, this does not appear to be a detriment in the neighborhood given the high occupancy rates of single-family homes and multifamily developments in the area. Further, the Subject's proximity to the MARTA station is considered a positive attribute as it provides convenient transportation and access to commercial and employment centers throughout metropolitan Atlanta. The Subject site is considered "Somewhat Walkable" by *Walkscore* with a rating of 56 out of 100. However, there are convenient public transportation options available nearby. The closest bus stop rail station (College Park MARTA Transit Station) is 0.2 mile west of the Subject site along East Main Street. The Subject site is a desirable building site for rental housing. The total crime indices in the PMA are elevated and well above that of the MSA and the nation. The Subject offers an intercom system, limited access, and video surveillance as security amenities. Comparable properties offer similar security features as well. The comparable properties with similar crime indices are performing well and have not reported a problem with marketability. The Subject is located in a mixed-use neighborhood. The uses surrounding the Subject are in average to excellent condition and the site has good proximity to locational amenities, all of which are within 1.4 miles of the Subject site.

E. MARKET AREA

PRIMARY MARKET AREA

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

Primary Market Area Map



Source: Google Earth, April 2020.

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

The PMA is defined by Highway 66 to the north, Interstate 75 and Highway 41 to the east, Highway 138 to the south and Highway 14, Stonewall Tell Road, Union Road, Butner Road, and County Line Road to the west. This area includes the cities of East Point, College Park, Riverdale and Union City. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 3.2 miles
East: 5.9 miles
South: 9.6 miles
West: 6.8 miles

The PMA is defined based on interviews with the local housing authority and property managers at comparable properties. Many property managers indicated that a significant portion of their tenants come from out of state. Of those residents coming from within Georgia most are coming from the metropolitan Atlanta area or from south Atlanta. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2020 market study guidelines, we do not account for leakage in our demand analysis found later in this report. The farthest PMA boundary from the Subject is approximately 9.6 miles. The MSA is defined as the Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area (MSA), which consists of 30 counties in northwest Georgia and encompasses 8,726 square miles.

F. COMMUNITY DEMOGRAPHIC DATA

COMMUNITY DEMOGRAPHIC DATA

The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied to determine if the Primary Market Area (PMA) and Atlanta-Sandy Springs-Roswell, GA MSA are areas of growth or contraction. The discussions will also describe typical household size and will provide a picture of the health of the community and the economy. The following demographic tables are specific to the populations of the PMA and Atlanta-Sandy Springs-Roswell, GA MSA.

1. Population Trends

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

Total Population

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

Year	POPULATION					
	PMA		Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	179,353	-	4,240,804	-	281,250,431	-
2010	181,649	0.1%	5,286,728	2.5%	308,745,538	1.0%
2019	196,243	0.9%	5,986,262	1.4%	332,417,793	0.8%
Projected Mkt Entry September 2022	202,267	1.0%	6,271,156	1.5%	340,695,339	0.8%
2024	205,754	1.0%	6,436,095	1.5%	345,487,602	0.8%

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

Between 2000 and 2010, there was approximately 0.1 percent annual increase in population in the PMA. Recently, the population grew positively in the MSA at a rate higher than that of the nation. Between 2010 and 2019, there was approximately 0.9 percent annual growth in population in the PMA, which was less than that of the MSA and higher than the national population growth rate over the same time period. Total population in the PMA is projected to increase at a rate of 1.0 percent annually from 2019 through projected market entry and 2024, which is a growth rate below that of the MSA and above that of the nation as a whole. Overall, we believe that population growth in the PMA and MSA is a positive indication of demand for the Subject's proposed units.

Total Population by Age Group

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

POPULATION BY AGE GROUP						
Age Cohort	PMA				Projected Mkt Entry September 2022	2024
	2000	2010	2019			
0-4	14,660	15,567	14,939		15,412	15,686
5-9	15,420	13,702	14,412		14,590	14,693
10-14	14,210	13,280	13,886		14,149	14,301
15-19	13,037	13,312	12,947		13,417	13,689
20-24	14,410	13,874	14,879		15,045	15,141
25-29	16,517	15,189	16,426		16,574	16,659
30-34	15,407	14,552	14,492		15,267	15,716
35-39	14,992	13,620	13,966		13,946	13,934
40-44	13,713	12,525	12,561		13,191	13,555
45-49	12,444	12,062	12,330		12,231	12,173
50-54	10,239	11,473	11,420		11,728	11,906
55-59	6,998	10,599	11,252		11,118	11,040
60-64	4,872	8,345	10,378		10,560	10,666
65-69	3,814	5,342	8,949		9,267	9,451
70-74	3,036	3,196	6,263		7,044	7,496
75-79	2,553	2,155	3,534		4,529	5,105
80-84	1,698	1,468	1,922		2,377	2,640
85+	1,327	1,388	1,686		1,823	1,903
Total	179,347	181,649	196,242		202,266	205,754

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

POPULATION BY AGE GROUP						
Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area						
Age Cohort	PMA				Projected Mkt Entry September 2022	2024
	2000	2010	2019			
0-4	316,900	380,735	385,594		405,106	416,403
5-9	324,231	394,306	399,707		410,384	416,566
10-14	312,353	390,992	411,242		421,647	427,671
15-19	289,356	378,372	395,799		408,447	415,770
20-24	289,793	341,650	393,640		399,583	403,023
25-29	362,507	377,057	459,751		457,831	456,719
30-34	379,658	386,120	430,822		483,217	513,551
35-39	394,076	417,987	424,488		453,024	469,545
40-44	357,821	415,233	402,125		423,686	436,169
45-49	305,207	411,635	419,005		406,362	399,042
50-54	265,159	364,330	398,245		405,215	409,251
55-59	185,162	301,331	389,800		386,363	384,373
60-64	130,306	252,453	334,576		359,693	374,234
65-69	101,281	170,690	272,622		299,897	315,688
70-74	82,781	114,130	203,614		229,967	245,224
75-79	65,290	81,144	124,334		156,891	175,739
80-84	42,487	57,082	72,799		89,083	98,510
85+	36,415	51,481	68,099		74,760	78,617
Total	4,240,783	5,286,728	5,986,262		6,271,156	6,436,095

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

The largest age cohorts in the PMA are between 25 and 29 and 0 and 4, which indicates the presence of families.

2. Household Trends

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

Total Number of Households and Average Household Size

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

HOUSEHOLDS

Year	PMA		Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	66,338	-	1,551,771	-	105,409,439	-
2010	69,292	0.4%	1,943,884	2.5%	116,716,296	1.1%
2019	74,777	0.9%	2,195,127	1.4%	125,168,557	0.8%
Projected Mkt Entry September 2022	77,032	1.0%	2,297,901	1.5%	127,968,527	0.7%
2024	78,337	1.0%	2,357,402	1.5%	129,589,563	0.7%

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

AVERAGE HOUSEHOLD SIZE

Year	PMA		Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.69	-	2.68	-	2.59	-
2010	2.60	-0.3%	2.67	0.0%	2.58	-0.1%
2019	2.61	0.0%	2.69	0.1%	2.59	0.1%
Projected Mkt Entry September 2022	2.61	0.0%	2.69	0.0%	2.60	0.1%
2024	2.61	0.0%	2.69	0.0%	2.60	0.1%

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

Between 2000 and 2010, the total number of households in the PMA increased at a rate of 0.4 percent per annum, which lagged the MSA and nation as a whole over the same time period. Between 2010 and 2019, the PMA experienced household growth, though at a rate below the MSA and higher than the nation. Over the next five years, household growth in the PMA is projected to increase at a rate below that of the MSA, and higher than the nation as a whole. The average household size in the PMA is larger than the national average at 2.61 persons in 2019. Over the next five years, the average household size is projected to remain similar.

Households by Tenure

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

TENURE PATTERNS PMA

Year	Owner-Occupied	Percentage	Renter-Occupied	Percentage
		Owner-Occupied	Units	Renter-Occupied
2000	29,637	44.7%	36,701	55.3%
2019	33,355	44.6%	41,422	55.4%
Projected Mkt Entry September 2022	35,113	45.6%	41,919	54.4%
2024	36,130	46.1%	42,207	53.9%

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

As the table illustrates, roughly half of households in the PMA are renters. Nationally, approximately two-thirds of the population resides in owner-occupied housing units, and one-third resides in renter-occupied housing units. Therefore, there is a higher percentage of renters in in the PMA than the nation. The percentage of renter population is projected to decrease slightly over the next five years, although the number of renters in the PMA is projected to increase. This bodes well for the Subject’s proposed units.

Household Income

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

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA

Income Cohort	2019		Projected Mkt Entry September 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	6,784	16.4%	6,636	15.8%	6,550	15.5%
\$10,000-19,999	8,458	20.4%	8,176	19.5%	8,013	19.0%
\$20,000-29,999	7,076	17.1%	6,999	16.7%	6,954	16.5%
\$30,000-39,999	5,127	12.4%	5,083	12.1%	5,057	12.0%
\$40,000-49,999	4,122	10.0%	4,202	10.0%	4,248	10.1%
\$50,000-59,999	3,111	7.5%	3,187	7.6%	3,231	7.7%
\$60,000-74,999	2,722	6.6%	2,923	7.0%	3,040	7.2%
\$75,000-99,999	1,880	4.5%	2,125	5.1%	2,267	5.4%
\$100,000-124,999	790	1.9%	922	2.2%	998	2.4%
\$125,000-149,999	561	1.4%	678	1.6%	746	1.8%
\$150,000-199,999	345	0.8%	433	1.0%	484	1.1%
\$200,000+	446	1.1%	556	1.3%	619	1.5%
Total	41,422	100.0%	41,919	100.0%	42,207	100.0%

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

RENTER HOUSEHOLD INCOME DISTRIBUTION - Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area

Income Cohort	2019		Projected Mkt Entry September 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	94,956	12.1%	93,794	11.6%	93,121	11.4%
\$10,000-19,999	112,094	14.3%	109,182	13.5%	107,496	13.1%
\$20,000-29,999	109,706	14.0%	108,254	13.4%	107,414	13.1%
\$30,000-39,999	99,854	12.7%	99,491	12.3%	99,281	12.1%
\$40,000-49,999	82,057	10.4%	82,934	10.3%	83,442	10.2%
\$50,000-59,999	63,585	8.1%	65,941	8.2%	67,305	8.2%
\$60,000-74,999	70,002	8.9%	73,604	9.1%	75,689	9.2%
\$75,000-99,999	64,648	8.2%	70,268	8.7%	73,521	9.0%
\$100,000-124,999	35,249	4.5%	39,603	4.9%	42,124	5.1%
\$125,000-149,999	18,802	2.4%	22,137	2.7%	24,068	2.9%
\$150,000-199,999	17,905	2.3%	21,195	2.6%	23,099	2.8%
\$200,000+	16,753	2.1%	21,268	2.6%	23,882	2.9%
Total	785,611	100.0%	807,671	100.0%	820,442	100.0%

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

The Subject will target tenants earning between \$24,549 and \$50,260 for its LIHTC units. As the table above depicts, approximately 39.5 percent of renter households in the PMA are earning incomes between \$20,000 and \$49,999, which is slightly above the 37.1 percent of renter households in the MSA in 2019. For the projected market entry date of September 2022, these percentages are projected to slightly decrease to 38.8 percent and 36.0 percent for the PMA and MSA, respectively.

Renter Households by Number of Persons in the Household

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

RENTER HOUSEHOLDS BY NUMBER OF PERSONS - PMA

Household Size	2019		Projected Mkt Entry September 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
1 Person	15,746	38.0%	16,037	38.3%	16,205	38.4%
2 Persons	9,578	23.1%	9,578	22.8%	9,578	22.7%
3 Persons	6,759	16.3%	6,850	16.3%	6,903	16.4%
4 Persons	4,341	10.5%	4,403	10.5%	4,439	10.5%
5+ Persons	4,998	12.1%	5,051	12.0%	5,082	12.0%
Total Households	41,422	100%	41,919	100%	42,207	100%

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

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

Conclusion

Between 2010 and 2019, there was approximately 0.9 percent annual growth in population in the PMA, which was less than that of the MSA and higher than that of the national population growth rate over the same time period. Total population in the PMA is projected to increase at a rate of 1.0 percent annually from 2019 through projected market entry and 2024, which is a growth rate below that of the MSA and above that of the nation as a whole. The current population of the PMA is 196,243 and is expected to be 202,267 in 2022. The current number of households in the PMA is 74,777 and is expected to be 77,032 in 2022. Renter households in the PMA are concentrated in the lowest income cohorts, with 39.5 percent of renter households in the PMA are earning incomes between \$20,000 and \$49,999 annually. The Subject will target tenants earning between \$24,549 and \$50,260 for its LIHTC units; therefore, the Subject should be well-positioned to service this market. Overall, population growth and the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

G. EMPLOYMENT TRENDS

Employment Trends

Fulton County encompasses the city of Atlanta, which is easily accessed via Interstate 75 and Interstate 85. The largest industries in the PMA are transportation/warehousing, healthcare/social assistance, and retail trade industries. These industries account for 37.8 percent of total employment within the PMA. Many of Fulton County’s major employers are within close proximity of the subject site. Delta Air Lines, Emory University, and Wal-Mart Stores, Inc. are the three largest employers in the county, each with more than 20,000 employed at several locations throughout the county.

1. Covered Employment

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

COVERED EMPLOYMENT		
Fulton County, Georgia		
Year	Total Employment	% Change
2008	465,380	-
2009	437,746	-6.3%
2010	434,315	-0.8%
2011	448,034	3.1%
2012	464,673	3.6%
2013	467,197	0.5%
2014	472,230	1.1%
2015	482,603	2.1%
2016	502,625	4.0%
2017	522,599	3.8%
2018	532,817	1.9%
2019 YTD Average	537,503	2.8%
Dec-18	532,128	-
Dec-19	546,981	2.7%

Source: U.S. Bureau of Labor Statistics, 2020
 YTD as of Mar 2019

As illustrated in the table above, Fulton County experienced a weakening economy during the national recession. The county began feeling the effects of the downturn in 2008 with its first employment decrease of the decade. Employment growth quickly rebounded and Fulton County exhibited employment growth from 2011 through year to date 2019, surpassing pre-recessionary employment levels in 2013. Growing total employment is a positive indicator of demand for rental housing and, therefore, the Subject’s proposed units.

2. Total Jobs by Industry

The following table illustrates the total jobs by employment sectors within Fulton County as of the second quarter of 2018.

TOTAL JOBS BY INDUSTRY		
Fulton County, Georgia - Q2 2018		
	Number	Percent
Total, all industries	769,144	-
Goods-producing	50,897	-
Natural resources and mining	359	0.0%
Construction	19,360	2.5%
Manufacturing	31,178	4.1%
Service-providing	718,247	-
Trade, transportation, and utilities	146,103	19.0%
Information	55,570	7.2%
Financial activities	77,612	10.1%
Professional and business services	207,048	26.9%
Education and health services	107,949	14.0%
Leisure and hospitality	98,217	12.8%
Other services	23,921	3.1%
Unclassified	1,827	0.2%

Source: Bureau of Labor Statistics, 2020

Professional and business services is the largest industry in Fulton County, followed by trade, transportation, and utilities and education and health services. Trade and transportation and professional and business services are particularly vulnerable in economic downturns, while utilities, education, and health services are typically stable industries. The following table illustrates employment by industry for the PMA as of 2019 (most recent year available).

2019 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Transportation/Warehousing	14,462	15.9%	7,876,848	4.9%
Healthcare/Social Assistance	10,075	11.1%	22,612,482	14.1%
Retail Trade	9,780	10.8%	17,127,172	10.7%
Accommodation/Food Services	9,056	10.0%	11,738,765	7.3%
Educational Services	6,689	7.4%	14,565,802	9.1%
Admin/Support/Waste Mgmt Svcs	6,232	6.9%	6,106,184	3.8%
Manufacturing	5,655	6.2%	16,057,876	10.0%
Construction	5,070	5.6%	11,245,975	7.0%
Public Administration	4,374	4.8%	7,828,907	4.9%
Other Services	4,344	4.8%	8,141,078	5.1%
Prof/Scientific/Tech Services	4,048	4.5%	11,744,228	7.3%
Finance/Insurance	2,905	3.2%	7,377,311	4.6%
Wholesale Trade	2,458	2.7%	4,183,931	2.6%
Information	2,180	2.4%	3,157,650	2.0%
Real Estate/Rental/Leasing	1,642	1.8%	3,204,043	2.0%
Arts/Entertainment/Recreation	1,228	1.4%	3,332,132	2.1%
Utilities	359	0.4%	1,276,400	0.8%
Mgmt of Companies/Enterprises	272	0.3%	237,307	0.1%
Agric/Forestry/Fishing/Hunting	96	0.1%	1,915,709	1.2%
Mining	17	0.0%	819,151	0.5%
Total Employment	90,942	100.0%	160,548,951	100.0%

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

Employment in the PMA is concentrated in the transportation/warehousing, healthcare/social assistance, and retail trade industries, which collectively comprise 37.8 percent of local employment. The large share of PMA employment in transportation/warehousing and retail trade is notable as both industries are historically volatile, and prone to contraction during economic downturns. However, the PMA also has a significant share of employment in the healthcare industry, which is historically known to exhibit greater stability during recessionary periods. Relative to the overall nation, the PMA features comparatively greater employment in the transportation/warehousing, administration/support/waste management services, and accommodation/food services industries. Conversely, the PMA is underrepresented in the manufacturing, healthcare/social assistance, and professional/scientific/technology services industries.

3. Major Employers

The table below shows the largest employers in Fulton County, Georgia.

MAJOR EMPLOYERS
Fulton County, GA

#	Employer Name	Industry	# Of Employees
1	Delta Air Lines	Transportation	34,500
2	Emory University & Emory Healthcare	Educational/Healthcare	32,091
3	The Home Depot	Retail Trade	16,510
4	Northside Hospital	Healthcare	16,000
5	Piedmont Healthcare	Healthcare	15,900
6	Publix Super Markets	Retail Trade	15,591
7	WellStar Health System	Healthcare	15,353
8	The Kroger Co.	Retail Trade	15,000
9	AT&T	Communications	15,000
10	UPS	Logistics	<u>14,594</u>
Totals			190,539

Source: The Metro Atlanta Chamber of Commerce, April 2020

As the previous table illustrates, the major Fulton County employers are concentrated in the transportation, educational services, healthcare, and retail trade sectors. Historically, the educational service and healthcare industries have been stable during times of recession. This indicates that the local economy in Fulton County is relatively stable.

Expansions/Contractions

The following table illustrates the layoffs and closures of significance that occurred or were announced since January 1, 2019 in Fulton County, Georgia according to the Georgia Department of Labor.

**WARN LISTINGS
FULTON COUNTY, GA - 2019-2020 YTD**

Company	Industry	Employees Affected	Layoff Date
Cox Corporate Service	Entertainment	81	3/31/2020
Golden Gate America East, LLC	Accommodation	378	3/22/2020
Crestline Hotels & Resorts	Accommodation	113	3/20/2020
Global Concessions, Inc.	Food Services	100	3/16/2020
Global Concessions, II	Food Services	100	3/16/2020
Pot Likker Creations, LLC	Food Services	100	3/16/2020
Punch Bowl Social	Entertainment	173	3/16/2020
Inpax	Transportation/Warehousing	62	12/1/2019
Cox Media Group	Entertainment	87	10/29/2019
Kellogg Company	Manufacturing	108	10/10/2019
ABM Aviation	Facility Services	202	9/15/2019
CoStar Group	Information	173	9/27/2019
255 Peter's Street Lounge	Food Services	50	9/8/2019
DHL Supply Chain	Transportation	85	7/15/2019
Aramark Educational Services, LLC	Educational Services	416	6/30/2019
Sodexo, Inc.	Food Services	278	6/30/2019
Worldpay, LLC	Technology	234	3/31/2019
Facet Technologies	Information	119	3/1/2019
Cabot Corporation	Manufacturing	67	1/17/2019
Total		2,926	

Source: Georgia Department of Labor, retrieved April 2020

As illustrated in the above table, there have been 2,926 employees in the area impacted by layoffs or closures since 2019. Despite these job losses, employment growth in the area has continued, as evidenced by the recent business expansions in the area. Additionally, the total job losses over the last two years represent less than one percent of total MSA employment.

The Atlanta Metro Chamber of Commerce posts yearly business openings and expansions. The following table details all expansions that total 50 or more jobs created since 2018.

DIAMOND MULTIFAMILY – COLLEGE PARK, GEORGIA – MARKET STUDY

2018-2019 BUSINESS OPENINGS & EXPANSIONS FULTON COUNTY, GA

Company	Facility Type	Product or Service	Projected # of Jobs
2019			
PVH Corp.	Distribution Center	Apparel (Tommy Hilfiger, Calvin Klein, IZOD, others)	575
Samsara	East Coast Hub	IoT Platform for Logistics/Fleet Operations	500
Ameris Bancorp	Financial Center	Banking	300
Idom	IoT North American Headquarters	Consulting, Engineering & Architecture	300
PagerDuty	Branch Office	Digital Operations Management	300
POP Displays USA	Manufacturing & Distribution Facility	Merchandising Solutions	280
Dematic	Global Headquarters	Supply Chain Software & Services	230
Convoy	Branch Office	Tech-Enabled Freight Brokerage	200
Edifecs	Branch Office	Health IT	200
Expanse	Shared Services	Cybersecurity	200
Post Consumer Brands	Distribution Center	Breakfast Cereals	150
EarthFresh	Advanced Technology Packing Plant & Distribution Center	Organic Produce	100
Smarp	North American Headquarters	Employee Communications & Advocacy Platform	60
DS Smith	North American Headquarters	Packaging	58
Loeb Enterprises (Loeb.ATL)	Startup Lab & Venture Studio	Venture Collective of Early-Stage Companies	50
2018			
Inspire Brands	Corporate Headquarters & Global Support Center	Restaurant Group (Arby's, Buffalo Wild Wings, Sonic, Rusty Taco)	1,120
BlackRock	Innovation Hub	Asset Management & Technology Solutions	1,000
Norfolk Southern	North American Headquarters (Fortune 500)	Transportation	850
Salesforce	Regional Headquarters	Customer Relationship Management	600
Starbucks	East Coast Satellite Office	Coffeehouse Chain	500
InstaCart	Customer Experience Center/Call Center	Grocery Delivery	425
Juware	Corporate Headquarters	Emergency Preparedness & Response Software	300
Pandora	Branch Office	Music Streaming	250
Edible Arrangements	Second Corporate Headquarters	Fresh Fruit Bouquets	200
Instant Financial	Branch Office	FinTech Platform	100
Oncology Analytics	Corporate Headquarters	Healthcare Data Analytics	100
Vero Biotech	Corporate Headquarters	Cardiopulmonary Nitric Oxide Products	100
Wirex	U.S. Headquarters	FinTech (Cryptocurrency Wallets)	100
ClusterTruck	Branch Office	Food Preparation & Delivery	80
VanRiet Material Handling Systems	Manufacturing Facility	Intra-Logistic System Integration	75
RIB Software	U.S. Headquarters	Construction Project Software	65
CargoBarn	Corporate Headquarters	Third-Party Logistics	50
International Society of Arboriculture	U.S. Headquarters	Non-Profit Member Organization	50
Redtail Technology	East Coast Headquarters	Web-Based Client Relationship Management	50
Twilio	Branch Office	Cloud Communications	50
Project Verte	Corporate Headquarters	eCommerce	50
Total			9,618

Source: Metro Atlanta Chamber of Commerce, retrieved 12/2019

As illustrated in the above table, there have been 36 business expansions in the Fulton County area since 2018. Those expansions were projected to bring in an estimated 9,618 new jobs.

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for the Atlanta-Sandy Springs-Roswell, GA MSA from 2003 to December 2019.

EMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area			USA		
	Total Employment	% Change	Differential from peak	Total Employment	% Change	Differential from peak
2003	2,347,173	-	-20.6%	137,736,000	-	-11.6%
2004	2,382,163	1.5%	-19.4%	139,252,000	1.1%	-10.6%
2005	2,445,674	2.7%	-17.3%	141,730,000	1.8%	-9.0%
2006	2,538,141	3.8%	-14.1%	144,427,000	1.9%	-7.3%
2007	2,618,825	3.2%	-11.4%	146,047,000	1.1%	-6.2%
2008	2,606,822	-0.5%	-11.8%	145,363,000	-0.5%	-6.7%
2009	2,452,057	-5.9%	-17.0%	139,878,000	-3.8%	-10.2%
2010	2,440,037	-0.5%	-17.4%	139,064,000	-0.6%	-10.7%
2011	2,486,895	1.9%	-15.9%	139,869,000	0.6%	-10.2%
2012	2,545,474	2.4%	-13.9%	142,469,000	1.9%	-8.5%
2013	2,572,589	1.1%	-13.0%	143,929,000	1.0%	-7.6%
2014	2,611,988	1.5%	-11.6%	146,305,000	1.7%	-6.1%
2015	2,677,148	2.5%	-9.4%	148,833,000	1.7%	-4.4%
2016	2,791,452	4.3%	-5.6%	151,436,000	1.7%	-2.8%
2017	2,898,961	3.9%	-1.9%	153,337,000	1.3%	-1.6%
2018	2,955,581	2.0%	0.0%	155,761,000	1.6%	0.0%
2019 YTD Average*	2,981,425	0.9%	-	157,538,083	1.1%	-
Dec-2018	2,977,059	-	-	156,481,000	-	-
Dec-2019	3,033,436	1.9%	-	158,504,000	1.3%	-

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

UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area			USA		
	Unemployment Rate	Change	Differential from peak	Unemployment Rate	Change	Differential from peak
2003	4.9%	-	1.1%	6.0%	-	2.1%
2004	4.8%	-0.1%	1.0%	5.5%	-0.5%	1.6%
2005	5.4%	0.6%	1.6%	5.1%	-0.5%	1.2%
2006	4.7%	-0.7%	0.9%	4.6%	-0.5%	0.7%
2007	4.4%	-0.2%	0.7%	4.6%	0.0%	0.7%
2008	6.2%	1.7%	2.4%	5.8%	1.2%	1.9%
2009	9.9%	3.8%	6.2%	9.3%	3.5%	5.4%
2010	10.3%	0.4%	6.5%	9.6%	0.3%	5.7%
2011	9.9%	-0.4%	6.1%	9.0%	-0.7%	5.1%
2012	8.8%	-1.1%	5.0%	8.1%	-0.9%	4.2%
2013	7.8%	-1.0%	4.0%	7.4%	-0.7%	3.5%
2014	6.7%	-1.1%	3.0%	6.2%	-1.2%	2.3%
2015	5.7%	-1.0%	1.9%	5.3%	-0.9%	1.4%
2016	5.1%	-0.6%	1.4%	4.9%	-0.4%	1.0%
2017	4.5%	-0.6%	0.7%	4.4%	-0.5%	0.4%
2018	3.8%	-0.7%	0.0%	3.9%	-0.4%	0.0%
2019 YTD Average*	3.3%	-0.5%	-	3.7%	-0.2%	-
Dec-2018	3.5%	-	-	3.7%	-	-
Dec-2019	2.7%	-0.8%	-	3.4%	-0.3%	-

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

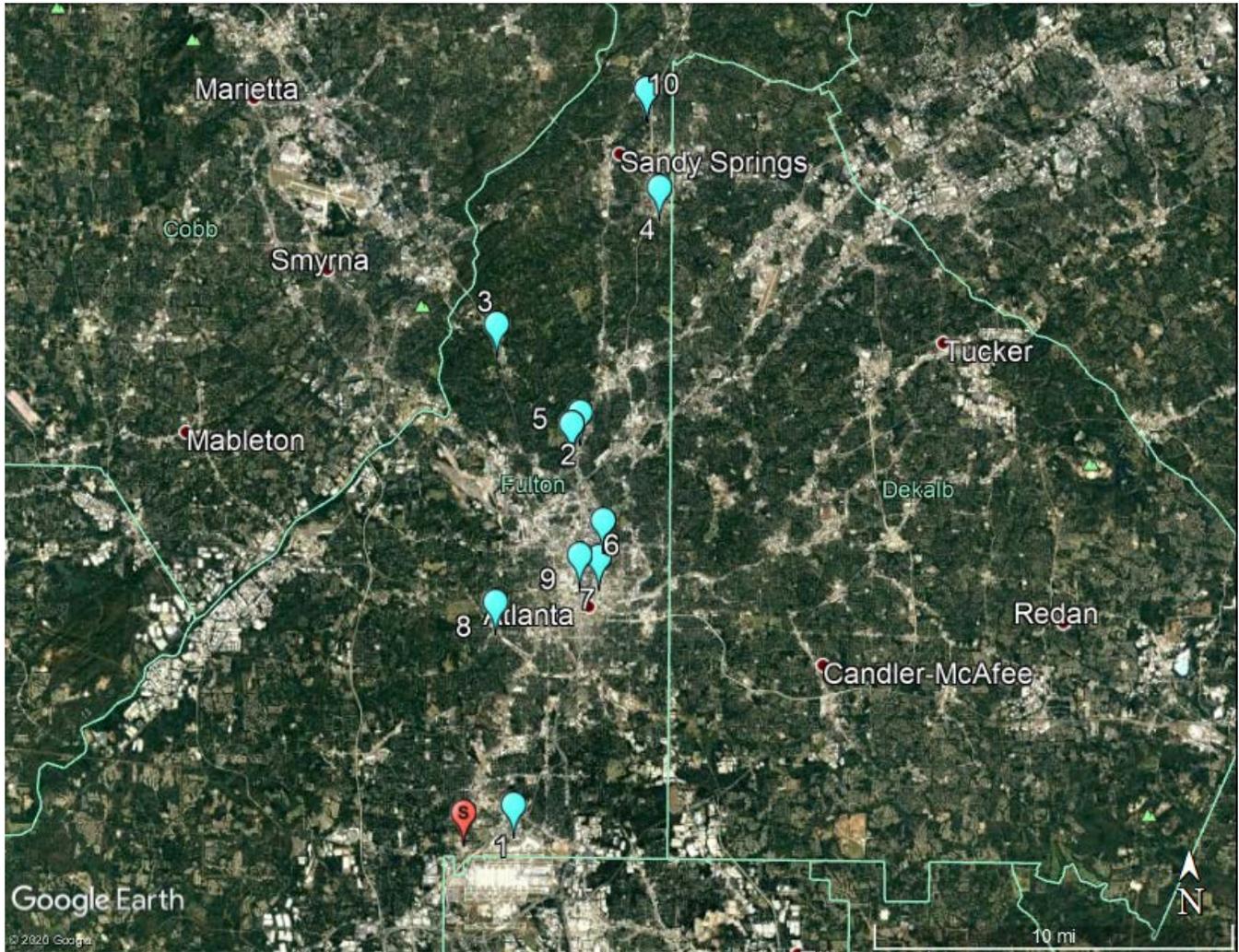
Between 2003 and 2007, total employment in the MSA exhibited positive growth, with a pre-recession peak occurring in 2007. The MSA and the nation experienced their most significant recession-related employment losses in 2009, at the height of the recession. Overall, the MSA experienced total employment losses of 6.9 percent compared to 4.9 percent nationally. However, as of 2014, the MSA has surpassed its pre-recession

employment highs. Furthermore, the total employment growth in the MSA during the 12-month period preceding the fourth quarter of 2019 outpaced the employment growth in the nation during the same time period.

Historically, the MSA has reported a slightly higher unemployment rate relative to the nation. Unemployment in the MSA began increasing during 2008, at the onset of the national recession. The MSA maintained a higher unemployment rate throughout the entire recession relative to the nation. However, unemployment in the MSA began decreasing in 2011 and has continued to decrease each year through year-to-date 2019. As of December 2019, the unemployment rate in the MSA was 2.7 percent, which is lower than that of the nation. Given that total employment in the MSA has surpassed its pre-recession levels and that total employment continues to increase while unemployment continues to decrease, it appears the MSA has fully-recovered from the most recent national recession and is currently in an expansionary phase, which should have a positive impact on local affordable rental housing demand.

5. Map of Site and Major Employment Concentrations

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



Source: Google Earth, April 2020.

MAJOR EMPLOYERS Fulton County, GA

#	Employer Name	Industry	# Of Employees
1	Delta Air Lines	Transportation	34,500
2	Emory University & Emory Healthcare	Educational/Healthcare	32,091
3	The Home Depot	Retail Trade	16,510
4	Northside Hospital	Healthcare	16,000
5	Piedmont Healthcare	Healthcare	15,900
6	Publix Super Markets	Retail Trade	15,591
7	WellStar Health System	Healthcare	15,353
8	The Kroger Co.	Retail Trade	15,000
9	AT&T	Communications	15,000
10	UPS	Logistics	14,594
Totals			190,539

Source: The Metro Atlanta Chamber of Commerce, retrieved April 2020

6. Conclusion

Employment in the PMA is concentrated in the transportation/warehousing, healthcare/social assistance, and retail trade industries, which collectively comprise 37.8 percent of local employment. There have been several WARN notices issued in the county since 2019, resulting in 2,926 job losses. However, these job losses have been offset by numerous business expansions and new additions. Overall, Fulton County has experienced moderate employment growth since 2011. Total employment in Fulton County surpassed pre-recessionary levels in 2014. In the period between December 2018 and December 2019, total employment in Fulton County increased 1.9 percent. Overall, employment growth and the declining unemployment rate indicates that Fulton County has made a recovery from the most recent national recession and is in an expansionary phase. Recent business expansions in several industries suggest both the health of the county's historically stable industries such as healthcare and the growth of other industries such as professional/scientific/technology services. The growing local economy is a positive indicator of demand for rental housing and the Subject's proposed units. We note that COVID-19 may slow down growth in total employment; however, we do not believe that the PMA is more prone to recessionary impacts from the emergency measures.

H. PROJECT-SPECIFIC AFFORDABILITY AND DEMAND ANALYSIS

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

1. Income Restrictions

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

According to DCA, household size is assumed to be 1.5 persons per bedroom for LIHTC rent calculation purposes. For example, the maximum rent for a four-person household in a two-bedroom unit is based on an assumed household size of three persons (1.5 per bedroom). For income determination purposes, the maximum income is assumed to be 1.5 persons per bedroom rounded up to the nearest whole number. For example, maximum income for a one-bedroom unit is based on an assumed household size of two persons (1.5 persons per bedroom, rounded up).

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

The maximum income levels are based upon information obtained from the Rent and Income Limits Guidelines Table as accessed from the DCA website. For the Subject’s market rate units, we assumed a maximum income limit of 100 percent of the AMI.

2. Affordability

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

FAMILY INCOME LIMITS

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@50%		@60%		@70%	
1BR	\$24,549	\$31,900	\$29,691	\$38,280	\$35,006	\$44,660
2BR	\$29,554	\$35,900	\$34,526	\$43,080	\$42,206	\$50,260

3. Demand

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

Demand from New Households

The number of new households entering the market is the first level of demand calculated. We utilized 2022, the anticipated date of market entry, as the base year for the analysis. Therefore, 2019 household population estimates are inflated to 2022 by interpolation of the difference between 2019 estimates and 2024 projections. This change in households is considered the gross potential demand for the Subject property. This

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

Demand from Existing Households

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

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

Demand from Elderly Homeowners likely to Convert to Rentership

An additional source of demand is also seniors likely to move from their own homes into rental housing. This source is only appropriate when evaluating senior properties and is determined by interviews with property managers in the PMA. It should be noted that per DCA guidelines, we lower demand from seniors who convert to homeownership to be at or below 2.0 percent of total demand.

3d. Other

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

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

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

Net Demand

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

Additions to Supply

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

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

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

PLANNED DEVELOPMENT

Property Name	Rent Structure	Tenancy	Total Units	Competitive Units	LIHTC Allocation Year	Construction Status	Distance to Subject
Hillcrest Senior	LIHTC/PBRA	Senior	180	0	2018	Under construction	3.1 miles
Union Landings	LIHTC	Family	240	120	2018	Under construction	7.0 miles
Renaissance at Garden Walk	LIHTC	Senior	160	0	2018	Under construction	4.1 miles

- Hillcrest Senior was allocated in 2018 for the new construction of 180 units targeting seniors in Atlanta, approximately 3.1 miles north of the Subject. Upon completion, the property will offer 180 one and two-bedroom units restricted to 60 percent of the AMI. Of these, 65 units will be subsidized with project-based rental assistance (PBRA). The remaining 94 one-bedroom and 21 two-bedroom units will not compete directly with the Subject given the dissimilar tenancy. Thus, these units have not been deducted in our demand analysis.
- Union Landings was allocated in 2018 for the new construction of 240 units targeting families in Atlanta, approximately 7.0 miles southwest of the Subject. Upon completion, the property will offer 240 one, two and three-bedroom units restricted to 60 percent of the AMI. The 24 one-bedroom and 96 two-bedroom units will compete directly with the Subject and these units have been deducted in our demand analysis.
- Renaissance at Garden Walk was allocated in 2018 for the new construction of 160 units targeting seniors 62 and older in Atlanta, approximately 4.1 miles southeast of the Subject. Upon completion, the property will offer 160 one and two -bedroom units restricted to 50 and 60 percent of the AMI. Given the dissimilar tenancy, this property will not directly compete with the Subject and these units have not been deducted in our demand analysis.

A total of 120 LIHTC units are deducted from our demand analysis.

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

ADDITIONS TO SUPPLY

Unit Type	30% AMI	40% AMI	50% AMI	60% AMI	Unrestricted	Overall
OBR						0
1BR				24		24
2BR				96		96
3BR				120		120
4BR						0
5BR						0
Total	0	0	0	240	0	240

Rehab Developments and PBRA

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

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

leasable in the market and deducted from the total number of units in the project for determining capture rates.

Capture Rates

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

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA

Income Cohort	2019		Projected Mkt Entry September 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	6,784	16.4%	6,636	15.8%	6,550	15.5%
\$10,000-19,999	8,458	20.4%	8,176	19.5%	8,013	19.0%
\$20,000-29,999	7,076	17.1%	6,999	16.7%	6,954	16.5%
\$30,000-39,999	5,127	12.4%	5,083	12.1%	5,057	12.0%
\$40,000-49,999	4,122	10.0%	4,202	10.0%	4,248	10.1%
\$50,000-59,999	3,111	7.5%	3,187	7.6%	3,231	7.7%
\$60,000-74,999	2,722	6.6%	2,923	7.0%	3,040	7.2%
\$75,000-99,999	1,880	4.5%	2,125	5.1%	2,267	5.4%
\$100,000-124,999	790	1.9%	922	2.2%	998	2.4%
\$125,000-149,999	561	1.4%	678	1.6%	746	1.8%
\$150,000-199,999	345	0.8%	433	1.0%	484	1.1%
\$200,000+	446	1.1%	556	1.3%	619	1.5%
Total	41,422	100.0%	41,919	100.0%	42,207	100.0%

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

50% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @50%

Minimum Income Limit		\$24,549		Maximum Income Limit		\$35,900	
Income Category	New Renter Households - Total Change		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	in Households PMA 2019 to Prj Mrkt	Entry September 2022					
\$0-9,999	-148	-29.8%	\$0	0.0%	0		
\$10,000-19,999	-282	-56.7%	\$0	0.0%	0		
\$20,000-29,999	-77	-15.5%	\$5,450	54.5%	-42		
\$30,000-39,999	-44	-8.9%	\$5,900	59.0%	-26		
\$40,000-49,999	80	16.1%	\$0	0.0%	0		
\$50,000-59,999	76	15.3%	\$0	0.0%	0		
\$60,000-74,999	201	40.5%	\$0	0.0%	0		
\$75,000-99,999	245	49.3%	\$0	0.0%	0		
\$100,000-124,999	132	26.5%	\$0	0.0%	0		
\$125,000-149,999	117	23.6%	\$0	0.0%	0		
\$150,000-199,999	88	17.7%	\$0	0.0%	0		
\$200,000+	110	22.0%	\$0	0.0%	0		
Total	497	100.0%		-13.7%	-68		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @50%

Minimum Income Limit		\$24,549		Maximum Income Limit		\$35,900	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	6,784	16.4%	\$0	0.0%	0		
\$10,000-19,999	8,458	20.4%	\$0	0.0%	0		
\$20,000-29,999	7,076	17.1%	\$5,450	54.5%	3,857		
\$30,000-39,999	5,127	12.4%	\$5,901	59.0%	3,026		
\$40,000-49,999	4,122	10.0%	\$0	0.0%	0		
\$50,000-59,999	3,111	7.5%	\$0	0.0%	0		
\$60,000-74,999	2,722	6.6%	\$0	0.0%	0		
\$75,000-99,999	1,880	4.5%	\$0	0.0%	0		
\$100,000-124,999	790	1.9%	\$0	0.0%	0		
\$125,000-149,999	561	1.4%	\$0	0.0%	0		
\$150,000-199,999	345	0.8%	\$0	0.0%	0		
\$200,000+	446	1.1%	\$0	0.0%	0		
Total	41,422	100.0%		16.6%	6,883		

ASSUMPTIONS - @50%

Tenancy		Family		% of Income towards Housing		35%
Rural/Urban		Urban		Maximum # of Occupants		3
Persons in Household	0BR	1BR	2BR	3BR	4BR+	
1	0%	90%	10%	0%	0%	
2	0%	20%	80%	0%	0%	
3	0%	0%	60%	40%	0%	
4	0%	0%	30%	40%	30%	
5+	0%	0%	0%	50%	50%	

Demand from New Renter Households 2019 to September 2022

Income Target Population	@50%
New Renter Households PMA	497
Percent Income Qualified	-13.7%
New Renter Income Qualified Households	-68

Demand from Existing Households 2019

Demand from Rent Overburdened Households

Income Target Population	@50%
Total Existing Demand	41,422
Income Qualified	16.6%
Income Qualified Renter Households	6,882
Percent Rent Overburdened Prj Mrkt Entry September 2022	50.1%
Rent Overburdened Households	3,450

Demand from Living in Substandard Housing

Income Qualified Renter Households	6,882
Percent Living in Substandard Housing	1.1%
Households Living in Substandard Housing	74

Senior Households Converting from Homeownership

Income Target Population	@50%
Total Senior Homeowners	0
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	0

Total Demand

Total Demand from Existing Households	3,523
Total New Demand	-68
Total Demand (New Plus Existing Households)	3,455

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

By Bedroom Demand

One Person	38.3%	1,322
Two Persons	22.8%	789
Three Persons	16.3%	565
Four Persons	10.5%	363
Five Persons	12.0%	416
Total	100.0%	3,455

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	90%	1,190
Of two-person households in 1BR units	20%	158
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	132
Of two-person households in 2BR units	80%	632
Of three-person households in 2BR units	60%	339
Of four-person households in 2BR units	30%	109
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	226
Of four-person households in 3BR units	40%	145
Of five-person households in 3BR units	50%	208
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	109
Of five-person households in 4BR units	50%	208
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
Total Demand		3,455

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	1,348	-	0	=	1,348
2 BR	1,211	-	0	=	1,211
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	2,559		0		2,559

	Developer's Unit Mix		Net Demand	Capture Rate	
0 BR	-	/	-	=	-
1 BR	10	/	1,348	=	0.7%
2 BR	12	/	1,211	=	1.0%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	22		2,559		0.9%

60% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$29,691	Maximum Income Limit		\$43,080
Income Category	New Renter Households - Total Change in Households PMA 2019 to Prj Mrkt Entry September 2022		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	-148			
\$10,000-19,999	-282	-56.7%	\$0	0.0%	0
\$20,000-29,999	-77	-15.5%	\$308	3.1%	-2
\$30,000-39,999	-44	-8.9%	\$9,999	100.0%	-44
\$40,000-49,999	80	16.1%	\$3,080	30.8%	25
\$50,000-59,999	76	15.3%	\$0	0.0%	0
\$60,000-74,999	201	40.5%	\$0	0.0%	0
\$75,000-99,999	245	49.3%	\$0	0.0%	0
\$100,000-124,999	132	26.5%	\$0	0.0%	0
\$125,000-149,999	117	23.6%	\$0	0.0%	0
\$150,000-199,999	88	17.7%	\$0	0.0%	0
\$200,000+	110	22.0%	\$0	0.0%	0
Total	497	100.0%		-4.5%	-22

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$29,691	Maximum Income Limit		\$43,080
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	6,784			
\$10,000-19,999	8,458	20.4%	\$0	0.0%	0
\$20,000-29,999	7,076	17.1%	\$308	3.1%	218
\$30,000-39,999	5,127	12.4%	\$9,999	100.0%	5,127
\$40,000-49,999	4,122	10.0%	\$3,080	30.8%	1,270
\$50,000-59,999	3,111	7.5%	\$0	0.0%	0
\$60,000-74,999	2,722	6.6%	\$0	0.0%	0
\$75,000-99,999	1,880	4.5%	\$0	0.0%	0
\$100,000-124,999	790	1.9%	\$0	0.0%	0
\$125,000-149,999	561	1.4%	\$0	0.0%	0
\$150,000-199,999	345	0.8%	\$0	0.0%	0
\$200,000+	446	1.1%	\$0	0.0%	0
Total	41,422	100.0%		16.0%	6,614

ASSUMPTIONS - @60%

ASSUMPTIONS - @60%					
Tenancy	Family		% of Income towards Housing		35%
Rural/Urban	Urban		Maximum # of Occupants		3
Persons in Household	OBR	1BR	2BR	3BR	4BR+
1	0%	90%	10%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	60%	40%	0%
4	0%	0%	30%	40%	30%
5+	0%	0%	0%	50%	50%

Demand from New Renter Households 2019 to September 2022

Income Target Population	@60%
New Renter Households PMA	497
Percent Income Qualified	-4.5%
New Renter Income Qualified Households	-22

Demand from Existing Households 2019

Demand from Rent Overburdened Households

Income Target Population	@60%
Total Existing Demand	41,422
Income Qualified	16.0%
Income Qualified Renter Households	6,614
Percent Rent Overburdened Prj Mrkt Entry September 2022	50.1%
Rent Overburdened Households	3,315

Demand from Living in Substandard Housing

Income Qualified Renter Households	6,614
Percent Living in Substandard Housing	1.1%
Households Living in Substandard Housing	71

Senior Households Converting from Homeownership

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

Total Demand

Total Demand from Existing Households	3,386
Total New Demand	-22
Total Demand (New Plus Existing Households)	3,364

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

By Bedroom Demand

One Person	38.3%	1,287
Two Persons	22.8%	769
Three Persons	16.3%	550
Four Persons	10.5%	353
Five Persons	12.0%	405
Total	100.0%	3,364

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	90%	1,158
Of two-person households in 1BR units	20%	154
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	129
Of two-person households in 2BR units	80%	615
Of three-person households in 2BR units	60%	330
Of four-person households in 2BR units	30%	106
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	220
Of four-person households in 3BR units	40%	141
Of five-person households in 3BR units	50%	203
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	106
Of five-person households in 4BR units	50%	203
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
Total Demand		3,364

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	1,312	-	24	=	1,288
2 BR	1,179	-	96	=	1,083
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	2,491		120		2,371

	Developer's Unit Mix		Net Demand	Capture Rate	
0 BR	-	/	-	=	-
1 BR	11	/	1,288	=	0.9%
2 BR	17	/	1,083	=	1.6%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	28		2,371		1.2%

70% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @70%

Minimum Income Limit		\$35,006		Maximum Income Limit		\$50,260	
Income Category	New Renter Households - Total Change		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	in Households PMA 2019 to Prj Mrkt	Entry September 2022					
\$0-9,999	-148	-29.8%	\$0	0.0%	0		
\$10,000-19,999	-282	-56.7%	\$0	0.0%	0		
\$20,000-29,999	-77	-15.5%	\$0	0.0%	0		
\$30,000-39,999	-44	-8.9%	\$4,993	49.9%	-22		
\$40,000-49,999	80	16.1%	\$9,999	100.0%	80		
\$50,000-59,999	76	15.3%	\$260	2.6%	2		
\$60,000-74,999	201	40.5%	\$0	0.0%	0		
\$75,000-99,999	245	49.3%	\$0	0.0%	0		
\$100,000-124,999	132	26.5%	\$0	0.0%	0		
\$125,000-149,999	117	23.6%	\$0	0.0%	0		
\$150,000-199,999	88	17.7%	\$0	0.0%	0		
\$200,000+	110	22.0%	\$0	0.0%	0		
Total	497	100.0%		12.0%	60		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @70%

Minimum Income Limit		\$35,006		Maximum Income Limit		\$50,260	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	6,784	16.4%	\$0	0.0%	0		
\$10,000-19,999	8,458	20.4%	\$0	0.0%	0		
\$20,000-29,999	7,076	17.1%	\$0	0.0%	0		
\$30,000-39,999	5,127	12.4%	\$4,993	49.9%	2,560		
\$40,000-49,999	4,122	10.0%	\$9,999	100.0%	4,122		
\$50,000-59,999	3,111	7.5%	\$260	2.6%	81		
\$60,000-74,999	2,722	6.6%	\$0	0.0%	0		
\$75,000-99,999	1,880	4.5%	\$0	0.0%	0		
\$100,000-124,999	790	1.9%	\$0	0.0%	0		
\$125,000-149,999	561	1.4%	\$0	0.0%	0		
\$150,000-199,999	345	0.8%	\$0	0.0%	0		
\$200,000+	446	1.1%	\$0	0.0%	0		
Total	41,422	100.0%		16.3%	6,763		

ASSUMPTIONS - @70%

Tenancy		Family		% of Income towards Housing		35%	
Rural/Urban		Urban		Maximum # of Occupants		3	
Persons in Household	OBR	1BR	2BR	3BR	4BR+		
1	0%	90%	10%	0%	0%		
2	0%	20%	80%	0%	0%		
3	0%	0%	60%	40%	0%		
4	0%	0%	30%	40%	30%		
5+	0%	0%	0%	50%	50%		

Demand from New Renter Households 2019 to September 2022

Income Target Population	@70%
New Renter Households PMA	497
Percent Income Qualified	12.0%
New Renter Income Qualified Households	60

Demand from Existing Households 2019

Demand from Rent Overburdened Households

Income Target Population	@70%
Total Existing Demand	41,422
Income Qualified	16.3%
Income Qualified Renter Households	6,763
Percent Rent Overburdened Prj Mrkt Entry September 2022	50.1%
Rent Overburdened Households	3,390

Demand from Living in Substandard Housing

Income Qualified Renter Households	6,763
Percent Living in Substandard Housing	1.1%
Households Living in Substandard Housing	73

Senior Households Converting from Homeownership

Income Target Population	@70%
Total Senior Homeowners	0
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	0

Total Demand

Total Demand from Existing Households	3,462
Total New Demand	60
Total Demand (New Plus Existing Households)	3,522

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

By Bedroom Demand

One Person	38.3%	1,347
Two Persons	22.8%	805
Three Persons	16.3%	576
Four Persons	10.5%	370
Five Persons	12.0%	424
Total	100.0%	3,522

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
<hr/>		
Of one-person households in 1BR units	90%	1213
Of two-person households in 1BR units	20%	161
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
<hr/>		
Of one-person households in 2BR units	10%	135
Of two-person households in 2BR units	80%	644
Of three-person households in 2BR units	60%	345
Of four-person households in 2BR units	30%	111
Of five-person households in 2BR units	0%	0
<hr/>		
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	230
Of four-person households in 3BR units	40%	148
Of five-person households in 3BR units	50%	212
<hr/>		
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	111
Of five-person households in 4BR units	50%	212
<hr/>		
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
Total Demand		3,522

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	1,374	-	0	=	1,374
2 BR	1,235	-	0	=	1,235
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	2,608		0		2,608

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	5	/	1,374	=	0.4%
2 BR	5	/	1,235	=	0.4%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	10		2,608		0.4%

Overall

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$24,549		Maximum Income Limit		\$50,260	
Income Category	New Renter Households - Total Change		Income Brackets	Percent within Cohort	Renter		
	in Households PMA 2019 to Prj Mrkt	Entry September 2022			Households	within Bracket	
\$0-9,999	-148	-29.8%	\$0	0.0%	0		
\$10,000-19,999	-282	-56.7%	\$0	0.0%	0		
\$20,000-29,999	-77	-15.5%	\$5,450	54.5%	-42		
\$30,000-39,999	-44	-8.9%	\$9,999	100.0%	-44		
\$40,000-49,999	80	16.1%	\$9,999	100.0%	80		
\$50,000-59,999	76	15.3%	\$261	2.6%	2		
\$60,000-74,999	201	40.5%	\$0	0.0%	0		
\$75,000-99,999	245	49.3%	\$0	0.0%	0		
\$100,000-124,999	132	26.5%	\$0	0.0%	0		
\$125,000-149,999	117	23.6%	\$0	0.0%	0		
\$150,000-199,999	88	17.7%	\$0	0.0%	0		
\$200,000+	110	22.0%	\$0	0.0%	0		
Total	497	100.0%		-0.9%	-5		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$24,549		Maximum Income Limit		\$50,260	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households		
					within Bracket		
\$0-9,999	6,784	16.4%	\$0	0.0%	0		
\$10,000-19,999	8,458	20.4%	\$0	0.0%	0		
\$20,000-29,999	7,076	17.1%	\$5,450	54.5%	3,857		
\$30,000-39,999	5,127	12.4%	\$9,999	100.0%	5,127		
\$40,000-49,999	4,122	10.0%	\$9,999	100.0%	4,122		
\$50,000-59,999	3,111	7.5%	\$261	2.6%	81		
\$60,000-74,999	2,722	6.6%	\$0	0.0%	0		
\$75,000-99,999	1,880	4.5%	\$0	0.0%	0		
\$100,000-124,999	790	1.9%	\$0	0.0%	0		
\$125,000-149,999	561	1.4%	\$0	0.0%	0		
\$150,000-199,999	345	0.8%	\$0	0.0%	0		
\$200,000+	446	1.1%	\$0	0.0%	0		
Total	41,422	100.0%		31.8%	13,187		

ASSUMPTIONS - Overall

ASSUMPTIONS - Overall					
Tenancy		Family		% of Income towards Housing	
Rural/Urban		Urban		Maximum # of Occupants	
Persons in Household	OBR	1BR	2BR	3BR	4BR+
1	0%	90%	10%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	60%	40%	0%
4	0%	0%	30%	40%	30%
5+	0%	0%	0%	50%	50%

Demand from New Renter Households 2019 to September 2022

Income Target Population	Overall
New Renter Households PMA	497
Percent Income Qualified	-0.9%
New Renter Income Qualified Households	-5

Demand from Existing Households 2019

Demand from Rent Overburdened Households

Income Target Population	Overall
Total Existing Demand	41,422
Income Qualified	31.8%
Income Qualified Renter Households	13,187
Percent Rent Overburdened Prj Mrkt Entry September 2022	50.1%
Rent Overburdened Households	6,610

Demand from Living in Substandard Housing

Income Qualified Renter Households	13,187
Percent Living in Substandard Housing	1.1%
Households Living in Substandard Housing	141

Senior Households Converting from Homeownership

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

Total Demand

Total Demand from Existing Households	6,751
Total New Demand	-5
Total Demand (New Plus Existing Households)	6,746

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

By Bedroom Demand

One Person	38.3%	2,581
Two Persons	22.8%	1,541
Three Persons	16.3%	1,102
Four Persons	10.5%	709
Five Persons	12.0%	813
Total	100.0%	6,746

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	90%	2,323
Of two-person households in 1BR units	20%	308
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	258
Of two-person households in 2BR units	80%	1,233
Of three-person households in 2BR units	60%	661
Of four-person households in 2BR units	30%	213
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	441
Of four-person households in 3BR units	40%	283
Of five-person households in 3BR units	50%	406
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	213
Of five-person households in 4BR units	50%	406
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
Total Demand		6,746

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	2,631	-	24	=	2,607
2 BR	2,365	-	96	=	2,269
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	4,996		120		4,876

	Developer's Unit Mix		Net Demand	Capture Rate	
0 BR	-	/	-	=	-
1 BR	26	/	2,607	=	1.0%
2 BR	34	/	2,269	=	1.5%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	60		4,876		1.2%

CAPTURE RATE ANALYSIS CHART

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

- The number of households in the PMA is expected to increase 1.0 percent annually between 2019 and 2022.
- This demand analysis does not measure the PMA’s or Subject’s ability to attract additional or latent demand into the market from elsewhere by offering an affordable option. We believe this to be moderate and therefore the demand analysis is somewhat conservative in its conclusions because this demand is not included.

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

DEMAND AND NET DEMAND

DCA Conclusion Tables (Family)	HH at @50% AMI (\$24,549 to \$35,900)	HH at @60% AMI (\$29,691 to \$43,080)	HH at @70% AMI (\$35,006 to \$50,260)	Overall Demand
Demand from New Households (age and income appropriate)	-68	-22	60	-5
PLUS	+	+	+	+
Demand from Existing Renter Households - Substandard Housing	74	71	73	141
PLUS	+	+	+	+
Demand from Existing Renter Housholds - Rent Overburdened Households	3,450	3,315	3,390	6,610
Sub Total	3,455	3,364	3,522	6,746
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 2% where applicable)	0	0	0	0
Equals Total Demand	3,455	3,364	3,522	6,746
Less	-	-	-	-
Competitive New Supply	120	0	0	120
Equals Net Demand	3,335	3,364	3,522	6,626

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Average Market Rents	Minimum Market Rent	Maximum Market Rent	Proposed Rents
1BR @ 50% AMI	\$24,549	\$31,900	10	1,348	0	1,348	0.7%	\$857	\$639	\$1,250	\$600
1BR @ 60% AMI	\$29,691	\$38,280	11	1,312	24	1,288	0.9%	\$879	\$695	\$1,250	\$750
1BR @ 70% AMI	\$35,006	\$44,660	5	1,374	0	1,374	0.4%	\$1,040	\$750	\$1,250	\$905
1BR Overall	\$24,549	\$44,660	26	2,631	24	2,607	1.0%	-	-	-	-
2BR @ 50% AMI	\$29,554	\$35,900	12	1,211	0	1,211	1.0%	\$1,080	\$750	\$1,600	\$730
2BR @ 60% AMI	\$34,526	\$43,080	17	1,179	96	1,083	1.6%	\$1,106	\$765	\$1,600	\$875
2BR @ 70% AMI	\$42,206	\$50,260	5	1,235	0	1,235	0.4%	\$1,302	\$808	\$1,600	\$1,099
2BR Overall	\$29,554	\$50,260	34	2,365	96	2,269	1.5%	-	-	-	-
50% AMI Overall	\$24,549	\$35,900	22	2,559	0	2,559	0.9%	-	-	-	-
60% AMI Overall	\$29,691	\$43,080	28	2,491	120	2,371	1.2%	-	-	-	-
70% AMI Overall	\$35,006	\$50,260	10	2,608	0	2,608	0.4%	-	-	-	-
Overall	\$24,549	\$50,260	60	4,996	120	4,876	1.2%	-	-	-	-

As the analysis illustrates, the Subject’s capture rates at the 50 percent AMI level will range from 0.7 to 1.0 percent, with an overall capture rate of 0.9 percent. The Subject’s capture rates at the 60 percent AMI level will range from 0.9 to 1.6 percent, with an overall capture rate of 1.2 percent. The Subject’s capture rates at the 70 percent AMI level will be 0.4 percent. The overall capture rate for the project’s 50, 60, and 70 percent units is 1.2 percent. Therefore, we believe there is adequate demand for the Subject. All capture rates are within Georgia DCA thresholds.

I. EXISTING COMPETITIVE RENTAL ENVIRONMENT

Survey of Comparable Projects

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as rent structure. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes eight “true” comparable properties containing 1,477 units.

The availability of LIHTC data is considered good. We included four LIHTC properties that target the general population and offer similar unit types in comparison to the proposed Subject as comparable properties. The comparable LIHTC properties are all located in the PMA, between 2.2 and 3.0 miles of the proposed Subject. The comparables were built or renovated between 2005 and 2019.

The availability of market rate data is considered good. The Subject is located in College Park and there are several market rate properties in the area. We include four conventional properties in our analysis of the competitive market. All but one of the market rate properties are located in the PMA, between 0.1 and 1.4 miles from the Subject site. These comparables were built or renovated between 1971 and 2016. The remaining comparable property, The Atlantic Aerotropolis, is located outside of the PMA in Hapeville approximately 2.2 miles from the Subject, and is considered a reasonable proxy for the Subject as it is one of the most recently constructed market rate properties in the area. Hapeville is similar to the Subject in terms of median household income, median rent, and median home value. Overall, we believe the market rate properties used in our analysis are the most comparable. Other market rate properties are excluded based on proximity, unit types, or age and condition.

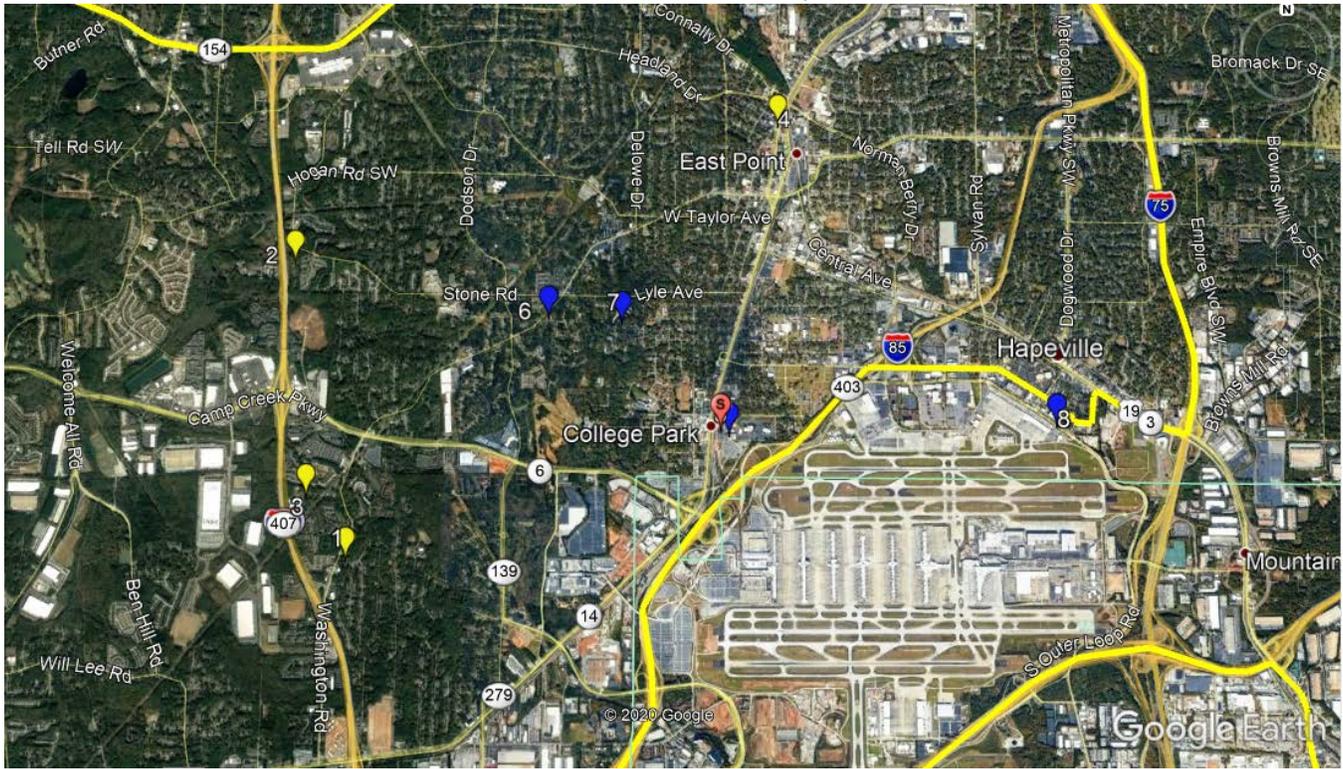
A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided on the following pages. A map illustrating the location of the Subject in relation to comparable properties is also provided on the following pages. The properties are further profiled in the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

Excluded Properties

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

EXCLUDED PROPERTIES						
Property Name	Program	Location	Tenancy	# of Units	Reason for Exclusion	
Columbia Colony Senior Residences	LIHTC, PBRA	Atlanta	Senior	122	Dissimilar tenancy	
Delowe Place	LIHTC	East Point	Family	86	Inferior age/condition	
Delowe Village	LIHTC	East Point	Family	64	Inferior age/condition	
Eagles Creste Apartments	LIHTC	East Point	Family	284	Unable to contact	
Gateway At East Point	PBRA	East Point	Senior	100	Dissimilar tenancy	
Greenbriar Commons	LIHTC	Atlanta	Family	174	More proximate properties	
Heritage Greene	LIHTC, Market	Atlanta	Family	109	Unable to contact	
Hidden Cove Apartments	LIHTC	East Point	Family	164	More proximate properties	
Hillcrest Senior	LIHTC, PBRA	East Point	Senior	180	Under construction	
Lakeshire Village Apartments	LIHTC	East Point	Family	284	Inferior age/condition	
Lakewood Christian Manor	LIHTC, Market	Atlanta	Senior	251	Dissimilar tenancy	
Maplewood Park	LIHTC	Union City	Family	110	More proximate properties	
Norman Berry Village	LIHTC, Market, Non-Rental	East Point	Senior	119	Dissimilar tenancy	
Nu Dimensions	LIHTC	College Park	Family	326	Unable to contact	
Park At Netherley	LIHTC, Non-Rental	Union City	Family	294	More proximate properties	
Park View At Coventry Station	LIHTC	Atlanta	Senior	166	Dissimilar tenancy	
Pavilion Place Apartments	LIHTC, PBRA, Market	Atlanta	Family	240	More proximate properties	
Princeton Court	LIHTC, Market, Non-Rental	College Park	Senior	116	Dissimilar tenancy	
Regency Park/Colony 2000	LIHTC	East Point	Family	800	Unable to contact	
Renaissance At Garden Walk	LIHTC	Atlanta	Senior	160	Under construction	
Robbins Creste Apartments	LIHTC	East Point	Family	160	Unable to contact	
Santa Fe Villas	LIHTC	Atlanta	Family	147	More proximate properties	
Tecali Club Apartments	LIHTC	Atlanta	Family	232	More proximate properties	
The Cove At Red Oaks	LIHTC, Section 8	Atlanta	Family	144	Inferior age/condition	
The Legacy At Walton Lakes	LIHTC, Public Housing, Market	Atlanta	Senior	126	Dissimilar tenancy	
The Park At Leeds (FKA Brookside)	LIHTC	Atlanta	Family	210	More proximate properties	
Union Landing Apartments	LIHTC	Union City	Family	240	Under construction	
Valley Hill Senior Apartments	LIHTC	Riverdale	Senior	72	Dissimilar tenancy	
Village Of College Park	LIHTC, Market	College Park	Family	80	Inferior age/condition	
Barge Road Highrise	Public Housing	Atlanta	Senior	130	Subsidized	
College View Hills	Public Housing	College Park	Family	267	Subsidized	
Martel Homes	Public Housing	East Point	Family	148	Subsidized	
Nelms House	Public Housing	East Point	Family	100	Subsidized	
OJ Hurd	Public Housing	East Point	Family	35	Subsidized	
Union City HA	Public Housing	Union City	Family	16	Subsidized	
Asbury Harris Epworth Towers	Section 8	Atlanta	Senior	186	Subsidized	
Hickory Park Apartments	PBRA, LIHTC	Atlanta	Family	150	Mostly Subsidized	
QLS Meadows	Section 8	Atlanta	Senior	94	Subsidized	
Trinity Towers	Section 8	Atlanta	Senior	240	Subsidized	
963 N Central Ave	Market	Atlanta	Family	57	Inferior age/condition	
Berkshire Townhomes	Market	East Point	Family	30	Inferior age/condition	
Brookfield Apartments	Market	East Point	Family	120	Inferior age/condition	
Bulock Habersham	Market	East Point	Family	128	Inferior age/condition	
Chateau Pointe Apartments	Market	East Point	Family	40	Inferior age/condition	
Clifton Royale	Market	East Point	Family	33	Inferior age/condition	
Crystal at Camp Creek	Market	Atlanta	Family	124	Inferior age/condition	
Dodson Courtyard Apartments	Market	East Point	Family	75	Inferior age/condition	
Lexington Apartments	Market	East Point	Family	263	Inferior age/condition	
Little Villas	Market	East Point	Family	34	Inferior age/condition	
Mount Vernon	Market	East Point	Family	52	Inferior age/condition	
Somerset Apartments	Market	College Park	Family	40	Inferior age/condition	
Stonetree Apartments	Market	East Point	Family	232	Inferior age/condition	
The Life at Avery Park	Market	Atlanta	Family	220	Inferior age/condition	
The Life at Harrington Park	Market	Atlanta	Family	175	Inferior age/condition	
Wynter Brook Apartments	Market	East Point	Family	300	Inferior age/condition	

Comparable Rental Property Map



Source: Google Earth, April 2020.

COMPARABLE PROPERTIES

#	Comparable Property	City	Rent Structure	Distance to Subject
S	Diamond Multifamily	College Park	LIHTC/ Market	-
1	Fulton Pointe Apartments	East Point	LIHTC	2.5 miles
2	Hidden Creste	Atlanta	LIHTC/ Market	3.0 miles
3	Leyland Pointe	East Point	LIHTC	2.7 miles
4	Mallalieu Pointe	Atlanta	LIHTC/ Market	2.2 miles
5	Pad On Harvard	College Park	Market	0.1 miles
6	Phoenix Place	East Point	Market	1.4 miles
7	Rugby Valley	Atlanta	Market	1.0 miles
8	The Atlantic Aerotropolis*	Hapeville	Market	2.2 miles

*Located outside PMA

DIAMOND MULTIFAMILY – COLLEGE PARK, GEORGIA – MARKET STUDY

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

SUMMARY MATRIX

Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate
Subject	Diamond Multifamily 1816 Harvard Avenue College Park, GA 30337 Fulton County	-	Midrise 4-stories 2022 / n/a Family	@50%, @60%, @70%	1BR / 1BA	10	16.4%	697	@50%	\$600	No	N/A	N/A	N/A
					1BR / 1BA	11	18.0%	697	@60%	\$750	No	N/A	N/A	N/A
					1BR / 1BA	5	8.2%	697	@70%	\$905	No	N/A	N/A	N/A
					2BR / 1BA	12	19.7%	942	@50%	\$730	No	N/A	N/A	N/A
					2BR / 1BA	17	27.9%	942	@60%	\$875	No	N/A	N/A	N/A
					2BR / 1BA	5	8.2%	942	@70%	\$1,099	No	N/A	N/A	N/A
					60							N/A	N/A	
1	Fulton Pointe Apartments 4171 Washington Road East Point, GA 30344 Fulton County	2.5 miles	Garden 2-stories 1971 / 2003/2019 Family	@60%	1BR / 1BA	45	28.1%	950	@60%	\$799	Yes	No	0	0.0%
					2BR / 2BA	90	56.3%	1,000	@60%	\$949	Yes	No	1	1.1%
					3BR / 2BA	25	15.6%	1,250	@60%	\$1,192	Yes	No	0	0.0%
										160				
2	Hidden Creste 3200 Stone Rd SW Atlanta, GA 30331 Fulton County	3.0 miles	Garden 2-stories 1975 / 2005 Family	@60%, Market	1BR / 1BA	39	12.2%	970	@60%	\$740	No	None	0	0.0%
					1BR / 1BA	9	2.8%	970	Market	\$850	N/A	None	0	0.0%
					2BR / 2BA	181	56.6%	1,100	@60%	\$851	No	None	11	6.1%
					2BR / 2BA	43	13.4%	1,100	Market	\$970	N/A	None	2	4.7%
					3BR / 2BA	24	7.5%	1,400	@60%	\$943	No	None	0	0.0%
					3BR / 2.5BA	8	2.5%	1,400	Market	\$1,175	N/A	None	1	12.5%
					4BR / 2BA	12	3.8%	1,500	@60%	\$1,013	No	None	0	0.0%
					4	1.3%	1,500	Market	\$1,425	N/A	None	1	25.0%	
					320							15	4.7%	
3	Leyland Pointe 2900 Laurel Ridge Way East Point, GA 30344 Fulton County	2.7 miles	Garden 4-stories 2005 / n/a Family	@60%	1BR / 1BA	70	25.4%	660	@60%	\$788	Yes	No	0	0.0%
					2BR / 2BA	110	39.9%	1,059	@60%	\$916	Yes	No	0	0.0%
					3BR / 2BA	96	34.8%	1,270	@60%	\$1,010	Yes	No	0	0.0%
					276							0	0.0%	
4	Mallalieu Pointe 2627 Church St Atlanta, GA 30344 Fulton County	2.2 miles	Midrise 4-stories 2017 / n/a Family	@50%, @60%, Market	1BR / 1BA	N/A	N/A	702	@50%	\$639	No	Yes	0	N/A
					1BR / 1BA	N/A	N/A	702	@60%	\$695	No	Yes	0	N/A
					1BR / 1BA	N/A	N/A	702	Market	\$760	N/A	Yes	0	N/A
					2BR / 1BA	N/A	N/A	940	@50%	\$750	No	Yes	0	N/A
					2BR / 1BA	N/A	N/A	940	@60%	\$765	No	Yes	0	N/A
					2BR / 1BA	N/A	N/A	940	Market	\$810	N/A	Yes	0	N/A
					3BR / 1BA	N/A	N/A	N/A	@60%	\$895	No	Yes	0	N/A
					N/A	N/A	N/A	Market	\$975	N/A	Yes	0	N/A	
					67							0	0.0%	
5	Pad On Harvard 1777 Harvard Avenue College Park, GA 30337 Fulton County	0.1 miles	Lowrise 4-stories 2016 / n/a Family	Market	0BR / 1BA	N/A	N/A	558	Market	\$1,125	N/A	N/A	N/A	N/A
					1BR / 1BA	N/A	N/A	631	Market	\$1,250	N/A	N/A	N/A	N/A
					2BR / 1BA	N/A	N/A	800	Market	\$1,400	N/A	N/A	N/A	N/A
					2BR / 2BA	N/A	N/A	1,000	Market	\$1,575	N/A	N/A	N/A	N/A
					109							3	2.8%	
6	Phoenix Place 2420 Heaton Road East Point, GA 30344 Fulton County	1.4 miles	Garden 2-stories 1971 / n/a Family	Market	1BR / 1.5BA	31	22.8%	743	Market	\$750	N/A	N/A	0	0.0%
					2BR / 1.5BA	105	77.2%	1,120	Market	\$808	N/A	N/A	1	1.0%
					136								1	0.7%
7	Rugby Valley 2165 Rugby Avenue Atlanta, GA 30337 Fulton County	1.0 miles	Garden 2-stories 1970 / 2005 Family	Market	1BR / 1BA	N/A	N/A	685	Market	\$910	N/A	No	N/A	N/A
					2BR / 1BA	N/A	N/A	950	Market	\$1,195	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	985	Market	\$1,235	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,250	Market	\$1,300	N/A	No	N/A	N/A
					3BR / 2BA	N/A	N/A	1,585	Market	\$1,500	N/A	No	N/A	N/A
					140							6	4.3%	
8	The Atlantic Aerotropolis 3640 S Fulton Ave Hapeville, GA 30354 Fulton County	2.2 miles	Midrise 5-stories 2008 / n/a Family	Market	1BR / 1BA	N/A	N/A	772	Market	\$1,250	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,136	Market	\$1,600	N/A	No	N/A	N/A
					3BR / 2.5BA	N/A	N/A	1,553	Market	\$2,025	N/A	No	N/A	N/A
					269							11	4.1%	

DIAMOND MULTIFAMILY – COLLEGE PARK, GEORGIA – MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.				
	Units Surveyed:	1,477	Weighted Occupancy:	97.5%
	Market Rate	654	Market Rate	96.8%
	Tax Credit	823	Tax Credit	98.1%
	One Bedroom One Bath		Two Bedroom One Bath	
	Property		Property	
		Average		Average
RENT	Pad On Harvard (Market)	\$1,250	The Atlantic Aerotropolis (Market)(2BA)	\$1,600
	The Atlantic Aerotropolis (Market)	\$1,250	Pad On Harvard (Market)(2BA)	\$1,575
	Rugby Valley (Market)	\$910	Pad On Harvard (Market)	\$1,400
	Diamond Multifamily (@70%)	\$905	Rugby Valley (Market)(2BA)	\$1,300
	Hidden Creste (Market)	\$850	Rugby Valley (Market)(2BA)	\$1,235
	Fulton Pointe Apartments (@60%)	\$799	Rugby Valley (Market)	\$1,195
	Leyland Pointe (@60%)	\$788	Diamond Multifamily (@70%)	\$1,099
	Mallalieu Pointe (Market)	\$760	Hidden Creste (Market)(2BA)	\$970
	Diamond Multifamily (@60%)	\$750	Fulton Pointe Apartments (@60%)(2BA)	\$949
	Phoenix Place (Market)(1.5BA)	\$750	Leyland Pointe (@60%)(2BA)	\$916
	Hidden Creste (@60%)	\$740	Diamond Multifamily (@60%)	\$875
	Mallalieu Pointe (@60%)	\$695	Hidden Creste (@60%)(2BA)	\$851
	Mallalieu Pointe (@50%)	\$639	Mallalieu Pointe (Market)	\$810
	Diamond Multifamily (@50%)	\$600	Phoenix Place (Market)(1.5BA)	\$808
			Mallalieu Pointe (@60%)	\$765
			Mallalieu Pointe (@50%)	\$750
			Diamond Multifamily (@50%)	\$730
SQUARE FOOTAGE	Hidden Creste (Market)	970	Rugby Valley (Market)(2BA)	1,250
	Hidden Creste (@60%)	970	The Atlantic Aerotropolis (Market)(2BA)	1,136
	Fulton Pointe Apartments (@60%)	950	Phoenix Place (Market)(1.5BA)	1,120
	The Atlantic Aerotropolis (Market)	772	Hidden Creste (@60%)(2BA)	1,100
	Phoenix Place (Market)(1.5BA)	743	Hidden Creste (Market)(2BA)	1,100
	Mallalieu Pointe (@50%)	702	Leyland Pointe (@60%)(2BA)	1,059
	Mallalieu Pointe (Market)	702	Fulton Pointe Apartments (@60%)(2BA)	1,000
	Mallalieu Pointe (@60%)	702	Pad On Harvard (Market)(2BA)	1,000
	Diamond Multifamily (@60%)	697	Rugby Valley (Market)(2BA)	985
	Diamond Multifamily (@70%)	697	Rugby Valley (Market)	950
	Diamond Multifamily (@50%)	697	Diamond Multifamily (@70%)	942
	Rugby Valley (Market)	685	Diamond Multifamily (@50%)	942
	Leyland Pointe (@60%)	660	Diamond Multifamily (@60%)	942
	Pad On Harvard (Market)	631	Mallalieu Pointe (@50%)	940
			Mallalieu Pointe (Market)	940
			Mallalieu Pointe (@60%)	940
			Pad On Harvard (Market)	800
RENT PER SQUARE FOOT	Pad On Harvard (Market)	\$1.98	Pad On Harvard (Market)	\$1.75
	The Atlantic Aerotropolis (Market)	\$1.62	Pad On Harvard (Market)(2BA)	\$1.58
	Rugby Valley (Market)	\$1.33	The Atlantic Aerotropolis (Market)(2BA)	\$1.41
	Diamond Multifamily (@70%)	\$1.30	Rugby Valley (Market)	\$1.26
	Leyland Pointe (@60%)	\$1.19	Rugby Valley (Market)(2BA)	\$1.25
	Mallalieu Pointe (Market)	\$1.08	Diamond Multifamily (@70%)	\$1.17
	Diamond Multifamily (@60%)	\$1.08	Rugby Valley (Market)(2BA)	\$1.04
	Phoenix Place (Market)(1.5BA)	\$1.01	Fulton Pointe Apartments (@60%)(2BA)	\$0.95
	Mallalieu Pointe (@60%)	\$0.99	Diamond Multifamily (@60%)	\$0.93
	Mallalieu Pointe (@50%)	\$0.91	Hidden Creste (Market)(2BA)	\$0.88
	Hidden Creste (Market)	\$0.88	Leyland Pointe (@60%)(2BA)	\$0.86
	Diamond Multifamily (@50%)	\$0.86	Mallalieu Pointe (Market)	\$0.86
	Fulton Pointe Apartments (@60%)	\$0.84	Mallalieu Pointe (@60%)	\$0.81
	Hidden Creste (@60%)	\$0.76	Mallalieu Pointe (@50%)	\$0.80
			Diamond Multifamily (@50%)	\$0.77
			Hidden Creste (@60%)(2BA)	\$0.77
			Phoenix Place (Market)(1.5BA)	\$0.72

PROPERTY PROFILE REPORT

Fulton Pointe Apartments

Effective Rent Date	4/09/2020
Location	4171 Washington Road East Point, GA 30344 Fulton County
Distance	2.5 miles
Units	160
Vacant Units	1
Vacancy Rate	0.6%
Type	Garden (2 stories)
Year Built/Renovated	1971 / 2003/2019
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Other local LIHTC developments
Tenant Characteristics	Majority families from the area, 5% seniors
Contact Name	Teandra
Phone	404-559-0970



Market Information

Program	@60%
Annual Turnover Rate	23%
Units/Month Absorbed	N/A
HCV Tenants	10%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Kept at max
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	45	950	\$799	\$0	@60%	No	0	0.0%	yes	None
2	2	Garden (2 stories)	90	1,000	\$949	\$0	@60%	No	1	1.1%	yes	None
3	2	Garden (2 stories)	25	1,250	\$1,192	\$0	@60%	No	0	0.0%	yes	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$799	\$0	\$799	\$0	\$799
2BR / 2BA	\$949	\$0	\$949	\$0	\$949
3BR / 2BA	\$1,192	\$0	\$1,192	\$0	\$1,192

Fulton Pointe Apartments, continued

Amenities

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

Comments

The contact stated that demand for affordable housing in the area is high.

Photos



PROPERTY PROFILE REPORT

Hidden Creste

Effective Rent Date	4/08/2020
Location	3200 Stone Rd SW Atlanta, GA 30331 Fulton County
Distance	3 miles
Units	320
Vacant Units	15
Vacancy Rate	4.7%
Type	Garden (2 stories)
Year Built/Renovated	1975 / 2005
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Windjammer
Tenant Characteristics	N/A
Contact Name	Nikita
Phone	(404) 349-4220



Market Information

Program	@60%, Market
Annual Turnover Rate	38%
Units/Month Absorbed	N/A
HCV Tenants	15%
Leasing Pace	Less than one week
Annual Chg. in Rent	Increased seven percent
Concession	None
Waiting List	Yes, unknown length

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	39	970	\$740	\$0	@60%	None	0	0.0%	no	None
1	1	Garden (2 stories)	9	970	\$850	\$0	Market	None	0	0.0%	N/A	None
2	2	Garden (2 stories)	181	1,100	\$851	\$0	@60%	None	11	6.1%	no	None
2	2	Garden (2 stories)	43	1,100	\$970	\$0	Market	None	2	4.7%	N/A	None
3	2	Garden (2 stories)	24	1,400	\$943	\$0	@60%	None	0	0.0%	no	None
3	2.5	Garden (2 stories)	8	1,400	\$1,175	\$0	Market	None	1	12.5%	N/A	None
4	2	Garden (2 stories)	12	1,500	\$1,013	\$0	@60%	None	0	0.0%	no	None
4	2	Garden (2 stories)	4	1,500	\$1,425	\$0	Market	None	1	25.0%	N/A	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$740	\$0	\$740	\$0	\$740	1BR / 1BA	\$850	\$0	\$850	\$0	\$850
2BR / 2BA	\$851	\$0	\$851	\$0	\$851	2BR / 2BA	\$970	\$0	\$970	\$0	\$970
3BR / 2BA	\$943	\$0	\$943	\$0	\$943	3BR / 2.5BA	\$1,175	\$0	\$1,175	\$0	\$1,175
4BR / 2BA	\$1,013	\$0	\$1,013	\$0	\$1,013	4BR / 2BA	\$1,425	\$0	\$1,425	\$0	\$1,425

Amenities

<p>In-Unit Blinds Central A/C Ceiling Fan Microwave Refrigerator Washer/Dryer hookup</p>	<p>Carpeting Dishwasher Garbage Disposal Oven Walk-In Closet</p>	<p>Security Limited Access Patrol Perimeter Fencing</p>	<p>Services Afterschool Program</p>
<p>Property Business Center/Computer Lab Exercise Facility On-Site Management Playground</p>	<p>Clubhouse/Meeting Room/Community Off-Street Parking Picnic Area Swimming Pool</p>	<p>Premium None</p>	<p>Other None</p>

Comments

Two of the vacant units are pre-leased. Management stated that they have a higher number of vacancies than usual due to COVID-19 affecting the vendors efficiency in preparing vacant units for move-in. Further, management stated that the property is typically occupied at 97 percent and currently maintains a waiting list of undisclosed length. Despite the elevated vacancy, the contact reported a strong demand for affordable housing in the area.

PROPERTY PROFILE REPORT

Leyland Pointe

Effective Rent Date	4/08/2020
Location	2900 Laurel Ridge Way East Point, GA 30344 Fulton County
Distance	2.7 miles
Units	276
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (4 stories)
Year Built/Renovated	2005 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Majority families, most of the tenants are from Atlanta.
Contact Name	Jenae
Phone	404-761-0191



Market Information

Program	@60%
Annual Turnover Rate	28%
Units/Month Absorbed	46
HCV Tenants	10%
Leasing Pace	Within a week
Annual Chg. in Rent	Kept at max
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (4 stories)	70	660	\$788	\$0	@60%	No	0	0.0%	yes	None
2	2	Garden (4 stories)	110	1,059	\$916	\$0	@60%	No	0	0.0%	yes	None
3	2	Garden (4 stories)	96	1,270	\$1,010	\$0	@60%	No	0	0.0%	yes	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$788	\$0	\$788	\$0	\$788
2BR / 2BA	\$916	\$0	\$916	\$0	\$916
3BR / 2BA	\$1,010	\$0	\$1,010	\$0	\$1,010

Leyland Pointe, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpeting	Central A/C	Limited Access	
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Exercise Facility	Garage(\$50.00)		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Swimming Pool		

Comments

The property is 100 percent pre-leased. Garage parking is available to tenants for an additional fee of \$50 per month.

Photos



PROPERTY PROFILE REPORT

Mallalieu Pointe

Effective Rent Date	4/09/2020
Location	2627 Church St Atlanta, GA 30344 Fulton County
Distance	2.2 miles
Units	67
Vacant Units	0
Vacancy Rate	0.0%
Type	Midrise (4 stories)
Year Built/Renovated	2017 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	N/A
Tenant Characteristics	Majority tenants are from College Park and the surrounding Atlanta area.
Contact Name	Q
Phone	404-620-7831



Market Information

Program	@50%, @60%, Market
Annual Turnover Rate	N/A
Units/Month Absorbed	N/A
HCV Tenants	1%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased up to five percent
Concession	None
Waiting List	Yes, 300+ households

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (4 stories)	6	702	\$639	\$0	@50%	Yes	0	0.0%	no	None
1	1	Midrise (4 stories)	17	702	\$695	\$0	@60%	Yes	0	0.0%	no	None
1	1	Midrise (4 stories)	3	702	\$760	\$0	Market	Yes	0	0.0%	N/A	None
2	1	Midrise (4 stories)	7	940	\$750	\$0	@50%	Yes	0	0.0%	no	None
2	1	Midrise (4 stories)	25	940	\$765	\$0	@60%	Yes	0	0.0%	no	None
2	1	Midrise (4 stories)	3	940	\$810	\$0	Market	Yes	0	0.0%	N/A	None
3	1	Midrise (4 stories)	5	1,155	\$895	\$0	@60%	Yes	0	0.0%	no	None
3	1	Midrise (4 stories)	1	1,155	\$975	\$0	Market	Yes	0	0.0%	N/A	None

Mallalieu Pointe, continued

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$639	\$0	\$639	\$0	\$639	1BR / 1BA	\$695	\$0	\$695	\$0	\$695
2BR / 1BA	\$750	\$0	\$750	\$0	\$750	2BR / 1BA	\$765	\$0	\$765	\$0	\$765
						3BR / 1BA	\$895	\$0	\$895	\$0	\$895

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$760	\$0	\$760	\$0	\$760
2BR / 1BA	\$810	\$0	\$810	\$0	\$810
3BR / 1BA	\$975	\$0	\$975	\$0	\$975

Amenities

In-Unit	Security	Services
Blinds	Intercom (Buzzer)	None
Central A/C	Limited Access	
Dishwasher	Patrol	
Garbage Disposal		
Oven		
Washer/Dryer hookup		
Property	Premium	Other
Business Center/Computer Lab	None	None
Elevators		
Central Laundry		
On-Site Management		

Comments

The contact was unable to report absorption data. The contact stated that demand for affordable housing in the area is high.

Photos



PROPERTY PROFILE REPORT

Pad On Harvard

Effective Rent Date	4/16/2020
Location	1777 Harvard Avenue College Park, GA 30337 Fulton County
Distance	0.1 miles
Units	109
Vacant Units	3
Vacancy Rate	2.8%
Type	Lowrise (4 stories)
Year Built/Renovated	2016 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	N/A
Tenant Characteristics	N/A
Contact Name	Property Manager
Phone	404-763-0999



Market Information

Program	Market
Annual Turnover Rate	20%
Units/Month Absorbed	13
HCV Tenants	0%
Leasing Pace	Week
Annual Chg. in Rent	Increased 3%
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Lowrise (4 stories)	N/A	558	\$1,125	\$0	Market	N/A	N/A	N/A	N/A	None
1	1	Lowrise (4 stories)	N/A	631	\$1,250	\$0	Market	N/A	N/A	N/A	N/A	None
2	1	Lowrise (4 stories)	N/A	800	\$1,400	\$0	Market	N/A	N/A	N/A	N/A	None
2	2	Lowrise (4 stories)	N/A	1,000	\$1,575	\$0	Market	N/A	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$1,125	\$0	\$1,125	\$0	\$1,125
1BR / 1BA	\$1,250	\$0	\$1,250	\$0	\$1,250
2BR / 1BA	\$1,400	\$0	\$1,400	\$0	\$1,400
2BR / 2BA	\$1,575	\$0	\$1,575	\$0	\$1,575

Amenities

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

Comments

There are currently three vacant units. According to the property manager, there is not currently a waiting list; however, occupancy has remained high since opening. The profile represents average unit sizes though there are several different floor plans.

Photos



PROPERTY PROFILE REPORT

Phoenix Place

Effective Rent Date	4/13/2020
Location	2420 Heaton Road East Point, GA 30344 Fulton County
Distance	1.4 miles
Units	136
Vacant Units	1
Vacancy Rate	0.7%
Type	Garden (2 stories)
Year Built/Renovated	1971 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	N/A
Tenant Characteristics	N/A
Contact Name	Tina
Phone	404-763-3576



Market Information

Program	Market
Annual Turnover Rate	6%
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased six percent
Concession	N/A
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1.5	Garden (2 stories)	31	743	\$825	\$0	Market	N/A	0	0.0%	N/A	None
2	1.5	Garden (2 stories)	105	1,120	\$925	\$0	Market	N/A	1	1.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1.5BA	\$825	\$0	\$825	-\$75	\$750
2BR / 1.5BA	\$925	\$0	\$925	-\$117	\$808

Amenities

In-Unit	Security	Services
Blinds	None	None
Central A/C		
Fireplace		
Oven		
Washer/Dryer hookup		
Property	Premium	Other
Central Laundry	None	None
On-Site Management		
Swimming Pool		

Comments

Management reported a strong demand for rental housing in the area.

Photos



PROPERTY PROFILE REPORT

Rugby Valley

Effective Rent Date	4/08/2020
Location	2165 Rugby Avenue Atlanta, GA 30337 Fulton County
Distance	1 mile
Units	140
Vacant Units	6
Vacancy Rate	4.3%
Type	Garden (2 stories)
Year Built/Renovated	1970 / 2005
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Ashford Court
Tenant Characteristics	Families, singles, young professionals, students, Majority from Fulton County
Contact Name	Joyce
Phone	404.209.9600



Market Information

Program	Market
Annual Turnover Rate	26%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Two weeks
Annual Chg. in Rent	Increased 8-10 percent
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	N/A	685	\$910	\$0	Market	No	N/A	N/A	N/A	None
2	1	Garden (2 stories)	N/A	950	\$1,195	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (2 stories)	N/A	985	\$1,235	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (2 stories)	N/A	1,250	\$1,300	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (2 stories)	N/A	1,585	\$1,500	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$910	\$0	\$910	\$0	\$910
2BR / 1BA	\$1,195	\$0	\$1,195	\$0	\$1,195
2BR / 2BA	\$1,235 - \$1,300	\$0	\$1,235 - \$1,300	\$0	\$1,235 - \$1,300
3BR / 2BA	\$1,500	\$0	\$1,500	\$0	\$1,500

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	In-Unit Alarm	Afterschool Program
Carpeting	Central A/C	Limited Access	Daycare
Coat Closet	Dishwasher	Patrol	
Ceiling Fan	Garbage Disposal	Perimeter Fencing	
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Central Laundry	Off-Street Parking	None	mobile detailing
On-Site Management	Swimming Pool		

Comments

Management reported vacancies in one and two-bedroom units, but could not provide a number. The contact reported a strong demand for rental housing in the area.

Photos



PROPERTY PROFILE REPORT

The Atlantic Aerotropolis

Effective Rent Date	4/16/2020
Location	3640 S Fulton Ave Hapeville, GA 30354 Fulton County
Distance	2.2 miles
Units	269
Vacant Units	11
Vacancy Rate	4.1%
Type	Midrise (5 stories)
Year Built/Renovated	2008 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy
Contact Name	Nancy
Phone	844-904-0406



Market Information

Program	Market
Annual Turnover Rate	N/A
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	N/A
Annual Chg. in Rent	N/A
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (5 stories)	N/A	772	\$1,250	\$0	Market	No	N/A	N/A	N/A	None
2	2	Midrise (5 stories)	N/A	1,136	\$1,600	\$0	Market	No	N/A	N/A	N/A	None
3	2.5	Midrise (5 stories)	N/A	1,553	\$2,025	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,250	\$0	\$1,250	\$0	\$1,250
2BR / 2BA	\$1,600	\$0	\$1,600	\$0	\$1,600
3BR / 2.5BA	\$2,025	\$0	\$2,025	\$0	\$2,025

The Atlantic Aerotropolis, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpeting	Central A/C	Limited Access	
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Grab Bars	Microwave		
Oven	Refrigerator		
Vaulted Ceilings	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Rooftop Observation Deck, Car
Elevators	Exercise Facility		
Garage(\$30.00)	Central Laundry		
On-Site Management	Picnic Area		
Recreation Areas	Swimming Pool		
Theatre			

Comments

According to the property manager, there is not currently a waiting list; however, occupancy has remained high since opening. The profile represents average unit sizes though there are several different floor plans.

Photos



1. Housing Choice Vouchers

We made multiple attempts to contact the Atlanta Housing Authority in order to determine the number Housing Choice Vouchers currently in use; however, as of the date of this report our calls have not been returned. According to the Atlanta Housing Authority website, the Housing Choice Voucher waiting list is closed (last opened in March 2017) and consists of approximately 30,000 households. The following table illustrates voucher usage at the comparables.

TENANTS WITH VOUCHERS

Property Name	Rent Structure	Tenancy	Housing Choice Voucher Tenants
Fulton Pointe Apartments	LIHTC	Family	10%
Hidden Creste	LIHTC/ Market	Family	15%
Leyland Pointe	LIHTC	Family	10%
Mallalieu Pointe	LIHTC/ Market	Family	1%
Pad On Harvard	Market	Family	0%
Phoenix Place	Market	Family	N/A
Rugby Valley	Market	Family	0%
The Atlantic Aerotropolis*	Market	Family	N/A

*Located outside of the PMA

Housing Choice Voucher usage in this market ranges from zero to 15 percent. All of the LIHTC properties report a low reliance on tenants with vouchers. Thus, it appears that the Subject will not need to rely on voucher residents in order to maintain a high occupancy level. As a LIHTC property, we anticipate the Subject will operate with a voucher usage of approximately ten percent upon completion.

2. Phased Developments

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

Lease Up History

We were able to obtain absorption information from one of the comparable properties. We were also able to obtain absorption information from two additional LIHTC properties, which is illustrated following table.

ABSORPTION

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Madison Heights I	LIHTC	Family	2018	121	30
Pad On Harvard	Market	Family	2016	109	13
Mills Creek Crossing	LIHTC	Family	2015	200	17

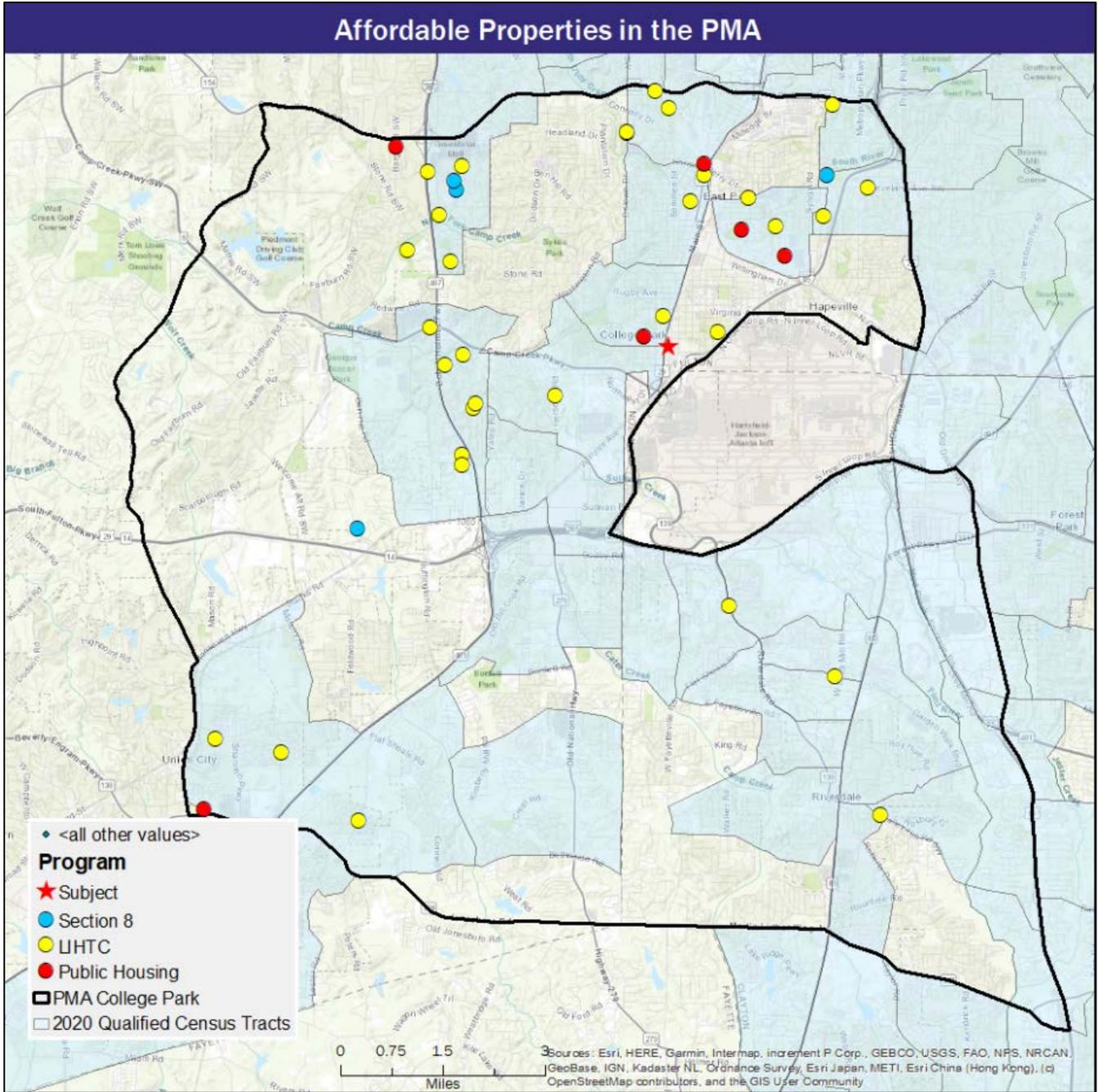
Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. As illustrated in the previous table, the properties were constructed between 2016 and 2019, and reported absorption rates of 13 to 30 units per month, with an average of 20 units per month. Pad on Harvard is a market rate development, used as a comparable property for the purposes of this report, located approximately 0.1 mile northeast of the Subject in College Park. This property reported an absorption rate of 13 units per month. Additionally, the contact at Pad on Harvard reported that occupancy has remained high since opening. Madison Heights I is a LIHTC development located approximately 15.8 miles south of the Subject in Hampton. This property opened in December 2018 and was fully-occupied in April 2019. Thus, Madison Heights I demonstrated an absorption rate of 30 units per month. Mills Creek Crossing is a LIHTC development located approximately 17.8 miles northeast of the Subject in Decatur. This property reported an absorption rate of 17 units per month. The contact at Mills Creek Crossing reported that management maintains a waiting list, and stated that demand for affordable housing in the area is strong.

We believe there will be strong demand for the Subject's units due to the low vacancy rates among the stabilized LIHTC comparables and presence of waiting lists in the market. We believe the Subject will experience an absorption rate within the range of the LIHTC properties illustrated above. We estimate that the Subject will experience an absorption rate of 20 units per month, which equates to an absorption period of approximately two to three months.

3. Competitive Project Map

COMPETITIVE PROJECTS

Property Name	Program	Location	Tenancy	# of Units	Occupancy	Map Color
Diamond Multifamily	LIHTC, Market, Non-Rental	College Park	Family	60	-	Star
Columbia Colony Senior Residences	LIHTC, PBRA	Atlanta	Senior	122	98.4%	Yellow
Delowe Place	LIHTC	East Point	Family	86	N/A	
Delowe Village	LIHTC	East Point	Family	64	90.6%	
Eagles Creste Apartments	LIHTC	East Point	Family	284	N/A	
Fulton Pointe Apartments	LIHTC	East Point	Family	160	99.4%	
Gateway At East Point	PBRA	East Point	Senior	100	99.0%	
Greenbriar Commons	LIHTC	Atlanta	Family	174	93.1%	
Heritage Greene	LIHTC, Market	Atlanta	Family	109	100.0%	
Hidden Cove Apartments	LIHTC	East Point	Family	164	N/A	
Hidden Creste	LIHTC, Market	Atlanta	Family	320	95.3%	
Hillcrest Senior	LIHTC, PBRA	East Point	Senior	180	N/A	
Lakeshire Village Apartments	LIHTC	East Point	Family	284	97.9%	
Lakewood Christian Manor	LIHTC, Market	Atlanta	Senior	251	97.6%	
Leyland Pointe	LIHTC	East Point	Family	276	100.0%	
Mallalieu Pointe	LIHTC	Atlanta	Family	67	100.0%	
Maplewood Park	LIHTC	Union City	Family	110	100.0%	
Norman Berry Village	LIHTC, Market, Non-Rental	East Point	Senior	119	97.5%	
Nu Dimensions	LIHTC	College Park	Family	326	N/A	
Park At Netherley	LIHTC, Non-Rental	Union City	Family	294	99.3%	
Park View At Coventry Station	LIHTC	Atlanta	Senior	166	100.0%	
Pavilion Place Apartments	LIHTC, PBRA, Market	Atlanta	Family	240	92.9%	
Princeton Court	LIHTC, Market, Non-Rental	College Park	Senior	116	100.0%	
Regency Park/Colony 2000	LIHTC	East Point	Family	800	N/A	
Renaissance At Garden Walk	LIHTC	Atlanta	Senior	160	N/A	
Robbins Creste Apartments	LIHTC	East Point	Family	160	N/A	
Santa Fe Villas	LIHTC	Atlanta	Family	147	100.0%	
Tecali Club Apartments	LIHTC	Atlanta	Family	232	N/A	
The Cove At Red Oaks	LIHTC, Section 8	Atlanta	Family	144	100.0%	
The Legacy At Walton Lakes	LIHTC, Public Housing, Market	Atlanta	Senior	126	100.0%	
The Park At Leeds (FKA Brookside)	LIHTC	Atlanta	Family	210	92.9%	
Union Landing Apartments	LIHTC	Union City	Family	240	N/A	
Valley Hill Senior Apartments	LIHTC	Riverdale	Senior	72	100.0%	
Village Of College Park	LIHTC, Market	College Park	Family	80	100.0%	
Barge Road Highrise	Public Housing	Atlanta	Senior	130	N/A	Red
College View Hills	Public Housing	College Park	Family	267	100.0%	
Martel Homes	Public Housing	East Point	Family	148	N/A	
Nelms House	Public Housing	East Point	Family	100	N/A	
OJ Hurd	Public Housing	East Point	Family	35	94.3%	
Union City HA	Public Housing	Union City	Family	16	100.0%	
Asbury Harris Epworth Towers	Section 8	Atlanta	Senior	186	N/A	Blue
Hickory Park Apartments	PBRA, LIHTC	Atlanta	Family	150	98.7%	
QLS Meadows	Section 8	Atlanta	Senior	94	100.0%	
Trinity Towers	Section 8	Atlanta	Senior	240	100.0%	



4. Amenities

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

AMENITY MATRIX									
	Subject	Fulton Pointe Apartments	Hidden Creste	Leyland Pointe	Mallalieu Pointe	Pad On Harvard	Phoenix Place	Rugby Valley	The Atlantic Aerotropolis
Rent Structure	LIHTC	LIHTC	LIHTC/ Market Family	LIHTC	LIHTC/ Market Family	Market	Market	Market	Market
Tenancy	Family	Family	Family	Family	Family	Family	Family	Family	Family
Building									
Property Type	Midrise	Garden	Garden	Garden	Midrise	Lowrise	Garden	Garden	Midrise
# of Stories	4–stories	2–stories	2–stories	4–stories	4–stories	4–stories	2–stories	2–stories	5–stories
Year Built	2022	1971	1975	2005	2017	2016	1971	1970	2008
Year Renovated	n/a	2003/2019	2005	n/a	n/a	n/a	n/a	2005	n/a
Commercial	no	no	no	no	no	no	no	no	no
Elevators	yes	no	no	no	yes	no	no	no	yes
Courtyard	yes	no	no	no	no	yes	no	no	no
Utility Structure									
Cooking	no	no	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no	no
Water	no	no	no	no	no	no	yes	no	no
Sewer	no	no	no	no	no	no	yes	no	no
Trash	yes	no	yes	yes	yes	no	yes	no	yes
Accessibility									
Grab Bars	no	no	no	no	no	no	no	no	yes
Hand Rails	no	no	no	no	no	no	no	no	no
Pull Cords	no	no	no	no	no	no	no	no	no
Unit Amenities									
Balcony/ Patio	no	yes	no	yes	no	yes	no	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes
Cable/Satellite	no	no	no	no	no	no	no	no	no
Carpeting	yes	yes	yes	yes	yes	no	yes	yes	yes
Hardwood	no	no	no	no	no	yes	no	no	no
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes
Ceiling Fan	yes	yes	yes	yes	yes	no	no	yes	yes
Coat Closet	yes	yes	no	yes	yes	yes	no	yes	yes
Exterior Storage	no	no	no	no	no	no	no	no	no
Fireplace	no	no	no	no	no	no	yes	no	no
Vaulted Ceilings	no	no	no	no	no	no	no	no	yes
Walk-In Closet	yes	yes	yes	yes	no	yes	no	yes	yes
Washer/Dryer	no	no	no	no	no	yes	no	no	no
W/D Hookup	yes	yes	yes	yes	yes	yes	yes	yes	yes
Kitchen									
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes
Disposal	no	yes	yes	yes	yes	yes	no	yes	yes
Microwave	yes	yes	yes	yes	yes	yes	no	no	yes
Oven	yes	yes	yes	yes	yes	no	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes
Community									
Business Center	no	no	yes	yes	yes	yes	no	no	yes
Community Room	yes	yes	yes	yes	yes	yes	no	no	yes
Central Laundry	yes	yes	no	yes	yes	no	yes	yes	yes
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes	yes
Concierge	no	no	no	no	no	no	no	no	no
Recreation									
Basketball Court	no	no	no	no	no	no	no	no	no
Exercise Facility	yes	yes	yes	yes	yes	yes	no	no	yes
Playground	no	yes	yes	yes	no	no	yes	no	no
Swimming Pool	no	yes	yes	yes	no	yes	yes	yes	yes
Picnic Area	no	yes	yes	yes	no	no	no	no	yes
Sport Court	no	no	no	no	no	no	no	no	no
Tennis Court	no	no	no	no	no	no	no	no	no
Theatre	no	no	no	no	no	no	no	no	yes
Recreational Area	no	yes	no	no	no	yes	no	no	yes
Volleyball Court	no	no	no	no	no	no	no	no	no
WiFi	no	no	no	no	no	no	no	no	no
Services									
Daycare	no	no	no	no	no	no	no	yes	no
Adult Education	yes	no	no	no	no	no	no	no	no
Neighborhood	no	no	no	no	no	no	no	no	no
Non-Shelter	no	no	no	no	no	no	no	no	no
Service	no	no	no	no	no	no	no	no	no
Shuttle Service	no	no	no	no	no	no	no	no	no
Security									
In-Unit Alarm	no	no	no	no	no	no	no	yes	no
Intercom (Buzzer)	yes	no	no	yes	yes	yes	no	no	yes
Intercom (Phone)	no	no	no	no	no	no	no	no	no
Limited Access	yes	yes	yes	yes	yes	yes	no	yes	yes
Patrol	no	yes	yes	no	yes	no	no	yes	no
Perimeter Fencing	no	yes	yes	no	no	yes	no	yes	no
Video Surveillance	yes	no	no	no	no	no	no	no	no
Parking									
Carport	no	no	no	no	no	yes	no	no	no
Garage	no	no	no	yes	yes	no	no	no	yes
Garage Fee	n/a	\$0	\$0	\$50	\$0	\$0	n/a	\$0	\$30
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	no

The Subject will offer inferior to similar in-unit and property amenities in comparison to the LIHTC and market rate comparable properties. The Subject will offer a community room, laundry facility, and exercise facility, which some of the comparables will lack. However, the Subject will lack a business center and a swimming pool, which is offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market.

5. Comparable Tenancy

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

Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY					
Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Fulton Pointe Apartments	LIHTC	Family	160	1	0.6%
Hidden Creste	LIHTC/ Market	Family	320	15	4.7%
Leyland Pointe	LIHTC	Family	276	0	0.0%
Mallalieu Pointe	LIHTC/ Market	Family	67	0	0.0%
Pad On Harvard	Market	Family	109	3	2.8%
Phoenix Place	Market	Family	136	1	0.7%
Rugby Valley	Market	Family	140	6	4.3%
The Atlantic Aerotropolis*	Market	Family	269	11	4.1%
Total LIHTC			823	16	1.9%
Total Market Rate			654	21	3.2%
Overall Total			1,477	37	2.5%

*Located outside of the PMA

Overall vacancy in the market is low at 2.5 percent, and LIHTC vacancy is lower at 1.9 percent. Two of the LIHTC comparables are fully-occupied, while Fulton Pointe Apartments has only one vacant unit and is occupied at 99.4 percent, according to the contact at this property. Hidden Creste reported the highest vacancy among the LIHTC comparables at 4.7 percent. The contact reported that two of the 15 vacant units are pre-leased, while the remaining vacant units are being processed from a waiting list. The contact at this property stated that they have a higher number of vacancies than usual due to COVID-19 affecting the vendors efficiency in preparing vacant units for move-in. Further, the contact stated that the property is typically occupied at 97 percent. Two of the LIHTC comparables reported maintaining waiting lists up to 300 or more households in length, indicating strong demand for affordable housing in the area. The Subject will exhibit similar to superior condition to the LIHTC comparables upon completion. Therefore, we believe there is adequate demand for the Subject as proposed.

Vacancy among the market rate comparable properties is low at 3.2 percent. All of the comparable market rate properties reported occupancy rates of 95.7 percent or higher. As a newly constructed property with a competitive amenity package, we anticipate that the Subject would perform with a vacancy rate of five percent or less. The low vacancy rates and presence of waiting lists among the stabilized LIHTC comparables indicates demand for affordable housing in the area. Based on these factors, we believe that there is sufficient demand for additional affordable housing in the market. We do not believe that the Subject will impact the performance of the existing LIHTC properties if allocated.

6. Properties Under Construction and Proposed

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

Hillcrest Senior

- a. Location: 1847 Stanton Road, East Point, GA
- b. Owner: The Housing Authority of the City of Atlanta
- c. Total number of units: 180 units
- d. Unit configuration: One and two-bedroom units
- e. Rent structure: 60 percent AMI
- f. Estimated market entry: 2020
- g. Relevant information: Upon completion, the property will offer 180 one and two-bedroom units restricted to 60 percent of the AMI. Of these, 65 units will be subsidized with project-based rental assistance (PBRA). The remaining 94 one-bedroom and 21 two-bedroom units will not compete directly with the Subject given the dissimilar tenancy. Thus, these units have not been deducted in our demand analysis.

Union Landings

- a. Location: 4712 Flat Shoals Road, Union City, GA
- b. Owner: LDG Development
- c. Total number of units: 240 units
- d. Unit configuration: One, two and three-bedroom units
- e. Rent structure: 60 percent AMI
- f. Estimated market entry: 2020
- g. Relevant information: Upon completion, the property will offer 240 one, two and three-bedroom units restricted to 60 percent of the AMI. The 24 one-bedroom and 96 two-bedroom units will compete directly with the Subject and these units have been deducted in our demand analysis.

Renaissance at Garden Walk

- a. Location: Garden Walk and Garden Ridge Drive, Atlanta, GA
- b. Owner: The Housing Authority of Clayton County
- c. Total number of units: 160 units
- d. Unit configuration: One and two-bedroom units
- e. Rent structure: 50 and 60 percent AMI
- f. Estimated market entry: 2020
- g. Relevant information: Upon completion, the property will offer 160 one and two -bedroom units restricted to 50 and 60 percent of the AMI. Given the dissimilar tenancy, this property will not directly compete with the Subject and these units have not been deducted in our demand analysis.

7. Rental Advantage

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

SIMILARITY MATRIX

#	Property Name	Program	Tenancy	Property Amenities	Unit Features	Location	Age / Condition	Unit Sizes	Overall Comparison
1	Fulton Pointe Apartments	LIHTC	Family	Superior	Similar	Similar	Slightly Inferior	Similar	5
2	Hidden Creste	LIHTC/Market	Family	Superior	Similar	Similar	Inferior	Slightly Superior	5
3	Leyland Pointe	LIHTC	Family	Superior	Similar	Similar	Inferior	Similar	0
4	Mallalieu Pointe	LIHTC/Market	Family	Similar	Similar	Similar	Similar	Similar	0
5	Pad On Harvard	Market	Family	Superior	Superior	Similar	Similar	Similar	20
6	Phoenix Place	Market	Family	Similar	Similar	Similar	Inferior	Slightly Superior	-5
7	Rugby Valley	Market	Family	Similar	Similar	Similar	Inferior	Slightly Superior	-5
8	The Atlantic Aerotropolis	Market	Family	Superior	Slightly Superior	Similar	Slightly Inferior	Slightly Superior	15

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

The rental rates at the LIHTC properties are compared to the Subject’s proposed 50 and 60 percent AMI rents in the following table.

LIHTC RENT COMPARISON @50%

	1BR	2BR	Rents at Max?
Diamond Multifamily	\$600	\$730	No
2019 LIHTC Maximum Rent (Net) (Fulton County)	\$631	\$765	
Mallalieu Pointe	\$639	\$750	No
Average	\$639	\$750	

LIHTC RENT COMPARISON @60%

Property Name	1BR	2BR	Rents at Max?
Diamond Multifamily	\$750	\$875	No
2019 LIHTC Maximum Rent (Net) (Fulton County)	\$781	\$945	
Fulton Pointe Apartments	\$799	\$949	Yes
Hidden Creste	\$740	\$851	No
Leyland Pointe	\$788	\$916	Yes
Mallalieu Pointe	\$695	\$765	No
Average	\$756	\$870	

All of the LIHTC comparables are located in Fulton County. The AMI in Fulton County reached its peak in 2019; thus, all of the comparables are held to the 2019 LIHTC maximum allowable rents, similar to the Subject.

The Subject’s one and two-bedroom rents at 50 and 60 percent AMI are set below maximum allowable levels. Two of the comparables offering units at 60 percent AMI, Fulton Pointe Apartments and Leyland Pointe, report achieving maximum allowable levels for their one and two-bedroom units. However, the rents at these properties appear to be slightly above or below the maximum allowable levels. This is likely due to differing utility allowances. None of the comparables reported achieving maximum allowable rents at 50 percent AMI.

Mallalieu Pointe is the only comparable offering rents at 50 percent AMI. Mallalieu Pointe is located 2.2 miles from the Subject in Atlanta and offers a similar location to the Subject. This property was constructed in 2017 and exhibits excellent condition, which is considered similar to the anticipated excellent condition of the Subject. Mallalieu Pointe offers similar property and in-unit amenities compared to the Subject. Mallalieu Pointe offers similar unit sizes compared to the Subject. Overall, Mallalieu Pointe is considered similar to the proposed Subject. This property is achieving rents below the maximum allowable levels for its one and two-bedroom units at 50 percent AMI. Mallalieu Pointe is currently fully occupied, indicating its rents are achievable in the market. Therefore, the Subject’s rents are reasonable and achievable as proposed.

Fulton Pointe Apartments is located 2.5 miles from the Subject in East Point and offers a similar location to the Subject. This property was constructed in 1971 and subsequently renovated in 2003 and 2019 and exhibits good condition, which is considered slightly inferior to the anticipated excellent condition of the Subject. Fulton Pointe Apartments offers superior property amenities compared to the Subject as it offers a playground, a swimming pool, and recreational areas, which the Subject will not offer. This property offers similar in-unit amenities compared to the Subject. Fulton Pointe Apartments offers similar unit sizes compared to the Subject. The property is achieving maximum allowable levels for its one and two-bedroom units at 60 percent AMI. This property is currently 99.4 percent occupied, indicating maximum allowable levels are achievable in the market. Overall, Fulton Pointe Apartments is considered slightly superior to the proposed Subject.

Leyland Pointe is located 2.7 miles from the Subject in East Point and offers a similar location to the Subject. This property was constructed in 2005 and exhibits average condition, which is considered inferior to the anticipated excellent condition of the Subject. Leyland Pointe offers superior property amenities compared to the Subject as it offers a business center, playground, and swimming pool, which the Subject will not offer. This property offers similar in-unit amenities compared to the Subject. Leyland Pointe offers similar unit sizes compared to the Subject. The property is achieving maximum allowable levels for its one and two-bedroom units at 60 percent AMI. This property is fully-occupied, indicating maximum allowable levels are achievable in the market. Overall, Leyland Pointe is considered similar to the proposed Subject.

Mallalieu Pointe is the only comparable offering rents at 50 percent AMI. This property is achieving rents below the maximum allowable levels for its one and two-bedroom units at 50 percent AMI. Mallalieu Pointe is currently fully occupied, indicating its rents are achievable in the market. The two most similar comparable properties to the Subject offering rents at 60 percent AMI are achieving the 2019 maximum allowable LIHTC net rents for their one and two-bedroom units, and exhibit low vacancy rates. Further, the remaining LIHTC comparable reported maintaining a waiting list, indicating strong demand for affordable housing in the area. Therefore, we believe that the Subject’s proposed rents are reasonable based on the anticipated excellent condition and competitive amenities that the Subject will offer.

The rental rates at the LIHTC properties are compared to the Subject’s proposed 70 percent AMI rents in the following tables.

LIHTC RENT COMPARISON @70%

Property Name	1BR	2BR	Rents at Max?
Diamond Multifamily	\$905	\$1,099	No
2019 LIHTC Maximum Rent (Net) (Fulton County)	\$930	\$1,124	
Pad On Harvard (Market)	\$1,250	\$1,575	N/A
Phoenix Place (Market)	\$750	\$808	N/A
Rugby Valley (Market)	\$910	\$1,300	N/A
The Atlantic Aerotropolis (Market)	\$1,250	\$1,600	N/A
Average	\$962	\$1,177	

The Subject will offer one and two -bedroom units at 70 percent AMI. None of the comparable properties offer rents at this moderate income level. Therefore, we believe the most comparable rents for the Subject's 70 percent AMI units are market rate rents. The maximum allowable rents, absent subsidy, at the 70 percent AMI level are below the surveyed average of the unrestricted rents in the market. The qualifying incomes for this unit type, as illustrated in our demand analysis, are above 60 percent of the median household income within a half-mile radius of the Subject site. This indicates that the majority of tenants who would qualify for the Subject's unit types are likely living in market rate housing and the Subject's units at the 70 percent of the AMI level would be in direct competition with these units.

Rugby Valley is located 1.0 mile from the Subject site and offers a similar location. Rugby Valley was built in 1970 and renovated in 2005 and exhibits average condition, which is inferior to the anticipated condition of the Subject upon completion. Rugby Valley offers similar property and in-unit amenities when compared to the Subject as it does not offer a community room and exercise facility, which the Subject will offer. However, it offers a swimming pool, which the Subject will not offer. Rugby Valley offers slightly superior unit sizes to the Subject. Overall, Rugby Valley is considered slightly inferior to the proposed Subject.

Pad on Harvard is located 0.1 mile from the Subject site and offers a similar location. Pad on Harvard was built in 2016 and exhibits excellent condition, which is similar to the anticipated excellent condition of the Subject upon completion. Pad on Harvard offers superior property amenities in comparison to the Subject as it offers a business center, swimming pool, and recreational areas, which the Subject will not offer. Pad on Harvard offers superior in-unit amenities compared to the Subject as it offers balconies/patios and in-unit washers and dryers, which the Subject will not offer. Pad on Harvard offers similar unit sizes to the Subject. Overall, Pad on Harvard is considered superior to the proposed Subject.

The qualifying incomes for this unit type, as illustrated in our demand analysis, are above 60 percent of the median household income within a half-mile radius of the Subject site. This indicates that the majority of tenants who would qualify for the Subject's unit types are likely living in market rate housing and the Subject's units at the 70 percent of the AMI level would be in direct competition with these units. We believe the Subject can achieve market rents above those currently achieved at Rugby Valley and below those currently achieved at Pad on Harvard. Rugby Valley and Pad on Harvard are occupied at 95.7 and 97.2 percent, respectively, and are performing well. As such, we believe the Subject's rents are reasonable and achievable as proposed.

Analysis of "Market Rents"

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

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

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

SUBJECT COMPARISON TO COMPARABLE RENTS

Unit Type	Subject Proposed Rent	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR @ 50%	\$600	\$639	\$1,250	\$857	43%
1BR @ 60%	\$750	\$695	\$1,250	\$879	17%
1BR @ 70%	\$905	\$750	\$1,250	\$1,040	15%
2BR @ 50%	\$730	\$750	\$1,600	\$1,080	48%
2BR @ 60%	\$875	\$765	\$1,600	\$1,106	26%
2BR @ 70%	\$1,099	\$808	\$1,600	\$1,302	18%

As illustrated, the Subject’s proposed 50, 60, and 70 percent rents are below the surveyed average when compared to the comparables. All of the Subject’s proposed LIHTC rents are set within the surveyed range of comparable LIHTC and market rents.

The Pad on Harvard is achieving the highest one-bedroom unrestricted rents in the market. The Subject will be inferior to The Pad on Harvard as a market rate property. The Pad on Harvard was built in 2016 and exhibits excellent condition, which is similar to the anticipated excellent condition of the Subject upon completion. The Pad on Harvard is located 0.1 mile from the Subject site and offers a similar location. The Pad on Harvard offers superior in-unit amenities compared to the Subject as it offers balconies/patios and in-unit washers and dryers, which the Subject will not offer. This property offers superior property amenities in comparison to the Subject as it offers a business center, swimming pool, and recreational areas, which the Subject will not offer. The Pad on Harvard offers similar unit sizes to the Subject. The one-bedroom rents at The Pad on Harvard are approximately 67 percent higher than the Subject’s proposed rents at 60 percent of the AMI.

The Atlantic Aerotropolis is achieving the highest two-bedroom unrestricted rents in the market. The Subject will be inferior to The Atlantic Aerotropolis as a market rate property. The Atlantic Aerotropolis was built in 2008 and exhibits good condition, which is slightly inferior to the anticipated excellent condition of the Subject upon completion. The Atlantic Aerotropolis is located 2.2 miles from the Subject site and offers a similar location. The Atlantic Aerotropolis offers slightly superior in-unit amenities compared to the Subject as it offers grab bars and balconies/patios, which the Subject will not offer. This property offers superior property amenities in comparison to the Subject as it offers a business center, a swimming pool, a theater, and recreational areas, which the Subject will not offer. The Atlantic Aerotropolis offers slightly superior unit sizes to the Subject. The two-bedroom rents at The Atlantic Aerotropolis are approximately 83 percent higher than the Subject’s proposed rents at 60 percent of the AMI. Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer an advantage when compared to the average rents being achieved at comparable properties.

8. LIHTC Competition – DCA Funded Properties within the PMA

Capture rates for the Subject are considered low for all bedroom types and AMI levels. Total vacancy at the LIHTC and mixed-income comparables is low at 1.9 percent. Two of the LIHTC comparables are fully-occupied, while Fulton Pointe Apartments has only one vacant unit and is occupied at 99.4 percent, according to the contact at this property. Hidden Creste reported the highest vacancy among the LIHTC comparables at 4.7 percent. The contact reported that two of the 15 vacant units are pre-leased, while the remaining vacant units are being processed from a waiting list. The contact at this property stated that they have a higher number of vacancies than usual due to COVID-19 affecting the vendors efficiency in preparing vacant units for move-in. Further, the contact stated that the property is typically occupied at 97 percent. Two of the LIHTC comparables reported maintaining waiting lists up to 300 or more households in length, indicating strong demand for affordable housing in the area. These factors indicate significant demand for affordable housing in the area.

According to LIHTC allocation lists provided by the Georgia Department of Community Affairs, three properties have been allocated in the PMA since 2017.

- Hillcrest Senior was allocated in 2018 for the new construction of 180 units targeting seniors in Atlanta, approximately 3.1 miles north of the Subject. Upon completion, the property will offer 180 one and two-bedroom units restricted to 60 percent of the AMI. Of these, 65 units will be subsidized with project-based rental assistance (PBRA). The remaining 94 one-bedroom and 21 two-bedroom units will not compete directly with the Subject given the dissimilar tenancy. Thus, these units have not been deducted in our demand analysis.
- Union Landings was allocated in 2018 for the new construction of 240 units targeting families in Atlanta, approximately 7.0 miles southwest of the Subject. Upon completion, the property will offer 240 one, two and three-bedroom units restricted to 60 percent of the AMI. The 24 one-bedroom and 96 two-bedroom units will compete directly with the Subject and these units have been deducted in our demand analysis.
- Renaissance at Garden Walk was allocated in 2018 for the new construction of 160 units targeting seniors 62 and older in Atlanta, approximately 4.1 miles southeast of the Subject. Upon completion, the property will offer 160 one and two -bedroom units restricted to 50 and 60 percent of the AMI. Given the dissimilar tenancy, this property will not directly compete with the Subject and these units have not been deducted in our demand analysis.

As illustrated above, there have been three properties allocated in the Subject’s PMA since 2017. The low capture rates demonstrated in the demand analysis earlier in this report, as well as the low vacancy rates and waiting lists among the surveyed LIHTC comparables, indicates significant demand for additional affordable housing in the area. As such, we do not believe the addition of the Subject will impact any additional LIHTC properties in the area.

9. Rental Trends in the PMA

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

TENURE PATTERNS PMA				
Year	Owner-Occupied	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	29,637	44.7%	36,701	55.3%
2019	33,355	44.6%	41,422	55.4%
Projected Mkt Entry September 2022	35,113	45.6%	41,919	54.4%
2024	36,130	46.1%	42,207	53.9%

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

As the table illustrates, roughly half of households in the PMA are renters. Nationally, approximately two-thirds of the population resides in owner-occupied housing units, and one-third resides in renter-occupied housing units. Therefore, there is a higher percentage of renters in in the PMA than the nation. The percentage of renter population is projected to decrease slightly over the next five years, although the number of renters in the PMA is projected to increase. This bodes well for the Subject’s proposed units.

Historical Vacancy

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

HISTORICAL VACANCY

#	Property Name	Program	Total Units	2017 Q4	2018 Q1	2019 Q2	2019 Q3	2020 Q2
1	Fulton Pointe Apartments	LIHTC	160	15.0%	8.1%	N/A	1.9%	0.6%
2	Hidden Creste	LIHTC/ Market	320	15.0%	N/A	1.3%	N/A	4.7%
3	Leyland Pointe	LIHTC	276	10.9%	9.8%	1.4%	0.0%	0.0%
4	Mallalieu Pointe	LIHTC/ Market	67	N/A	N/A	N/A	N/A	0.0%
5	Pad On Harvard	Market	109	3.7%	N/A	N/A	N/A	2.8%
6	Phoenix Place	Market	136	N/A	N/A	N/A	N/A	0.7%
7	Rugby Valley	Market	140	4.3%	N/A	N/A	N/A	4.3%
8	The Atlantic Aerotropolis	Market	269	N/A	N/A	N/A	N/A	4.1%

The historical vacancy rates at all of the comparable properties for several quarters in the past four years are illustrated in the previous table. In general, the comparable properties experienced decreasing vacancy from 2017 through the second quarter of 2020. Two of the LIHTC comparables are fully-occupied, while Fulton Pointe Apartments has only one vacant unit and is occupied at 99.4 percent, according to the contact at this property. Hidden Creste reported the highest vacancy among the LIHTC comparables at 4.7 percent. The contact reported that two of the 15 vacant units are pre-leased, while the remaining vacant units are being processed from a waiting list. The contact at this property stated that they have a higher number of vacancies than usual due to COVID-19 affecting the vendors efficiency in preparing vacant units for move-in. Further, the contact stated that the property is typically occupied at 97 percent. Two of the LIHTC comparables reported maintaining waiting lists up to 300 or more households in length, indicating strong demand for affordable housing in the area. We believe that the current performance of the LIHTC comparable properties, as well as their historically low vacancy rates, indicate demand for affordable rental housing in the Subject’s market.

Change in Rental Rates

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

RENT GROWTH

Property Name	Rent Structure	Tenancy	Rent Growth
Fulton Pointe Apartments	LIHTC	Family	Kept at max
Hidden Creste	LIHTC/ Market	Family	Increased up to seven percent
Leyland Pointe	LIHTC	Family	Kept at max
Mallalieu Pointe	LIHTC/ Market	Family	Increased up to five percent
Pad On Harvard	Market	Family	Increased up to three percent
Phoenix Place	Market	Family	Increased six percent
Rugby Valley	Market	Family	Increased eight to ten percent
The Atlantic Aerotropolis*	Market	Family	Fluctuate daily

*Located outside of the PMA

Fulton Pointe Apartments and Leyland Pointe reported rental rates are kept at maximum allowable levels for one and two-bedroom units at 60 percent AMI. Hidden Creste reported increases in rents of up to seven percent for its units. The contact at Hidden Creste reported that two of the 15 vacant units are pre-leased, while the remaining vacant units are being processed from a waiting list. The contact at this property stated that they have a higher number of vacancies than usual due to COVID-19 affecting the vendors efficiency in preparing vacant units for move-in. Further, the contact stated that the property is typically occupied at 97 percent. The contact at Mallalieu Pointe reported increases in rents of up to five percent for its units, and that the property was fully-occupied and maintains a waiting list of over 300 households in length. The market rate

properties reported in some instances rent growth up to ten percent. We anticipate that the Subject will be able to achieve moderate rent growth in the future as a LIHTC property.

10. Impact of Foreclosed, Abandoned and Vacant Structures

According to *RealtyTrac* statistics, one in every 2,893 housing units nationwide was in some stage of foreclosure as of March 2020. The City of Atlanta is experiencing a foreclosure rate of one in every 2,266 homes, while Fulton County is experiencing a foreclosure rate of one in every 2,281 homes and Georgia experienced one foreclosure in every 2,210 housing units. Overall, Atlanta is experiencing a similar foreclosure rate to Fulton County and the state of Georgia, but a slightly higher rate than the nation as a whole. The Subject's neighborhood does not have a significant amount of abandoned or vacant structures that would impact the marketability of the Subject.

11. Effect of Subject on Other Affordable Units in Market

There are three proposed LIHTC developments in the PMA. The vacancy rate among the existing stabilized LIHTC comparables is low at 1.9 percent. Two of the LIHTC comparables are fully-occupied, while Fulton Pointe Apartments has only one vacant unit and is occupied at 99.4 percent, according to the contact at this property. Hidden Creste reported the highest vacancy among the LIHTC comparables at 4.7 percent. The contact reported that two of the 15 vacant units are pre-leased, while the remaining vacant units are being processed from a waiting list. The contact at this property stated that they have a higher number of vacancies than usual due to COVID-19 affecting the vendors efficiency in preparing vacant units for move-in. Further, the contact stated that the property is typically occupied at 97 percent. Two of the LIHTC comparables reported maintaining waiting lists up to 300 or more households in length, indicating strong demand for affordable housing in the area. These factors indicate demand for affordable housing in the area is strong. In summary, the performance of the comparable LIHTC properties and the existence of waiting lists for affordable units indicates that the Subject will not negatively impact the existing or proposed affordable rental units in the market.

Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The vacancy rate among the existing stabilized LIHTC comparables is low at 1.9 percent. Two of the LIHTC comparables are fully-occupied, while Fulton Pointe Apartments has only one vacant unit and is occupied at 99.4 percent, according to the contact at this property. Hidden Creste reported the highest vacancy among the LIHTC comparables at 4.7 percent. The contact reported that two of the 15 vacant units are pre-leased, while the remaining vacant units are being processed from a waiting list. The contact at this property stated that they have a higher number of vacancies than usual due to COVID-19 affecting the vendors efficiency in preparing vacant units for move-in. Further, the contact stated that the property is typically occupied at 97 percent. Two of the LIHTC comparables reported maintaining waiting lists up to 300 or more households in length, indicating strong demand for affordable housing in the area. These factors indicate demand for affordable housing in the area is strong. The Subject will offer inferior to similar in-unit and property amenities in comparison to the LIHTC and market rate comparable properties. The Subject will offer a community room, laundry facility, and exercise facility, which some of the comparables will lack. However, the Subject will lack a business center and a swimming pool, which is offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered similar to superior in terms of condition to the majority of the comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties. Additionally, the Subject's proposed rents are among the lowest in the market. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at several LIHTC comparable properties, we believe that the Subject is reasonable as proposed. We believe that it will fill a void in the market and will perform well.

J. ABSORPTION AND STABILIZATION RATES

ABSORPTION AND STABILIZATION RATES

We were able to obtain absorption information from one of the comparable properties. We were also able to obtain absorption information from two additional LIHTC properties, which is illustrated following table.

ABSORPTION					
Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Madison Heights I	LIHTC	Family	2018	121	30
Pad On Harvard	Market	Family	2016	109	13
Mills Creek Crossing	LIHTC	Family	2015	200	17

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. As illustrated in the previous table, the properties were constructed between 2016 and 2019, and reported absorption rates of 13 to 30 units per month, with an average of 20 units per month. Pad on Harvard is a market rate development, used as a comparable property for the purposes of this report, located approximately 0.1 mile northeast of the Subject in College Park. This property reported an absorption rate of 13 units per month. Additionally, the contact at Pad on Harvard reported that occupancy has remained high since opening. Madison Heights I is a LIHTC development located approximately 15.8 miles south of the Subject in Hampton. This property opened in December 2018 and was fully-occupied in April 2019. Thus, Madison Heights I demonstrated an absorption rate of 30 units per month. Mills Creek Crossing is a LIHTC development located approximately 17.8 miles northeast of the Subject in Decatur. This property reported an absorption rate of 17 units per month. The contact at Mills Creek Crossing reported that management maintains a waiting list, and stated that demand for affordable housing in the area is strong.

We believe there will be strong demand for the Subject’s units due to the low vacancy rates among the stabilized LIHTC comparables and presence of waiting lists in the market. We believe the Subject will experience an absorption rate within the range of the LIHTC properties illustrated above. We estimate that the Subject will experience an absorption rate of 20 units per month, which equates to an absorption period of approximately two to three months.

K. INTERVIEWS

Atlanta Housing Authority

We made multiple attempts to contact the Atlanta Housing Authority in order to determine the number Housing Choice Vouchers currently in use; however, as of the date of this report our calls have not been returned. According to the Atlanta Housing Authority website, the Housing Choice Voucher waiting list is closed (last opened in March 2017) and consists of approximately 30,000 households. The payment standards for Fulton County are listed below.

PAYMENT STANDARDS	
Unit Type	Standard
One-Bedroom	\$1,127
Two-Bedroom	\$1,283

Source: Georgia Department of Community Affairs, effective January 1, 2020

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

Planning

We made numerous attempts to contact the City of Atlanta’s Planning Departments. However, as of the date of this report, our calls have not been returned. We conducted additional online research utilizing LIHTC allocation lists provided by the Georgia Department of Community Affairs and a CoStar new construction report. According to our research, there are eight multifamily developments currently planned, proposed, or under construction in the Subject’s PMA. None of these developments will be directly competitive with the Subject.

Property Name	Rent		PLANNED DEVELOPMENT		LIHTC Allocation Year	Construction Status	Distance to Subject
	Structure	Tenancy	Total Units	Competitive Units			
Hillcrest Senior	LIHTC/PBRA	Senior	180	0	2018	Under construction	3.1 miles
Union Landings	LIHTC	Family	240	120	2018	Under construction	7.0 miles
Renaissance at Garden Walk	LIHTC	Senior	160	0	2018	Under construction	4.1 miles

- Hillcrest Senior was allocated in 2018 for the new construction of 180 units targeting seniors in Atlanta, approximately 3.1 miles north of the Subject. Upon completion, the property will offer 180 one and two-bedroom units restricted to 60 percent of the AMI. Of these, 65 units will be subsidized with project-based rental assistance (PBRA). The remaining 94 one-bedroom and 21 two-bedroom units will not compete directly with the Subject given the dissimilar tenancy. Thus, these units have not been deducted in our demand analysis.
- Union Landings was allocated in 2018 for the new construction of 240 units targeting families in Atlanta, approximately 7.0 miles southwest of the Subject. Upon completion, the property will offer 240 one, two and three-bedroom units restricted to 60 percent of the AMI. The 24 one-bedroom and 96 two-bedroom units will compete directly with the Subject and these units have been deducted in our demand analysis.
- Renaissance at Garden Walk was allocated in 2018 for the new construction of 160 units targeting seniors 62 and older in Atlanta, approximately 4.1 miles southeast of the Subject. Upon completion, the property will offer 160 one and two -bedroom units restricted to 50 and 60 percent of the AMI. Given the dissimilar tenancy, this property will not directly compete with the Subject and these units have not been deducted in our demand analysis.

A total of 120 LIHTC units are deducted from our demand analysis.

The Atlanta Metro Chamber of Commerce

The Atlanta Metro Chamber of Commerce posts yearly business openings and expansions. The following table details all expansions that total 50 or more jobs created since 2018.

**2018-2019 BUSINESS OPENINGS & EXPANSIONS
FULTON COUNTY, GA**

Company	Facility Type	Product or Service	Projected # of Jobs
2019			
PVH Corp.	Distribution Center	Apparel (Tommy Hilfiger, Calvin Klein, IZOD, others)	575
Samsara	East Coast Hub	IoT Platform for Logistics/Fleet Operations	500
Ameris Bancorp	Financial Center	Banking	300
Idom	IoT North American Headquarters	Consulting, Engineering & Architecture	300
PagerDuty	Branch Office	Digital Operations Management	300
POP Displays USA	Manufacturing & Distribution Facility	Merchandising Solutions	280
Dematic	Global Headquarters	Supply Chain Software & Services	230
Convoy	Branch Office	Tech-Enabled Freight Brokerage	200
Edifecs	Branch Office	Health IT	200
Expansive	Shared Services	Cybersecurity	200
Post Consumer Brands	Distribution Center	Breakfast Cereals	150
EarthFresh	Advanced Technology Packing Plant & Distribution Center	Organic Produce	100
Smarp	North American Headquarters	Employee Communications & Advocacy Platform	60
DS Smith	North American Headquarters	Packaging	58
Loeb Enterprises (Loeb.ATL)	Startup Lab & Venture Studio	Venture Collective of Early-Stage Companies	50
2018			
Inspire Brands	Corporate Headquarters & Global Support Center	Restaurant Group (Arby's, Buffalo Wild Wings, Sonic, Rusty Taco)	1,120
BlackRock	Innovation Hub	Asset Management & Technology Solutions	1,000
Norfolk Southern	North American Headquarters (Fortune 500)	Transportation	850
Salesforce	Regional Headquarters	Customer Relationship Management	600
Starbucks	East Coast Satellite Office	Coffeehouse Chain	500
Instacart	Customer Experience Center/Call Center	Grocery Delivery	425
JuVare	Corporate Headquarters	Emergency Preparedness & Response Software	300
Pandora	Branch Office	Music Streaming	250
Edible Arrangements	Second Corporate Headquarters	Fresh Fruit Bouquets	200
Instant Financial	Branch Office	FinTech Platform	100
Oncology Analytics	Corporate Headquarters	Healthcare Data Analytics	100
Vero Biotech	Corporate Headquarters	Cardiopulmonary Nitric Oxide Products	100
Wirex	U.S. Headquarters	FinTech (Cryptocurrency Wallets)	100
ClusterTruck	Branch Office	Food Preparation & Delivery	80
VanRiet Material Handling Systems	Manufacturing Facility	Intra-Logistic System Integration	75
RIB Software	U.S. Headquarters	Construction Project Software	65
CargoBarn	Corporate Headquarters	Third-Party Logistics	50
International Society of Arboriculture	U.S. Headquarters	Non-Profit Member Organization	50
Redtail Technology	East Coast Headquarters	Web-Based Client Relationship Management	50
Twilio	Branch Office	Cloud Communications	50
Project Verte	Corporate Headquarters	eCommerce	50
Total			9,618

Source: Metro Atlanta Chamber of Commerce, retrieved 12/2019

As illustrated in the above table, there have been 36 business expansions in the Fulton County area since 2018. Those expansions were projected to bring in an estimated 9,618 new jobs.

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

L. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

Demographics

Between 2010 and 2019, there was approximately 0.9 percent annual growth in population in the PMA, which was less than that of the MSA and higher than that of the national population growth rate over the same time period. Total population in the PMA is projected to increase at a rate of 1.0 percent annually from 2019 through projected market entry and 2024, which is a growth rate below that of the MSA and above that of the nation as a whole. The current population of the PMA is 196,243 and is expected to be 202,267 in 2022. The current number of households in the PMA is 74,777 and is expected to be 77,032 in 2022. Renter households in the PMA are concentrated in the lowest income cohorts, with 39.5 percent of renter households in the PMA are earning incomes between \$20,000 and \$49,999 annually. The Subject will target tenants earning between \$24,549 and \$50,260 for its LIHTC units; therefore, the Subject should be well-positioned to service this market. Overall, population growth and the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

Employment Trends

Employment in the PMA is concentrated in the transportation/warehousing, healthcare/social assistance, and retail trade industries, which collectively comprise 37.8 percent of local employment. There have been several WARN notices issued in the county since 2019, resulting in 2,926 job losses. However, these job losses have been offset by numerous business expansions and new additions. Overall, Fulton County has experienced moderate employment growth since 2011. Total employment in Fulton County surpassed pre-recessionary levels in 2014. In the period between December 2018 and December 2019, total employment in Fulton County increased 1.9 percent. Overall, employment growth and the declining unemployment rate indicates that Fulton County has made a recovery from the most recent national recession and is in an expansionary phase. Recent business expansions in several industries suggest both the health of the county's historically stable industries such as healthcare and the growth of other industries such as professional/scientific/technology services. The growing local economy is a positive indicator of demand for rental housing and the Subject's proposed units. We note that COVID-19 may slow down growth in total employment; however, we do not believe that the PMA is more prone to recessionary impacts from the emergency measures.

Capture Rates

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

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Proposed Rents
1BR @ 50% AMI	\$24,549	\$31,900	10	1,348	0	1,348	0.7%	\$600
1BR @ 60% AMI	\$29,691	\$38,280	11	1,312	24	1,288	0.9%	\$750
1BR @ 70% AMI	\$35,006	\$44,660	5	1,374	0	1,374	0.4%	\$905
1BR Overall	\$24,549	\$44,660	26	2,631	24	2,607	1.0%	-
2BR @ 50% AMI	\$29,554	\$35,900	12	1,211	0	1,211	1.0%	\$730
2BR @ 60% AMI	\$34,526	\$43,080	17	1,179	96	1,083	1.6%	\$875
2BR @ 70% AMI	\$42,206	\$50,260	5	1,235	0	1,235	0.4%	\$1,099
2BR Overall	\$29,554	\$50,260	34	2,365	96	2,269	1.5%	-
50% AMI Overall	\$24,549	\$35,900	22	2,559	0	2,559	0.9%	-
60% AMI Overall	\$29,691	\$43,080	28	2,491	120	2,371	1.2%	-
70% AMI Overall	\$35,006	\$50,260	10	2,608	0	2,608	0.4%	-
Overall	\$24,549	\$50,260	60	4,996	120	4,876	1.2%	-

As the analysis illustrates, the Subject’s capture rates at the 50 percent AMI level will range from 0.7 to 1.0 percent, with an overall capture rate of 0.9 percent. The Subject’s capture rates at the 60 percent AMI level will range from 0.9 to 1.6 percent, with an overall capture rate of 1.2 percent. The Subject’s capture rates at the 70 percent AMI level will be 0.4 percent. The overall capture rate for the project’s 50, 60, and 70 percent units is 1.2 percent. Therefore, we believe there is adequate demand for the Subject. All capture rates are within Georgia DCA thresholds.

Absorption

We were able to obtain absorption information from one of the comparable properties. We were also able to obtain absorption information from two additional LIHTC properties, which is illustrated following table.

ABSORPTION						
Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)	
Madison Heights I	LIHTC	Family	2018	121	30	
Pad On Harvard	Market	Family	2016	109	13	
Mills Creek Crossing	LIHTC	Family	2015	200	17	

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. As illustrated in the previous table, the properties were constructed between 2016 and 2019, and reported absorption rates of 13 to 30 units per month, with an average of 20 units per month. Pad on Harvard is a market rate development, used as a comparable property for the purposes of this report, located approximately 0.1 mile northeast of the Subject in College Park. This property reported an absorption rate of 13 units per month. Additionally, the contact at Pad on Harvard reported that occupancy has remained high since opening. Madison Heights I is a LIHTC development located approximately 15.8 miles south of the Subject in Hampton. This property opened in December 2018 and was fully-occupied in April 2019. Thus, Madison Heights I demonstrated an absorption rate of 30 units per month. Mills Creek Crossing is a LIHTC development located approximately 17.8 miles northeast of the Subject in Decatur. This property reported an absorption rate of 17 units per month. The contact at Mills Creek Crossing reported that management maintains a waiting list, and stated that demand for affordable housing in the area is strong.

We believe there will be strong demand for the Subject’s units due to the low vacancy rates among the stabilized LIHTC comparables and presence of waiting lists in the market. We believe the Subject will experience an absorption rate within the range of the LIHTC properties illustrated above. We estimate that the Subject will experience an absorption rate of 20 units per month, which equates to an absorption period of approximately two to three months.

Vacancy Trends

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY					
Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Fulton Pointe Apartments	LIHTC	Family	160	1	0.6%
Hidden Creste	LIHTC/ Market	Family	320	15	4.7%
Leyland Pointe	LIHTC	Family	276	0	0.0%
Mallalieu Pointe	LIHTC/ Market	Family	67	0	0.0%
Pad On Harvard	Market	Family	109	3	2.8%
Phoenix Place	Market	Family	136	1	0.7%
Rugby Valley	Market	Family	140	6	4.3%
The Atlantic Aerotropolis*	Market	Family	269	11	4.1%
Total LIHTC			823	16	1.9%
Total Market Rate			654	21	3.2%
Overall Total			1,477	37	2.5%

*Located outside of the PMA

Overall vacancy in the market is low at 2.5 percent, and LIHTC vacancy is lower at 1.9 percent. Two of the LIHTC comparables are fully-occupied, while Fulton Pointe Apartments has only one vacant unit and is occupied at 99.4 percent, according to the contact at this property. Hidden Creste reported the highest vacancy among the LIHTC comparables at 4.7 percent. The contact reported that two of the 15 vacant units are pre-leased, while the remaining vacant units are being processed from a waiting list. The contact at this property stated that they have a higher number of vacancies than usual due to COVID-19 affecting the vendors efficiency in preparing vacant units for move-in. Further, the contact stated that the property is typically occupied at 97 percent. Two of the LIHTC comparables reported maintaining waiting lists up to 300 or more households in length, indicating strong demand for affordable housing in the area. The Subject will exhibit similar to superior condition to the LIHTC comparables upon completion. Therefore, we believe there is adequate demand for the Subject as proposed.

Vacancy among the market rate comparable properties is low at 3.2 percent. All of the comparable market rate properties reported occupancy rates of 95.7 percent or higher. As a newly constructed property with a competitive amenity package, we anticipate that the Subject would perform with a vacancy rate of five percent or less. The low vacancy rates and presence of waiting lists among the stabilized LIHTC comparables indicates demand for affordable housing in the area. Based on these factors, we believe that there is sufficient demand for additional affordable housing in the market. We do not believe that the Subject will impact the performance of the existing LIHTC properties if allocated.

Strengths of the Subject

The Subject will be the newest LIHTC development in the PMA upon completion. The Subject will exhibit excellent condition upon completion, which is similar to superior to the existing LIHTC housing stock in the PMA. The Subject will offer competitive amenity packages. The Subject will offer a considerable rent advantage over the comparables; the Subject's proposed rents are among the lowest in the market. Therefore, we believe the Subject will be well received in the market given its competitive advantage over the existing housing stock, competitive amenity packages, and rent advantage over the LIHTC and market rate comparables.

Conclusion

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The vacancy rate among the existing stabilized LIHTC comparables is low at 1.9 percent. Two of the LIHTC comparables are fully-occupied, while Fulton Pointe Apartments has only one vacant unit and is occupied at 99.4 percent, according to the contact at this property.

Hidden Creste reported the highest vacancy among the LIHTC comparables at 4.7 percent. The contact reported that two of the 15 vacant units are pre-leased, while the remaining vacant units are being processed from a waiting list. The contact at this property stated that they have a higher number of vacancies than usual due to COVID-19 affecting the vendors efficiency in preparing vacant units for move-in. Further, the contact stated that the property is typically occupied at 97 percent. Two of the LIHTC comparables reported maintaining waiting lists up to 300 or more households in length, indicating strong demand for affordable housing in the area. These factors indicate demand for affordable housing in the area is strong. The Subject will offer inferior to similar in-unit and property amenities in comparison to the LIHTC and market rate comparable properties. The Subject will offer a community room, laundry facility, and exercise facility, which some of the comparables will lack. However, the Subject will lack a business center and a swimming pool, which is offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered similar to superior in terms of condition to the majority of the comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties. Additionally, the Subject's proposed rents are among the lowest in the market. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at several LIHTC comparable properties, we believe that the Subject is reasonable as proposed. We believe that it will fill a void in the market and will perform well.

Recommendations

We recommend the Subject as proposed.

M. SIGNED STATEMENT REQUIREMENTS

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

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

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



H. Blair Kincer, MAI
Partner
Novogradac Consulting LLP

June 16, 2020



Brian Neukam
Manager
Novogradac Consulting LLP

June 16, 2020



Brinton Noble
Analyst
Novogradac Consulting LLP

June 16, 2020

ADDENDUM A
Assumptions and Limiting Conditions

ASSUMPTIONS AND LIMITING CONDITIONS

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

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

ADDENDUM B
Subject and Neighborhood Photographs

Photographs of Subject Site and Surrounding Uses



East along Harvard Avenue



West along Harvard Avenue



North along Washington Street



South along Washington Street



View of Subject Site



View of Subject Site



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Transit station west of the Subject site



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood

ADDENDUM C
Qualifications

STATEMENT OF PROFESSIONAL QUALIFICATIONS

H. BLAIR KINCER, MAI, CRE

I. Education

Duquesne University, Pittsburgh, Pennsylvania
Masters in Business Administration
Graduated Summa Cum Laude

West Virginia University, Morgantown, West Virginia
Bachelor of Science in Business Administration
Graduated Magna Cum Laude

II. Licensing and Professional Affiliation

Member of the Appraisal Institute (MAI)
Member, The Counselors of Real Estate (CRE)
LEED Green Associate
Member, National Council of Housing Market Analysts (NCHMA)
Past Member Frostburg Housing Authority

Certified General Real Estate Appraiser, No. GA12288 – District of Columbia
Certified General Real Estate Appraiser, No CG1694 – State of Maine
Certified General Real Estate Appraiser, No. 1326 – State of Maryland
Certified General Real Estate Appraiser, No. 103789 – State of Massachusetts
Certified General Real Estate Appraiser, No. 46000039124 – State of New York
Certified General Real Estate Appraiser, No. A6765 – State of North Carolina
Certified General Real Estate Appraiser, No. GA001407L – Commonwealth of Pennsylvania
Certified General Real Estate Appraiser, No. 5930 – State of South Carolina
Certified General Real Estate Appraiser, No. 3918 – State of Tennessee
Certified General Real Estate Appraiser, No. 4001004822 – Commonwealth of Virginia

III. Professional Experience

Partner, Novogradac & Company LLP
Vice President/Owner, Capital Realty Advisors, Inc.
Vice President - Acquisitions, The Community Partners Development Group, LLC
Commercial Loan Officer/Work-Out Specialist, First Federal Savings Bank of Western MD
Manager - Real Estate Valuation Services, Ernst & Young LLP
Senior Associate, Joseph J. Blake and Associates, Inc.
Senior Appraiser, Chevy Chase, F.S.B.
Senior Consultant, Pannell Kerr Forster

IV. Professional Training

Have presented at and attended various industry conferences regarding the HTC, RETC, NMTC and LIHTC and various market analysis and valuation issues.

Obtained the MAI designation in 1998, maintaining continuing education requirements since. Registered as completing additional professional development programs administered by the Appraisal Institute in the following topic areas:

- 1) Valuation of the Components of a Business Enterprise
- 2) Valuation of Sustainable Buildings: Commercial
- 3) Valuation of Sustainable Buildings: Residential

V. Real Estate Assignments – Examples

In general, have managed and conducted numerous market analyses and appraisals for all types of commercial real estate since 1988.

- Performed numerous appraisals for the US Army Corps of Engineers US Geological Survey and the GSA. Property types included Office, Hotel, Residential, Land, Gymnasium, warehouse space, border patrol office. Properties located in varied locations such as the Washington, DC area, Yuma, AZ, Moscow, ID, Blaine, WA, Lakewood, CO, Seattle, WA
- Performed appraisals of commercial properties such as hotels, retail strip centers, grocery stores, shopping centers etc for properties in various locations throughout Pennsylvania, New Jersey, Maryland, New York for Holiday, Fenoglio, Fowler, LP and Three Rivers Bank.
- Have managed and conducted numerous market and feasibility studies for affordable housing. Properties are generally Section 42 Low Income Housing Tax Credit Properties. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of LIHTC properties. Analysis typically includes; unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis. An area of special concentration has been the category of Senior Independent living properties. Work has been national in scope.
- Provided appraisal and market studies for a large portfolio of properties located throughout the United States. The reports provided included a variety of property types including vacant land, office buildings, multifamily rental properties, gas stations, hotels, retail buildings, industrial and warehouse space, country clubs and golf courses, etc. The portfolio included more than 150 assets and the work was performed for the SBA through Metec Asset Management LLP.
- Have managed and conducted numerous appraisals of affordable housing (primarily LIHTC developments). Appraisal assignments typically involved determining the as is, as if complete and the as if complete and stabilized values. Additionally, encumbered

(LIHTC) and unencumbered values were typically derived. The three traditional approaches to value are developed with special methodologies included to value tax credit equity, below market financing and Pilot agreements.

- Performed numerous appraisals in 17 states of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing program. These appraisals meet the requirements outlined in HUD Handbook 4465.1 and Chapter 7 of the HUD MAP Guide.
- Performed numerous market study/appraisals assignments for USDA RD properties in several states in conjunction with acquisition rehabilitation redevelopments. Documents are used by states, FannieMae, USDA and the developer in the underwriting process. Market studies are compliant to State, FannieMae and USDA requirements. Appraisals are compliant to FannieMae and USDA HB-1-3560 Chapter 7 and Attachments.
- Completed numerous FannieMae appraisals of affordable and market rate multi-family properties for Fannie DUS Lenders. Currently have ongoing assignment relationships with several DUS Lenders.
- In accordance with HUD's Section 8 Renewal Policy and Chapter 9, Mr. Kincer has completed numerous Rent Comparability Studies for various property owners and local housing authorities. The properties were typically undergoing recertification under HUD's Mark to Market Program.
- Completed Fair Market Value analyses for solar panel installations, wind turbine installations, and other renewable energy assets in connection with financing and structuring analyses performed by various clients. The clients include lenders, investors, and developers. The reports are used by clients and their advisors to evaluate certain tax consequences applicable to ownership. Additionally, the reports have been used in the ITC funding process and in connection with the application for the federal grant identified as Section 1603 American Recovery & Reinvestment Act of 2009.

**STATEMENT OF PROFESSIONAL QUALIFICATIONS
BRIAN NEUKAM**

EDUCATION

Georgia Institute of Technology, Bachelor of Industrial Engineering, 1995

State of Georgia Certified General Real Property Appraiser No.329471

State of North Carolina Certified General Appraiser No. 8284

State of South Carolina Certified General Appraiser No. 7493

PROFESSIONAL TRAINING

National USPAP and USPAP Updates

General Appraiser Market Analysis and Highest & Best Use

General Appraiser Sales Comparison Approach

General Appraiser Site Valuation and Cost Approach

General Appraiser Income Capitalization Approach I and II

General Appraiser Report Writing and Case Studies

EXPERIENCE

Novogradac & Company LLP, Manager, December 2016-present

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

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

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

REAL ESTATE ASSIGNMENTS

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

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

STATEMENT OF PROFESSIONAL QUALIFICATIONS

Brinton Noble

I. Education

Clemson University - Clemson, SC
Bachelor of Science in Economics

II. Professional Experience

Analyst, Novogradac & Company LLP, December 2019 – Present
Junior Analyst, Novogradac & Company LLP, January 2019 – December 2019
Substitute Teacher, Fayetteville-Manlius School District, September 2017 - October 2018
Intern to the Assistant Superintendent of Business Administration, Fayetteville-Manlius School District, May 2016 - June 2016

III. Research Assignments

A representative sample of work on various types of projects:

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

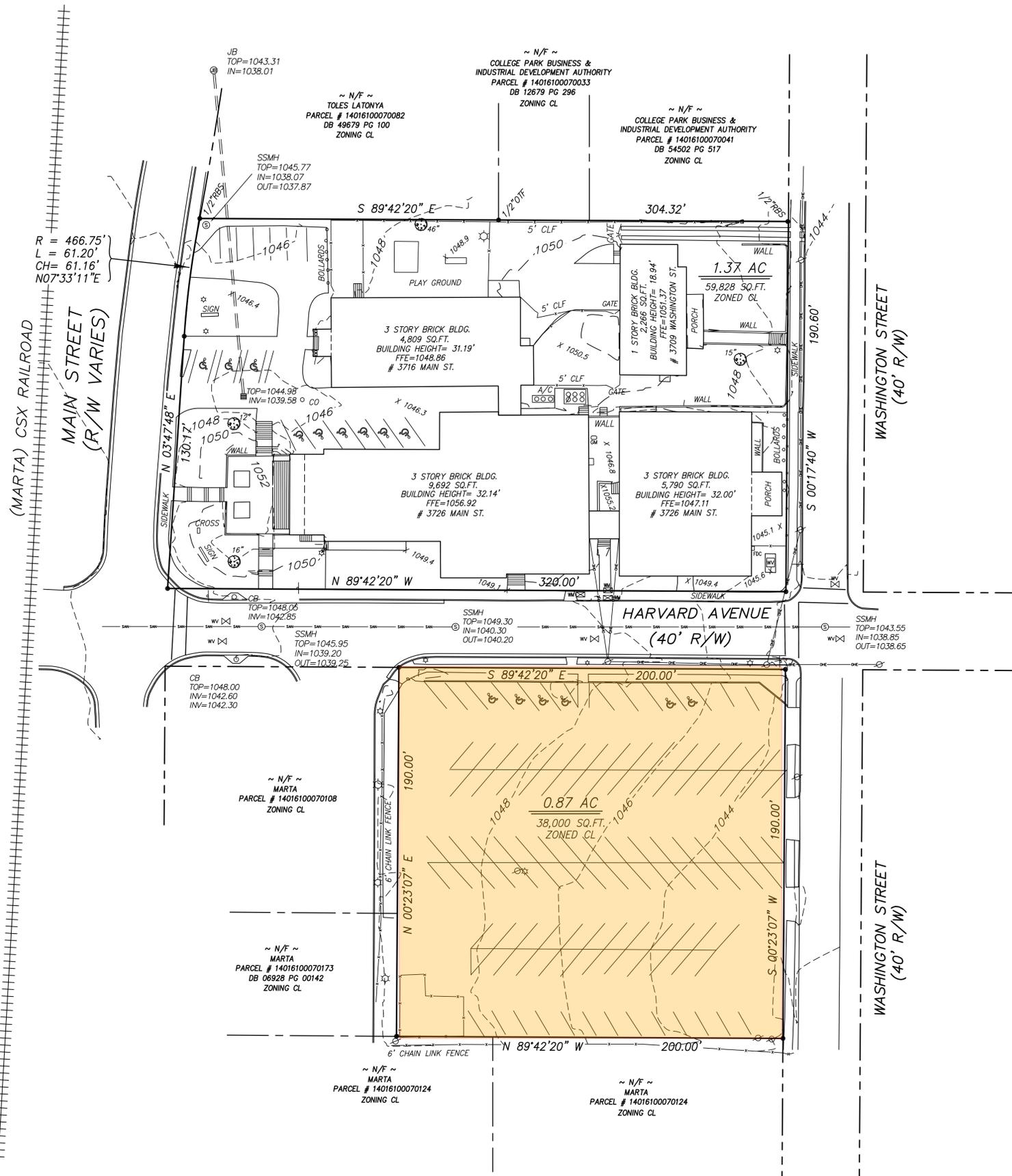
ADDENDUM D
Summary Matrix

SUMMARY MATRIX

Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate
Subject	Diamond Multifamily 1816 Harvard Avenue College Park, GA 30337 Fulton County	-	Midrise 4-stories 2022 / n/a Family	@50%, @60%, @70%	1BR / 1BA	10	16.4%	697	@50%	\$600	No	N/A	N/A	N/A
					1BR / 1BA	11	18.0%	697	@60%	\$750	No	N/A	N/A	N/A
					1BR / 1BA	5	8.2%	697	@70%	\$905	No	N/A	N/A	N/A
					2BR / 1BA	12	19.7%	942	@50%	\$730	No	N/A	N/A	N/A
					2BR / 1BA	17	27.9%	942	@60%	\$875	No	N/A	N/A	N/A
					2BR / 1BA	5	8.2%	942	@70%	\$1,099	No	N/A	N/A	N/A
					<u>60</u>							N/A	N/A	
1	Fulton Pointe Apartments 4171 Washington Road East Point, GA 30344 Fulton County	2.5 miles	Garden 2-stories 1971 / 2003/2019 Family	@60%	1BR / 1BA	45	28.1%	950	@60%	\$799	Yes	No	0	0.0%
					2BR / 2BA	90	56.3%	1,000	@60%	\$949	Yes	No	1	1.1%
					3BR / 2BA	25	15.6%	1,250	@60%	\$1,192	Yes	No	0	0.0%
					<u>160</u>							1	0.6%	
2	Hidden Creste 3200 Stone Rd SW Atlanta, GA 30331 Fulton County	3.0 miles	Garden 2-stories 1975 / 2005 Family	@60%, Market	1BR / 1BA	39	12.2%	970	@60%	\$740	No	None	0	0.0%
					1BR / 1BA	9	2.8%	970	Market	\$850	N/A	None	0	0.0%
					2BR / 2BA	181	56.6%	1,100	@60%	\$851	No	None	11	6.1%
					2BR / 2BA	43	13.4%	1,100	Market	\$970	N/A	None	2	4.7%
					3BR / 2BA	24	7.5%	1,400	@60%	\$943	No	None	0	0.0%
					3BR / 2.5BA	8	2.5%	1,400	Market	\$1,175	N/A	None	1	12.5%
					4BR / 2BA	12	3.8%	1,500	@60%	\$1,013	No	None	0	0.0%
					4BR / 2BA	4	1.3%	1,500	Market	\$1,425	N/A	None	1	25.0%
					<u>320</u>							15	4.7%	
3	Leyland Pointe 2900 Laurel Ridge Way East Point, GA 30344 Fulton County	2.7 miles	Garden 4-stories 2005 / n/a Family	@60%	1BR / 1BA	70	25.4%	660	@60%	\$788	Yes	No	0	0.0%
					2BR / 2BA	110	39.9%	1,059	@60%	\$916	Yes	No	0	0.0%
					3BR / 2BA	96	34.8%	1,270	@60%	\$1,010	Yes	No	0	0.0%
					<u>276</u>							0	0.0%	
4	Mallalieu Pointe 2627 Church St Atlanta, GA 30344 Fulton County	2.2 miles	Midrise 4-stories 2017 / n/a Family	@50%, @60%, Market	1BR / 1BA	N/A	N/A	702	@50%	\$639	No	Yes	0	N/A
					1BR / 1BA	N/A	N/A	702	@60%	\$695	No	Yes	0	N/A
					1BR / 1BA	N/A	N/A	702	Market	\$760	N/A	Yes	0	N/A
					2BR / 1BA	N/A	N/A	940	@50%	\$750	No	Yes	0	N/A
					2BR / 1BA	N/A	N/A	940	@60%	\$765	No	Yes	0	N/A
					2BR / 1BA	N/A	N/A	940	Market	\$810	N/A	Yes	0	N/A
					3BR / 1BA	N/A	N/A	N/A	@60%	\$895	No	Yes	0	N/A
					3BR / 1BA	N/A	N/A	N/A	Market	\$975	N/A	Yes	0	N/A
					<u>67</u>							0	0.0%	
5	Pad On Harvard 1777 Harvard Avenue College Park, GA 30337 Fulton County	0.1 miles	Lowrise 4-stories 2016 / n/a Family	Market	0BR / 1BA	N/A	N/A	558	Market	\$1,125	N/A	N/A	N/A	N/A
					1BR / 1BA	N/A	N/A	631	Market	\$1,250	N/A	N/A	N/A	N/A
					2BR / 1BA	N/A	N/A	800	Market	\$1,400	N/A	N/A	N/A	N/A
					2BR / 2BA	N/A	N/A	1,000	Market	\$1,575	N/A	N/A	N/A	N/A
					<u>109</u>							3	2.8%	
6	Phoenix Place 2420 Heaton Road East Point, GA 30344 Fulton County	1.4 miles	Garden 2-stories 1971 / n/a Family	Market	1BR / 1.5BA	31	22.8%	743	Market	\$750	N/A	N/A	0	0.0%
					2BR / 1.5BA	105	77.2%	1,120	Market	\$808	N/A	N/A	1	1.0%
					<u>136</u>								1	0.7%
7	Rugby Valley 2165 Rugby Avenue Atlanta, GA 30337 Fulton County	1.0 miles	Garden 2-stories 1970 / 2005 Family	Market	1BR / 1BA	N/A	N/A	685	Market	\$910	N/A	No	N/A	N/A
					2BR / 1BA	N/A	N/A	950	Market	\$1,195	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	985	Market	\$1,235	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,250	Market	\$1,300	N/A	No	N/A	N/A
					3BR / 2BA	N/A	N/A	1,585	Market	\$1,500	N/A	No	N/A	N/A
					<u>140</u>								6	4.3%
8	The Atlantic Aerotropolis 3640 S Fulton Ave Hapeville, GA 30354 Fulton County	2.2 miles	Midrise 5-stories 2008 / n/a Family	Market	1BR / 1BA	N/A	N/A	772	Market	\$1,250	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,136	Market	\$1,600	N/A	No	N/A	N/A
					3BR / 2.5BA	N/A	N/A	1,553	Market	\$2,025	N/A	No	N/A	N/A
					<u>269</u>								11	4.1%

ADDENDUM E
Subject Survey and Site Plans

THIS BLOCK RESERVED FOR THE CLERK OF SUPERIOR COURT



GEORGIA SURVEYOR CERTIFICATION

THIS PLAT IS A RETRACEMENT OF AN EXISTING PARCEL OR PARCELS OF LAND AND DOES NOT SUBDIVIDE OR CREATE A NEW PARCEL OR MAKE ANY CHANGES TO ANY REAL PROPERTY BOUNDARIES. THE RECORDING INFORMATION OF THE DOCUMENTS, MAPS, PLATS OR OTHER INSTRUMENTS WHICH CREATED THE PARCEL OR PARCELS ARE STATED HEREON. RECORDATION OF THIS PLAT DOES NOT IMPLY APPROVAL OF ANY LOCAL JURISDICTION, AVAILABILITY OF PERMITS, COMPLIANCE WITH LOCAL REGULATIONS OR REQUIREMENTS OR SUITABILITY FOR ANY USE OR PURPOSE OF THE LAND. FURTHERMORE, THE UNDERSIGNED LAND SURVEYOR CERTIFIES THAT THIS PLAT COMPLIES WITH THE MINIMUM TECHNICAL STANDARDS FOR PROPERTY SURVEYS IN GEORGIA AS SET FORTH IN THE RULES AND REGULATIONS OF THE GEORGIA BOARD OF REGISTRATION FOR PROFESSIONAL ENGINEERS AND LAND SURVEYORS AND AS SET FORTH IN O.C.G.A. SECTION 15-6-67.

LEGEND

	UTILITY POLE
	SANITARY SEWER MANHOLE
	STORM DRAIN PIPE
	DOUBLE-WING CATCH BASIN
	SINGLE-WING CATCH BASIN
	JUNCTION BOX
	GRATE INLET
	SANITARY SEWER LINE
	WATER LINE
	GAS LINE
	ELECTRIC LINE
	FIBER MAIN
	FIBER OPTIC
	FENCE
	TOP OF BANK
	CENTERLINE
	TRAFFIC SIGNAL POLE
	TRAFFIC SIGNAL BOX
	POWER POLE
	LIGHT POLE
	TELEPHONE/CABLE BOX
	ELECTRICAL TRANSFORMER BOX
	SIGN
	FIRE HYDRANT
	WATER VALVE
	WATER METER
	WELL
	MONITORING WELL
	GAS VALVE
	GAS METER
	LIQUIFIED PROPANE GAS
	REBAR FOUND
	REBAR PIN SET
	RIGHT-OF-WAY MONUMENT
	CONCRETE
	REBAR PIN FOUND
	IRON PIN FOUND
	OPEN TOP PIPE FOUND
	CRIMP TOP PIPE FOUND
	R/W MONUMENT FOUND



- SURVEYOR'S NOTES**
1. THE FIELD DATA ON WHICH THIS PLAT IS BASED WAS COMPLETED ON SEPTEMBER 5, 2019.
 2. THE FIELD DATA ON WHICH THIS PLAT IS BASED HAS A CLOSURE OF ONE FOOT IN 97,139 FEET AND AN ANGULAR ERROR OF 1" PER ANGLE, AND WAS ADJUSTED USING LEAST SQUARES.
 3. THE LINEAR AND ANGULAR MEASUREMENTS SHOWN ON THIS PLAT WERE OBTAINED BY FIELD SURVEY USING A GEOMAX 90 ELECTRONIC TOTAL STATION.
 4. THIS PLAT HAS BEEN CALCULATED FOR CLOSURE AND IS FOUND TO BE ACCURATE WITHIN ONE FOOT IN 480,750 FEET.
 5. LOCATION AND ARRANGEMENT OF UNDERGROUND UTILITIES ARE PROVIDED BY VISIBLE ACCESSIBLE FIELD EVIDENCE. THERE IS NO CERTAINTY OF THE ACCURACY OF THIS INFORMATION AND IT SHALL BE CONSIDERED IN THAT LIGHT BY THOSE USING THIS SURVEY. UTILITIES AND STRUCTURES NOT SHOWN MAY BE ENCOUNTERED. THE OWNER, HIS CONSULTANTS, AND HIS CONTRACTORS SHALL HEREBY DISTINCTLY UNDERSTAND THAT THIS SURVEYOR IS NOT RESPONSIBLE FOR THE SUFFICIENCY OF THE UNDERGROUND UTILITY INFORMATION PROVIDED HEREON.
 6. ELEVATIONS WERE DETERMINED THROUGH GPS OBSERVATIONS AND REFERENCED TO VERTICAL DATUM NAVD88. HORIZONTAL DATUM IS BASED ON STATE PLANE COORDINATES AND REFERENCED TO NAD83.



FLOOD NOTE

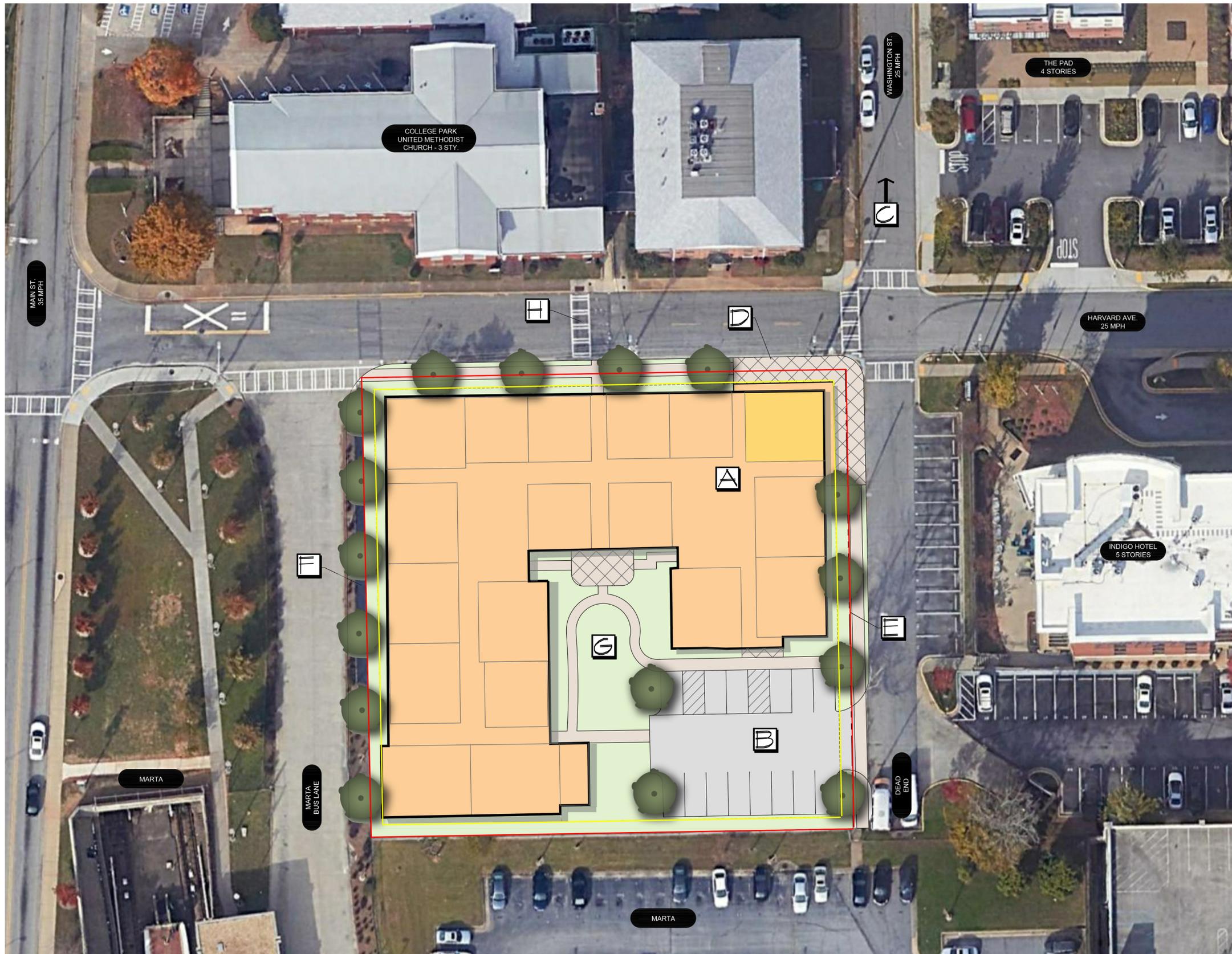
THIS PROPERTY DOES NOT LIE WITHIN AN AREA OF SPECIAL FLOOD HAZARD AS PER FEMA FIRM MAP # 13121 C 00364 F DATED SEPTEMBER 18, 2019. THIS PROPERTY LIES WITHIN FLOOD ZONE X.



BOUNDARY & TOPOGRAPHIC SURVEY FOR:
COLLEGE PARK FIRST UNITED METHODIST CHURCH
 LOCATED IN LAND LOT 161 ~ 14TH DISTRICT
 FULTON COUNTY, GEORGIA

JACOB & HEFNER ASSOCIATES
 3440 Blue Springs Road NW, Suite 101, Kennesaw, GA 30114
 PHONE: (770) 672-2276, FAX: (630) 652-4601
 www.jacobandhefner.com

Survey No.:	F760
Ordered By:	COLLEGE PARK FIRST UNITED METHODIST CHURCH
Date Prepared:	9-10-2019
Scale:	1"=30'



CONTEXT MAP

SITE DESCRIPTION:

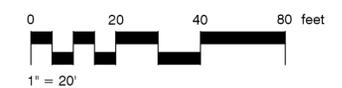
SITE ACREAGE = .870 ACRES
 CURRENT ZONING = TOD TRANSIT ORIENTED DEVELOPMENT
 PROPOSED ZONING = NA
 SETBACKS = 5' ON ALL SIDES
 61 APARTMENT UNITS AT (4) STORIES
 70.1 UNITS PER ACRE DENSITY FACTOR
 BUILDING SQUARE FOOTAGE = 24,000 SF
 GROUND FLOOR RETAIL OF 1,200 SF
 GROUND FLOOR AMENITIES AND ACCESS

PARKING REQUIREMENTS = 1.5 PER UNIT = 91.5
 3 PER 1000 COMMERCIAL = 4
 PARKING PROPOSED (ONSITE) = 10 FOR RESIDENTS
 4 FOR COMMERCIAL
 PARKING PROPOSED (OFFSITE) = 31 OFFSITE IN REMOTE
 PARKING LOT
 TOTAL RESIDENTIAL PARKING = 45 PARKING SPACES
 .75 SPACES PER UNIT FOR
 RESIDENTIAL PARKING

STORM WATER TO BE DESIGN AS UNDERGROUND STORM
 DETENTION ON SITE IN A VAULT

SITE KEY:

- A. 61 APARTMENT UNITS AT 4 STORIES W/
GROUND FLOOR AMENITY USE AND OPTION
FOR RETAIL (EX. ART STUDIO)
- B. LIMITED PARKING ON SITE
- C. REMOTE PARKING LOCATED NORTH OF SITE
- D. STREETSCAPES TO CONFORM TO LOCAL
COLLEGE PARK CODES
- E. STREET TREES ALONG EACH SIDE
- F. LANDSCAPE SCREENING ALONG WESTERN SIDE
- G. INTERIOR COURTYARD AMENITY AREA
- H. CROSSWALK TO CHURCH ESPLANADE



DISCLAIMER: FOR GRAPHIC REPRESENTATION AND DISCUSSION PURPOSES ONLY