

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

**SPRING CREEK
CROSSING**

A MARKET CONDITIONS AND PROJECT EVALUATION SUMMARY OF: SPRING CREEK CROSSING

623-542 Spaulding Road
Montezuma, Macon County, Georgia 31063

Effective Date: May 4, 2020
Report Date: June 16, 2020

Prepared for:
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June 16, 2020

Mr. Fred Bennett
Managing Partner and Chief Financial Officer
Bennett & Company
730 N Dean Rd #100
Auburn, AL 36860

Re: Application Market Study for Spring Creek Crossing, located in Montezuma, Macon County, Georgia

Dear Mr. Bennett:

At your request, Novogradac Consulting LLP performed a study of the multifamily rental market in the Montezuma, Macon 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 50-unit family LIHTC project. It will be a newly constructed affordable LIHTC project, with 50 revenue generating units, restricted to households earning 50, 60, and 70 percent of the Area Median Income (AMI) or less. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions.

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

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

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

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

MR. FRED BENNETT
BENNETT & COMPANY
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 and May collections that were better than expected for all types of multifamily 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 August 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

MR. FRED BENNETT
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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.

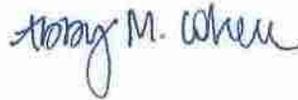
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B. EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

1. Project Description

Spring Creek Crossing will be a newly constructed family property located at 623-542 Spaulding Road in Montezuma, Macon County, Georgia, which will consist of nine, one and two-story, residential buildings in addition to one community 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 National Non-Metro Maximum Allowable Gross Rent	2020 HUD Fair Market Rents	
@50%								
1BR / 1BA	780	4	\$395	\$97	\$492	\$568	\$494	
2BR / 2BA	1,015	8	\$490	\$123	\$613	\$681	\$651	
3BR / 2BA	1,250	8	\$610	\$150	\$760	\$787	\$811	
@60%								
1BR / 1BA	780	4	\$405	\$97	\$502	\$681	\$494	
2BR / 2BA	1,015	8	\$505	\$123	\$628	\$817	\$651	
3BR / 2BA	1,250	8	\$640	\$150	\$790	\$945	\$811	
@70%								
1BR / 1BA	780	2	\$425	\$97	\$522	\$795	\$494	
2BR / 2BA	1,015	4	\$550	\$123	\$673	\$953	\$651	
3BR / 2BA	1,250	4	\$675	\$150	\$825	\$1,102	\$811	
		50						

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 and AMI level. The Subject’s location is considered a rural area as determined by USDA. Therefore, the Subject is eligible to use the national non-metropolitan rent and income limits, which are higher than the published rent and income limits for Macon County. The Subject will offer generally superior in-unit amenities in comparison to the LIHTC and market rate comparable properties and slightly inferior to slightly superior property amenities. The Subject will offer in-unit washers and dryers, a business center, and exercise facility, which many of the comparables will lack. However, the Subject will not offer exterior storage, walk-in closets, or a swimming pool, which are offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market.

2. Site Description/Evaluation

The Subject site is located on the north side of Spaulding Road. The Subject site is currently vacant land. North of the Subject site is vacant land. Farther north are single-family homes in average condition. East of the Subject site are single-family homes in average condition. Farther east are single-family homes in average condition, commercial uses in average condition, and the Dr. Carl P. Savage Sr. Airport, which could be considered a negative attribute. However, this does not appear to be a detriment in the neighborhood given the high occupancy rates of single-family homes in the area. South of the Subject site, across Spaulding Road, are single-family homes and commercial uses in average condition. Farther south are single-family homes and commercial uses in average condition as well as a multifamily development, Country Village Apartments, which we exclude as a comparable due to its subsidized rents. West of the Subject site are commercial uses in average condition. Farther west are commercial uses and single-family homes in average condition. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. The Subject site is considered “Car-Dependent” by Walkscore with a rating of 31 out of 100. The total crime indices in the PMA are generally below that of the SMA and the nation. Personal and property crime in the PMA are also below the national personal crime levels. The Subject will offer limited access as a security feature. The majority of the

comparable properties offer some form of security features. Thus, it appears the Subject's security features are market-oriented. The Subject site is considered a desirable building site for rental housing. The Subject site 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, most of which are within 0.2 mile of the Subject site.

3. Market Area Definition

The PMA is defined by the Macon County line to the north, Interstate 75 to the east, Highway 165, Highway 112, Mount Vernon Road, Highway 50, Watermelon Road, Old Andersonville Road, and the Schley County line to the south, and Highway 3 and the Macon County line to the west. This area includes the cities of Montezuma, Byromville, Andersonville, Ideal, and Marshallville, as well as portions of Unadilla, Lilly, Pinehurst, Ellaville, and Perry. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 15.8 miles
East: 16.7 miles
South: 13.9 miles
West: 17.6 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 outside the county. 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 17.6 miles. The SMA consists of Macon, Taylor, Crawford, Peach, Houston, Dooly, Sumter, and Schley Counties in southern Georgia and encompasses 2,669 square miles.

4. Community Demographic Data

Between 2010 and 2019, there was an approximately 0.1 percent annual decline in population in the PMA, while the SMA national population experienced growth over the same time period. Over the next five years, the population growth in the PMA is projected to decrease at a 0.2 percent annual rate, which lags the SMA and national projections. The current population of the PMA is 21,113 and is expected to be 20,955 in 2022. The current number of households in the PMA is 7,517 and is expected to be 7,479 in 2022. Renter households are concentrated in the lowest income cohorts, with 32.9 percent of renters in the PMA earning between \$20,000 and \$49,999 annually. The Subject will target households earning between \$16,869 and \$45,780. Therefore, the Subject should be well-positioned to service this market. Overall, while population growth has been stagnant, the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

According to *RealtyTrac* statistics, one in every 2,893 housing units nationwide was in some stage of foreclosure as of March 2020. The City of Montezuma is experiencing a foreclosure rate of one in every 2,477 homes, while Macon County is experiencing foreclosure rate of one in every 2,110 homes and Georgia experienced one foreclosure in every 2,210 housing units. Overall, Montezuma is experiencing a lower foreclosure rate than Macon County and the state of Georgia, and a slightly higher foreclosure rate than the overall nation, indicating a healthy housing market. The Subject's neighborhood does not have a significant amount of abandoned or vacant structures that would impact the marketability of the Subject.

5. Economic Data

Employment in the PMA is concentrated in the manufacturing, healthcare/social assistance, and public administration industries, which collectively comprise 44.6 percent of local employment. The large share of PMA employment in manufacturing is notable as this industry is historically volatile, and prone to contraction

during economic downturns. However, the PMA also has significant share of employment in the healthcare and public administration industries, which are historically known to offer greater stability during recessionary periods. Relative to the overall nation, the PMA features comparatively greater employment in the manufacturing, agriculture/forestry/fishing/hunting, and public administration industries. Conversely, the PMA is underrepresented in the professional/scientific/technology services, retail trade, and accommodation/food services industries. The overconcentration of manufacturing employment may make the Subject area more susceptible to employment losses from the ongoing COVID-19 pandemic than the nation overall. However, the significant employment in the healthcare/social assistance and public administration sectors should provide stability to the area workforce.

Total employment growth in the SMA exceeded that of the nation in all but one year since 2016. As of February 2020, total employment in the SMA is at a post-recessionary record and increasing at an annualized rate of 2.5 percent, compared to 1.2 percent across the overall nation. It should be noted that due to the smaller total employment pool in the SMA, employment variations may appear more significant on a percentage basis. Due to the sudden impact of the COVID-19 pandemic, it is likely that the regional economy has been significantly affected and the near-term employment growth is unclear at this time. Given that total employment in the SMA is at a post-recessionary record and local employment growth has been strong through the beginning of 2020, the SMA was in an expansionary phase prior to the onset of the economic challenges presented by the COVID-19 pandemic. The most recent data show unemployment in the SMA at a similar level as the nation. Given that total employment in the SMA surpassed its pre-recession levels, and local employment growth and unemployment are both similar to the nation, it appears the SMA is fully recovered and entered into an expansionary phase, which should have a positive impact on local affordable rental housing demand. Growing total employment is a positive indicator of demand for rental housing and, therefore, the Subject's proposed units. However, again due to the COVID-19 pandemic, it is unclear how severely the regional economy has been affected and how temporary in nature any increase in unemployment will be for the SMA.

Beginning in March 2020, the international pandemic caused by the COVID-19 coronavirus resulted in governments across the globe taking dramatic efforts to slow the spread and flatten the infection curve in order to reduce the strain on our health care system. Consequently, over the past two months there has been a sharp and dramatic increase in layoffs due to the economic restrictions related to the emergency response. Governments have passed significant economic stimulus packages to help in offsetting the economic impact. Local governments have begun to lift or loosen restrictions and the stimulus passed thus far has blunted some of the impact from the emergency measures. It remains unclear as to how these measures will impact the housing market long term. However, based on the data available through two months, which indicates some multifamily real estate transactions have continued to close without repricing and rent collection losses during this period have declined less than projected, the governmental response has offset a significant portion of the economic losses presented by the emergency. There is evidence that, despite the significant level of recent layoffs, many other area employers are hiring. Overall, we anticipate that the elevated layoff pace will subside now that economic restrictions have been loosened in the Subject's market area. We believe that the Subject's affordable operation will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments). The timing of the Subject's construction will further insulate it from the current COVID-19 pandemic.

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%	\$16,869	\$24,250	4	98	0	98	4.1%	\$395
1BR @60%	\$17,211	\$29,100	4	136	0	136	2.9%	\$405
1BR @70%	\$17,897	\$33,950	2	152	0	152	1.3%	\$425
1BR Overall	\$16,869	\$33,950	10	160	0	160	6.3%	-
2BR @50%	\$21,017	\$27,250	8	87	0	87	9.2%	\$490
2BR @60%	\$21,531	\$32,700	8	121	0	121	6.6%	\$505
2BR @70%	\$23,074	\$38,150	4	135	0	135	3.0%	\$550
2BR Overall	\$21,017	\$38,150	20	142	0	142	14.1%	-
3BR @50%	\$26,057	\$32,700	8	58	0	58	13.8%	\$610
3BR @60%	\$27,086	\$39,240	8	80	0	80	9.9%	\$640
3BR @70%	\$28,286	\$45,780	4	90	0	90	4.4%	\$675
3BR Overall	\$26,057	\$45,780	20	95	0	95	21.1%	-
@50% Overall	\$16,869	\$32,700	20	243	0	243	8.2%	-
@60% Overall	\$17,211	\$39,240	20	337	0	337	5.9%	-
@70% Overall	\$17,897	\$45,780	10	377	0	377	2.7%	-
Overall	\$16,869	\$45,780	50	397	0	397	12.6%	-

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

7. Competitive Rental Analysis

The availability of LIHTC data is considered fair. There are no LIHTC developments in the Subject’s PMA. We included two LIHTC and two mixed-income comparables in our analysis. The comparables are located between 19.1 and 27.9 miles from the Subject in Fort Valley, Perry, and Warner Robins. Fort Valley offers a slightly superior location to Montezuma in terms of median rents. Perry and Warner Robins offer superior locations to Montezuma in terms of median rents. These comparables are considered reasonable proxies for the Subject as they are among the most proximate non-subsidized LIHTC developments that target families and offer a similar unit mix. The comparables were built between 2008 and 2017.

The availability of market rate data is considered fair. The Subject is located in Montezuma and there are a limited number of market rate properties in the area. We include six conventional properties in our analysis of the competitive market. The comparables are located between 19.8 and 26.9 miles from the Subject in Perry, Warner Robins, and Kathleen, all of which are superior locations to Montezuma in terms of median rents. These comparables are considered reasonable proxies for the Subject as they are among the most proximate market rate developments that offer a similar unit mix and condition and agreed to participate in our survey. These comparables were built or renovated between 1988 and 2020. 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 count, and condition. Of note, despite the challenges in interviewing property managers in-person due to the office restrictions related to COVID-19, we were able to personally interview all of the comparables utilized in this report over the phone. The property managers interviewed noted no significant leasing issues due to the COVID-19 pandemic.

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

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

SUBJECT COMPARISON TO MARKET RENTS					
Unit Type	Subject Proposed Rent	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR @50%	\$395	\$428	\$921	\$692	75%
2BR @50%	\$490	\$545	\$1,036	\$796	62%
3BR @50%	\$610	\$581	\$1,127	\$836	37%
1BR @60%	\$405	\$428	\$921	\$733	81%
2BR @60%	\$505	\$545	\$1,036	\$835	65%
3BR @60%	\$640	\$581	\$1,127	\$860	34%
1BR @70%	\$425	\$536	\$921	\$786	85%
2BR @70%	\$550	\$626	\$1,036	\$889	62%
3BR @70%	\$675	\$806	\$1,127	\$959	42%

As illustrated, the Subject’s proposed 50, 60, and 70 percent rents are below the surveyed average when compared to the comparables.

Chatham Parke I And II is achieving the highest one and two-bedroom unrestricted rents in the market. The Subject will be inferior to Chatham Parke I And II as a market rate property. Chatham Parke I And II was built in 2016, underwent renovations in 2019, and exhibits good condition, which is slightly inferior to the anticipated excellent condition of the Subject upon completion. Chatham Parke I And II is located 26.9 miles from the Subject site in Warner Robins and offers a superior location. Chatham Parke I And II offers inferior in-unit amenities compared to the Subject as it lacks in-unit washers and dryers, which the Subject will offer, though it offers exterior storage and walk-in closets, which the proposed Subject will not offer. This property offers slightly superior property amenities in comparison to the Subject as it offers a swimming pool, which the Subject will not offer. Chatham Parke I And II offers superior unit sizes to the Subject. The lowest one and two-bedroom rents at Chatham Parke I And II are approximately 120 and 82 percent higher than the Subject’s proposed rents at 60 percent of the AMI.

Lenox Pointe is achieving the highest three-bedroom unrestricted rents in the market. The Subject will be slightly inferior to Lenox Pointe as a market rate property. Lenox Pointe was built in 2006, underwent renovations in 2012, and exhibits good condition, which is slightly inferior to the anticipated excellent condition of the Subject upon completion. Lenox Pointe is located 26.1 miles from the Subject site in Warner Robins and offers a superior location. Lenox Pointe offers inferior in-unit amenities compared to the Subject as it lacks in-unit washers and dryers, which the Subject will offer, though it offers exterior storage and walk-in closets, which the proposed Subject will not offer. This property offers slightly superior property amenities in comparison to the Subject as it offers a swimming pool, which the Subject will not offer. Lenox Pointe offers slightly superior unit sizes to the Subject. The lowest three-bedroom rents at Lenox Pointe are approximately 69 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 data from two of the comparables. We also included recent absorption data from two additional properties in Houston County and Pulaski County. Information regarding the absorption periods of these properties is illustrated in the following table.

ABSORPTION

Property Name	Rent Structure	Year Built	Number of Units	Units Absorbed / Month
Taylor Village Apartments	LIHTC	2019	68	7
The Pines At Westdale	LIHTC	2017	180	19
Oliver Place	LIHTC/Market	2017	100	25
AL Miller Village	LIHTC	2017	71	14

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. The Subject is proposed new construction. Taylor Village is the most recently completed LIHTC apartment property we surveyed. This property was built in 2019 and experienced absorption rate of seven units per month upon opening. The Pines At Westdale, Oliver Place, and AL Miller Village opened in 2017 and experienced absorption rates ranging from 14 to 25 units per month, with an average of 19 units per month. Based on the absorption pace reported by the comparable properties, the waiting lists at the LIHTC comparables, and the strong demand for affordable housing in the area, we anticipate that the Subject will absorb ten units per month, for an absorption period of four to five months. It should be noted that construction on the Subject is not anticipated to be completed until August 2022, which is considered outside of the primary window from the COVID-19 pandemic.

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 Pines At Westdale is the only LIHTC comparable reporting vacant units. Our contact at this property reports that all five vacant units are being processed from the waiting list, which consists of 62 households. Further, the remaining LIHTC comparables also reported maintaining waiting lists ranging from 12 to over 150 households, indicating strong demand for affordable housing in the area. The Subject will offer generally superior in-unit amenities in comparison to the LIHTC and market rate comparable properties and slightly inferior to slightly superior property amenities. The Subject will offer in-unit washers and dryers, a business center, and exercise facility, which many of the comparables will lack. However, the Subject will not offer exterior storage, walk-in closets, or a swimming pool, which are offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market. As 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. Further, we believe that the Subject’s affordable operation will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments). The timing of the Subject’s construction will further insulate it from the current COVID-19 pandemic.

SPRING CREEK CROSSING - MONTEZUMA, GEORGIA - MARKET STUDY

Summary Table: (must be completed by the analyst and included in the executive summary)										
Development Name:		Spring Creek Crossing						Total # Units:		50
Location:		623-542 Spaulding Road Montezuma, GA 31063						# LIHTC Units:		50
PMA Boundary:		North: Macon County line; South: Highway 165, Highway 112, Mount Vernon Road, Highway 50, Watermelon Road, Old Andersonville Road, and the Schley County line; East: Interstate 75; West: Highway 3 and the Macon County line						Farthest Boundary Distance to Subject:		17.6 miles
Rental Housing Stock (found on page 61)										
Type	# Properties*	Total Units	Vacant Units	Average Occupancy						
All Rental Housing	20	1,396	18	98.7%						
Market-Rate Housing	6	1,170	12	99.0%						
<i>Assisted/Subsidized Housing not to include LIHTC</i>	14	226	6	97.3%						
LIHTC	N/Ap	N/Ap	N/Ap	N/Ap						
Stabilized Comps	20	1,396	18	98.7%						
Properties in Construction & Lease Up	N/Ap	N/Ap	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	
4	1BR at 50% AMI	1	780	\$395	\$692	\$0.89	75%	\$921	\$0.89	
8	2BR at 50% AMI	2	1,015	\$490	\$796	\$0.78	62%	\$1,036	\$0.73	
8	3BR at 50% AMI	2	1,250	\$610	\$836	\$0.67	37%	\$1,127	\$0.73	
4	1BR at 60% AMI	1	780	\$405	\$733	\$0.94	81%	\$921	\$0.89	
8	2BR at 60% AMI	2	1,015	\$505	\$835	\$0.82	65%	\$1,036	\$0.73	
8	3BR at 60% AMI	2	1,250	\$640	\$860	\$0.69	34%	\$1,127	\$0.73	
2	1BR at 70% AMI	1	780	\$425	\$786	\$1.01	85%	\$921	\$0.89	
4	2BR at 70% AMI	2	1,015	\$550	\$889	\$0.88	62%	\$1,036	\$0.73	
4	3BR at 70% AMI	2	1,250	\$675	\$959	\$0.77	42%	\$1,127	\$0.73	
Capture Rates (found on page 59)										
Targeted Population				@50%	@60%	@70%	-	-	Overall	
Capture Rate:				8.2%	5.9%	2.7%	-	-	12.6%	

*Includes LIHTC and unrestricted (when applicable)

**Not adjusted for demand by bedroom-type.

C. PROJECT DESCRIPTION

PROJECT DESCRIPTION

- 1. Project Address and Development Location:** The Subject site is located at 623-542 Spaulding Road in Montezuma, Macon County, Georgia 31063. The Subject site is currently vacant.
- 2. Construction Type:** The Subject will consist of nine, one and two-story, residential buildings in addition to one community 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.

SPRING CREEK CROSSING – MONTEZUMA, GEORGIA – MARKET STUDY

Spring Creek Crossing												
Location	623-542 Spaulding Road Montezuma, GA 31063 Macon County											
Units	50											
Type	Townhouse (One and two-story)											
Year Built / Renovated	2022 / n/a											
Market												
Program	@50%, @60%, @70%						Leasing Pace	n/a				
Annual Turnover Rate	n/a						Change in Rent (Past Year)	n/a				
Units/Month Absorbed	n/a						Concession	n/a				
Section 8 Tenants	n/a											
Utilities												
A/C	not included – central						Other Electric	not included				
Cooking	not included – electric						Water	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	Townhouse (One and two-story)	4	780	\$395	\$0	@50%	n/a	n/a	n/a	no	
1	1	Townhouse (One and two-story)	4	780	\$405	\$0	@60%	n/a	n/a	n/a	no	
1	1	Townhouse (One and two-story)	2	780	\$425	\$0	@70%	n/a	n/a	n/a	no	
2	2	Townhouse (One and two-story)	8	1,015	\$490	\$0	@50%	n/a	n/a	n/a	no	
2	2	Townhouse (One and two-story)	8	1,015	\$505	\$0	@60%	n/a	n/a	n/a	no	
2	2	Townhouse (One and two-story)	4	1,015	\$550	\$0	@70%	n/a	n/a	n/a	no	
3	2	Townhouse (One and two-story)	8	1,250	\$610	\$0	@50%	n/a	n/a	n/a	no	
3	2	Townhouse (One and two-story)	8	1,250	\$640	\$0	@60%	n/a	n/a	n/a	no	
3	2	Townhouse (One and two-story)	4	1,250	\$675	\$0	@70%	n/a	n/a	n/a	no	
Amenities												
In-Unit	Balcony/Patio Blinds Carpeting Central A/C Coat Closet Dishwasher Ceiling Fan Garbage Disposal Hand Rails Microwave Oven Refrigerator Washer/Dryer						Security	Limited Access				
Property	Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Exercise Facility Off-Street Parking On-Site Management Picnic Area Wi-Fi						Premium	none				
Services	Adult Education Computer Tutoring						Other	Activity Coordinator				
Comments												
The property will consist of nine, one and two-story, residential buildings and one community building targeting families. Construction is set to begin August 2021 and be completed August 2022. Utility allowances for the one, two, and three-bedroom units are \$97, \$123, and \$150, respectively. The subject property will also offer a community garden and health and wellness room.												

- 10. Scope of Renovations:** The Subject will be new construction.
- 11. Placed in Service Date:** Construction on the Subject is expected to begin in August 2021 and be completed in August 2022.
- Conclusion:** The Subject will be an excellent-quality brick and fiber cement siding one and two-story, apartment complex, comparable to 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 May 4, 2020.

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

Frontage: The Subject site has frontage along the north side of Spaulding Road.

Visibility/Views: The Subject will be located on the north side of Spaulding Road. Visibility of the site will be good from Spaulding Road. Views of the site will be good and will include vacant land to the north, single-family homes in average condition to the east, single-family homes and commercial uses in average condition to the south, and commercial uses in average condition to the west.

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



Source: Google Earth, April 2020.

The Subject site is located on the north side of Spaulding Road. The Subject site is currently vacant land. North of the Subject site is

vacant land. East of the Subject site are single-family homes in average condition. South of the Subject site, across Spaulding Road, are single-family homes and commercial uses in average condition. West of the Subject site are commercial uses in average condition. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. The Subject site is considered “Car-Dependent” by *Walkscore* with a rating of 31 out of 100. The Subject site is considered a desirable building site for rental housing. The Subject site 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, most of which are within 0.2 mile of the Subject site.

- Positive/Negative Attributes of Site:** The Subject’s proximity to retail and other locational amenities as well as its surrounding uses, which are in average condition, are considered positive attributes. Further, the Subject’s proximity to Macon County High School is considered a positive attribute. The Subject site’s proximity to the Dr. Carl P. Savage Sr. Airport could be considered a negative attribute. However, this does not appear to be a detriment in the neighborhood given the high occupancy rates of single-family homes in the area. Further, we did not experience excessive noise or traffic associated with the airport upon inspection.
- 3. Physical Proximity to Locational Amenities:** The Subject site is located within 0.8 mile of all locational amenities, most of which are within 0.2 mile.
- 4. Pictures of Site and Adjacent Uses:** The following are pictures of the Subject site and adjacent uses.

SPRING CREEK CROSSING - MONTEZUMA, GEORGIA - MARKET STUDY



View east along Spaulding Drive



View west along Spaulding Drive



View of Subject site



View of Subject site



View of Subject site



View of Subject site



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Macon County High School 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



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	Preston Williams Center	0.1 miles
2	Dollar General	0.1 miles
3	CVS	0.1 miles
4	Huddle House	0.2 miles
5	Piggly Wiggly	0.1 miles
6	Macon County High School	0.2 miles
7	Papa's Pizza To Go	0.2 miles
8	Montezuma Gas & Go	0.2 miles
9	McDonald's	0.3 miles
10	Flint River Hospital	0.8 miles

6. Description of Land Uses

The Subject site is located on the north side of Spaulding Road. The Subject site is currently vacant land. North of the Subject site is vacant land. Farther north are single-family homes in average condition. East of the Subject site are single-family homes in average condition. Farther east are single-family homes in average condition, commercial uses in average condition, and the Dr. Carl P. Savage Sr. Airport, which could be considered a negative attribute. However, this does not appear to be a detriment in the neighborhood given the high occupancy rates of single-family homes in the area. South of the Subject site, across Spaulding Road, are single-family homes and commercial uses in average condition. Farther south are single-family homes and commercial uses in average condition as well as a multifamily development, Country Village Apartments, which we exclude as a comparable due to its subsidized rents. West of the Subject site are commercial uses in average condition. Farther west are commercial uses and single-family homes in average condition. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. The Subject site is considered “Car-Dependent” by Walkscore with a rating of 31 out of 100. The Subject site is considered a desirable building site for rental housing. The Subject site 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, most of which are within 0.2 mile of the Subject site.

7. Crime:

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

2019 CRIME INDICES		
	PMA	SMA
Total Crime*	82	106
Personal Crime*	91	95
Murder	100	94
Rape	45	63
Robbery	47	70
Assault	118	111
Property Crime*	80	107
Burglary	116	127
Larceny	74	106
Motor Vehicle Theft	36	59

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

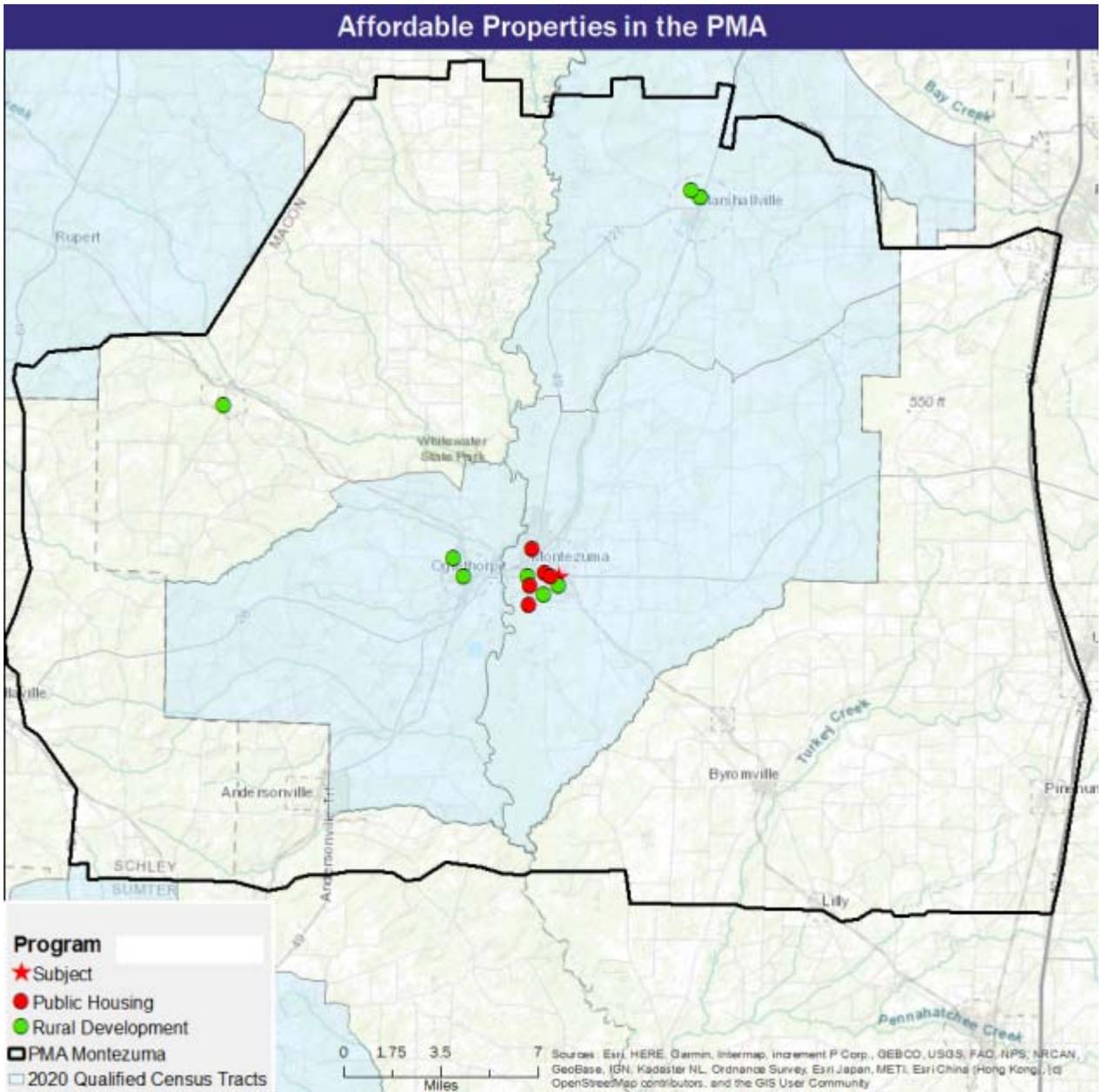
*Unweighted aggregations

The total crime indices in the PMA are generally below that of the SMA and the nation. Personal and property crime in the PMA are also below the national personal crime levels. The Subject will offer limited access as a security feature. The majority of the comparable properties offer some form of security features. Thus, it appears the Subject’s security features are 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
Spring Creek Crossing	LIHTC	Montezuma	Family	50	-	Star
Marshall Lane	Rural Development	Marshallville	Family	18	12.1 miles	
Marshall Village	Rural Development	Marshallville	Senior	24	12.0 miles	
Whitewater Village	Rural Development	Ideal	Family	18	11.4 miles	
Country Village Apartments	Rural Development	Montezuma	Family	48	0.2 miles	
Riverbend Apartments	Rural Development	Montezuma	Family	24	1.0 miles	
Sleepy Hollow Manor	Rural Development	Marshallville	Family	18	12.3 miles	
Pinelake	Rural Development	Montezuma	Family	24	0.7 miles	
Quail Run	Rural Development	Oglethorpe	Family	40	3.3 miles	
Towncreek Apartments	Rural Development	Oglethorpe	Family	12	3.0 miles	
Aztec Apartments	Public Housing	Montezuma	Family	N/A	0.4 miles	
Chappell Hill	Public Housing	Montezuma	Family	N/A	0.1 miles	
Philliptown	Public Housing	Montezuma	Family	N/A	1.0 miles	
Spring Creek	Public Housing	Montezuma	Family	N/A	0.8 miles	
Travelers Rest	Public Housing	Montezuma	Family	N/A	1.2 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 will be accessible from Spaulding Road, which is a two-lane moderately-trafficked road that provides access to Interstate 75 approximately 15 miles east of the Subject site. Interstate 75 is a major thoroughfare that provides access to Perry approximately 15 miles northeast, Warner Robins approximately 25 miles northeast, Macon approximately 40 miles northeast, and Atlanta approximately 100 miles north of the Subject site. Interstate 75 also provides access to Valdosta, Georgia approximately 110

miles south of the Subject site. Overall, access and visibility are considered good.

11. Conclusion:

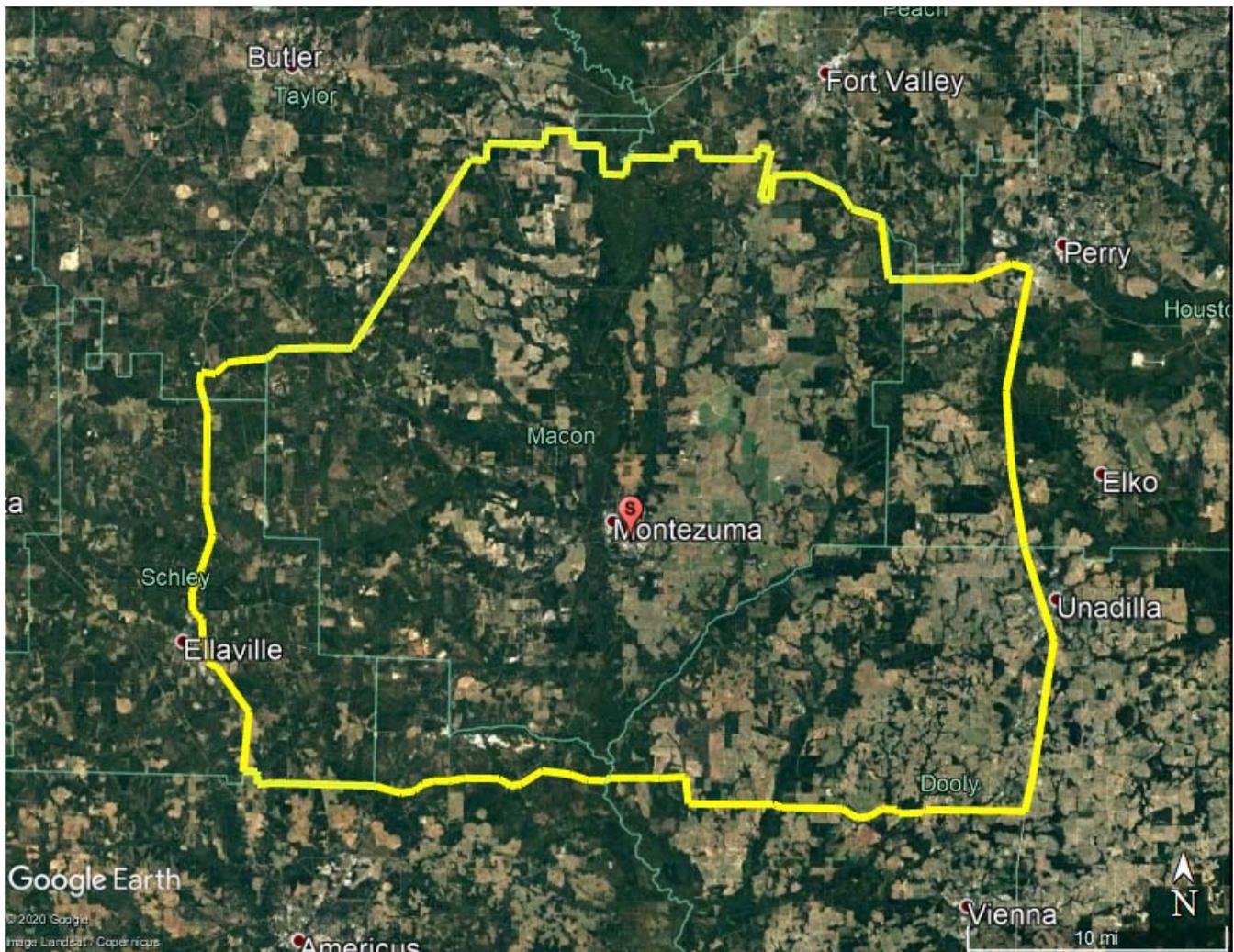
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E. MARKET AREA

PRIMARY MARKET AREA

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

Primary Market Area Map



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 SMA are areas of growth or contraction.

The PMA is defined by the Macon County line to the north, Interstate 75 to the east, Highway 165, Highway 112, Mount Vernon Road, Highway 50, Watermelon Road, Old Andersonville Road, and the Schley County line to the south, and Highway 3 and the Macon County line to the west. This area includes the cities of Montezuma, Byromville, Andersonville, Ideal, and Marshallville, as well as portions of Unadilla, Lilly, Pinehurst, Ellaville, and

Perry. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 15.8 miles

East: 16.7 miles

South: 13.9 miles

West: 17.6 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 outside the county. 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 17.6 miles. The SMA consists of Macon, Taylor, Crawford, Peach, Houston, Dooly, Sumter, and Schley Counties in southern Georgia and encompasses 2,669 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 SMA 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 SMA. The Subject’s anticipated completion is in August 2022.

1. Population Trends

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

Total Population

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

Year	PMA		SMA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	26,379	-	228,930	-	281,250,431	-
2010	21,214	-2.0%	256,579	1.2%	308,745,538	1.0%
2019	21,113	-0.1%	270,837	0.6%	332,417,793	0.8%
Projected Mkt Entry August 2022	20,955	-0.2%	276,537	0.7%	340,477,509	0.8%
2024	20,857	-0.2%	280,081	0.7%	345,487,602	0.8%

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

Between 2010 and 2019, there was an approximately 0.1 percent annual decline in population in the PMA, while the SMA national population experienced growth over the same time period. Over the next five years, the population growth in the PMA is projected to decrease at a 0.2 percent annual rate, which lags the SMA and national projections. Despite the projected decline in population, there is ample demand for the Subject’s proposed units as demonstrated through the low to moderate capture rates in the demand analysis.

Total Population by Age Group

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

Age Cohort	PMA				
	2000	2010	2019	Projected Mkt Entry August 2022	2024
0-4	1,878	1,267	1,160	1,130	1,112
5-9	2,016	1,275	1,208	1,161	1,132
10-14	2,104	1,383	1,200	1,209	1,214
15-19	2,038	1,518	1,121	1,153	1,173
20-24	1,764	1,362	1,363	1,266	1,205
25-29	1,666	1,448	1,662	1,464	1,341
30-34	1,818	1,314	1,493	1,517	1,532
35-39	2,010	1,364	1,358	1,348	1,342
40-44	2,048	1,439	1,229	1,300	1,344
45-49	1,957	1,596	1,323	1,243	1,194
50-54	1,639	1,641	1,398	1,343	1,309
55-59	1,420	1,555	1,504	1,419	1,366
60-64	1,017	1,309	1,494	1,467	1,450
65-69	877	1,004	1,325	1,355	1,374
70-74	733	691	1,037	1,130	1,188
75-79	622	444	630	751	826
80-84	430	349	337	416	465
85+	340	255	272	284	292
Total	26,377	21,214	21,114	20,957	20,859

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

Age Cohort	SMA				
	2000	2010	2019	Projected Mkt Entry August 2022	2024
0-4	16,271	17,710	17,124	17,455	17,661
5-9	18,056	17,705	17,436	17,546	17,615
10-14	18,392	18,023	17,399	17,813	18,071
15-19	17,888	20,391	17,301	17,873	18,228
20-24	16,335	18,662	17,552	16,950	16,575
25-29	15,320	18,102	20,821	19,163	18,132
30-34	16,072	16,130	19,945	21,120	21,851
35-39	18,643	16,512	18,602	19,597	20,215
40-44	17,964	17,047	15,861	17,592	18,668
45-49	15,680	19,696	16,698	16,157	15,821
50-54	14,006	18,335	16,897	16,472	16,207
55-59	10,903	15,459	18,626	17,241	16,380
60-64	9,003	13,402	16,771	17,504	17,959
65-69	7,741	9,826	13,893	14,997	15,684
70-74	6,100	7,525	10,823	11,796	12,401
75-79	4,813	5,487	7,062	8,347	9,145
80-84	3,163	3,632	4,363	4,964	5,337
85+	2,577	2,935	3,662	3,951	4,131
Total	228,927	256,579	270,836	276,537	280,081

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

The largest age cohorts in the PMA are between 25 and 29 and 55 and 59, 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 SMA, 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, SMA and nation from 2000 through 2024.

HOUSEHOLDS

Year	PMA		SMA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	9,453	-	83,605	-	105,409,439	-
2010	7,487	-2.1%	95,599	1.4%	116,716,296	1.1%
2019	7,517	0.0%	101,482	0.7%	125,168,557	0.8%
Projected Mkt Entry August 2022	7,479	-0.2%	103,639	0.7%	127,894,844	0.7%
2024	7,455	-0.2%	104,980	0.7%	129,589,563	0.7%

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

AVERAGE HOUSEHOLD SIZE

Year	PMA		SMA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.68	-	2.65	-	2.59	-
2010	2.61	-0.3%	2.58	-0.2%	2.58	-0.1%
2019	2.54	-0.3%	2.59	0.0%	2.59	0.1%
Projected Mkt Entry August 2022	2.53	-0.1%	2.59	0.0%	2.60	0.1%
2024	2.52	-0.1%	2.59	0.0%	2.60	0.1%

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

Between 2010 and 2019, the PMA experienced household growth at a rate below that of the SMA and the nation. Over the next five years, households in the PMA are expected to decline at 0.2 percent and the SMA is expected to increase at a similar rate to the national household growth. The average household size in the PMA is smaller than the national average at 2.54 persons in 2019. Over the next five years, the average household size is projected to remain relatively similar.

Households by Tenure

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

TENURE PATTERNS PMA				
Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	6,946	73.5%	2,507	26.5%
2019	5,035	67.0%	2,482	33.0%
Projected Mkt Entry August 2022	5,049	67.5%	2,430	32.5%
2024	5,057	67.8%	2,398	32.2%

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

As the table illustrates, households within the PMA reside in predominately owner-occupied residences. Nationally, approximately two-thirds of the population resides in owner-occupied housing units, and one-third resides in renter-occupied housing units. Therefore, there is a similar percentage of renters in the PMA compared to the nation. This percentage is projected to decrease slightly over the next five years.

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 August 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	693	27.9%	663	27.3%	644	26.9%
\$10,000-19,999	447	18.0%	429	17.7%	418	17.4%
\$20,000-29,999	312	12.6%	308	12.7%	306	12.8%
\$30,000-39,999	363	14.6%	348	14.3%	338	14.1%
\$40,000-49,999	141	5.7%	147	6.1%	151	6.3%
\$50,000-59,999	208	8.4%	191	7.8%	180	7.5%
\$60,000-74,999	121	4.9%	131	5.4%	138	5.8%
\$75,000-99,999	57	2.3%	64	2.6%	69	2.9%
\$100,000-124,999	36	1.5%	42	1.7%	46	1.9%
\$125,000-149,999	24	1.0%	30	1.2%	34	1.4%
\$150,000-199,999	46	1.9%	41	1.7%	38	1.6%
\$200,000+	34	1.4%	35	1.4%	36	1.5%
Total	2,482	100.0%	2,430	100.0%	2,398	100.0%

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

RENTER HOUSEHOLD INCOME DISTRIBUTION - SMA

Income Cohort	2019		Projected Mkt Entry August 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	7,234	19.6%	7,072	19.1%	6,971	18.9%
\$10,000-19,999	7,179	19.5%	7,061	19.1%	6,987	18.9%
\$20,000-29,999	5,195	14.1%	5,197	14.1%	5,199	14.1%
\$30,000-39,999	3,976	10.8%	3,889	10.5%	3,835	10.4%
\$40,000-49,999	3,241	8.8%	3,301	8.9%	3,339	9.0%
\$50,000-59,999	2,745	7.4%	2,765	7.5%	2,778	7.5%
\$60,000-74,999	3,025	8.2%	3,076	8.3%	3,107	8.4%
\$75,000-99,999	2,138	5.8%	2,224	6.0%	2,277	6.2%
\$100,000-124,999	879	2.4%	946	2.6%	988	2.7%
\$125,000-149,999	458	1.2%	510	1.4%	542	1.5%
\$150,000-199,999	488	1.3%	511	1.4%	525	1.4%
\$200,000+	342	0.9%	378	1.0%	400	1.1%
Total	36,900	100.0%	36,930	100.0%	36,948	100.0%

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

The Subject will target tenants earning between \$16,869 and \$45,780. As the table above depicts, approximately 32.9 percent of renter households in the PMA are earning incomes between \$20,000 and \$49,999, which is less than the 33.7 percent of renter households in the SMA in 2019. For the projected market entry date of August 2022, these percentages are projected to slightly increase to 33.1 percent in the PMA and decrease to 33.5 percent in the SMA.

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 August 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
1 Person	962	38.8%	951	39.1%	944	39.4%
2 Persons	635	25.6%	618	25.4%	608	25.4%
3 Persons	362	14.6%	352	14.5%	346	14.4%
4 Persons	234	9.4%	230	9.5%	228	9.5%
5+ Persons	289	11.6%	279	11.5%	272	11.3%
Total Households	2,482	100%	2,430	100%	2,398	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 an approximately 0.1 percent annual decline in population in the PMA, while the SMA national population experienced growth over the same time period. Over the next five years, the population growth in the PMA is projected to decrease at a 0.2 percent annual rate, which lags the SMA and national projections. The current population of the PMA is 21,113 and is expected to be 20,955 in 2022. The current number of households in the PMA is 7,517 and is expected to be 7,479 in 2022. Renter households are concentrated in the lowest income cohorts, with 32.9 percent of renters in the PMA earning

between \$20,000 and \$49,999 annually. The Subject will target households earning between \$16,869 and \$45,780. Therefore, the Subject should be well-positioned to service this market. Overall, while population growth has been stagnant, the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

G. EMPLOYMENT TRENDS

Employment Trends

Employment in the PMA and Macon County is economically reliant on the manufacturing, healthcare/social assistance, and public administration industries. Employment levels in the PMA and Macon County decreased during the national recession, but have since rebounded and are approaching pre-recession highs.

1. Covered Employment

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

COVERED EMPLOYMENT		
Macon County, Georgia		
Year	Total Employment	% Change
2008	4,720	-
2009	4,551	-3.7%
2010	4,672	2.6%
2011	4,550	-2.7%
2012	4,485	-1.5%
2013	4,331	-3.6%
2014	4,170	-3.9%
2015	4,181	0.3%
2016	4,293	2.6%
2017	4,392	2.2%
2018	4,436	1.0%
2019 YTD Average	4,438	1.0%
Dec-18	4,403	-
Dec-19	4,459	1.3%

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

As illustrated in the table above, Macon County experienced a weakening economy during the national recession. The county felt the effects of the downturn until 2015, when employment increased by 0.3 percent. Macon County exhibited employment growth each year since 2015. Macon County has experienced strong employment growth from 2015 through December of 2019. Total employment in Macon County increased 1.3 percent from 2018 to 2019, and is at a post-recessionary record. However, it is important to note that the above data is dated and does not reflect the impact from the COVID-19 pandemic, which is discussed and analyzed in further detail following in this section.

2. Total Jobs by Industry

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

TOTAL JOBS BY INDUSTRY		
Macon County, Georgia - Q2 2018		
	Number	Percent
Total, all industries	1,917	-
Goods-producing	840	-
Natural resources and mining	239	12.5%
Construction	29	1.5%
Manufacturing	572	29.8%
Service-providing	1,077	-
Trade, transportation, and utilities	393	20.5%
Information	0	0.0%
Financial activities	72	3.8%
Professional and business services	39	2.0%
Education and health services	384	20.0%
Leisure and hospitality	134	7.0%
Other services	40	2.1%
Unclassified	0	0.0%

Source: Bureau of Labor Statistics, 2020

Manufacturing is the largest industry in Macon County, followed by trade, transportation, and utilities and education and health services. These industries are particularly vulnerable in economic downturns and are historically volatile industries, with the exception of utilities and education and health services. 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
Manufacturing	1,656	21.4%	16,057,876	10.0%
Healthcare/Social Assistance	1,023	13.2%	22,612,482	14.1%
Public Administration	777	10.0%	7,828,907	4.9%
Educational Services	649	8.4%	14,565,802	9.1%
Construction	573	7.4%	11,245,975	7.0%
Agric/Forestry/Fishing/Hunting	558	7.2%	1,915,709	1.2%
Retail Trade	528	6.8%	17,127,172	10.7%
Transportation/Warehousing	437	5.6%	7,876,848	4.9%
Other Services	330	4.3%	8,141,078	5.1%
Accommodation/Food Services	328	4.2%	11,738,765	7.3%
Admin/Support/Waste Mgmt Svcs	162	2.1%	6,106,184	3.8%
Wholesale Trade	158	2.0%	4,183,931	2.6%
Finance/Insurance	156	2.0%	7,377,311	4.6%
Prof/Scientific/Tech Services	140	1.8%	11,744,228	7.3%
Real Estate/Rental/Leasing	113	1.5%	3,204,043	2.0%
Arts/Entertainment/Recreation	48	0.6%	3,332,132	2.1%
Information	48	0.6%	3,157,650	2.0%
Utilities	44	0.6%	1,276,400	0.8%
Mining	24	0.3%	819,151	0.5%
Mgmt of Companies/Enterprises	0	0.0%	237,307	0.1%
Total Employment	7,752	100.0%	160,548,951	100.0%

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

Employment in the PMA is concentrated in the manufacturing, healthcare/social assistance, and public administration industries, which collectively comprise 44.6 percent of local employment. The large share of PMA employment in manufacturing is notable as this industry is historically volatile, and prone to contraction during economic downturns. However, the PMA also has significant share of employment in the healthcare and public administration industries, which are historically known to offer greater stability during recessionary periods. Relative to the overall nation, the PMA features comparatively greater employment in the manufacturing, agriculture/forestry/fishing/hunting, and public administration industries. Conversely, the PMA is underrepresented in the professional/scientific/technology services, retail trade, and accommodation/food services industries. The overconcentration of manufacturing employment may make the Subject area more susceptible to employment losses from the ongoing COVID-19 pandemic than the nation overall. However, the significant employment in the healthcare/social assistance and public administration sectors should provide stability to the area workforce.

3. Major Employers

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

**MAJOR EMPLOYERS
MACON COUNTY, GA**

#	Employer Name	Industry	# Of Employees
1	Ferrellgas	Manufacturing	250-499
2	International Paper Co	Manufacturing	250-499
3	Mulcoa	Mining	250-499
4	Macon County Elementary School	Educational Services	100-249
5	Tyson Foods, Inc.	Food Services	100-249
6	Montezuma Health Care Center	Healthcare	50-99
7	Miona Geriatric & Dementia Center	Healthcare	50-99
8	Macon County Middle School	Educational Services	50-99
9	Oaks Personal Care Homes	Healthcare	50-99
10	Macon County High School	Educational Services	50-99

Source: Georgia Department of Labor, retrieved April 2020.

Major employers in Macon County include companies in the manufacturing, mining, education, food services, healthcare, and educational services industries. While healthcare and educational services are historically stable industries, manufacturing is historically unstable, especially during times of recession.

Expansions/Contractions

We reviewed publications by the Georgia Department of Labor listing WARN (Worker Adjustment and Retraining Notification Act) notices since 2016. There were no WARN notices filed from 2016 to 2019 year-to-date. The lack of WARN notices filed over the past three years indicates a stable local economy.

We attempted to speak with the Macon County Economic Development Authority; however, as of the date of this report our calls and emails have not been returned. We conducted internet research regarding investment and business expansion in the region.

- Pure Flavor, one of nearby Peach County’s largest employers, has recently completed the first segment of a \$105,000,000 capital investment to construct and operate three large greenhouses in Fort Valley. Pure Flavor planned and constructed the first 75,000 square foot facility on 75 acres to produce tomatoes and cucumbers year round. The total capital investment and operation of the first segment of the facility created approximately 200 jobs.
- According to the *Georgia Trend* article dated April 1, 2019, recent expansions in nearby Peach County have included a 1-million-square-foot Amazon distribution center (500 new jobs) and a \$400-million, 800,000-square-foot manufacturing facility for Irving Consumer Products. After screening more than 8,000 resumes and conducting 800 interviews, Irving Consumer Products has filled most of its 200 positions. Those on board received training through programs offered by Central Georgia Technical College and the Georgia Quick Start program. The college also provided office space for plant management as the facility was being built.
- Best Western Plus at Rigby's Water World in Warner Robins was completed in late 2019. The development offers an upscale amenities and a rooftop bar.
- The Shoppes at Houston Lakes is a small scale development consisting of 13,000 square feet of commercial space at the intersection of Highway 96 and S Houston Lake Road in Bonaire. The businesses that occupy the space are Moe's Southwest Grill, Jersey Mike's, Great American Cookies, and Marble Slab Creamery. Construction was completed in 2020.

- The largest standalone solar facility in the Southeast, GA Solar 4, broke ground in Twiggs County in October 2018 and was completed in December 2019.

As discussed, there have been no recent WARN notices filed in Macon County. However, beginning in March 2020, the international pandemic caused by the COVID-19 coronavirus resulted in governments across the globe taking dramatic efforts to slow the spread and flatten the infection curve in order to reduce the strain on our health care system. Consequently, over the past two months there has been a sharp and dramatic increase in layoffs due to the economic restrictions related to the emergency response. Governments have passed significant economic stimulus packages to help in offsetting the economic impact. Local governments have begun to lift or loosen restrictions and the stimulus passed thus far has blunted some of the impact from the emergency measures. It remains unclear as to how these measures will impact the housing market long term. However, based on the data available through two months, which indicates some multifamily real estate transactions have continued to close without repricing and rent collection losses during this period have declined less than projected, the governmental response has offset a significant portion of the economic losses presented by the emergency. There is evidence that, despite the significant level of recent layoffs, many other area employers are hiring. Overall, we anticipate that the elevated layoff pace will subside now that economic restrictions have been loosened in the Subject's market area.

Manufacturing Sector Trends

In recent years, manufacturing in the U.S. has grown at a faster rate than the overall economy, a rarity with respect to recent declines in national manufacturing. Unfortunately, U.S. manufacturing has struggled with the onset of globalization and increased foreign manufacturing. Prior to the rapid expansion and refinement of technological capabilities in the late 1990s and the accelerated pace of globalization that accompanied it, foreign countries enjoyed a comparative advantage in manufacturing by leveraging their low labor costs. However, as global markets have become more integrated over time, the foreign labor cost advantage has minimized significantly. Furthermore, the U.S. enjoys relatively low costs of capital, raw materials, and transportation.

U.S. manufacturing output growth is expected to increase modestly through 2021. The Manufacturers Alliance for Productivity and Innovation (MAPI), a non-profit organization that produces research and projections for the manufacturing industry, publishes periodic economic forecasts. According to their March 2018 publication, U.S. manufacturing is expected to grow at an average of 2.8 percent through 2021.

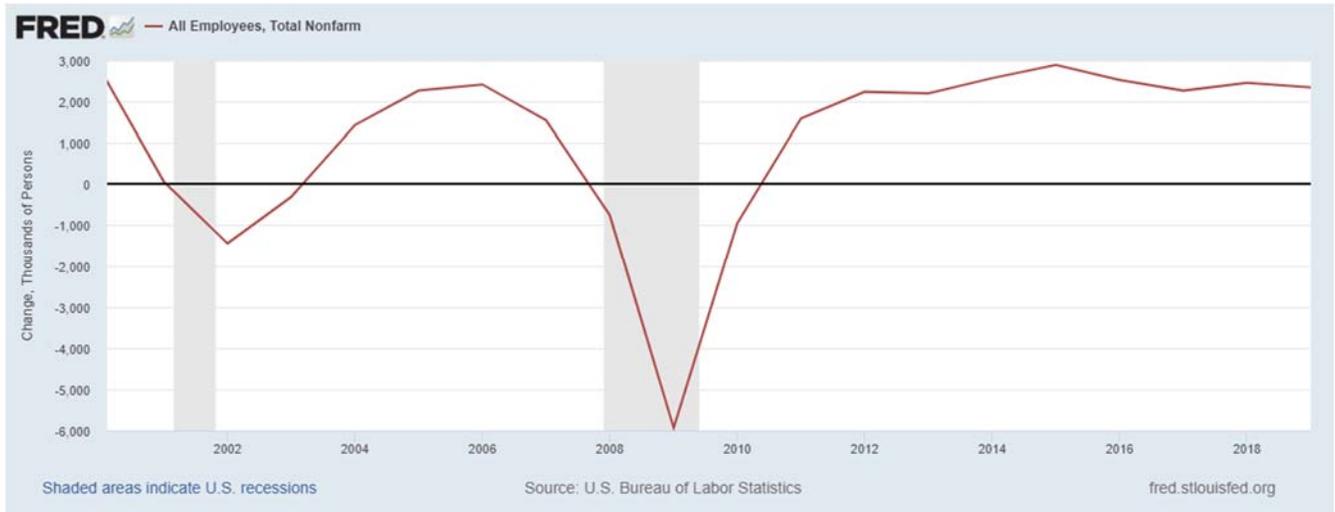
Although recent employment growth in the U.S. manufacturing sector bodes well for the SMA, the manufacturing sector is still not quite as strong as in the past. With manufacturing accounting for close to 10 percent of the U.S. economy and as a major source of employment for the SMA manufacturing employment should continue to be monitored closely.

The following graphs details total employment trends in both manufacturing and all industries (non-farm) in the nation since 2000.

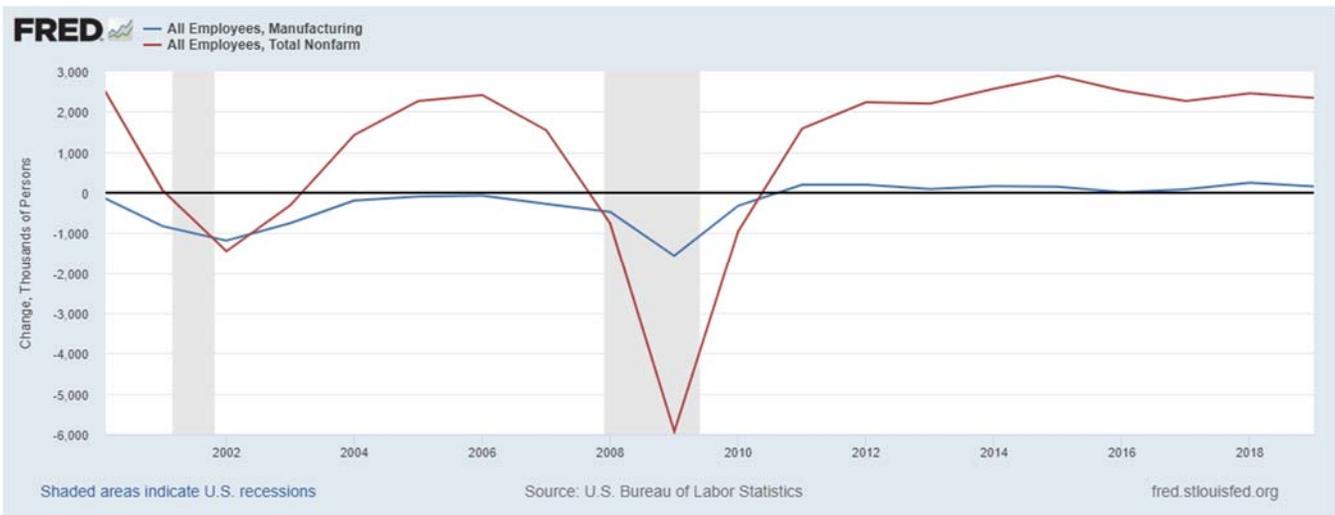
SPRING CREEK CROSSING - MONTEZUMA, GEORGIA - MARKET STUDY



Source: Federal Reserve Bank of St. Louis, 1/2020.
 Note: Shaded area indicates U.S. recessions. The employment data is seasonally adjusted.



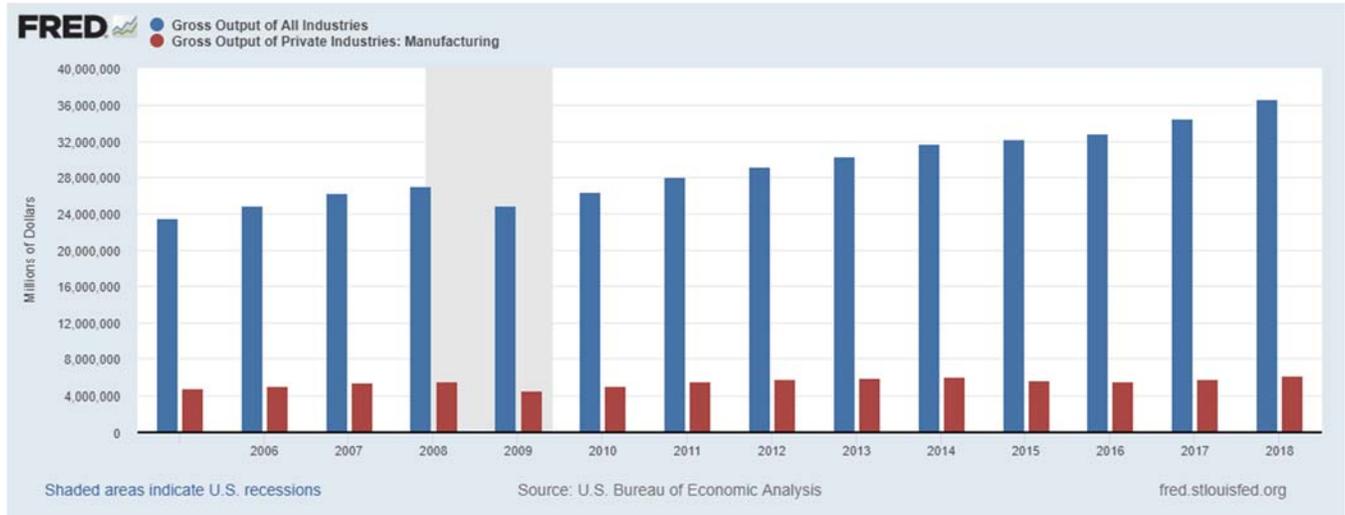
Source: Federal Reserve Bank of St. Louis, 1/2020.
 Note: Shaded area indicates U.S. recessions. The employment data is seasonally adjusted.



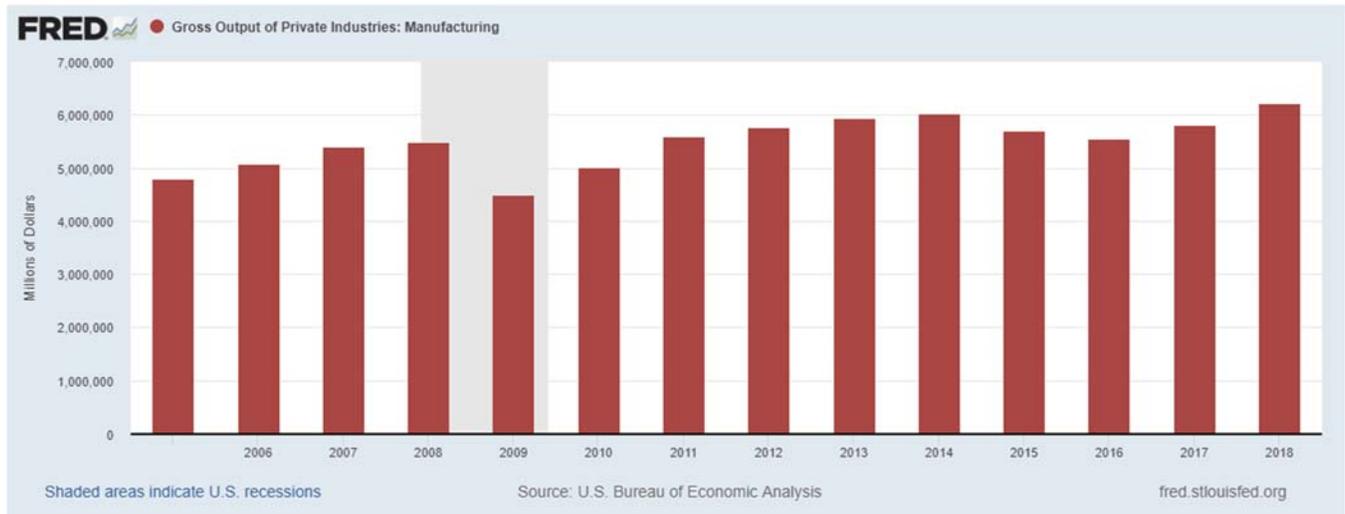
Source: Federal Reserve Bank of St. Louis, 1/2020.
 Note: Shaded area indicates U.S. recessions. The employment data is seasonally adjusted.

Total employment in the manufacturing sector, as well as the overall non-farm industry sector, declined from 2007 to 2009. Due to the most recent recession, all non-farm industries in the nation, including manufacturing, experienced significant loss. Since the most recent recession, total employment in non-farm industries has steady increased, though the manufacturing sector has experienced a slower recovery than other non-farm industries.

The following charts illustrate U.S. manufacturing gross output compared to that across all industries since 2005.



Source: Federal Reserve Bank of St. Louis, 1/2020.
 Note: Shaded area indicates U.S. recessions.



Source: Federal Reserve Bank of St. Louis, 1/2020.
 Note: Shaded area indicates U.S. recessions.

As illustrated by the previous graphs, manufacturing constitutes approximately 17 percent of the gross output of all private industries and experienced five years of consistent growth starting in 2009. Manufacturing output also surpassed pre-recessionary output levels in 2011, three years following the most recent national recession. However, manufacturing output decreased for both 2015 and 2016.

While the rebound in manufacturing output is noteworthy, this has not necessarily turned into job creation for the national economy. Since the most recent recession, job creation in the manufacturing sector continues to lag the overall economy. According to a November 18, 2016 article published by the *MIT Technology Review*, automation in the manufacturing sector has curtailed employment growth- a trend that is likely to continue through the coming years. As illustrated in the following graph, national employment in the manufacturing sector has been steadily declining since the 1980s, while production has increased. Overall, we believe it is reasonable to assume that Montezuma, similar to the rest of the nation, will continue to be negatively impacted by automation in the manufacturing sector, leading to a continued decline in manufacturing employment.

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for the SMA from 2004 to February 2020.

EMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	SMA			USA		
	Total Employment	% Change	Differential from peak	Total Employment	% Change	Differential from peak
2004	101,608	-	-8.7%	139,252,000	-	-11.6%
2005	103,565	1.9%	-7.0%	141,730,000	1.8%	-10.0%
2006	108,210	4.5%	-2.8%	144,427,000	1.9%	-8.3%
2007	110,415	2.0%	-0.8%	146,047,000	1.1%	-7.3%
2008	111,315	0.8%	0.0%	145,363,000	-0.5%	-7.7%
2009	108,444	-2.6%	-2.6%	139,878,000	-3.8%	-11.2%
2010	104,005	-4.1%	-6.6%	139,064,000	-0.6%	-11.7%
2011	104,412	0.4%	-6.2%	139,869,000	0.6%	-11.2%
2012	105,312	0.9%	-5.4%	142,469,000	1.9%	-9.6%
2013	103,164	-2.0%	-7.3%	143,929,000	1.0%	-8.6%
2014	101,862	-1.3%	-8.5%	146,305,000	1.7%	-7.1%
2015	101,870	0.0%	-8.5%	148,833,000	1.7%	-5.5%
2016	105,749	3.8%	-5.0%	151,436,000	1.7%	-3.9%
2017	108,162	2.3%	-2.8%	153,337,000	1.3%	-2.7%
2018	109,436	1.2%	-1.7%	155,761,000	1.6%	-1.1%
2019	111,250	1.7%	-0.1%	157,538,000	1.1%	0.0%
2020 YTD Average*	113,160	1.7%	-	156,726,000	-0.5%	-
Feb-2019	110,678	-	-	156,167,000	-	-
Feb-2020	113,492	2.5%	-	158,017,000	1.2%	-

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

UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	SMA			USA		
	Unemployment Rate	Change	Differential from peak	Unemployment Rate	Change	Differential from peak
2004	4.9%	-	1.3%	5.5%	-	1.9%
2005	5.7%	0.8%	2.1%	5.1%	-0.5%	1.4%
2006	5.0%	-0.7%	1.3%	4.6%	-0.5%	1.0%
2007	4.8%	-0.2%	1.1%	4.6%	0.0%	1.0%
2008	6.0%	1.3%	2.4%	5.8%	1.2%	2.1%
2009	8.9%	2.9%	5.2%	9.3%	3.5%	5.6%
2010	10.2%	1.3%	6.5%	9.6%	0.3%	6.0%
2011	10.1%	-0.1%	6.5%	9.0%	-0.7%	5.3%
2012	9.5%	-0.6%	5.8%	8.1%	-0.9%	4.4%
2013	8.9%	-0.6%	5.2%	7.4%	-0.7%	3.7%
2014	7.8%	-1.1%	4.2%	6.2%	-1.2%	2.5%
2015	6.7%	-1.2%	3.0%	5.3%	-0.9%	1.6%
2016	6.0%	-0.7%	2.3%	4.9%	-0.4%	1.2%
2017	5.3%	-0.8%	1.6%	4.4%	-0.5%	0.7%
2018	4.5%	-0.7%	0.9%	3.9%	-0.4%	0.2%
2019	3.7%	-0.9%	0.0%	3.7%	-0.2%	0.0%
2020 YTD Average*	3.7%	0.0%	-	4.1%	0.4%	-
Feb-2019	4.1%	-	-	4.1%	-	-
Feb-2020	3.7%	-0.4%	-	3.8%	-0.3%	-

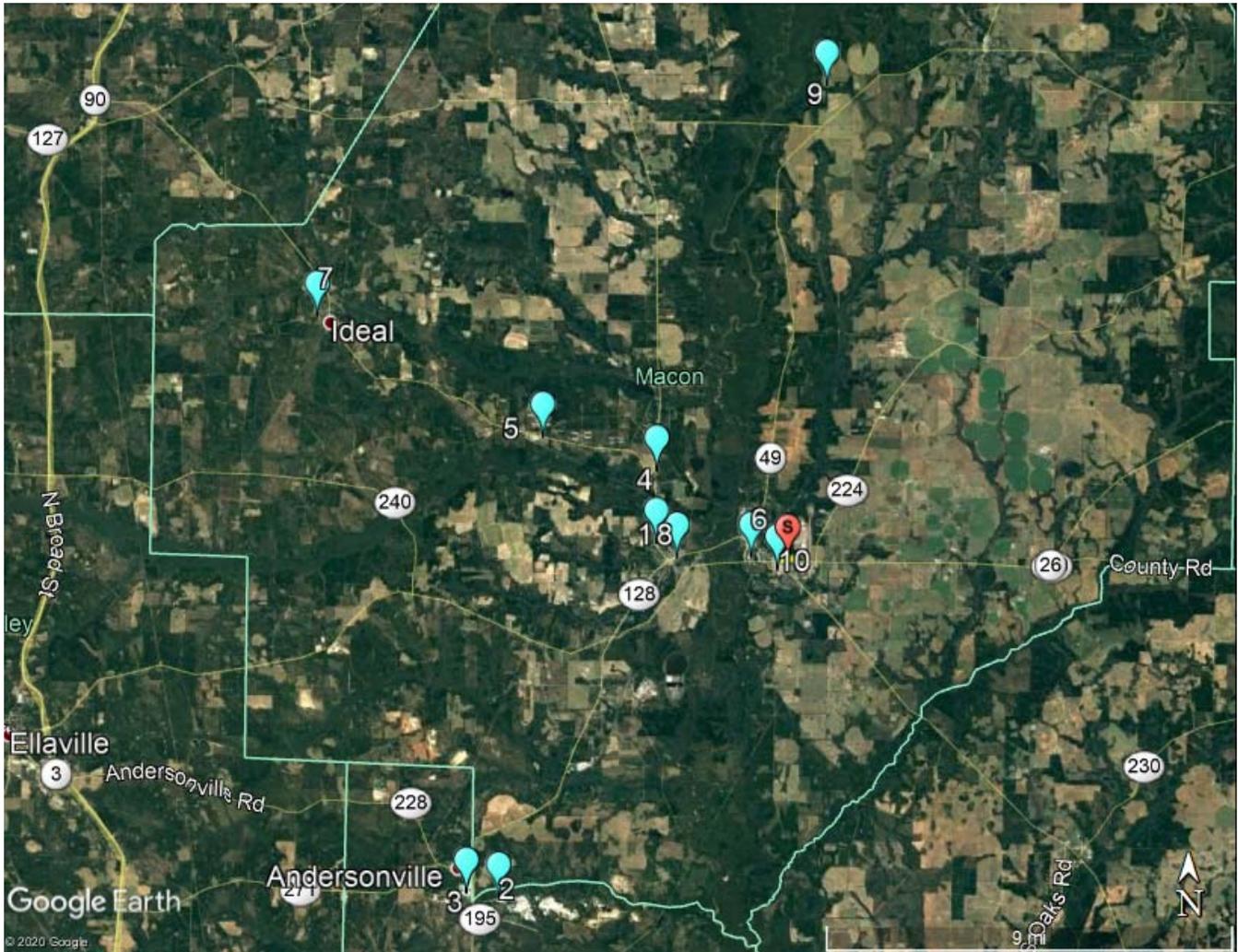
Source: U.S. Bureau of Labor Statistics, April 2020

Prior to the national recession, average employment growth in the SMA generally outpaced the nation. Between 2004 and 2008, total employment in the SMA exhibited positive growth, with a pre-recession peak occurring in 2008. While the nation experienced its most significant recession-related employment losses in 2009, at the height of the recession, the SMA experienced its most significant recession-related employment losses a year later in 2010. Overall, the SMA experienced total employment losses of 6.7 percent compared to 4.9 percent nationally. However, total employment growth in the SMA exceeded that of the nation in all but one year since 2016. As of February 2020, total employment in the SMA is at a post-recessionary record and increasing at an annualized rate of 2.5 percent, compared to 1.2 percent across the overall nation. It should be noted that due to the smaller total employment pool in the SMA, employment variations may appear more significant on a percentage basis. Due to the sudden impact of the COVID-19 pandemic, it is likely that the regional economy has been significantly affected and the near-term employment growth is unclear at this time. Given that total employment in the SMA is at a post-recessionary record and local employment growth has been strong through the beginning of 2020, the SMA was in an expansionary phase prior to the onset of the economic challenges presented by the COVID-19 pandemic.

Historically, the SMA reported a higher unemployment rate relative to the nation. Unemployment in the SMA began increasing during 2008, and the SMA maintained a higher unemployment rate throughout the entire recession except for one year relative to the nation. The most recent data show unemployment in the SMA at a similar level as the nation. Given that total employment in the SMA surpassed its pre-recession levels, and local employment growth and unemployment are both similar to the nation, it appears the SMA is fully recovered and entered into an expansionary phase, which should have a positive impact on local affordable rental housing demand. Growing total employment is a positive indicator of demand for rental housing and, therefore, the Subject's proposed units. However, again due to the COVID-19 pandemic, it is unclear how severely the regional economy has been affected and how temporary in nature any increase in unemployment will be for the SMA.

5. Map of Site and Major Employment Concentrations

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



Source: Google Earth, April 2020.

MAJOR EMPLOYERS MACON COUNTY, GA

#	Employer Name	Industry	# Of Employees
1	Ferrellgas	Manufacturing	250-499
2	International Paper Co	Manufacturing	250-499
3	Mulcoa	Mining	250-499
4	Macon County Elementary School	Educational Services	100-249
5	Tyson Foods, Inc.	Food Services	100-249
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8	Macon County Middle School	Educational Services	50-99
9	Oaks Personal Care Homes	Healthcare	50-99
10	Macon County High School	Educational Services	50-99

Source: Georgia Department of Labor, retrieved April 2020.

6. Conclusion

Employment in the PMA is concentrated in the manufacturing, healthcare/social assistance, and public administration industries, which collectively comprise 44.6 percent of local employment. The large share of PMA employment in manufacturing is notable as this industry is historically volatile, and prone to contraction during economic downturns. However, the PMA also has significant share of employment in the healthcare and public administration industries, which are historically known to offer greater stability during recessionary periods. Relative to the overall nation, the PMA features comparatively greater employment in the manufacturing, agriculture/forestry/fishing/hunting, and public administration industries. Conversely, the PMA is underrepresented in the professional/scientific/technology services, retail trade, and accommodation/food services industries. The overconcentration of manufacturing employment may make the Subject area more susceptible to employment losses from the ongoing COVID-19 pandemic than the nation overall. However, the significant employment in the healthcare/social assistance and public administration sectors should provide stability to the area workforce.

Total employment growth in the SMA exceeded that of the nation in all but one year since 2016. As of February 2020, total employment in the SMA is at a post-recessionary record and increasing at an annualized rate of 2.5 percent, compared to 1.2 percent across the overall nation. It should be noted that due to the smaller total employment pool in the SMA, employment variations may appear more significant on a percentage basis. Due to the sudden impact of the COVID-19 pandemic, it is likely that the regional economy has been significantly affected and the near-term employment growth is unclear at this time. Given that total employment in the SMA is at a post-recessionary record and local employment growth has been strong through the beginning of 2020, the SMA was in an expansionary phase prior to the onset of the economic challenges presented by the COVID-19 pandemic. The most recent data show unemployment in the SMA at a similar level as the nation. Given that total employment in the SMA surpassed its pre-recession levels, and local employment growth and unemployment are both similar to the nation, it appears the SMA is fully recovered and entered into an expansionary phase, which should have a positive impact on local affordable rental housing demand. Growing total employment is a positive indicator of demand for rental housing and, therefore, the Subject's proposed units. However, again due to the COVID-19 pandemic, it is unclear how severely the regional economy has been affected and how temporary in nature any increase in unemployment will be for the SMA.

Beginning in March 2020, the international pandemic caused by the COVID-19 coronavirus resulted in governments across the globe taking dramatic efforts to slow the spread and flatten the infection curve in order to reduce the strain on our health care system. Consequently, over the past two months there has been a sharp and dramatic increase in layoffs due to the economic restrictions related to the emergency response. Governments have passed significant economic stimulus packages to help in offsetting the economic impact. Local governments have begun to lift or loosen restrictions and the stimulus passed thus far has blunted some of the impact from the emergency measures. It remains unclear as to how these measures will impact the housing market long term. However, based on the data available through two months, which indicates some multifamily real estate transactions have continued to close without repricing and rent collection losses during this period have declined less than projected, the governmental response has offset a significant portion of the economic losses presented by the emergency. There is evidence that, despite the significant level of recent layoffs, many other area employers are hiring. Overall, we anticipate that the elevated layoff pace will subside now that economic restrictions have been loosened in the Subject's market area. We believe that the Subject's affordable operation will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments). The timing of the Subject's construction will further insulate it from the current COVID-19 pandemic.

H. PROJECT-SPECIFIC AFFORDABILITY AND DEMAND ANALYSIS

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

1. Income Restrictions

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

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

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

The maximum income levels are based upon information obtained from the Rent and Income Limits Guidelines Table as accessed from the DCA website. For the Subject’s unrestricted 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	\$16,869	\$24,250	\$17,211	\$29,100	\$17,897	\$33,950
2BR	\$21,017	\$27,250	\$21,531	\$32,700	\$23,074	\$38,150
3BR	\$26,057	\$32,700	\$27,086	\$39,240	\$28,286	\$45,780

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. According to Georgia Department of Community Affairs LIHTC allocation lists, there have been no developments allocated within the Subject’s PMA since 2017.

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	50% AMI	60% AMI	70% AMI	Overall
1BR	0	0	0	0
2BR	0	0	0	0
3BR	0	0	0	0
Total	0	0	0	0

Rehab Developments and PBRA

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

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

Capture Rates

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

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA

Income Cohort	2019		Projected Mkt Entry August 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	693	27.9%	663	27.3%	644	26.9%
\$10,000-19,999	447	18.0%	429	17.7%	418	17.4%
\$20,000-29,999	312	12.6%	308	12.7%	306	12.8%
\$30,000-39,999	363	14.6%	348	14.3%	338	14.1%
\$40,000-49,999	141	5.7%	147	6.1%	151	6.3%
\$50,000-59,999	208	8.4%	191	7.8%	180	7.5%
\$60,000-74,999	121	4.9%	131	5.4%	138	5.8%
\$75,000-99,999	57	2.3%	64	2.6%	69	2.9%
\$100,000-124,999	36	1.5%	42	1.7%	46	1.9%
\$125,000-149,999	24	1.0%	30	1.2%	34	1.4%
\$150,000-199,999	46	1.9%	41	1.7%	38	1.6%
\$200,000+	34	1.4%	35	1.4%	36	1.5%
Total	2,482	100.0%	2,430	100.0%	2,398	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		\$16,869		Maximum Income Limit		\$32,700	
Income Category	New Renter Households - Total Change		Income Brackets	Percent within Cohort	Renter		
	in Households PMA 2019 to Prj Mrkt Entry August 2022				Households within Bracket		
\$0-9,999	-30	58.3%	\$0	0.0%	0		
\$10,000-19,999	-18	34.5%	\$3,130	31.3%	-6		
\$20,000-29,999	-4	7.1%	\$9,999	100.0%	-4		
\$30,000-39,999	-15	29.8%	\$2,700	27.0%	-4		
\$40,000-49,999	6	-11.9%	\$0	0.0%	0		
\$50,000-59,999	-17	33.3%	\$0	0.0%	0		
\$60,000-74,999	10	-20.2%	\$0	0.0%	0		
\$75,000-99,999	7	-14.3%	\$0	0.0%	0		
\$100,000-124,999	6	-11.9%	\$0	0.0%	0		
\$125,000-149,999	6	-11.9%	\$0	0.0%	0		
\$150,000-199,999	-5	9.5%	\$0	0.0%	0		
\$200,000+	1	-2.4%	\$0	0.0%	0		
Total	-52	100.0%		26.0%	-13		

Minimum Income Limit		\$16,869		Maximum Income Limit		\$32,700	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households within Bracket		
	\$0-9,999	693			27.9%	\$0	0.0%
\$10,000-19,999	447	18.0%	\$3,130	31.3%	140		
\$20,000-29,999	312	12.6%	\$9,999	100.0%	312		
\$30,000-39,999	363	14.6%	\$2,700	27.0%	98		
\$40,000-49,999	141	5.7%	\$0	0.0%	0		
\$50,000-59,999	208	8.4%	\$0	0.0%	0		
\$60,000-74,999	121	4.9%	\$0	0.0%	0		
\$75,000-99,999	57	2.3%	\$0	0.0%	0		
\$100,000-124,999	36	1.5%	\$0	0.0%	0		
\$125,000-149,999	24	1.0%	\$0	0.0%	0		
\$150,000-199,999	46	1.9%	\$0	0.0%	0		
\$200,000+	34	1.4%	\$0	0.0%	0		
Total	2,482	100.0%		22.2%	550		

ASSUMPTIONS - @50%

Tenancy		Family		% of Income towards Housing		35%
Rural/Urban		Rural		Maximum # of Occupants		5
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%	70%	0%	
5+	0%	0%	0%	100%	0%	

Demand from New Renter Households 2019 to August 2022

Income Target Population	@50%
New Renter Households PMA	-52
Percent Income Qualified	26.0%
New Renter Income Qualified Households	-13

Demand from Existing Households 2019

Demand from Rent Overburdened Households

Income Target Population	@50%
Total Existing Demand	2,482
Income Qualified	22.2%
Income Qualified Renter Households	550
Percent Rent Overburdened Prj Mrkt Entry August 2022	45.5%
Rent Overburdened Households	250

Demand from Living in Substandard Housing

Income Qualified Renter Households	550
Percent Living in Substandard Housing	1.1%
Households Living in Substandard Housing	6

Senior Households Converting from Homeownership

Income Target Population	@50%
Total Senior Homeowners	0
Rural Versus Urban	5.0%
Senior Demand Converting from Homeownership	0

Total Demand

Total Demand from Existing Households	256
Total New Demand	-13
Total Demand (New Plus Existing Households)	243

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	39.1%	95
Two Persons	25.4%	62
Three Persons	14.5%	35
Four Persons	9.5%	23
Five Persons	11.5%	28
Total	100.0%	243

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%	86
Of two-person households in 1BR units	20%	12
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%	10
Of two-person households in 2BR units	80%	49
Of three-person households in 2BR units	60%	21
Of four-person households in 2BR units	30%	7
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%	14
Of four-person households in 3BR units	70%	16
Of five-person households in 3BR units	100%	28
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	0%	0
Of five-person households in 4BR units	0%	0
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		243

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	98	-	0	=	98
2 BR	87	-	0	=	87
3 BR	58	-	0	=	58
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	243		0		243

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	4	/	98	=	4.1%
2 BR	8	/	87	=	9.2%
3 BR	8	/	58	=	13.8%
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	20		243		8.2%

60% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$17,211		Maximum Income Limit		\$39,240	
Income Category	New Renter Households - Total Change		Income Brackets	Percent within Cohort	Renter		
	in Households PMA 2019 to Prj Mrkt Entry August 2022				Households within Bracket		
\$0-9,999	-30	58.3%	\$0	0.0%	0		
\$10,000-19,999	-18	34.5%	\$2,788	27.9%	-5		
\$20,000-29,999	-4	7.1%	\$9,999	100.0%	-4		
\$30,000-39,999	-15	29.8%	\$9,240	92.4%	-14		
\$40,000-49,999	6	-11.9%	\$0	0.0%	0		
\$50,000-59,999	-17	33.3%	\$0	0.0%	0		
\$60,000-74,999	10	-20.2%	\$0	0.0%	0		
\$75,000-99,999	7	-14.3%	\$0	0.0%	0		
\$100,000-124,999	6	-11.9%	\$0	0.0%	0		
\$125,000-149,999	6	-11.9%	\$0	0.0%	0		
\$150,000-199,999	-5	9.5%	\$0	0.0%	0		
\$200,000+	1	-2.4%	\$0	0.0%	0		
Total	-52	100.0%		44.3%	-23		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$17,211		Maximum Income Limit		\$39,240	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households within Bracket		
	\$0-9,999	693			27.9%	\$0	0.0%
\$10,000-19,999	447	18.0%	\$2,788	27.9%	125		
\$20,000-29,999	312	12.6%	\$9,999	100.0%	312		
\$30,000-39,999	363	14.6%	\$9,240	92.4%	335		
\$40,000-49,999	141	5.7%	\$0	0.0%	0		
\$50,000-59,999	208	8.4%	\$0	0.0%	0		
\$60,000-74,999	121	4.9%	\$0	0.0%	0		
\$75,000-99,999	57	2.3%	\$0	0.0%	0		
\$100,000-124,999	36	1.5%	\$0	0.0%	0		
\$125,000-149,999	24	1.0%	\$0	0.0%	0		
\$150,000-199,999	46	1.9%	\$0	0.0%	0		
\$200,000+	34	1.4%	\$0	0.0%	0		
Total	2,482	100.0%		31.1%	772		

ASSUMPTIONS - @60%

Tenancy		Family		% of Income towards Housing		35%
Rural/Urban		Rural		Maximum # of Occupants		5
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%	70%	0%	
5+	0%	0%	0%	100%	0%	

Demand from New Renter Households 2019 to August 2022

Income Target Population	@60%
New Renter Households PMA	-52
Percent Income Qualified	44.3%
New Renter Income Qualified Households	-23

Demand from Existing Households 2019

Demand from Rent Overburdened Households

Income Target Population	@60%
Total Existing Demand	2,482
Income Qualified	31.1%
Income Qualified Renter Households	772
Percent Rent Overburdened Prj Mrkt Entry August 2022	45.5%
Rent Overburdened Households	351

Demand from Living in Substandard Housing

Income Qualified Renter Households	772
Percent Living in Substandard Housing	1.1%
Households Living in Substandard Housing	8

Senior Households Converting from Homeownership

Income Target Population	@60%
Total Senior Homeowners	0
Rural Versus Urban	5.0%
Senior Demand Converting from Homeownership	0

Total Demand

Total Demand from Existing Households	360
Total New Demand	-23
Total Demand (New Plus Existing Households)	337

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	39.1%	132
Two Persons	25.4%	86
Three Persons	14.5%	49
Four Persons	9.5%	32
Five Persons	11.5%	39
Total	100.0%	337

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%	119
Of two-person households in 1BR units	20%	17
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%	13
Of two-person households in 2BR units	80%	69
Of three-person households in 2BR units	60%	29
Of four-person households in 2BR units	30%	10
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%	20
Of four-person households in 3BR units	70%	22
Of five-person households in 3BR units	100%	39
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	0%	0
Of five-person households in 4BR units	0%	0
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		337

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	136	-	0	=	136
2 BR	121	-	0	=	121
3 BR	80	-	0	=	80
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	337		0		337

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	4	/	136	=	2.9%
2 BR	8	/	121	=	6.6%
3 BR	8	/	80	=	9.9%
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	20		337		5.9%

70% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @70%

Minimum Income Limit		\$17,897		Maximum Income Limit		\$45,780	
Income Category	New Renter Households - Total Change		Income Brackets	Percent within Cohort	Renter		
	in Households PMA 2019 to Prj Mrkt Entry August 2022				Households within Bracket		
\$0-9,999	-30	58.3%	\$0	0.0%	0		
\$10,000-19,999	-18	34.5%	\$2,102	21.0%	-4		
\$20,000-29,999	-4	7.1%	\$9,999	100.0%	-4		
\$30,000-39,999	-15	29.8%	\$9,999	100.0%	-15		
\$40,000-49,999	6	-11.9%	\$5,780	57.8%	4		
\$50,000-59,999	-17	33.3%	\$0	0.0%	0		
\$60,000-74,999	10	-20.2%	\$0	0.0%	0		
\$75,000-99,999	7	-14.3%	\$0	0.0%	0		
\$100,000-124,999	6	-11.9%	\$0	0.0%	0		
\$125,000-149,999	6	-11.9%	\$0	0.0%	0		
\$150,000-199,999	-5	9.5%	\$0	0.0%	0		
\$200,000+	1	-2.4%	\$0	0.0%	0		
Total	-52	100.0%		37.3%	-19		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @70%

Minimum Income Limit		\$17,897		Maximum Income Limit		\$45,780	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households		
					within Bracket		
\$0-9,999	693	27.9%	\$0	0.0%	0		
\$10,000-19,999	447	18.0%	\$2,102	21.0%	94		
\$20,000-29,999	312	12.6%	\$9,999	100.0%	312		
\$30,000-39,999	363	14.6%	\$9,999	100.0%	363		
\$40,000-49,999	141	5.7%	\$5,780	57.8%	82		
\$50,000-59,999	208	8.4%	\$0	0.0%	0		
\$60,000-74,999	121	4.9%	\$0	0.0%	0		
\$75,000-99,999	57	2.3%	\$0	0.0%	0		
\$100,000-124,999	36	1.5%	\$0	0.0%	0		
\$125,000-149,999	24	1.0%	\$0	0.0%	0		
\$150,000-199,999	46	1.9%	\$0	0.0%	0		
\$200,000+	34	1.4%	\$0	0.0%	0		
Total	2,482	100.0%		34.3%	850		

ASSUMPTIONS - @70%

Tenancy		Family		% of Income towards Housing		35%	
Rural/Urban		Rural		Maximum # of Occupants		5	
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%	70%	0%		
5+	0%	0%	0%	100%	0%		

Demand from New Renter Households 2019 to August 2022

Income Target Population	@70%
New Renter Households PMA	-52
Percent Income Qualified	37.3%
New Renter Income Qualified Households	-19

Demand from Existing Households 2019

Demand from Rent Overburdened Households

Income Target Population	@70%
Total Existing Demand	2,482
Income Qualified	34.3%
Income Qualified Renter Households	850
Percent Rent Overburdened Prj Mrkt Entry August 2022	45.5%
Rent Overburdened Households	387

Demand from Living in Substandard Housing

Income Qualified Renter Households	850
Percent Living in Substandard Housing	1.1%
Households Living in Substandard Housing	9

Senior Households Converting from Homeownership

Income Target Population	@70%
Total Senior Homeowners	0
Rural Versus Urban	5.0%
Senior Demand Converting from Homeownership	0

Total Demand

Total Demand from Existing Households	396
Total New Demand	-19
Total Demand (New Plus Existing Households)	377

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	39.1%	148
Two Persons	25.4%	96
Three Persons	14.5%	55
Four Persons	9.5%	36
Five Persons	11.5%	43
Total	100.0%	377

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%	133
Of two-person households in 1BR units	20%	19
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%	15
Of two-person households in 2BR units	80%	77
Of three-person households in 2BR units	60%	33
Of four-person households in 2BR units	30%	11
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%	22
Of four-person households in 3BR units	70%	25
Of five-person households in 3BR units	100%	43
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	0%	0
Of five-person households in 4BR units	0%	0
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		377

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	152	-	0	=	152
2 BR	135	-	0	=	135
3 BR	90	-	0	=	90
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	377		0		377

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	2	/	152	=	1.3%
2 BR	4	/	135	=	3.0%
3 BR	4	/	90	=	4.4%
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	10		377		2.7%

Overall

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$16,869		Maximum Income Limit		\$45,780	
Income Category	New Renter Households - Total Change		Income Brackets	Percent within Cohort	Renter		
	in Households PMA 2019 to Prj Mrkt Entry August 2022				Households within Bracket		
\$0-9,999	-30	58.3%	\$0	0.0%	0		
\$10,000-19,999	-18	34.5%	\$3,130	31.3%	-6		
\$20,000-29,999	-4	7.1%	\$9,999	100.0%	-4		
\$30,000-39,999	-15	29.8%	\$9,999	100.0%	-15		
\$40,000-49,999	6	-11.9%	\$5,780	57.8%	4		
\$50,000-59,999	-17	33.3%	\$0	0.0%	0		
\$60,000-74,999	10	-20.2%	\$0	0.0%	0		
\$75,000-99,999	7	-14.3%	\$0	0.0%	0		
\$100,000-124,999	6	-11.9%	\$0	0.0%	0		
\$125,000-149,999	6	-11.9%	\$0	0.0%	0		
\$150,000-199,999	-5	9.5%	\$0	0.0%	0		
\$200,000+	1	-2.4%	\$0	0.0%	0		
Total	-52	100.0%		40.8%	-21		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$16,869		Maximum Income Limit		\$45,780	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households within Bracket		
	\$0-9,999	693			27.9%	\$0	0.0%
\$10,000-19,999	447	18.0%	\$3,130	31.3%	140		
\$20,000-29,999	312	12.6%	\$9,999	100.0%	312		
\$30,000-39,999	363	14.6%	\$9,999	100.0%	363		
\$40,000-49,999	141	5.7%	\$5,780	57.8%	82		
\$50,000-59,999	208	8.4%	\$0	0.0%	0		
\$60,000-74,999	121	4.9%	\$0	0.0%	0		
\$75,000-99,999	57	2.3%	\$0	0.0%	0		
\$100,000-124,999	36	1.5%	\$0	0.0%	0		
\$125,000-149,999	24	1.0%	\$0	0.0%	0		
\$150,000-199,999	46	1.9%	\$0	0.0%	0		
\$200,000+	34	1.4%	\$0	0.0%	0		
Total	2,482	100.0%		36.1%	896		

ASSUMPTIONS - Overall

Tenancy		Family		% of Income towards Housing		35%	
Rural/Urban		Rural		Maximum # of Occupants		5	
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%	70%	0%		
5+	0%	0%	0%	100%	0%		

Demand from New Renter Households 2019 to August 2022

Income Target Population	Overall
New Renter Households PMA	-52
Percent Income Qualified	40.8%
New Renter Income Qualified Households	-21

Demand from Existing Households 2019

Demand from Rent Overburdened Households

Income Target Population	Overall
Total Existing Demand	2,482
Income Qualified	36.1%
Income Qualified Renter Households	896
Percent Rent Overburdened Prj Mrkt Entry August 2022	45.5%
Rent Overburdened Households	408

Demand from Living in Substandard Housing

Income Qualified Renter Households	896
Percent Living in Substandard Housing	1.1%
Households Living in Substandard Housing	10

Senior Households Converting from Homeownership

Income Target Population	Overall
Total Senior Homeowners	0
Rural Versus Urban	5.0%
Senior Demand Converting from Homeownership	0

Total Demand

Total Demand from Existing Households	418
Total New Demand	-21
Total Demand (New Plus Existing Households)	397

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	39.1%	155
Two Persons	25.4%	101
Three Persons	14.5%	57
Four Persons	9.5%	38
Five Persons	11.5%	45
Total	100.0%	397

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%	140
Of two-person households in 1BR units	20%	20
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%	16
Of two-person households in 2BR units	80%	81
Of three-person households in 2BR units	60%	34
Of four-person households in 2BR units	30%	11
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%	23
Of four-person households in 3BR units	70%	26
Of five-person households in 3BR units	100%	45
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	0%	0
Of five-person households in 4BR units	0%	0
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		397

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	160	-	0	=	160
2 BR	142	-	0	=	142
3 BR	95	-	0	=	95
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	397		0		397

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	10	/	160	=	6.3%
2 BR	20	/	142	=	14.1%
3 BR	20	/	95	=	21.1%
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	50		397		12.6%

CAPTURE RATE ANALYSIS CHART

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

- The number of households in the PMA is expected to decrease 0.2 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 (\$16,869 to \$32,700)	HH at @60% AMI (\$17,211 to \$39,240)	HH at @70% AMI (\$17,897 to \$45,780)	All Tax Credit Households
Demand from New Households (age and income appropriate)	-13	-23	-19	-21
PLUS	+	+	+	+
Demand from Existing Renter Households - Substandard Housing	6	8	9	10
PLUS	+	+	+	+
Demand from Existing Renter Housholds - Rent Overburdened Households	250	351	387	408
Sub Total	243	337	377	397
Demand from Existing Households - Elderly Homeowner Turnover (Limited)	0	0	0	0
Equals Total Demand	243	337	377	397
Less	-	-	-	-
Competitive New Supply	0	0	0	0
Equals Net Demand	243	337	377	397

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%	\$16,869	\$24,250	4	98	0	98	4.1%	\$692	\$428	\$921	\$395
1BR @60%	\$17,211	\$29,100	4	136	0	136	2.9%	\$733	\$428	\$921	\$405
1BR @70%	\$17,897	\$33,950	2	152	0	152	1.3%	\$786	\$536	\$921	\$425
1BR Overall	\$16,869	\$33,950	10	160	0	160	6.3%	-	-	-	-
2BR @50%	\$21,017	\$27,250	8	87	0	87	9.2%	\$796	\$545	\$1,036	\$490
2BR @60%	\$21,531	\$32,700	8	121	0	121	6.6%	\$835	\$545	\$1,036	\$505
2BR @70%	\$23,074	\$38,150	4	135	0	135	3.0%	\$889	\$626	\$1,036	\$550
2BR Overall	\$21,017	\$38,150	20	142	0	142	14.1%	-	-	-	-
3BR @50%	\$26,057	\$32,700	8	58	0	58	13.8%	\$836	\$581	\$1,127	\$610
3BR @60%	\$27,086	\$39,240	8	80	0	80	9.9%	\$860	\$581	\$1,127	\$640
3BR @70%	\$28,286	\$45,780	4	90	0	90	4.4%	\$959	\$806	\$1,127	\$675
3BR Overall	\$26,057	\$45,780	20	95	0	95	21.1%	-	-	-	-
@50% Overall	\$16,869	\$32,700	20	243	0	243	8.2%	-	-	-	-
@60% Overall	\$17,211	\$39,240	20	337	0	337	5.9%	-	-	-	-
@70% Overall	\$17,897	\$45,780	10	377	0	377	2.7%	-	-	-	-
Overall	\$16,869	\$45,780	50	397	0	397	12.6%	-	-	-	-

As the analysis illustrates, the Subject's capture rates at the 50 percent AMI level range from 4.1 to 13.8 percent, with an overall capture rate of 8.2 percent. The Subject's 60 percent AMI capture rates range from 2.9 to 9.9 percent, with an overall capture rate of 5.9 percent. The Subject's 70 percent AMI capture rates range from 1.3 to 4.4 percent, with an overall capture rate of 2.7 percent. The overall capture rate for the project's 50, 60, and 70 percent units is 12.6 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 similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes ten “true” comparable properties containing 1,537 units.

The availability of LIHTC data is considered fair. There are no LIHTC developments in the Subject’s PMA. We included two LIHTC and two mixed-income comparables in our analysis. The comparables are located between 19.1 and 27.9 miles from the Subject in Fort Valley, Perry, and Warner Robins. Fort Valley offers a slightly superior location to Montezuma in terms of median rents. Perry and Warner Robins offer superior locations to Montezuma in terms of median rents. These comparables are considered reasonable proxies for the Subject as they are among the most proximate non-subsidized LIHTC developments that target families and offer a similar unit mix. The comparables were built between 2008 and 2017.

The availability of market rate data is considered fair. The Subject is located in Montezuma and there are a limited number of market rate properties in the area. We include six conventional properties in our analysis of the competitive market. The comparables are located between 19.8 and 26.9 miles from the Subject in Perry, Warner Robins, and Kathleen, all of which are superior locations to Montezuma in terms of median rents. These comparables are considered reasonable proxies for the Subject as they are among the most proximate market rate developments that offer a similar unit mix and condition and agreed to participate in our survey. These comparables were built or renovated between 1988 and 2020. 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 count, and condition. Of note, despite the challenges in interviewing property managers in-person due to the office restrictions related to COVID-19, we were able to personally interview all of the comparables utilized in this report over the phone. The property managers interviewed noted no significant leasing issues due to the COVID-19 pandemic.

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.

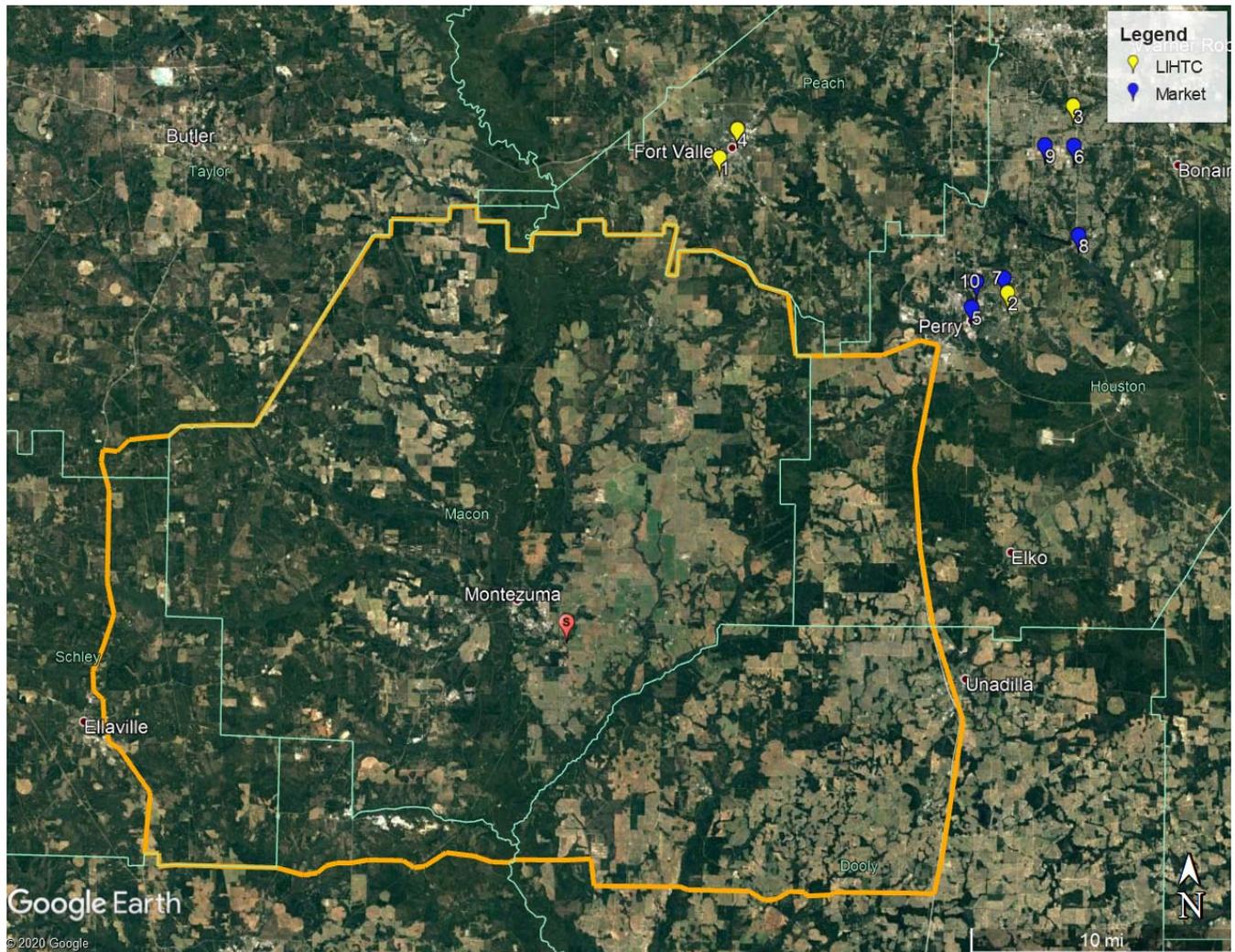
Excluded Properties

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
Marshall Lane	Rural Development	Marshallville	Family	18	Subsidized
Marshall Village	Rural Development	Marshallville	Senior	24	Subsidized
Whitewater Village	Rural Development	Ideal	Family	18	Subsidized
Country Village Apartments	Rural Development	Montezuma	Family	48	Subsidized
Riverbend Apartments	Rural Development	Montezuma	Family	24	Subsidized
Sleepy Hollow Manor	Rural Development	Marshallville	Family	18	Subsidized
Pinelake	Rural Development	Montezuma	Family	24	Subsidized
Quail Run	Rural Development	Oglethorpe	Family	40	Subsidized
Towncreek Apartments	Rural Development	Oglethorpe	Family	12	Subsidized
Aztec Apartments	Public Housing	Montezuma	Family	N/A	Subsidized
Chappell Hill	Public Housing	Montezuma	Family	N/A	Subsidized
Philliptown	Public Housing	Montezuma	Family	N/A	Subsidized
Spring Creek	Public Housing	Montezuma	Family	N/A	Subsidized
Travelers Rest	Public Housing	Montezuma	Family	N/A	Subsidized

1. Comparable Rental Property Map



Source: Google Earth, May 2020.

COMPARABLE PROPERTIES

#	Comparable Property	City	Rent Structure	Distance to Subject
S	Spring Creek Crossing	Montezuma	LIHTC	-
1	Magnolia Terrace Phase II*	Fort Valley	LIHTC/Market	19.1 miles
2	Oliver Place*	Perry	LIHTC/Market	21.3 miles
3	The Pines At Westdale*	Warner Robins	LIHTC	27.9 miles
4	The Reserve At Hampton*	Fort Valley	LIHTC	20.4 miles
5	Ashley Oaks (FKA Heritage Apartments)†	Perry	Market	19.8 miles
6	Chatham Parke I And II*	Warner Robins	Market	26.9 miles
7	Hampton Place*	Perry	Market	21.5 miles
8	Houston Lake*	Kathleen	Market	24.7 miles
9	Lenox Pointe*	Warner Robins	Market	26.1 miles
10	Winslow Place*	Perry	Market	20.6 miles

*Located outside PMA

SPRING CREEK CROSSING - MONTEZUMA, 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	Spring Creek Crossing 623-542 Spaulding Road Montezuma, GA 31063 Macon County	-	Townhouse 1 and 2-stories 2022 / n/a Family	@50%, @60%, @70%	1BR / 1BA	4	8.0%	780	@50%	\$395	No	N/A	N/A	N/A
					1BR / 1BA	4	8.0%	780	@60%	\$405	No	N/A	N/A	N/A
					1BR / 1BA	2	4.0%	780	@70%	\$425	No	N/A	N/A	N/A
					2BR / 2BA	8	16.0%	1,015	@50%	\$490	No	N/A	N/A	N/A
					2BR / 2BA	8	16.0%	1,015	@60%	\$505	No	N/A	N/A	N/A
					2BR / 2BA	4	8.0%	1,015	@70%	\$550	No	N/A	N/A	N/A
					3BR / 2BA	8	16.0%	1,250	@50%	\$610	No	N/A	N/A	N/A
					3BR / 2BA	8	16.0%	1,250	@60%	\$640	No	N/A	N/A	N/A
					3BR / 2BA	4	8.0%	1,250	@70%	\$675	No	N/A	N/A	N/A
										<u>50</u>				
1	Magnolia Terrace Phase II 718 Green St. Fort Valley, GA 31030 Peach County	19.1 miles	Garden 2-stories 2008 / n/a Family	@50%, @60%, Market	1BR / 1BA	2	5.6%	680	@50%	\$522	Yes	Yes	0	0.0%
					1BR / 1BA	2	5.6%	680	Market	\$676	No	Yes	0	0.0%
					2BR / 2BA	10	27.8%	1,050	@50%	\$571	Yes	Yes	0	0.0%
					2BR / 2BA	3	8.3%	1,050	@60%	\$616	No	Yes	0	0.0%
					2BR / 2BA	3	8.3%	1,050	Market	\$716	N/A	Yes	0	0.0%
					3BR / 2BA	10	27.8%	1,400	@50%	\$705	Yes	Yes	0	0.0%
					3BR / 2BA	3	8.3%	1,400	@60%	\$756	No	Yes	0	0.0%
					3BR / 2BA	3	8.3%	1,400	Market	\$806	N/A	Yes	0	0.0%
										<u>36</u>				
2	Oliver Place 530 Gray Road Perry, GA 31069 Houston County	21.3 miles	Garden 2-stories 2017 / n/a Family	@50%, @60%, Market	1BR / 1BA	15	15.0%	725	@50%	\$490	No	Yes	0	0.0%
					1BR / 1BA	9	9.0%	725	@60%	\$610	No	Yes	0	0.0%
					2BR / 2BA	3	3.0%	975	@50%	\$570	No	Yes	0	0.0%
					2BR / 2BA	29	29.0%	975	@60%	\$705	No	Yes	0	0.0%
					2BR / 2.5BA	2	2.0%	1,050	@50%	\$570	No	Yes	0	0.0%
					2BR / 2.5BA	10	10.0%	1,050	@60%	\$705	No	Yes	0	0.0%
					3BR / 2BA	18	18.0%	1,075	@60%	\$795	No	Yes	0	0.0%
					3BR / 2BA	8	8.0%	1,075	Market	\$865	N/A	Yes	0	0.0%
					3BR / 2.5BA	4	4.0%	1,250	@60%	\$795	No	Yes	0	0.0%
										<u>100</u>				
3	The Pines At Westdale 1131 S Houston Lake Rd Warner Robins, GA 31088 Houston County	27.9 miles	Garden 3-stories 2017 / n/a Family	@50%, @60%	1BR / 1BA	18	10.0%	829	@50%	\$494	No	Yes	N/A	N/A
					1BR / 1BA	24	13.3%	829	@60%	\$571	No	Yes	N/A	N/A
					2BR / 2BA	20	11.1%	1,073	@50%	\$604	No	Yes	N/A	N/A
					2BR / 2BA	82	45.6%	1,073	@60%	\$687	No	Yes	N/A	N/A
					3BR / 2BA	7	3.9%	1,295	@50%	\$700	No	Yes	N/A	N/A
					3BR / 2BA	29	16.1%	1,295	@60%	\$776	No	Yes	N/A	N/A
					<u>180</u>							5	2.8%	
4	The Reserve At Hampton 3460 Hwy 341 Fort Valley, GA 31030 Peach County	20.4 miles	Garden 2-stories 2015 / n/a Family	@60%	1BR / 1BA	5	9.8%	769	@60%	\$428	No	Yes	0	0.0%
					2BR / 2.5BA	28	54.9%	1,075	@60%	\$545	No	Yes	0	0.0%
					3BR / 2.5BA	18	35.3%	1,422	@60%	\$581	No	Yes	0	0.0%
					<u>51</u>							0	0.0%	
5	Iley Oaks (FKA Heritage Apartmer 100 Ashley Drive Perry, GA 31069 Houston County	19.8 miles	One-story 1-stories 1971 / 2020 Family	Market	1BR / 1BA	44	56.4%	900	Market	\$536	N/A	No	0	0.0%
					2BR / 1BA	34	43.6%	1,100	Market	\$626	N/A	No	0	0.0%
					<u>78</u>								0	0.0%
6	Chatham Parke I And II 51 Cohen Walker Rd Warner Robins, GA 31088 Houston County	26.9 miles	Garden 2-stories 2016 / 2019 Family	Market	1BR / 1BA	N/A	N/A	872	Market	\$889	N/A	Yes	0	N/A
					1BR / 1BA	N/A	N/A	1,030	Market	\$921	N/A	Yes	0	N/A
					2BR / 1BA	N/A	N/A	1,198	Market	\$921	N/A	Yes	0	N/A
					2BR / 1BA	N/A	N/A	1,354	Market	\$950	N/A	Yes	0	N/A
					2BR / 2BA	N/A	N/A	1,257	Market	\$986	N/A	Yes	0	N/A
					2BR / 2BA	N/A	N/A	1,402	Market	\$1,026	N/A	Yes	0	N/A
					<u>264</u>							0	0.0%	
7	Hampton Place 395 North Perry Pkwy Perry, GA 30169 Houston County	21.5 miles	Garden 2-stories 1997 / n/a Family	Market	1BR / 1BA	72	47.4%	747	Market	\$814	N/A	No	0	0.0%
					2BR / 1BA	40	26.3%	982	Market	\$873	N/A	No	1	2.5%
					2BR / 2BA	40	26.3%	1,069	Market	\$957	N/A	No	0	0.0%
					<u>152</u>							1	0.7%	
8	Houston Lake 2350 S Houston Lake Rd Kathleen, GA 31047 Houston County	24.7 miles	Garden 3-stories 2008 / n/a Family	Market	1BR / 1BA	N/A	N/A	825	Market	\$799	N/A	Yes	N/A	N/A
					1BR / 1BA	N/A	N/A	915	Market	\$829	N/A	Yes	N/A	N/A
					2BR / 1BA	N/A	N/A	1,031	Market	\$869	N/A	Yes	N/A	N/A
					2BR / 2BA	N/A	N/A	1,133	Market	\$899	N/A	Yes	N/A	N/A
					2BR / 2BA	N/A	N/A	1,230	Market	\$939	N/A	Yes	N/A	N/A
					<u>300</u>							2	0.7%	
9	Lenox Pointe 2006 Karl Dr Warner Robins, GA 31088 Houston County	26.1 miles	Garden 3-stories 2006 / 2012 Family	Market	1BR / 1BA	96	33.3%	733	Market	\$802	N/A	No	N/A	N/A
					1BR / 1BA	N/A	N/A	763	Market	\$827	N/A	No	N/A	N/A
					1BR / 1BA	N/A	N/A	853	Market	\$857	N/A	No	N/A	N/A
					2BR / 2BA	96	33.3%	1,200	Market	\$957	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,350	Market	\$1,002	N/A	No	N/A	N/A
					3BR / 2BA	96	33.3%	1,390	Market	\$1,082	N/A	No	N/A	N/A
					<u>288</u>							9	3.1%	
10	Winslow Place 200 Bristol Street Perry, GA 31069 Houston County	20.6 miles	Garden 2-stories 1988 / n/a Family	Market	1BR / 1BA	32	36.4%	745	Market	\$700	N/A	No	0	0.0%
					2BR / 1BA	24	27.3%	978	Market	\$770	N/A	No	0	0.0%
					2BR / 2BA	24	27.3%	1,045	Market	\$785	N/A	No	0	0.0%
					2BR / 2BA	8	9.1%	1,140	Market	\$800	N/A	No	0	0.0%
					<u>88</u>							0	0.0%	

SPRING CREEK CROSSING – MONTEZUMA, GEORGIA – MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.						
	Units Surveyed:	1,537	Weighted Occupancy:	98.9%		
	Market Rate	1,170	Market Rate	99.0%		
	Tax Credit	367	Tax Credit	98.6%		
	One Bedroom One Bath		Two Bedroom Two Bath		Three Bedroom Two Bath	
	Property	Average	Property	Average	Property	Average
RENT	Chatham Parke I And II (Market)	\$921	Chatham Parke I And II (Market)	\$1,036	Lenox Pointe (Market)	\$1,127
	Chatham Parke I And II (Market)	\$889	Chatham Parke I And II (Market)	\$1,026	Lenox Pointe (Market)	\$1,082
	Lenox Pointe (Market)	\$857	Lenox Pointe (Market)	\$1,002	Houston Lake (Market)	\$1,009
	Houston Lake (Market)	\$829	Chatham Parke I And II (Market)	\$986	Oliver Place (Market)	\$865
	Lenox Pointe (Market)	\$827	Lenox Pointe (Market)	\$957	Oliver Place (Market)(2.5BA)	\$865
	Hampton Place (Market)	\$814	Hampton Place (Market)	\$957	Magnolia Terrace Phase II (Market)	\$806
	Lenox Pointe (Market)	\$802	Chatham Parke I And II (Market)(1BA)	\$950	Oliver Place (@60%)	\$795
	Houston Lake (Market)	\$799	Houston Lake (Market)	\$939	Oliver Place (@60%)(2.5BA)	\$795
	Winslow Place (Market)	\$700	Chatham Parke I And II (Market)(1BA)	\$921	The Pines At Westdale (@60%)	\$776
	Magnolia Terrace Phase II (Market)	\$676	Houston Lake (Market)	\$899	Magnolia Terrace Phase II (@60%)	\$756
	Oliver Place (@60%)	\$610	Hampton Place (Market)(1BA)	\$873	Magnolia Terrace Phase II (@50%)	\$705
	The Pines At Westdale (@60%)	\$571	Houston Lake (Market)(1BA)	\$869	The Pines At Westdale (@50%)	\$700
	Ashley Oaks (FKA Heritage Apartments) (Market)	\$536	Winslow Place (Market)	\$800	Spring Creek Crossing (@70%)	\$675
	Magnolia Terrace Phase II (@50%)	\$522	Winslow Place (Market)	\$785	Spring Creek Crossing (@60%)	\$640
	The Pines At Westdale (@50%)	\$494	Winslow Place (Market)(1BA)	\$770	Spring Creek Crossing (@50%)	\$610
	Oliver Place (@50%)	\$490	Magnolia Terrace Phase II (Market)	\$716	The Reserve At Hampton (@60%)(2.5BA)	\$581
	The Reserve At Hampton (@60%)	\$428	Oliver Place (@60%)(2.5BA)	\$705		
	Spring Creek Crossing (@70%)	\$425	Oliver Place (@60%)	\$705		
	Spring Creek Crossing (@60%)	\$405	The Pines At Westdale (@60%)	\$687		
	Spring Creek Crossing (@50%)	\$395	Ashley Oaks (FKA Heritage Apartments) (Market)(1BA)	\$626		
			Magnolia Terrace Phase II (@60%)	\$616		
			The Pines At Westdale (@50%)	\$604		
			Magnolia Terrace Phase II (@50%)	\$571		
			Oliver Place (@50%)(2.5BA)	\$570		
			Oliver Place (@50%)	\$570		
			Spring Creek Crossing (@70%)	\$550		
			The Reserve At Hampton (@60%)(2.5BA)	\$545		
			Spring Creek Crossing (@60%)	\$505		
			Spring Creek Crossing (@50%)	\$490		
	SQUARE FOOTAGE	Chatham Parke I And II (Market)	1,030	Chatham Parke I And II (Market)	1,418	Lenox Pointe (Market)
Houston Lake (Market)		915	Chatham Parke I And II (Market)	1,402	The Reserve At Hampton (@60%)(2.5BA)	1,422
Ashley Oaks (FKA Heritage Apartments) (Market)		900	Chatham Parke I And II (Market)(1BA)	1,354	Magnolia Terrace Phase II (@50%)	1,400
Chatham Parke I And II (Market)		872	Lenox Pointe (Market)	1,350	Magnolia Terrace Phase II (@60%)	1,400
Lenox Pointe (Market)		853	Chatham Parke I And II (Market)	1,257	Magnolia Terrace Phase II (Market)	1,400
The Pines At Westdale (@60%)		829	Houston Lake (Market)	1,230	Lenox Pointe (Market)	1,390
The Pines At Westdale (@50%)		829	Lenox Pointe (Market)	1,200	Houston Lake (Market)	1,362
Houston Lake (Market)		825	Chatham Parke I And II (Market)(1BA)	1,198	The Pines At Westdale (@50%)	1,295
Spring Creek Crossing (@50%)		780	Winslow Place (Market)	1,140	The Pines At Westdale (@60%)	1,295
Spring Creek Crossing (@70%)		780	Houston Lake (Market)	1,133	Spring Creek Crossing (@70%)	1,250
Spring Creek Crossing (@60%)		780	Ashley Oaks (FKA Heritage Apartments) (Market)(1BA)	1,100	Spring Creek Crossing (@60%)	1,250
The Reserve At Hampton (@60%)		769	The Reserve At Hampton (@60%)(2.5BA)	1,075	Spring Creek Crossing (@50%)	1,250
Lenox Pointe (Market)		763	The Pines At Westdale (@50%)	1,073	Oliver Place (Market)(2.5BA)	1,250
Hampton Place (Market)		747	The Pines At Westdale (@60%)	1,073	Oliver Place (@60%)(2.5BA)	1,250
Winslow Place (Market)		745	Hampton Place (Market)	1,069	Oliver Place (@60%)	1,075
Lenox Pointe (Market)		733	Magnolia Terrace Phase II (@50%)	1,050	Oliver Place (Market)	1,075
Oliver Place (@50%)		725	Magnolia Terrace Phase II (@60%)	1,050		
Oliver Place (@60%)		725	Oliver Place (@60%)(2.5BA)	1,050		
Magnolia Terrace Phase II (@50%)		680	Magnolia Terrace Phase II (Market)	1,050		
Magnolia Terrace Phase II (Market)		680	Oliver Place (@50%)(2.5BA)	1,050		
			Winslow Place (Market)	1,045		
			Houston Lake (Market)(1BA)	1,031		
			Spring Creek Crossing (@70%)	1,015		
			Spring Creek Crossing (@50%)	1,015		
			Spring Creek Crossing (@60%)	1,015		
			Hampton Place (Market)(1BA)	982		
			Winslow Place (Market)(1BA)	978		
			Oliver Place (@60%)	975		
			Oliver Place (@50%)	975		
RENT PER SQUARE FOOT		Lenox Pointe (Market)	\$1.09	Hampton Place (Market)	\$0.90	Oliver Place (Market)
	Hampton Place (Market)	\$1.09	Hampton Place (Market)(1BA)	\$0.89	Lenox Pointe (Market)	\$0.78
	Lenox Pointe (Market)	\$1.08	Houston Lake (Market)(1BA)	\$0.84	Houston Lake (Market)	\$0.74
	Chatham Parke I And II (Market)	\$1.02	Lenox Pointe (Market)	\$0.80	Oliver Place (@60%)	\$0.74
	Lenox Pointe (Market)	\$1.00	Houston Lake (Market)	\$0.79	Lenox Pointe (Market)	\$0.73
	Magnolia Terrace Phase II (Market)	\$0.99	Winslow Place (Market)(1BA)	\$0.79	Oliver Place (Market)(2.5BA)	\$0.69
	Houston Lake (Market)	\$0.97	Chatham Parke I And II (Market)	\$0.78	Oliver Place (@60%)(2.5BA)	\$0.64
	Winslow Place (Market)	\$0.94	Chatham Parke I And II (Market)(1BA)	\$0.77	The Pines At Westdale (@60%)	\$0.60
	Houston Lake (Market)	\$0.91	Houston Lake (Market)	\$0.76	Magnolia Terrace Phase II (Market)	\$0.58
	Chatham Parke I And II (Market)	\$0.89	Winslow Place (Market)	\$0.75	The Pines At Westdale (@50%)	\$0.54
	Oliver Place (@60%)	\$0.84	Lenox Pointe (Market)	\$0.74	Magnolia Terrace Phase II (@60%)	\$0.54
	Magnolia Terrace Phase II (@50%)	\$0.77	Chatham Parke I And II (Market)	\$0.73	Spring Creek Crossing (@70%)	\$0.54
	The Pines At Westdale (@60%)	\$0.69	Chatham Parke I And II (Market)	\$0.73	Spring Creek Crossing (@60%)	\$0.51
	Oliver Place (@50%)	\$0.68	Oliver Place (@60%)	\$0.72	Magnolia Terrace Phase II (@50%)	\$0.50
	The Pines At Westdale (@50%)	\$0.60	Winslow Place (Market)	\$0.70	Spring Creek Crossing (@50%)	\$0.49
	Ashley Oaks (FKA Heritage Apartments) (Market)	\$0.60	Chatham Parke I And II (Market)(1BA)	\$0.70	The Reserve At Hampton (@60%)(2.5BA)	\$0.41
	The Reserve At Hampton (@60%)	\$0.56	Magnolia Terrace Phase II (Market)	\$0.68		
	Spring Creek Crossing (@70%)	\$0.54	Oliver Place (@60%)(2.5BA)	\$0.67		
	Spring Creek Crossing (@60%)	\$0.52	The Pines At Westdale (@60%)	\$0.64		
	Spring Creek Crossing (@50%)	\$0.51	Magnolia Terrace Phase II (@60%)	\$0.59		
			Oliver Place (@50%)	\$0.58		
			Ashley Oaks (FKA Heritage Apartments) (Market)(1BA)	\$0.57		
			The Pines At Westdale (@50%)	\$0.56		
			Magnolia Terrace Phase II (@50%)	\$0.54		
			Oliver Place (@50%)(2.5BA)	\$0.54		
			Spring Creek Crossing (@70%)	\$0.54		
			The Reserve At Hampton (@60%)(2.5BA)	\$0.51		
			Spring Creek Crossing (@60%)	\$0.50		
			Spring Creek Crossing (@50%)	\$0.48		

PROPERTY PROFILE REPORT

Magnolia Terrace Phase II

Effective Rent Date	5/01/2020
Location	718 Green St. Fort Valley, GA 31030 Peach County
Distance	19.1 miles
Units	36
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	2008 / N/A
Marketing Began	N/A
Leasing Began	10/23/2008
Last Unit Leased	12/31/2013
Major Competitors	None identified
Tenant Characteristics	20 percent seniors, tenants come from Fort Valley, Macon, Perry, and Atlanta
Contact Name	Ron
Phone	478-825-3040



Market Information

Program	@50%, @60%, Market
Annual Turnover Rate	11%
Units/Month Absorbed	N/A
HCV Tenants	6%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased to max
Concession	None
Waiting List	Yes, 150+ households

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	2	680	\$546	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Garden (2 stories)	2	680	\$700	\$0	Market	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	10	1,050	\$605	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Garden (2 stories)	3	1,050	\$650	\$0	@60%	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	3	1,050	\$750	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Garden (2 stories)	10	1,400	\$749	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	3	1,400	\$800	\$0	@60%	Yes	0	0.0%	no	None
3	2	Garden (2 stories)	3	1,400	\$850	\$0	Market	Yes	0	0.0%	N/A	None

Photos



PROPERTY PROFILE REPORT

Oliver Place

Effective Rent Date	4/14/2020
Location	530 Gray Road Perry, GA 31069 Houston County
Distance	21.3 miles
Units	100
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	2017 / N/A
Marketing Began	1/01/2017
Leasing Began	1/01/2017
Last Unit Leased	4/01/2017
Major Competitors	The Pines at Westvale
Tenant Characteristics	Local residents and families, 15% seniors
Contact Name	Brianna
Phone	478-287-4096



Market Information

Program	@50%, @60%, Market
Annual Turnover Rate	36%
Units/Month Absorbed	25
HCV Tenants	11%
Leasing Pace	Pre-leased to two weeks
Annual Chg. in Rent	Increased 4-7%
Concession	None
Waiting List	Yes; 12 households

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	15	725	\$490	\$0	@50%	Yes	0	0.0%	no	None
1	1	Garden (2 stories)	9	725	\$610	\$0	@60%	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	3	975	\$570	\$0	@50%	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	29	975	\$705	\$0	@60%	Yes	0	0.0%	no	None
2	2.5	Garden (2 stories)	2	1,050	\$570	\$0	@50%	Yes	0	0.0%	no	None
2	2.5	Garden (2 stories)	10	1,050	\$705	\$0	@60%	Yes	0	0.0%	no	None
3	2	Garden (2 stories)	18	1,075	\$795	\$0	@60%	Yes	0	0.0%	no	None
3	2	Garden (2 stories)	8	1,075	\$865	\$0	Market	Yes	0	0.0%	N/A	None
3	2.5	Garden (2 stories)	4	1,250	\$795	\$0	@60%	Yes	0	0.0%	no	None
3	2.5	Garden (2 stories)	2	1,250	\$865	\$0	Market	Yes	0	0.0%	N/A	None

Photos



PROPERTY PROFILE REPORT

The Pines At Westdale

Effective Rent Date	4/20/2020
Location	1131 S Houston Lake Rd Warner Robins, GA 31088 Houston County
Distance	27.9 miles
Units	180
Vacant Units	5
Vacancy Rate	2.8%
Type	Garden (3 stories)
Year Built/Renovated	2017 / N/A
Marketing Began	12/01/2017
Leasing Began	12/01/2017
Last Unit Leased	N/A
Major Competitors	Pinewood Park, Lake Vista, Robins Landing
Tenant Characteristics	Local residents and families
Contact Name	Lenoris
Phone	478-845-6151



Market Information

Program	@50%, @60%
Annual Turnover Rate	20%
Units/Month Absorbed	19
HCV Tenants	17%
Leasing Pace	Within two weeks
Annual Chg. in Rent	None
Concession	None
Waiting List	Yes: 62 households

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	18	829	\$494	\$0	@50%	Yes	N/A	N/A	no	None
1	1	Garden (3 stories)	24	829	\$571	\$0	@60%	Yes	N/A	N/A	no	None
2	2	Garden (3 stories)	20	1,073	\$604	\$0	@50%	Yes	N/A	N/A	no	None
2	2	Garden (3 stories)	82	1,073	\$687	\$0	@60%	Yes	N/A	N/A	no	None
3	2	Garden (3 stories)	7	1,295	\$700	\$0	@50%	Yes	N/A	N/A	no	None
3	2	Garden (3 stories)	29	1,295	\$776	\$0	@60%	Yes	N/A	N/A	no	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$494	\$0	\$494	\$0	\$494	1BR / 1BA	\$571	\$0	\$571	\$0	\$571
2BR / 2BA	\$604	\$0	\$604	\$0	\$604	2BR / 2BA	\$687	\$0	\$687	\$0	\$687
3BR / 2BA	\$700	\$0	\$700	\$0	\$700	3BR / 2BA	\$776	\$0	\$776	\$0	\$776

The Pines At Westdale, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpeting	Central A/C	Perimeter Fencing	
Coat Closet	Dishwasher	Video Surveillance	
Exterior Storage	Ceiling Fan		
Hand Rails	Microwave		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Clubhouse/Meeting Room/Community	Exercise Facility	View	Garden, Gazebo
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Playground			

Comments

The contact reported strong demand for affordable housing in the area. The vacant units are being processed from the waiting list.

Photos



PROPERTY PROFILE REPORT

The Reserve At Hampton

Effective Rent Date 4/28/2020
Location 3460 Hwy 341
 Fort Valley, GA 31030
 Peach County
Distance 20.4 miles
Units 51
Vacant Units 0
Vacancy Rate 0.0%
Type Garden (2 stories)
Year Built/Renovated 2015 / N/A
Marketing Began 3/01/2015
Leasing Began N/A
Last Unit Leased 7/01/2015
Major Competitors None identified
Tenant Characteristics Five percent seniors
Contact Name Selena
Phone 478-238-9490



Market Information

Program @60%
Annual Turnover Rate 23%
Units/Month Absorbed N/A
HCV Tenants 10%
Leasing Pace Two to three weeks
Annual Chg. in Rent Increased 3%
Concession None
Waiting List Yes, 50 households

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	5	769	\$413	\$0	@60%	Yes	0	0.0%	no	None
2	2.5	Garden (2 stories)	28	1,075	\$530	\$0	@60%	Yes	0	0.0%	no	None
3	2.5	Garden (2 stories)	18	1,422	\$566	\$0	@60%	Yes	0	0.0%	no	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$413	\$0	\$413	\$15	\$428
2BR / 2.5BA	\$530	\$0	\$530	\$15	\$545
3BR / 2.5BA	\$566	\$0	\$566	\$15	\$581

The Reserve At Hampton, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpet/Hardwood	Central A/C		
Coat Closet	Dishwasher		
Exterior Storage	Garbage Disposal		
Oven	Pull Cords		
Refrigerator	Walk-In Closet		
Property		Premium	Other
Clubhouse/Meeting Room/Community	Courtyard	None	None
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Playground			

Comments

The contact reported a strong demand for affordable housing in the area. The contact noted occupancy has remained high, although foot traffic has slowed due to the Covid-19 pandemic.

Photos



PROPERTY PROFILE REPORT

Ashley Oaks (FKA Heritage Apartments)

Effective Rent Date	5/15/2020
Location	100 Ashley Drive Perry, GA 31069 Houston County
Distance	19.8 miles
Units	78
Vacant Units	0
Vacancy Rate	0.0%
Type	One-story
Year Built/Renovated	1971 / 2020
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	N/A
Tenant Characteristics	Mixed tenancy from Perry and Warner Robins, large percentage that works at the Perdue facilities
Contact Name	Lisa
Phone	478-987-7749



Market Information

Program	Market
Annual Turnover Rate	30%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Pre-leased to two weeks
Annual Chg. in Rent	Increased 13%-16%
Concession	None
Waiting List	Yes; 15 households

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	One-story	44	900	\$575	\$0	Market	No	0	0.0%	N/A	None
2	1	One-story	34	1,100	\$675	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$575	\$0	\$575	-\$39	\$536
2BR / 1BA	\$675	\$0	\$675	-\$49	\$626

Amenities

In-Unit	Security	Services
Balcony/Patio	Patrol	None
Carpeting		
Coat Closet		
Oven		
Washer/Dryer hookup		
Property	Premium	Other
Central Laundry	None	None
On-Site Management		
Playground		

Comments

The property is renovating units as they become vacant. The rents in the profile reflect renovated units. Renovations include lights, fixtures, flooring, new appliances, mirrors, and paint. Additionally, the property has added a playground, central laundry facility, and washer/dryer hookups in the units. The contact reported that there is a strong demand for affordable housing in the area.

Photos



PROPERTY PROFILE REPORT

Chatham Parke I And II

Effective Rent Date	4/28/2020
Location	51 Cohen Walker Rd Warner Robins, GA 31088 Houston County
Distance	26.9 miles
Units	264
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	2016 / 2019
Marketing Began	4/01/2016
Leasing Began	10/01/2016
Last Unit Leased	N/A
Major Competitors	Asbury
Tenant Characteristics	Mixed tenancy
Contact Name	Marissa
Phone	478-287-2828



Market Information

Program	Market
Annual Turnover Rate	20%
Units/Month Absorbed	21
HCV Tenants	N/A
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased one to three percent
Concession	None
Waiting List	Yes, ten households

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	N/A	872	\$928	\$0	Market	Yes	0	N/A	N/A	None
1	1	Garden (2 stories)	N/A	1,030	\$960	\$0	Market	Yes	0	N/A	N/A	None
2	1	Garden (2 stories)	N/A	1,198	\$970	\$0	Market	Yes	0	N/A	N/A	None
2	1	Garden (2 stories)	N/A	1,354	\$999	\$0	Market	Yes	0	N/A	N/A	None
2	2	Garden (2 stories)	N/A	1,257	\$1,035	\$0	Market	Yes	0	N/A	N/A	None
2	2	Garden (2 stories)	N/A	1,402	\$1,075	\$0	Market	Yes	0	N/A	N/A	None
2	2	Garden (2 stories)	N/A	1,418	\$1,085	\$0	Market	Yes	0	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$928 - \$960	\$0	\$928 - \$960	-\$39	\$889 - \$921
2BR / 1BA	\$970 - \$999	\$0	\$970 - \$999	-\$49	\$921 - \$950
2BR / 2BA	\$1,035 - \$1,085	\$0	\$1,035 - \$1,085	-\$49	\$986 - \$1,036

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	In-Unit Alarm	None
Carpet/Hardwood	Central A/C	Limited Access	
Coat Closet	Dishwasher	Patrol	
Exterior Storage	Ceiling Fan	Perimeter Fencing	
Garbage Disposal	Microwave		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Dog park, Grilling areas
Exercise Facility	Garage(\$80.00)		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Recreation Areas		
Swimming Pool			

Comments

This property does not accept Housing Choice Vouchers. The contact reported a strong demand for multifamily housing in the area.

Photos



PROPERTY PROFILE REPORT

Hampton Place

Effective Rent Date	4/28/2020
Location	395 North Perry Pkwy Perry, GA 30169 Houston County
Distance	21.5 miles
Units	152
Vacant Units	1
Vacancy Rate	0.7%
Type	Garden (2 stories)
Year Built/Renovated	1997 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Houston Lake and Winslow Place
Tenant Characteristics	Mixed tenancy
Contact Name	Alex
Phone	478-987-8179



Market Information

Program	Market
Annual Turnover Rate	23%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	One to two weeks
Annual Chg. in Rent	LRO pricing daily fluctuation
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 (2 stories)	72	747	\$814	\$0	Market	No	0	0.0%	N/A	None
2	1	Garden (2 stories)	40	982	\$873	\$0	Market	No	1	2.5%	N/A	None
2	2	Garden (2 stories)	40	1,069	\$957	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$814	\$0	\$814	\$0	\$814
2BR / 1BA	\$873	\$0	\$873	\$0	\$873
2BR / 2BA	\$957	\$0	\$957	\$0	\$957

Hampton Place, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpeting	Central A/C	Patrol	
Coat Closet	Dishwasher	Video Surveillance	
Exterior Storage	Ceiling Fan		
Garbage Disposal	Hand Rails		
Microwave	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Car Wash	Clubhouse/Meeting Room/Community	None	Bike rack
Exercise Facility	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Recreation Areas	Swimming Pool		
Tennis Court			

Comments

The property utilizes LRO Software, so rents fluctuate daily. Extra storage is included in the rent.

Photos



PROPERTY PROFILE REPORT

Houston Lake

Effective Rent Date	4/14/2020
Location	2350 S Houston Lake Rd Kathleen, GA 31047 Houston County
Distance	24.7 miles
Units	300
Vacant Units	2
Vacancy Rate	0.7%
Type	Garden (3 stories)
Year Built/Renovated	2008 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Coldwater Creek
Tenant Characteristics	Families, students, and some seniors from the local area
Contact Name	Carole
Phone	478-412-4333



Market Information

Program	Market
Annual Turnover Rate	40%
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased up to 2.5 percent
Concession	None
Waiting List	Yes' two months

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	N/A	825	\$799	\$0	Market	Yes	N/A	N/A	N/A	None
1	1	Garden (3 stories)	N/A	915	\$829	\$0	Market	Yes	N/A	N/A	N/A	None
2	1	Garden (3 stories)	N/A	1,031	\$869	\$0	Market	Yes	N/A	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,133	\$899	\$0	Market	Yes	N/A	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,230	\$939	\$0	Market	Yes	N/A	N/A	N/A	None
3	2	Garden (3 stories)	N/A	1,362	\$1,009	\$0	Market	Yes	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$799 - \$829	\$0	\$799 - \$829	\$0	\$799 - \$829
2BR / 1BA	\$869	\$0	\$869	\$0	\$869
2BR / 2BA	\$899 - \$939	\$0	\$899 - \$939	\$0	\$899 - \$939
3BR / 2BA	\$1,009	\$0	\$1,009	\$0	\$1,009

Houston Lake, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpet/Hardwood	Central A/C	Patrol	
Coat Closet	Dishwasher	Perimeter Fencing	
Exterior Storage	Ceiling Fan	Video Surveillance	
Garbage Disposal	Microwave		
Oven	Refrigerator		
Vaulted Ceilings	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Basketball Court	Business Center/Computer Lab	None	None
Clubhouse/Meeting Room/Community	Exercise Facility		
Garage(\$80.00)	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Recreation Areas	Sport Court		
Swimming Pool	Tennis Court		

Comments

The property does not accept Housing Choice Vouchers. Detached garages are available to tenants for \$80 per month. The vacant units are being processed from the waiting list.

Photos



PROPERTY PROFILE REPORT

Lenox Pointe

Effective Rent Date	4/27/2020
Location	2006 Karl Dr Warner Robins, GA 31088 Houston County
Distance	26.1 miles
Units	288
Vacant Units	9
Vacancy Rate	3.1%
Type	Garden (3 stories)
Year Built/Renovated	2006 / 2012
Marketing Began	N/A
Leasing Began	9/15/2006
Last Unit Leased	N/A
Major Competitors	Amber Place, Asbury Park
Tenant Characteristics	Families and young singles from local area, 5% seniors
Contact Name	Tamara
Phone	478-988-0571



Market Information

Program	Market
Annual Turnover Rate	30%
Units/Month Absorbed	6
HCV Tenants	0%
Leasing Pace	Within 1-2 weeks
Annual Chg. in Rent	Increased 9-14% since 2Q19
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	96	733	\$787	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (3 stories)	N/A	763	\$812	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (3 stories)	N/A	853	\$842	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	96	1,200	\$942	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,350	\$987	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	96	1,390	\$1,067	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	N/A	1,540	\$1,112	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$787 - \$842	\$0	\$787 - \$842	\$15	\$802 - \$857
2BR / 2BA	\$942 - \$987	\$0	\$942 - \$987	\$15	\$957 - \$1,002
3BR / 2BA	\$1,067 - \$1,112	\$0	\$1,067 - \$1,112	\$15	\$1,082 - \$1,127

Lenox Pointe, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpeting	Central A/C	Perimeter Fencing	
Coat Closet	Dishwasher	Video Surveillance	
Exterior Storage(\$65.00)	Ceiling Fan		
Microwave	Oven		
Refrigerator	Vaulted Ceilings		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Car Wash	Clubhouse/Meeting Room/Community	None	None
Exercise Facility	Garage(\$100.00)		
Jacuzzi	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Recreation Areas	Swimming Pool		

Comments

Extra storage is available for an additional \$65 per month. Garage parking is available for an additional \$100 per month. Management reported a strong demand for affordable housing in the area. The contact would not comment on the impact of the COVID-19 pandemic but did state typical occupancy prior to the pandemic was 95 to 100 percent.

Photos



PROPERTY PROFILE REPORT

Winslow Place

Effective Rent Date	4/28/2020
Location	200 Bristol Street Perry, GA 31069 Houston County
Distance	20.6 miles
Units	88
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	1988 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Hampton Place, Timber Wood, Ashton Landing
Tenant Characteristics	None identified
Contact Name	Sandy Jones
Phone	478-218-2875



Market Information

Program	Market
Annual Turnover Rate	17%
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	Within five days
Annual Chg. in Rent	Increased one to two percent
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	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)	32	745	\$700	\$0	Market	No	0	0.0%	N/A	None
2	1	Garden (2 stories)	24	978	\$770	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (2 stories)	24	1,045	\$785	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (2 stories)	8	1,140	\$800	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$700	\$0	\$700	\$0	\$700
2BR / 1BA	\$770	\$0	\$770	\$0	\$770
2BR / 2BA	\$785 - \$800	\$0	\$785 - \$800	\$0	\$785 - \$800

Winslow Place, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpeting	Central A/C	Patrol	
Coat Closet	Dishwasher	Video Surveillance	
Exterior Storage	Garbage Disposal		
Oven	Refrigerator		
Washer/Dryer hookup			
Property		Premium	Other
Clubhouse/Meeting Room/Community	Exercise Facility	None	Open parking spaces per unit
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Swimming Pool		

Comments

The contact reported a strong demand for affordable housing in the area.

Photos



2. Housing Choice Vouchers

We were able to speak with Ms. Valencia Jordan, Director of Operations, of the Georgia Department of Community Affairs regarding the Housing Choice Voucher program in Macon County. According to Ms. Jordan, the Georgia Departments of Community Affairs allots 16,500 statewide, of which 14,000 are currently in use. According to the Georgia DCA website, the waiting list for vouchers was open for one week, from February 1 to 7, 2016, and is currently closed. There are currently approximately 9,000 households on the waiting list. The following table illustrates voucher usage at the comparables.

TENANTS WITH VOUCHERS		
Property Name	Rent Structure	Housing Choice Voucher Tenants
Magnolia Terrace Phase II*	LIHTC/ Market	6%
Oliver Place*	LIHTC/ Market	11%
The Pines At Westdale*	LIHTC	17%
The Reserve At Hampton*	LIHTC	10%
Ashley Oaks (FKA Heritage Apartments)*	Market	0%
Chatham Parke I And II*	Market	0%
Hampton Place*	Market	0%
Houston Lake*	Market	0%
Lenox Pointe*	Market	0%
Winslow Place*	Market	0%

*Located outside of the PMA

Housing Choice Voucher usage in this market ranges from zero to 17 percent. The LIHTC properties report a low reliance on tenants with vouchers. None of the market rate properties reported any usage of Housing Choice Vouchers. Thus, it appears that the Subject will not need to rely on voucher residents in order to maintain a high occupancy level. We believe the Subject would maintain a voucher usage of approximately 15 percent or less upon completion.

3. Phased Developments

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

Lease Up History

We were able to obtain absorption data from two of the comparables. We also included recent absorption data from two additional properties in Houston County and Pulaski County. Information regarding the absorption periods of these properties is illustrated in the following table.

ABSORPTION				
Property Name	Rent Structure	Year Built	Number of Units	Units Absorbed / Month
Taylor Village Apartments	LIHTC	2019	68	7
The Pines At Westdale	LIHTC	2017	180	19
Oliver Place	LIHTC/Market	2017	100	25
AL Miller Village	LIHTC	2017	71	14

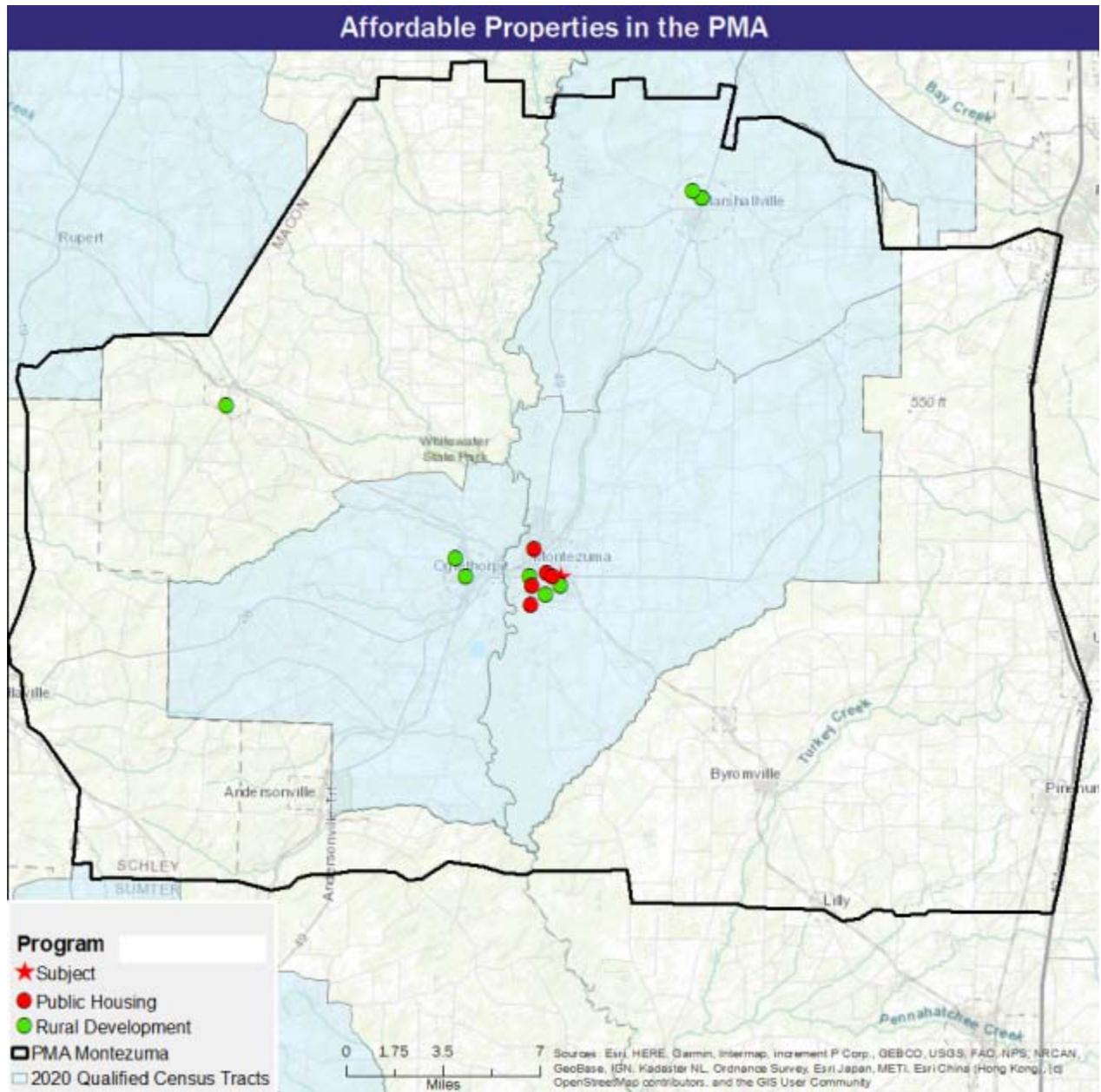
Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. The Subject is proposed new construction. Taylor Village is the most recently completed LIHTC apartment property we surveyed. This property was built in 2019 and experienced absorption rate of seven units per month upon opening. The Pines At Westdale, Oliver Place, and AL Miller Village opened in 2017 and experienced absorption rates ranging from 14 to 25 units per month, with an average of 19 units per month. Based on the absorption pace reported by the comparable properties, the waiting lists at the LIHTC comparables, and the strong demand for affordable housing in the area, we anticipate that the Subject will absorb ten units per month, for an

absorption period of four to five months. It should be noted that construction on the Subject is not anticipated to be completed until August 2022, which is considered outside of the primary window from the COVID-19 pandemic.

4. Competitive Project Map

COMPETITIVE PROJECTS

Property Name	Program	Location	Tenancy	# of Units	Occupancy	Map Color
Spring Creek Crossing	LIHTC	Montezuma	Family	50	-	Star
Marshall Lane	Rural Development	Marshallville	Family	18	94.4%	Green
Marshall Village	Rural Development	Marshallville	Senior	24	95.8%	
Whitewater Village	Rural Development	Ideal	Family	18	94.4%	
Country Village Apartments	Rural Development	Montezuma	Family	48	93.8%	
Riverbend Apartments	Rural Development	Montezuma	Family	24	100.0%	
Sleepy Hollow Manor	Rural Development	Marshallville	Family	18	100.0%	
Pinelake	Rural Development	Montezuma	Family	24	100.0%	
Quail Run	Rural Development	Oglethorpe	Family	40	100.0%	
Towncreek Apartments	Rural Development	Oglethorpe	Family	12	100.0%	
Aztec Apartments	Public Housing	Montezuma	Family	N/A	N/A	
Chappell Hill	Public Housing	Montezuma	Family	N/A	N/A	
Philliptown	Public Housing	Montezuma	Family	N/A	N/A	
Spring Creek	Public Housing	Montezuma	Family	N/A	N/A	
Travelers Rest	Public Housing	Montezuma	Family	N/A	N/A	



5. 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	Magnolia Terrace Phase II	Oliver Place	The Pines At Westdale	The Reserve At Hampton	Ashley Oaks (FKA Heritage Apartments)	Chatham Parke I And II	Hampton Place	Houston Lake	Lenox Pointe	Winslow Place	
Rent Structure	LIHTC	LIHTC/Market	LIHTC/Market	LIHTC	LIHTC	Market	Market	Market	Market	Market	
Building											
Property Type	Townhouse	Garden	Garden	Garden	Garden	One-story	Garden	Garden	Garden	Garden	Garden
# of Stories	1 and 2-stories	2-stories	2-stories	3-stories	2-stories	1-stories	2-stories	2-stories	3-stories	3-stories	2-stories
Year Built	2022	2008	2017	2017	2015	1971	2016	1997	2008	2006	1988
Year Renovated	n/a	n/a	n/a	n/a	n/a	2020	2019	n/a	n/a	2012	n/a
Courtyard	no	yes	no	no	yes	no	no	no	no	no	no
Utility Structure											
Cooking	no	no	no	no	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no	no	no	no
Water	no	yes	no	no	no	yes	yes	no	no	no	no
Sewer	no	yes	no	no	no	yes	yes	no	no	no	no
Trash	yes	no	yes	yes	no	yes	yes	yes	yes	no	yes
Unit Amenities											
Balcony/Patio	yes	no	yes	yes	yes	yes	yes	yes	yes	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Carpeting	yes	yes	yes	yes	no	yes	no	yes	no	yes	yes
Hardwood	no	no	no	no	yes	no	yes	no	yes	no	no
Central A/C	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes
Ceiling Fan	yes	yes	yes	yes	no	no	yes	yes	yes	yes	no
Coat Closet	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Exterior Storage	no	no	no	yes	yes	no	yes	yes	yes	yes	yes
Vaulted Ceilings	no	no	no	no	no	no	no	no	yes	yes	no
Walk-In Closet	no	yes	yes	yes	yes	no	yes	no	yes	yes	no
Washer/Dryer	yes	no	no	no	no	no	no	no	no	no	no
W/D Hookup	no	yes	yes	yes	no	yes	yes	yes	yes	yes	yes
Kitchen											
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Disposal	yes	yes	yes	no	yes	no	yes	yes	yes	no	yes
Microwave	yes	yes	yes	yes	no	no	yes	yes	yes	yes	no
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Community											
Business Center	yes	yes	yes	no	no	no	yes	no	yes	no	no
Community Room	yes	yes	yes	yes	yes	no	yes	yes	yes	yes	yes
Central Laundry	no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Recreation											
Basketball Court	no	no	no	no	no	no	no	no	yes	no	no
Exercise Facility	yes	yes	yes	yes	no	no	yes	yes	yes	yes	yes
Playground	no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Swimming Pool	no	no	no	no	no	no	yes	yes	yes	yes	yes
Picnic Area	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	yes
Sport Court	no	no	no	no	no	no	no	no	yes	no	no
Tennis Court	no	no	no	no	no	no	no	yes	yes	no	no
Jacuzzi	no	no	no	no	no	no	no	no	no	yes	no
Hot Tub	no	no	no	no	no	no	no	no	no	yes	no
Recreational Area	no	no	yes	no	no	no	yes	yes	yes	yes	no
WiFi	yes	no	no	no	no	no	no	no	no	no	no
Adult Education	yes	no	no	no	no	no	no	no	no	no	no
Security											
In-Unit Alarm	no	no	no	no	no	no	yes	no	no	no	no
Limited Access	yes	no	no	yes	no	no	yes	yes	yes	yes	yes
Patrol	no	no	no	no	no	yes	yes	yes	yes	no	yes
Perimeter Fencing	no	no	no	yes	no	no	yes	no	yes	yes	no
Video Surveillance	no	no	yes	yes	no	no	no	yes	yes	yes	yes
Parking											
Garage	no	no	no	no	no	no	yes	no	yes	yes	no
Garage Fee	n/a	\$0	\$0	\$0	\$0	\$0	\$80	\$0	\$80	\$100	\$0
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes

The Subject will offer generally superior in-unit amenities in comparison to the LIHTC and market rate comparable properties and slightly inferior to slightly superior property amenities. The Subject will offer in-unit washers and dryers, a business center, and exercise facility, which many of the comparables will lack. However, the Subject will not offer exterior storage, walk-in closets, or a swimming pool, which are offered at

several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market.

6. Comparable Tenancy

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

Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY				
Property Name	Rent Structure	Total Units	Vacant Units	Vacancy Rate
Magnolia Terrace Phase II*	LIHTC/ Market	36	0	0.0%
Oliver Place*	LIHTC/ Market	100	0	0.0%
The Pines At Westdale*	LIHTC	180	5	2.8%
The Reserve At Hampton*	LIHTC	51	0	0.0%
Ashley Oaks (FKA Heritage Apartments)*	Market	78	0	0.0%
Chatham Parke I And II*	Market	264	0	0.0%
Hampton Place*	Market	152	1	0.7%
Houston Lake*	Market	300	2	0.7%
Lenox Pointe*	Market	288	9	3.1%
Winslow Place*	Market	88	0	0.0%
Total LIHTC		367	5	1.4%
Total Market Rate		1,170	12	1.0%
Overall Total		1,537	17	1.1%

*Located outside of the PMA

Overall vacancy in the market is very low at 1.1 percent, and LIHTC vacancy is also very low at 1.4 percent. The Pines At Westdale is the only LIHTC comparable reporting vacant units. Our contact at this property reports that all five vacant units are being processed from the waiting list, which consists of 62 households. Further, the remaining LIHTC comparables also reported maintaining waiting lists ranging from 12 to over 150 households, indicating strong demand for affordable housing in the area.

The vacancy rates among the market rate comparable properties range from zero to 3.1 percent, averaging 1.0 percent, which is considered very low. The low vacancy rates among the market rate comparable properties indicates that there is demand for rental housing in the Subject's PMA. 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.

7. Properties Under Construction and Proposed

We made numerous attempts to contact the Macon County Planning and Zoning Department. However, as of the date of this report, our calls and emails 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 no multifamily developments currently planned, proposed, or under construction in the Subject's PMA.

8. Rental Advantage

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

SPRING CREEK CROSSING – MONTEZUMA, GEORGIA – MARKET STUDY

SIMILARITY MATRIX

#	Property Name	Program	Tenancy	Property Amenities	Unit Features	Location	Age / Condition	Unit Sizes	Overall Comparison
1	Magnolia Terrace Phase II	LIHTC/ Market	Family	Similar	Inferior	Slightly Superior	Inferior	Similar	-15
2	Oliver Place	LIHTC/ Market	Family	Similar	Inferior	Superior	Similar	Similar	0
3	The Pines At Westdale	LIHTC	Family	Slightly Inferior	Inferior	Superior	Similar	Similar	-5
4	The Reserve At Hampton	LIHTC	Family	Slightly Inferior	Inferior	Slightly Superior	Slightly Inferior	Similar	-15
5	Ashley Oaks (FKA Heritage Apartments)	Market	Family	Slightly Inferior	Inferior	Superior	Inferior	Slightly Superior	-10
6	Chatham Parke I And II	Market	Family	Slightly Superior	Inferior	Superior	Slightly Inferior	Superior	10
7	Hampton Place	Market	Family	Slightly Superior	Inferior	Superior	Inferior	Similar	-5
8	Houston Lake	Market	Family	Slightly Superior	Inferior	Superior	Inferior	Slightly Superior	0
9	Lenox Pointe	Market	Family	Slightly Superior	Inferior	Superior	Slightly Inferior	Slightly Superior	5
10	Winslow Place	Market	Family	Slightly Superior	Inferior	Superior	Inferior	Similar	-5

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

The Subject's location is considered a rural area as determined by USDA. Therefore, the Subject is eligible to use the national non-metropolitan rent and income limits, which are higher than the published rent and income limits for Macon County. The rental rates at the LIHTC properties are compared to the Subject's proposed 50 and 60 percent AMI rents in the following tables.

LIHTC RENT COMPARISON @50%

Property Name	County	1BR	2BR	3BR	Rents at Max?
Spring Creek Crossing	Macon	\$395	\$490	\$610	No
2019 LIHTC National Non-Metro Maximum Rent (Net)	Macon	\$471	\$558	\$637	
2019 LIHTC Maximum Rent (Net)	Houston	\$594	\$707	\$808	
Magnolia Terrace Phase II	Peach	\$522	\$571	\$705	Yes
Oliver Place	Houston	\$490	\$570	-	No
The Pines At Westdale	Houston	\$494	\$604	\$700	No
Average		\$502	\$582	\$703	

LIHTC RENT COMPARISON @60%

Property Name	County	1BR	2BR	3BR	Rents at Max?
Spring Creek Crossing	Macon	\$405	\$505	\$640	No
2019 LIHTC National Non-Metro Maximum Rent (Net)	Macon	\$584	\$694	\$795	
2019 LIHTC Maximum Rent (Net)	Houston	\$732	\$873	\$999	
Magnolia Terrace Phase II	Peach	-	\$616	\$756	No
Oliver Place	Houston	\$610	\$705	\$795	No
The Pines At Westdale	Houston	\$571	\$687	\$776	No
The Reserve At Hampton	Peach	\$428	\$545	\$581	No
Average		\$536	\$638	\$727	

The Subject property will be held to the 2019 National Non-Metro maximum allowable levels. The Subject's proposed rents are below the 2019 National Non-Metro maximum allowable levels. Two of the comparable LIHTC properties, Magnolia Terrace Phase II and The Reserve At Hampton, are located in Peach County and are held to the 2019 National Non-Metro maximum allowable levels, similar to the Subject. The remaining comparable LIHTC properties are located in Houston County. The AMI in Houston County reached its peak in 2019. Thus, these comparables are held to the 2019 LIHTC maximum allowable rents in Houston County, which are greater than the National Non-Metro maximum allowable levels. One of the comparables, Magnolia Terrace Phase II, reported achieving maximum allowable rents for their one and two-bedroom units at 50 percent AMI. None of the comparables reported achieving maximum allowable rents for their one and two-bedroom units at 60 percent AMI.

Magnolia Terrace Phase II is located 19.1 miles from the Subject in Fort Valley and offers a slightly superior location. This property was constructed in 2008 and exhibits average condition, which is considered inferior to the anticipated excellent condition of the Subject. Magnolia Terrace Phase II offers similar property amenities compared to the Subject and inferior in-unit amenities as it lacks balconies/patios and in-unit washers and dryers, which the Subject will offer. Magnolia Terrace Phase II offers similar unit sizes compared to the Subject. Overall, Magnolia Terrace Phase II is considered inferior to the proposed Subject.

The Reserve At Hampton is located 20.4 miles from the Subject in Fort Valley and offers a slightly superior location. This property was constructed in 2015 and exhibits good condition, which is considered slightly inferior to the anticipated excellent condition of the Subject. The Reserve At Hampton offers slightly inferior property amenities compared to the Subject as it lacks a business center and exercise facility, which the proposed Subject will offer. This property is inferior in terms of in-unit amenities as it lacks in-unit washers and dryers, which the Subject will offer, though it offers exterior storage, which the proposed Subject will not offer. The Reserve At Hampton offers similar unit sizes compared to the Subject. Overall, The Reserve At Hampton is considered inferior to the proposed Subject.

Overall, we believe the Subject can achieve rents above those currently achieved at Magnolia Terrace Phase II and The Reserve At Hampton. Further, these properties are fully-occupied and maintain waiting lists ranging from 50 to over 150 households in length, indicating higher rents are likely achievable. Therefore, we believe the Subject's proposed rents are 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 comparables, the average market rent might be the weighted average of those tax credit comparables. In cases where there are few tax credit comparables, but many market rate comparables with similar unit designs and amenity packages, then the average market rent might be the weighted average of those market rate comparables. In a small rural market there may be neither tax credit comparables nor market rate comparables with similar positioning as the subject. In a case like that the average market rent would be a weighted average of whatever rents were present in the market.

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

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

SUBJECT COMPARISON TO MARKET RENTS

Unit Type	Subject Proposed Rent	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR @50%	\$395	\$428	\$921	\$692	75%
2BR @50%	\$490	\$545	\$1,036	\$796	62%
3BR @50%	\$610	\$581	\$1,127	\$836	37%
1BR @60%	\$405	\$428	\$921	\$733	81%
2BR @60%	\$505	\$545	\$1,036	\$835	65%
3BR @60%	\$640	\$581	\$1,127	\$860	34%
1BR @70%	\$425	\$536	\$921	\$786	85%
2BR @70%	\$550	\$626	\$1,036	\$889	62%
3BR @70%	\$675	\$806	\$1,127	\$959	42%

As illustrated, the Subject’s proposed 50, 60, and 70 percent rents are below the surveyed average when compared to the comparables.

Chatham Parke I And II is achieving the highest one and two-bedroom unrestricted rents in the market. The Subject will be inferior to Chatham Parke I And II as a market rate property. Chatham Parke I And II was built in 2016, underwent renovations in 2019, and exhibits good condition, which is slightly inferior to the anticipated excellent condition of the Subject upon completion. Chatham Parke I And II is located 26.9 miles from the Subject site in Warner Robins and offers a superior location. Chatham Parke I And II offers inferior in-unit amenities compared to the Subject as it lacks in-unit washers and dryers, which the Subject will offer, though it offers exterior storage and walk-in closets, which the proposed Subject will not offer. This property offers slightly superior property amenities in comparison to the Subject as it offers a swimming pool, which the Subject will not offer. Chatham Parke I And II offers superior unit sizes to the Subject. The lowest one and two-bedroom rents at Chatham Parke I And II are approximately 120 and 82 percent higher than the Subject’s proposed rents at 60 percent of the AMI.

Lenox Pointe is achieving the highest three-bedroom unrestricted rents in the market. The Subject will be slightly inferior to Lenox Pointe as a market rate property. Lenox Pointe was built in 2006, underwent renovations in 2012, and exhibits good condition, which is slightly inferior to the anticipated excellent condition of the Subject upon completion. Lenox Pointe is located 26.1 miles from the Subject site in Warner Robins and offers a superior location. Lenox Pointe offers inferior in-unit amenities compared to the Subject as it lacks in-unit washers and dryers, which the Subject will offer, though it offers exterior storage and walk-in closets, which the proposed Subject will not offer. This property offers slightly superior property amenities in comparison to the Subject as it offers a swimming pool, which the Subject will not offer. Lenox Pointe offers slightly superior unit sizes to the Subject. The lowest three-bedroom rents at Lenox Pointe are approximately 69 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.

9. LIHTC Competition – DCA Funded Properties within the PMA

Capture rates for the Subject are considered low to moderate for all bedroom types and AMI levels. All of the Subject’s capture rates are within Georgia DCA thresholds. The Pines At Westdale is the only LIHTC comparable reporting vacant units. Our contact at this property reports that all five vacant units are being processed from the waiting list, which consists of 62 households. Further, the remaining LIHTC comparables also reported maintaining waiting lists ranging from 12 to over 150 households, indicating strong demand for affordable housing in the area.

According to Georgia Department of Community Affairs LIHTC allocation lists, there have been no developments allocated within the Subject’s PMA since 2017. Given the low vacancy rates and presence of waiting lists at the comparable properties, we do not believe that the addition of the Subject to the market will impact the existing LIHTC properties that are in overall average condition and currently performing well.

10. Rental Trends in the PMA

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

TENURE PATTERNS PMA				
Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	6,946	73.5%	2,507	26.5%
2019	5,035	67.0%	2,482	33.0%
Projected Mkt Entry August 2022	5,049	67.5%	2,430	32.5%
2024	5,057	67.8%	2,398	32.2%

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

As the table illustrates, households within the PMA reside in predominately owner-occupied residences. Nationally, approximately two-thirds of the population resides in owner-occupied housing units, and one-third resides in renter-occupied housing units. Therefore, there is a similar percentage of renters in the PMA compared to the nation. This percentage is projected to decrease slightly over the next five years.

Historical Vacancy

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

HISTORICAL VACANCY									
Comparable Property	Type	Total Units	2017 Q1	2018 Q2	2019 Q1	2019 Q2	2019 Q3	2020 Q1	2020 Q2
Spring Creek Crossing	LIHTC	50	N/A						
Magnolia Terrace Phase II	LIHTC/ Market	36	N/A	N/A	0.0%	N/A	0.0%	N/A	0.0%
Oliver Place	LIHTC/ Market	100	N/A	0.0%	2.0%	0.0%	0.0%	0.0%	0.0%
The Pines At Westdale	LIHTC	180	N/A	2.2%	2.2%	N/A	5.6%	0.6%	2.8%
The Reserve At Hampton	LIHTC	51	N/A	N/A	1.7%	N/A	N/A	N/A	0.0%
Ashley Oaks (FKA Heritage Apartments)	Market	78	N/A	N/A	N/A	N/A	N/A	N/A	0.0%
Chatham Parke I And II	Market	264	2.5%	0.0%	0.0%	N/A	0.0%	N/A	0.0%
Hampton Place	Market	152	N/A	N/A	1.3%	N/A	0.0%	2.0%	0.7%
Houston Lake	Market	300	3.7%	1.3%	0.0%	0.0%	0.0%	N/A	0.7%
Lenox Pointe	Market	288	N/A	N/A	N/A	0.0%	N/A	4.9%	3.1%
Winslow Place	Market	88	N/A	N/A	1.1%	N/A	0.0%	N/A	0.0%

The historical vacancy rates at all of the comparable properties for several quarters in the past three years are illustrated in the previous table. In general, the comparable properties experienced very low vacancy from 2017 through 2020. The slightly elevated vacancy at The Pines At Westdale in the third quarter of 2019 was reportedly due to a number of evictions and coincidental with the timing of the survey. 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	Rent Growth
Magnolia Terrace Phase II*	LIHTC/ Market	Increased to max
Oliver Place*	LIHTC/ Market	Increased 4-7%
The Pines At Westdale*	LIHTC	None
The Reserve At Hampton*	LIHTC	Increased 3%
Ashley Oaks (FKA Heritage Apartments)*	Market	Increased 13%-16%
Chatham Parke I And II*	Market	Increased 1-3%
Hampton Place*	Market	LRO pricing daily fluctuation
Houston Lake*	Market	Increased 2.5%
Lenox Pointe*	Market	Increased 9-14%
Winslow Place*	Market	Increased 1-2%

*Located outside of the PMA

Magnolia Terrace Phase II reported the 50 percent AMI rents were increased to maximum allowable levels. Three of the remaining four LIHTC properties report growth, ranging from three to seven percent in the past year. The market rate properties all reported rent growth. We anticipate that the Subject will be able to achieve moderate rent growth in the future as a LIHTC property.

11. 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 Montezuma is experiencing a foreclosure rate of one in every 2,477 homes, while Macon County is experiencing foreclosure rate of one in every 2,110 homes and Georgia experienced one foreclosure in every 2,210 housing units. Overall, Montezuma is experiencing a lower foreclosure rate than Macon County and the state of Georgia, and a slightly higher foreclosure rate than the overall nation, indicating a healthy housing market. The Subject's neighborhood does not have a significant amount of abandoned or vacant structures that would impact the marketability of the Subject.

12. Effect of Subject on Other Affordable Units in Market

According to Georgia Department of Community Affairs LIHTC allocation lists, there have been no developments allocated within the Subject's PMA since 2017. The Pines At Westdale is the only LIHTC comparable reporting vacant units. Our contact at this property reports that all five vacant units are being processed from the waiting list, which consists of 62 households. Further, the remaining LIHTC comparables also reported maintaining waiting lists ranging from 12 to over 150 households, indicating strong demand for affordable housing in the area. 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 Pines At Westdale is the only LIHTC comparable reporting vacant units. Our contact at this property reports that all five vacant units are being processed from the waiting list, which consists of 62 households. Further, the remaining LIHTC comparables also reported maintaining waiting lists ranging from 12 to over 150 households, indicating strong demand for affordable housing in the area. The Subject will offer generally superior in-unit amenities in comparison to the LIHTC and market rate comparable properties and slightly inferior to slightly superior property amenities. The Subject will offer in-unit washers and dryers, a business center, and exercise facility, which many of the comparables will lack. However, the Subject will not offer exterior storage, walk-in closets, or a swimming pool, which are offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market. As 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. Further, we believe that the Subject's affordable operation will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments). The timing of the Subject's construction will further insulate it from the current COVID-19 pandemic.

J. ABSORPTION AND STABILIZATION RATES

ABSORPTION AND STABILIZATION RATES

We were able to obtain absorption data from two of the comparables. We also included recent absorption data from two additional properties in Houston County and Pulaski County. Information regarding the absorption periods of these properties is illustrated in the following table.

ABSORPTION				
Property Name	Rent Structure	Year Built	Number of Units	Units Absorbed / Month
Taylor Village Apartments	LIHTC	2019	68	7
The Pines At Westdale	LIHTC	2017	180	19
Oliver Place	LIHTC/Market	2017	100	25
AL Miller Village	LIHTC	2017	71	14

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. The Subject is proposed new construction. Taylor Village is the most recently completed LIHTC apartment property we surveyed. This property was built in 2019 and experienced absorption rate of seven units per month upon opening. The Pines At Westdale, Oliver Place, and AL Miller Village opened in 2017 and experienced absorption rates ranging from 14 to 25 units per month, with an average of 19 units per month. Based on the absorption pace reported by the comparable properties, the waiting lists at the LIHTC comparables, and the strong demand for affordable housing in the area, we anticipate that the Subject will absorb ten units per month, for an absorption period of four to five months. It should be noted that construction on the Subject is not anticipated to be completed until August 2022, which is considered outside of the primary window from the COVID-19 pandemic.

K. INTERVIEWS

Georgia Department of Community Affairs

We were able to speak with Ms. Valencia Jordan, Director of Operations, of the Georgia Department of Community Affairs regarding the Housing Choice Voucher program in Macon County. According to Ms. Jordan, the Georgia Departments of Community Affairs allots 16,500 statewide, of which 14,000 are currently in use. According to the Georgia DCA website, the waiting list for vouchers was open for one week, from February 1 to 7, 2016, and is currently closed. There are currently approximately 9,000 households on the waiting list. The payment standards for Macon County are listed below.

PAYMENT STANDARDS

Unit Type	Standard
One-Bedroom	\$543
Two-Bedroom	\$716
Three-Bedroom	\$892

Source: Georgia Department of Community Affairs, effective January 2020

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

Planning

We made numerous attempts to contact the Macon County Planning and Zoning Department. However, as of the date of this report, our calls and emails 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 no multifamily developments currently planned, proposed, or under construction in the Subject's PMA.

Macon County Economic Development Authority

We attempted to speak with the Macon County Economic Development Authority; however, as of the date of this report our calls and emails have not been returned. We conducted internet research regarding investment and business expansion in the region.

- Pure Flavor, one of nearby Peach County's largest employers, has recently completed the first segment of a \$105,000,000 capital investment to construct and operate three large greenhouses in Fort Valley. Pure Flavor planned and constructed the first 75,000 square foot facility on 75 acres to produce tomatoes and cucumbers year round. The total capital investment and operation of the first segment of the facility created approximately 200 jobs.
- According to the *Georgia Trend* article dated April 1, 2019, recent expansions in nearby Peach County have included a 1-million-square-foot Amazon distribution center (500 new jobs) and a \$400-million, 800,000-square-foot manufacturing facility for Irving Consumer Products. After screening more than 8,000 resumes and conducting 800 interviews, Irving Consumer Products has filled most of its 200 positions. Those on board received training through programs offered by Central Georgia Technical College and the Georgia Quick Start program. The college also provided office space for plant management as the facility was being built.
- Best Western Plus at Rigby's Water World in Warner Robins was completed in late 2019. The development offers an upscale amenities and a rooftop bar.
- The Shoppes at Houston Lakes is a small scale development consisting of 13,000 square feet of commercial space at the intersection of Highway 96 and S Houston Lake Road in Bonaire. The businesses that occupy the space are Moe's Southwest Grill, Jersey Mike's, Great American Cookies, and Marble Slab Creamery. Construction was completed in 2020.

- The largest standalone solar facility in the Southeast, GA Solar 4, broke ground in Twiggs County in October 2018 and was completed in December 2019.

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 an approximately 0.1 percent annual decline in population in the PMA, while the SMA national population experienced growth over the same time period. Over the next five years, the population growth in the PMA is projected to decrease at a 0.2 percent annual rate, which lags the SMA and national projections. The current population of the PMA is 21,113 and is expected to be 20,955 in 2022. The current number of households in the PMA is 7,517 and is expected to be 7,479 in 2022. Renter households are concentrated in the lowest income cohorts, with 32.9 percent of renters in the PMA earning between \$20,000 and \$49,999 annually. The Subject will target households earning between \$16,869 and \$45,780. Therefore, the Subject should be well-positioned to service this market. Overall, while population growth has been stagnant, the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

Employment Trends

Employment in the PMA is concentrated in the manufacturing, healthcare/social assistance, and public administration industries, which collectively comprise 44.6 percent of local employment. The large share of PMA employment in manufacturing is notable as this industry is historically volatile, and prone to contraction during economic downturns. However, the PMA also has significant share of employment in the healthcare and public administration industries, which are historically known to offer greater stability during recessionary periods. Relative to the overall nation, the PMA features comparatively greater employment in the manufacturing, agriculture/forestry/fishing/hunting, and public administration industries. Conversely, the PMA is underrepresented in the professional/scientific/technology services, retail trade, and accommodation/food services industries. The overconcentration of manufacturing employment may make the Subject area more susceptible to employment losses from the ongoing COVID-19 pandemic than the nation overall. However, the significant employment in the healthcare/social assistance and public administration sectors should provide stability to the area workforce.

Total employment growth in the SMA exceeded that of the nation in all but one year since 2016. As of February 2020, total employment in the SMA is at a post-recessionary record and increasing at an annualized rate of 2.5 percent, compared to 1.2 percent across the overall nation. It should be noted that due to the smaller total employment pool in the SMA, employment variations may appear more significant on a percentage basis. Due to the sudden impact of the COVID-19 pandemic, it is likely that the regional economy has been significantly affected and the near-term employment growth is unclear at this time. Given that total employment in the SMA is at a post-recessionary record and local employment growth has been strong through the beginning of 2020, the SMA was in an expansionary phase prior to the onset of the economic challenges presented by the COVID-19 pandemic. The most recent data show unemployment in the SMA at a similar level as the nation. Given that total employment in the SMA surpassed its pre-recession levels, and local employment growth and unemployment are both similar to the nation, it appears the SMA is fully recovered and entered into an expansionary phase, which should have a positive impact on local affordable rental housing demand. Growing total employment is a positive indicator of demand for rental housing and, therefore, the Subject's proposed units. However, again due to the COVID-19 pandemic, it is unclear how severely the regional economy has been affected and how temporary in nature any increase in unemployment will be for the SMA.

Beginning in March 2020, the international pandemic caused by the COVID-19 coronavirus resulted in governments across the globe taking dramatic efforts to slow the spread and flatten the infection curve in order to reduce the strain on our health care system. Consequently, over the past two months there has been a sharp and dramatic increase in layoffs due to the economic restrictions related to the emergency response. Governments have passed significant economic stimulus packages to help in offsetting the economic impact. Local governments have begun to lift or loosen restrictions and the stimulus passed thus far has blunted some

of the impact from the emergency measures. It remains unclear as to how these measures will impact the housing market long term. However, based on the data available through two months, which indicates some multifamily real estate transactions have continued to close without repricing and rent collection losses during this period have declined less than projected, the governmental response has offset a significant portion of the economic losses presented by the emergency. There is evidence that, despite the significant level of recent layoffs, many other area employers are hiring. Overall, we anticipate that the elevated layoff pace will subside now that economic restrictions have been loosened in the Subject’s market area. We believe that the Subject’s affordable operation will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments). The timing of the Subject’s construction will further insulate it from the current COVID-19 pandemic.

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%	\$16,869	\$24,250	4	98	0	98	4.1%	\$395
1BR @60%	\$17,211	\$29,100	4	136	0	136	2.9%	\$405
1BR @70%	\$17,897	\$33,950	2	152	0	152	1.3%	\$425
1BR Overall	\$16,869	\$33,950	10	160	0	160	6.3%	-
2BR @50%	\$21,017	\$27,250	8	87	0	87	9.2%	\$490
2BR @60%	\$21,531	\$32,700	8	121	0	121	6.6%	\$505
2BR @70%	\$23,074	\$38,150	4	135	0	135	3.0%	\$550
2BR Overall	\$21,017	\$38,150	20	142	0	142	14.1%	-
3BR @50%	\$26,057	\$32,700	8	58	0	58	13.8%	\$610
3BR @60%	\$27,086	\$39,240	8	80	0	80	9.9%	\$640
3BR @70%	\$28,286	\$45,780	4	90	0	90	4.4%	\$675
3BR Overall	\$26,057	\$45,780	20	95	0	95	21.1%	-
@50% Overall	\$16,869	\$32,700	20	243	0	243	8.2%	-
@60% Overall	\$17,211	\$39,240	20	337	0	337	5.9%	-
@70% Overall	\$17,897	\$45,780	10	377	0	377	2.7%	-
Overall	\$16,869	\$45,780	50	397	0	397	12.6%	-

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

Absorption

We were able to obtain absorption data from two of the comparables. We also included recent absorption data from two additional properties in Houston County and Pulaski County. Information regarding the absorption periods of these properties is illustrated in the following table.

ABSORPTION

Property Name	Rent Structure	Year Built	Number of Units	Units Absorbed / Month
Taylor Village Apartments	LIHTC	2019	68	7
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Oliver Place	LIHTC/Market	2017	100	25
AL Miller Village	LIHTC	2017	71	14

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. The Subject is proposed new construction. Taylor Village is the most recently completed LIHTC apartment property we surveyed. This property was built in 2019 and experienced absorption rate of seven units per month upon opening. The Pines At Westdale, Oliver Place, and AL Miller Village opened in 2017 and experienced absorption rates ranging from 14 to 25 units per month, with an average of 19 units per month. Based on the absorption pace reported by the comparable properties, the waiting lists at the LIHTC comparables, and the strong demand for affordable housing in the area, we anticipate that the Subject will absorb ten units per month, for an absorption period of four to five months. It should be noted that construction on the Subject is not anticipated to be completed until August 2022, which is considered outside of the primary window from the COVID-19 pandemic.

Vacancy Trends

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY				
Property Name	Rent Structure	Total Units	Vacant Units	Vacancy Rate
Magnolia Terrace Phase II*	LIHTC/ Market	36	0	0.0%
Oliver Place*	LIHTC/ Market	100	0	0.0%
The Pines At Westdale*	LIHTC	180	5	2.8%
The Reserve At Hampton*	LIHTC	51	0	0.0%
Ashley Oaks (FKA Heritage Apartments)*	Market	78	0	0.0%
Chatham Parke I And II*	Market	264	0	0.0%
Hampton Place*	Market	152	1	0.7%
Houston Lake*	Market	300	2	0.7%
Lenox Pointe*	Market	288	9	3.1%
Winslow Place*	Market	88	0	0.0%
Total LIHTC		367	5	1.4%
Total Market Rate		1,170	12	1.0%
Overall Total		1,537	17	1.1%

*Located outside of the PMA

Overall vacancy in the market is very low at 1.1 percent, and LIHTC vacancy is also very low at 1.4 percent. The Pines At Westdale is the only LIHTC comparable reporting vacant units. Our contact at this property reports that all five vacant units are being processed from the waiting list, which consists of 62 households. Further, the remaining LIHTC comparables also reported maintaining waiting lists ranging from 12 to over 150 households, indicating strong demand for affordable housing in the area.

The vacancy rates among the market rate comparable properties range from zero to 3.1 percent, averaging 1.0 percent, which is considered very low. The low vacancy rates among the remaining market rate comparable properties indicates that there is demand for rental housing in the Subject's PMA. 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 only LIHTC development in the PMA upon completion. The Subject will exhibit excellent condition upon completion, which is superior to the existing multifamily housing stock in the PMA. The Subject will offer competitive amenity packages, which will include in-unit washers and dryers, a business center, and exercise facility, which many of the comparables will lack. 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 Pines At Westdale is the only LIHTC comparable reporting vacant units. Our contact at this property reports that all five vacant units are being processed from the waiting list, which consists of 62 households. Further, the remaining LIHTC comparables also reported maintaining waiting lists ranging from 12 to over 150 households, indicating strong demand for affordable housing in the area. The Subject will offer generally superior in-unit amenities in comparison to the LIHTC and market rate comparable properties and slightly inferior to slightly superior property amenities. The Subject will offer in-unit washers and dryers, a business center, and exercise facility, which many of the comparables will lack. However, the Subject will not offer exterior storage, walk-in closets, or a swimming pool, which are offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market. As 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. Further, we believe that the Subject's affordable operation will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments). The timing of the Subject's construction will further insulate it from the current COVID-19 pandemic.

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.

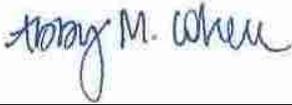
To the best of my knowledge, the market can support the project as shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in DCA's rental housing programs. I also affirm that I have no interest in the project or relationship with 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



Abby M. Cohen
Partner
Novogradac Consulting LLP

June 16, 2020



Brian Neukam
Manager
Novogradac Consulting LLP

June 16, 2020



Travis Jorgenson
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



View east along Spaulding Drive



View west along Spaulding Drive



View of Subject site



View of Subject site



View of Subject site



View of Subject site



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Macon County High School 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



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. RCG1046 – State of Connecticut
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. CGA.0020047 – State of Rhode Island
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
Certified General Real Estate Appraiser, No. 1081 – State of Wyoming

III. Professional Experience

Partner, Novogradac & Company LLP
Vice President, 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 IPED and Novogradac conferences regarding the affordable housing industry. Have done presentations on the appraisal and market analysis of Section 8 and 42 properties. Have spoken regarding general market analysis topics.

Obtained the MAI designation in 1998 and maintained continuing education requirements since. Completed 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

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

ABBY M. COHEN

I. Education

The Pennsylvania State University, University Park, PA
Bachelor of Arts

II. Licensing and Professional Affiliation

Certified General Appraiser, FL License #RZ4143
Certified General Appraiser, MD License #40032823
Certified General Appraiser, NC License #A8127
Certified General Appraiser, NJ License #42RG00255000
Certified General Appraiser, SC License #7487

Designated Member of the National Council of Housing Market Analysts (NCHMA)
Member of Commercial Real Estate Women (CREW) Network

III. Professional Experience

Novogradac & Company LLP, Partner
Novogradac & Company LLP, Principal
Novogradac & Company LLP, Manager
Novogradac & Company LLP, Senior Real Estate Analyst

IV. Professional Training

7-Hour National USPAP Update for 2020-2021, February 2020
Appraisal of Fast Food Facilities, February 2020
Appraisal of Self-Storage Facilities, February 2020
The Odd Side of Appraisal, February 2020
Basic Hotel Appraising – Limited Service Hotels, October 2019
Advanced Hotel Appraising – Full Service Hotels, October 2019
Appraisal of REO and Foreclosure Properties, October 2019
Appraisal of Land Subject to Ground Leases, December 2017
Business Practices and Ethics, January 2017
General Appraiser Report Writing and Case Studies, February 2015
General Appraiser Sales Comparison Approach, February 2015
General Appraiser Site Valuation and Cost Approach, February 2015
Expert Witness for Commercial Appraisers, January 2015
Commercial Appraisal Review, January 2015
Real Estate Finance Statistics and Valuation Modeling, December 2014
General Appraiser Income Approach Part II, December 2014
General Appraiser Income Approach Part I, November 2014
General Appraiser Market Analysis and Highest & Best Use, November 2014
IRS Valuation Summit, October 2014
15-Hour National USPAP Equivalent, April 2013
Basic Appraisal Procedures, March 2013
Basic Appraisal Principles, January 2013

V. Publications

Co-authored “Post Rev. Proc. 2014-12 Trend Emerges: Developer Fee Reasonableness Opinions,” Novogradac Journal of Tax Credits, March 2016

VI. Real Estate Assignments

A representative sample of Asset Management, Due Diligence, and Valuation Engagements includes:

- Performed a variety of asset management services for a lender including monitoring and reporting property performance on a monthly basis. Data points monitored include economic vacancy, levels of concessions, income and expense levels, NOI and status of capital projects. Data used to determine these effects on the project's ability to meet its income-dependent obligations.
- Performed asset management services for lenders and syndicators on underperforming assets to identify significant issues facing the property and recommend solutions. Scope of work included analysis of deferred maintenance and property condition, security issues, signage, marketing strategy, condition of units upon turnover and staffing plan. Performed a physical inspection of the assets, to include interior and exterior of property and assessed how the property compares to competition. Analyzed operating expense results.
- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties, on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, large family, and acquisition with rehabilitation. Completed market studies in all states.
- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low-Income Housing Tax Credit properties, USDA Rural Development, and market rate multifamily developments. Analysis includes property screenings, valuation analysis, rent comparability studies, expense comparability analysis, determination of market rents, and general market analysis.
- Assisted in appraisal work for retail and commercial properties in various parts of the country for various lenders. The client utilized the study for underwriting purposes.
- Conducted market studies and appraisals for projects under the HUD Multifamily Accelerated Processing program.
- Prepared Rent Comparability Studies for expiring Section 8 contracts for subsidized properties located throughout the United States. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Performed all aspects of data collection and data mining for web-based rent reasonableness systems for use by local housing authorities.
- Completed numerous reasonableness opinions related to Revenue Procedure 2014-12. Transactions analyzed include projects involving the use of Historic Tax Credits, New Markets Tax Credits and Investment Tax Credits. Fees and arrangements tested for reasonableness include developer fees, construction management fees, property management fees, asset management fees, various leasing-related payments and overall master lease terms.

**STATEMENT OF PROFESSIONAL QUALIFICATIONS
BRIAN NEUKAM**

EDUCATION

Georgia Institute of Technology, Bachelor of Industrial Engineering, 1995

State of Georgia Certified General Real Property Appraiser No.329471

State of North Carolina Certified General Appraiser No. 8284

State of South Carolina Certified General Appraiser No. 7493

PROFESSIONAL TRAINING

National USPAP and USPAP Updates

General Appraiser Market Analysis and Highest & Best Use

General Appraiser Sales Comparison Approach

General Appraiser Site Valuation and Cost Approach

General Appraiser Income Capitalization Approach I and II

General Appraiser Report Writing and Case Studies

EXPERIENCE

Novogradac & Company LLP, Manager, December 2016-present

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

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

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

REAL ESTATE ASSIGNMENTS

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

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

STATEMENT OF PROFESSIONAL QUALIFICATIONS

Travis Jorgenson

I. Education

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

II. Professional Experience

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

III. Research Assignments

A representative sample of work on various types of projects:

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

ADDENDUM D
Summary Matrix

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	Spring Creek Crossing 623-542 Spaulding Road Montezuma, GA 31063 Macon County	-	Townhouse 1 and 2-stories 2022 / n/a Family	@50%, @60%, @70%	1BR / 1BA	4	8.0%	780	@50%	\$395	No	N/A	N/A	N/A				
					1BR / 1BA	4	8.0%	780	@60%	\$405	No	N/A	N/A	N/A				
					1BR / 1BA	2	4.0%	780	@70%	\$425	No	N/A	N/A	N/A				
					2BR / 2BA	8	16.0%	1,015	@50%	\$490	No	N/A	N/A	N/A				
					2BR / 2BA	8	16.0%	1,015	@60%	\$505	No	N/A	N/A	N/A				
					2BR / 2BA	4	8.0%	1,015	@70%	\$550	No	N/A	N/A	N/A				
					3BR / 2BA	8	16.0%	1,250	@50%	\$610	No	N/A	N/A	N/A				
					3BR / 2BA	8	16.0%	1,250	@60%	\$640	No	N/A	N/A	N/A				
					3BR / 2BA	4	8.0%	1,250	@70%	\$675	No	N/A	N/A	N/A				
										50							N/A	N/A
1	Magnolia Terrace Phase II 718 Green St. Fort Valley, GA 31030 Peach County	19.1 miles	Garden 2-stories 2008 / n/a Family	@50%, @60%, Market	1BR / 1BA	2	5.6%	680	@50%	\$522	Yes	Yes	0	0.0%				
					1BR / 1BA	2	5.6%	680	Market	\$676	No	Yes	0	0.0%				
					2BR / 2BA	10	27.8%	1,050	@50%	\$571	Yes	Yes	0	0.0%				
					2BR / 2BA	3	8.3%	1,050	@60%	\$616	No	Yes	0	0.0%				
					2BR / 2BA	3	8.3%	1,050	Market	\$716	N/A	Yes	0	0.0%				
					3BR / 2BA	10	27.8%	1,400	@50%	\$705	Yes	Yes	0	0.0%				
					3BR / 2BA	3	8.3%	1,400	@60%	\$756	No	Yes	0	0.0%				
					3BR / 2BA	3	8.3%	1,400	Market	\$806	N/A	Yes	0	0.0%				
										36							0	0.0%
																	0	0.0%
2	Oliver Place 530 Gray Road Perry, GA 31069 Houston County	21.3 miles	Garden 2-stories 2017 / n/a Family	@50%, @60%, Market	1BR / 1BA	15	15.0%	725	@50%	\$490	No	Yes	0	0.0%				
					1BR / 1BA	9	9.0%	725	@60%	\$610	No	Yes	0	0.0%				
					2BR / 2BA	3	3.0%	975	@50%	\$570	No	Yes	0	0.0%				
					2BR / 2BA	29	29.0%	975	@60%	\$705	No	Yes	0	0.0%				
					2BR / 2.5BA	2	2.0%	1,050	@50%	\$570	No	Yes	0	0.0%				
					2BR / 2.5BA	10	10.0%	1,050	@60%	\$705	No	Yes	0	0.0%				
					3BR / 2BA	18	18.0%	1,075	@60%	\$795	No	Yes	0	0.0%				
					3BR / 2BA	8	8.0%	1,075	Market	\$865	N/A	Yes	0	0.0%				
					3BR / 2.5BA	4	4.0%	1,250	@60%	\$795	No	Yes	0	0.0%				
					3BR / 2.5BA	2	2.0%	1,250	Market	\$865	N/A	Yes	0	0.0%				
					100							0	0.0%					
3	The Pines At Westdale 1131 S Houston Lake Rd Warner Robins, GA 31088 Houston County	27.9 miles	Garden 3-stories 2017 / n/a Family	@50%, @60%	1BR / 1BA	18	10.0%	829	@50%	\$494	No	Yes	N/A	N/A				
					1BR / 1BA	24	13.3%	829	@60%	\$571	No	Yes	N/A	N/A				
					2BR / 2BA	20	11.1%	1,073	@50%	\$604	No	Yes	N/A	N/A				
					2BR / 2BA	82	45.6%	1,073	@60%	\$687	No	Yes	N/A	N/A				
					3BR / 2BA	7	3.9%	1,295	@50%	\$700	No	Yes	N/A	N/A				
					3BR / 2BA	29	16.1%	1,295	@60%	\$776	No	Yes	N/A	N/A				
										180							5	2.8%
																	0	0.0%
																	0	0.0%
																	0	0.0%
4	The Reserve At Hampton 3460 Hwy 341 Fort Valley, GA 31030 Peach County	20.4 miles	Garden 2-stories 2015 / n/a Family	@60%	1BR / 1BA	5	9.8%	769	@60%	\$428	No	Yes	0	0.0%				
					2BR / 2.5BA	28	54.9%	1,075	@60%	\$545	No	Yes	0	0.0%				
					3BR / 2.5BA	18	35.3%	1,422	@60%	\$581	No	Yes	0	0.0%				
										51						0	0.0%	
5	Iley Oaks (FKA Heritage Apartme 100 Ashley Drive Perry, GA 31069 Houston County	19.8 miles	One-story 1-stories 1971 / 2020 Family	Market	1BR / 1BA	44	56.4%	900	Market	\$536	N/A	No	0	0.0%				
					2BR / 1BA	34	43.6%	1,100	Market	\$626	N/A	No	0	0.0%				
										78						0	0.0%	
6	Chatham Parke I And II 51 Cohen Walker Rd Warner Robins, GA 31088 Houston County	26.9 miles	Garden 2-stories 2016 / 2019 Family	Market	1BR / 1BA	N/A	N/A	872	Market	\$889	N/A	Yes	0	N/A				
					1BR / 1BA	N/A	N/A	1,030	Market	\$921	N/A	Yes	0	N/A				
					2BR / 1BA	N/A	N/A	1,198	Market	\$921	N/A	Yes	0	N/A				
					2BR / 1BA	N/A	N/A	1,354	Market	\$950	N/A	Yes	0	N/A				
					2BR / 2BA	N/A	N/A	1,257	Market	\$986	N/A	Yes	0	N/A				
					2BR / 2BA	N/A	N/A	1,402	Market	\$1,026	N/A	Yes	0	N/A				
					2BR / 2BA	N/A	N/A	1,418	Market	\$1,036	N/A	Yes	0	N/A				
										264						0	0.0%	
7	Hampton Place 395 North Perry Pkwy Perry, GA 30169 Houston County	21.5 miles	Garden 2-stories 1997 / n/a Family	Market	1BR / 1BA	72	47.4%	747	Market	\$814	N/A	No	0	0.0%				
					2BR / 1BA	40	26.3%	982	Market	\$873	N/A	No	1	2.5%				
					2BR / 2BA	40	26.3%	1,069	Market	\$957	N/A	No	0	0.0%				
										152						1	0.7%	
8	Houston Lake 2350 S Houston Lake Rd Kathleen, GA 31047 Houston County	24.7 miles	Garden 3-stories 2008 / n/a Family	Market	1BR / 1BA	N/A	N/A	825	Market	\$799	N/A	Yes	N/A	N/A				
					1BR / 1BA	N/A	N/A	915	Market	\$829	N/A	Yes	N/A	N/A				
					2BR / 1BA	N/A	N/A	1,031	Market	\$869	N/A	Yes	N/A	N/A				
					2BR / 2BA	N/A	N/A	1,133	Market	\$899	N/A	Yes	N/A	N/A				
					2BR / 2BA	N/A	N/A	1,230	Market	\$939	N/A	Yes	N/A	N/A				
					3BR / 2BA	N/A	N/A	1,362	Market	\$1,009	N/A	Yes	N/A	N/A				
					300						2	0.7%						
9	Lenox Pointe 2006 Karl Dr Warner Robins, GA 31088 Houston County	26.1 miles	Garden 3-stories 2006 / 2012 Family	Market	1BR / 1BA	96	33.3%	733	Market	\$802	N/A	No	N/A	N/A				
					1BR / 1BA	N/A	N/A	763	Market	\$827	N/A	No	N/A	N/A				
					1BR / 1BA	N/A	N/A	853	Market	\$857	N/A	No	N/A	N/A				
					2BR / 2BA	96	33.3%	1,200	Market	\$957	N/A	No	N/A	N/A				
					2BR / 2BA	N/A	N/A	1,350	Market	\$1,002	N/A	No	N/A	N/A				
					3BR / 2BA	96	33.3%	1,390	Market	\$1,082	N/A	No	N/A	N/A				
					3BR / 2BA	N/A	N/A	1,540	Market	\$1,127	N/A	No	N/A	N/A				
					288						9	3.1%						
10	Winslow Place 200 Bristol Street Perry, GA 31069 Houston County	20.6 miles	Garden 2-stories 1988 / n/a Family	Market	1BR / 1BA	32	36.4%	745	Market	\$700	N/A	No	0	0.0%				
					2BR / 1BA	24	27.3%	978	Market	\$770	N/A	No	0	0.0%				
					2BR / 2BA	24	27.3%	1,045	Market	\$785	N/A	No	0	0.0%				
					2BR / 2BA	8	9.1%	1,140	Market	\$800	N/A	No	0	0.0%				
										88						0	0.0%	