

John Wall and Associates

Market Analysis

The Pointe at St. Martin
Family
Tax Credit (Sec. 42) Apartments

Hartwell, Georgia
Hart County

Prepared For:
The Pointe at St. Martin, LP

June 2020 (Revised June 15, 2020)

PCN: 20-032



Formerly known as
National Council of Affordable
Housing Market Analysts

Post Office Box 1835
Seneca, SC 29679
Telephone (864) 261-3147
john@johnwallandassociates.com
www.johnwallandassociates.com

Foreword

Qualifications Statement

John Wall and Associates specializes in market analysis, data mapping, and analysis of troubled properties. The firm began in 1983 concentrating on work in the Southeastern United States. In 1990, the office expanded its work to the entire United States.

John Wall and Associates has done over 2,600 market analyses, the majority of these being for apartment projects (both conventional and affordable). However, the firm is equipped for, and has done many other types of real estate market analyses, data mapping, troubled property analysis, shopping center master plans, industrial park master plans, housing and demographic studies, land planning projects, site analysis, location analysis and GIS projects. Clients include private developers, government officials, syndicators and lending institutions.

John Wall and Associates is a charter member of the National Council of Housing Market Analysts (NCHMA). All market analysts in our office have successfully passed the NCHMA peer review process and possess their HUD MAP certificates.

Bob Rogers has a BS in Business from Penn State University, and an MBA from the University of Tennessee. He has been a market analyst with John Wall and Associates since 1992. He has served as Vice Chair and Co-Chair of the NCHMA Standards Committee (from 2004 to 2010). As Co-Chair, he led the revision of the NCHMA market study model content and market study terms. He was lead author for NCHMA's "Selecting Comparable Properties" best practices paper and also NCHMA's "Field Work" white paper. In 2007, he wrote "Ten Things Developers Should Know About Market Studies" for

Affordable Housing Finance Magazine. In 2014 Mr. Rogers authored the draft NCHMA paper "Senior Housing Options".

Joe Burriss has a Bachelor of Science degree in Marketing from Clemson University, and has been a market analyst with John Wall and Associates since 1999. He has successfully completed the National Council of Housing Market Analysts (NCHMA) peer review process, and has served as a member of the council's membership committee. In addition to performing market analysis, Mr. Burriss maintains many of the firm's client relationships and is responsible for business development.

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The market analyst will receive no fees contingent upon approval of the development by any agency or lending institution, before or after the fact, and the market analyst will have no interest in the housing development.

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Certification of Physical Inspection

I affirm that I, or an individual employed by my company, have made a physical inspection of the market area and that

information has been used in the full assessment of the need and demand for new rental units.

Required Statement

I affirm that I have made a physical inspection of the market area and the subject property and that information has been used in the full study of the need and demand for the proposed units. The report was 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 (cannot) support the development 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 development or relationship with the ownership entity and my compensation is not contingent on this development being funded

DCA may rely on the representation made in the market study provided, and the document is assignable to other lenders that are parties to the DCA loan transaction.

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

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

Submitted and attested to by:



Joe Burriss, Principal

6-15-2020

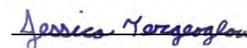
Date



Bob Rogers, Principal

6-15-2020

Date



Jessica Tergeoglou, Market Analyst

6-15-2020

Date

Table of Contents

A.	Executive Summary	8	H.5	Selection of Comps	72
A.1	Development Description.....	8	H.6	Long Term Occupancy	72
A.2	Site Description/Evaluation.....	9	H.7	New "Supply"	72
A.3	Market Area Definition.....	10	H.8	Average Market Rent and Rent Differential.....	73
A.4	Community Demographic Data	10	H.9	Information on Other DCA properties	74
A.5	Economic Data.....	11	H.10	Rental Trends in the Market Area	74
A.6	Development Specific Affordability and Demand Analysis	13	H.11	Impact of Foreclosed, Abandoned, etc. Properties.....	76
A.7	Competitive Rental Analysis	14	H.12	Long Term Impact	76
A.8	Absorption/Stabilization Estimate.....	14	H.13	Building Permits Issued.....	76
A.9	Overall Conclusion.....	14	I.	Absorption & Stabilization Rates	78
A.10	DCA Summary Table.....	17	J.	Interviews	79
A.11	Demand.....	18	J.1	Apartment Managers.....	79
A.12	NCHMA Capture Rate.....	19	J.2	Economic Development.....	79
B.	Development Description	20	K.	Market Rent Comparables	80
B.1	Development Location.....	20	L.	Conclusions and Recommendations	81
B.2	Construction Type.....	20	M.	Signed Statement Requirements	82
B.3	Occupancy.....	20	N.	Market Study Representation	83
B.4	Target Income Group.....	20	O.	Crime Appendix	84
B.5	Special Population.....	20	P.	NCHMA Market Study Index/Checklist	85
B.6	Structure Type.....	20	Q.	Business References	86
B.7	Unit Sizes, Rents and Targeting.....	20	R.	Résumés	87
B.8	Development Amenities.....	20			
B.9	Unit Amenities.....	21			
B.10	Rehab.....	21			
B.11	Utilities Included.....	21			
B.12	Projected Certificate of Occupancy Date.....	21			
C.	Site Evaluation	22			
C.1	Date of Site Visit.....	22			
C.2	Physical Features of Site and Adjacent Parcels.....	22			
C.3	Surrounding Roads, Transportation, Amenities, Employment, Community Services.....	22			
C.4	Site and Neighborhood Photos.....	24			
C.5	Site Location Map.....	32			
C.6	Land Uses of the Immediate Area.....	34			
C.7	Public Safety Issues.....	35			
C.8	Multifamily Residential Developments.....	36			
C.9	Road and infrastructure Improvements.....	38			
C.10	Ingress, Egress, and Visibility.....	38			
C.11	Observed Visible Environmental or Other Concerns.....	38			
C.12	Conclusion.....	38			
D.	Market Area	39			
D.1	Market Area Determination.....	40			
D.2	Driving Times and Place of Work.....	40			
D.3	Market Area Definition.....	40			
E.	Demographic Analysis	41			
E.1	Population.....	41			
E.2	Households.....	42			
F.	Employment Trends	48			
F.1	Total Jobs.....	48			
F.2	Jobs by Industry and Occupation.....	49			
F.3	Major Employers.....	51			
F.4	Employment (Civilian Labor Force).....	51			
F.5	Employment Concentrations Map.....	52			
F.6	Economic Summary.....	53			
G.	Development-Specific Affordability & Demand Analysis	55			
G.1	Income Restrictions.....	55			
G.2	Affordability.....	57			
G.3	Demand.....	62			
G.4	Demand for New Units.....	65			
G.5	Capture Rate Analysis Chart.....	66			
H.	Competitive Analysis (Existing Competitive Rental Environment)	67			
H.1	Survey of Apartments.....	67			
H.2	Additional information on competitive environment.....	69			
H.3	Apartment Locations Map.....	70			
H.4	Amenity Analysis.....	72			

Table of Tables

Table 1—Unit Mix8
 Table 2—Percent of Renter Households in Appropriate Income Ranges for the Market Area..... 11
 Table 3—Number of Renter Households in Appropriate Income Ranges for the Market Area..... 13
 Table 4—Capture Rates by AMI Targeting..... 13
 Table 4a—Capture Rates by Bedroom Targeting..... 13
 Table 5—DCA Summary Table..... 17
 Table 6—Demand 18
 Table 7—Market Bedroom Mix 18
 Table 8—NCHMA Capture Rate 19
 Table 9—Unit Sizes, Rents and Targeting..... 20
 Table 10—Community Amenities 33
 Table 11—Crimes Reported to Police..... 35
 Table 12—Workers’ Travel Time to Work for the Market Area (Time in Minutes) 40
 Table 13—Population Trends..... 41
 Table 14—Persons by Age..... 41
 Table 15—Race and Hispanic Origin 42
 Table 16—Household Trends..... 43
 Table 17—Occupied Housing Units by Tenure 43
 Table 18—Population 44
 Table 19—Households..... 44
 Table 20—Population and Household Projections..... 44
 Table 21—Housing Units by Persons in Unit..... 46
 Table 22—Number of Households in Various Income Ranges..... 47
 Table 23—Covered Employment 48
 Table 24—Occupation of Employed Persons Age 16 Years And Over .. 49
 Table 25—Industry of Employed Persons Age 16 Years And Over..... 50
 Table 26—Major Manufacturing Employers..... 51
 Table 27—Employment Trends 51
 Table 28—Median Wages by Industry 53
 Table 29—Maximum Income Limit (HUD FY 2019) 55
 Table 30—Minimum Incomes Required and Gross Rents 56
 Table 31—Qualifying Income Ranges by Bedrooms and Persons Per Household 57
 Table 32—Qualifying and Proposed and Programmatic Rent Summary..... 58

Table 33—Number of Specified Households in Various Income Ranges by Tenure..... 59
 Table 34—Percent of Renter Households in Appropriate Income Ranges for the Market Area..... 60
 Table 35—New Renter Households in Each Income Range for the Market Area..... 62
 Table 36—Percentage of Income Paid For Gross Rent (Renter Households in Specified Housing Units) 63
 Table 37—Rent Overburdened Households in Each Income Range for the Market Area 63
 Table 38—Substandard Occupied Units..... 64
 Table 39—Substandard Conditions in Each Income Range for the Market Area 64
 Table 40—Demand for New Units 65
 Table 41—Capture Rate by Unit Size (Bedrooms) and Targeting..... 66
 Table 42—List of Apartments Surveyed 67
 Table 43—Comparison of Comparables to Subject..... 67
 Table 44—Schedule of Rents, Number of Units, and Vacancies for Apartment Units 68
 Table 45—Apartment Units Built or Proposed Since the Base Year 72
 Table 46—Market Rent Advantage 73
 Table 47—Tenure by Bedrooms 74
 Table 48—Building Permits Issued 76

Table of Maps

Regional Locator Map 6
 Area Locator Map 7
 Site and Neighborhood Photos and Adjacent Land Uses Map 23
 Site Location Map 32
 Neighborhood Map 34
 Apartment Locations Map 1 36
 Market Area Map 39
 Tenure Map..... 45
 Employment Concentrations Map..... 52
 Median Household Income Map 61
 Apartment Locations Map 1 70
 Median Home Value Map 75
 Median Gross Rent Map 77

Introduction

Purpose

The purpose of this report is to analyze the apartment market for a specific site in Hartwell, Georgia.

Scope

Considered in this report are market depth, bedroom mix, rental rates, unit size, and amenities. These items are investigated principally through a field survey conducted by John Wall and Associates. Unless otherwise noted, all charts and statistics are the result of this survey.

In general, only complexes of 30 units or more built since 1980 are considered in the field survey. Older or smaller developments are sometimes surveyed when it helps the analysis. Developments with rent subsidized units are included, if relevant, and noted.

Methodology

Three separate approaches to the analysis are used in this report; each is a check on the other. By using three generally accepted approaches, reasonable conclusions can be drawn. The three approaches used are:

- (1) Statistical
- (2) Like-Kind Comparison
- (3) Interviews

Regional Locator Map



The Statistical approach uses Census data and local statistics; 2010 is used as a base year. The population that would qualify for the proposed units is obtained from these figures.

The Like-Kind Comparison approach collects data on developments similar in nature to that which is being proposed and analyzes how they are doing. This approach assesses their strong points, as well as weak points, and compares them with the subject.

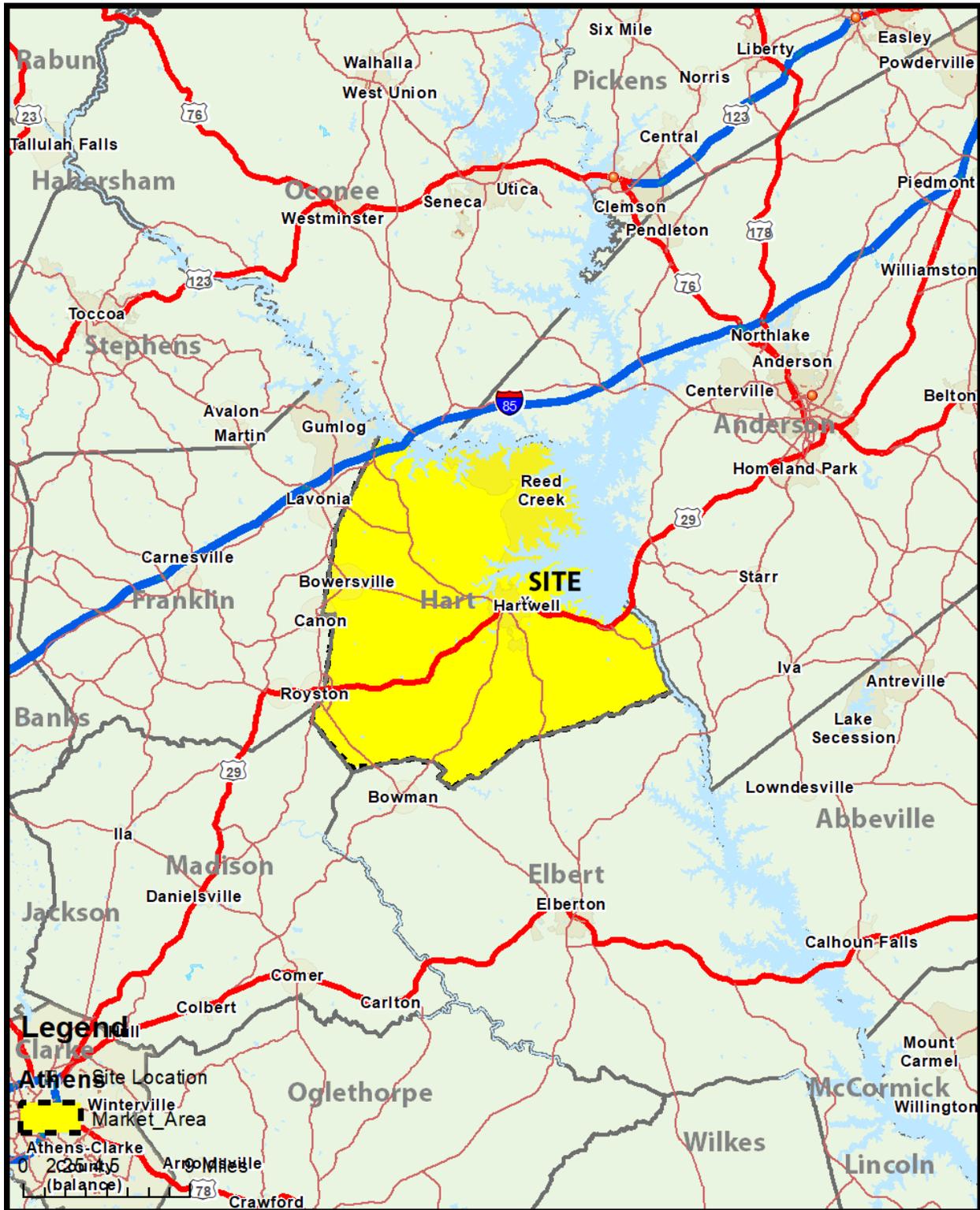
The last section, Interviews, assesses key individuals' special knowledge about the market area. While certainly subjective and limited in perspective, their collective knowledge, gathered and assessed, can offer valuable information.

Taken individually, these three approaches give a somewhat restricted view of the market. However, by examining them together, knowledge sufficient to draw reasonable conclusions can be achieved.

Limitations

This market study was written according to the Client's *Market Study Guide*. To the extent this guide differs from the NCHMA *Standard Definitions of Key Terms or Model Content Standards*, the client's guide has prevailed.

Area Locator Map



A. Executive Summary

The projected completion date of the proposed development is on or before 12/31/2022.

The market area consists of Census tracts 9601, 9602, 9603, 9604, and 9605 in Hart County.

The proposed development consists of 60 units of new construction.

The proposed development is for family households with incomes at 50% and 60% of AMI. Net rents range from \$355 to \$582.

A.1 Development Description

- Address:
Ridge Road near Cedar Street
- Construction and occupancy types:
New construction
2 story breezeway
Family
- Unit mix including bedrooms, bathrooms, square footage, income targeting, rents, and utility allowance:

Table 1—Unit Mix

AMI	Bedrooms	Baths	Number of Units	Square Feet	Net Rent	Utility Allow.	Gross Rent	Target Population
50%	1	1	2	738	355	105	460	Tax Credit
50%	2	2	6	984	420	129	549	Tax Credit
50%	3	2	4	1,202	475	163	638	Tax Credit
60%	1	1	6	738	392	105	497	Tax Credit
60%	2	2	30	984	525	129	654	Tax Credit
60%	3	2	12	1,202	582	163	745	Tax Credit
Total Units			60					
Tax Credit Units			60					
PBRA Units			0					
Mkt. Rate Units			0					

- Any additional subsidies available including project based rental assistance:
There are none.
- Brief description of proposed amenities and how they compare to existing properties:
 - Development Amenities:
Laundry room, clubhouse/community center, playground, exterior gathering area, community garden, and reading lounge

- Unit Amenities:
Refrigerator, range/oven, microwave, dishwasher, washer/dryer connections, HVAC, and blinds
- Utilities Included:
Trash

The subject's amenities are superior to all properties in the market area.

A.2 Site Description/Evaluation

- A brief description of physical features of the site and adjacent parcels:
The site is partially wooded and flat. Adjacent parcels, including single family homes, apartments, orchard and fields, are mostly flat and developed or cleared.
- A brief overview of the neighborhood land composition (residential, commercial, industrial, agricultural):
The neighborhood is mostly residential with some commercial. All of the adjacent buildings are single family and multifamily residential.
- A discussion of site access and visibility:
Site access is from Ridge Road. The site is visible from Ridge Road and Nancy Drive.
- Any significant positive or negative aspects of the subject site:
The site is located in an established, residential neighborhood. There are no negative aspects of the site.
- A brief summary of the site's proximity to neighborhood services including shopping, medical care, employment concentrations, public transportation, etc.

The site is on Ridge Road, a mostly residential street. Ridge Road is off of East Franklin Street (US Highway 29), the main highway through the town. The main retail area extends from the Walmart, about a mile east of the site, through the downtown area, about a mile west of the site. Most industrial employment is on the southwest side of town, about 3½ miles from the site.

Hart County Public Transit provides demand-response public transportation to citizens of Hart County. Fares are \$2.00 per trip within city limits, \$3.00 per trip outside of the city, and \$4.50 per trip for medical trips to Franklin County. Riders should call 706-376-3975 to schedule pickup.

- Discussion of public safety, including comments on local perceptions, maps, or statistics of crime in the area:
See section C.7. The site does not appear to be in a problematic area.
- An overall conclusion of the site's appropriateness for the proposed development:
The site is well-suited for the proposed development.

A.3 Market Area Definition

- A brief definition of the primary market area including boundaries of the market area and their approximate distance from the subject property:
The market area consists of Census tracts 9601, 9602, 9603, 9604, and 9605 in Hart County.
The northern boundary and the eastern boundary of the market area is the border between Georgia and South Carolina. The western boundary is the Hart County border with Franklin County. The southern boundary is the Hart County border with Elbert County. The closest boundary is approximately four miles from the site, and the furthest boundary is approximately nine miles from the site.

A.4 Community Demographic Data

- Current and projected overall household and population counts for the primary market area:
2010 population =25,024; 2019 population =25,988;
2022 population = 26,241
2010 households =9,492; 2019 households =10,579;
2022 households = 10,814
- Household tenure:
24.8% of the households in the market area rent.

- Household income:

Table 2—Percent of Renter Households in Appropriate Income Ranges for the Market Area

AMI		50%		60%		Overall	
Lower Limit		15,770		17,040		15,770	
Upper Limit		31,500		37,800		37,800	
Renter occupied:							
	Mkt. Area Households	%	#	%	#	%	#
Less than \$5,000	201	—	0	—	0	—	0
\$5,000 to \$9,999	361	—	0	—	0	—	0
\$10,000 to \$14,999	503	—	0	—	0	—	0
\$15,000 to \$19,999	244	0.85	206	0.59	144	0.85	206
\$20,000 to \$24,999	281	1.00	281	1.00	281	1.00	281
\$25,000 to \$34,999	267	0.65	174	1.00	267	1.00	267
\$35,000 to \$49,999	416	—	0	0.19	78	0.19	78
\$50,000 to \$74,999	364	—	0	—	0	—	0
\$75,000 to \$99,999	47	—	0	—	0	—	0
\$100,000 to \$149,999	50	—	0	—	0	—	0
\$150,000 or more	20	—	0	—	0	—	0
Total	2,754		661		770		832
Percent in Range			24.0%		28.0%		30.2%

- Impact of foreclosed, abandoned and vacant, single and multifamily homes, and commercial properties in the PMA on the proposed development:

There are no signs of any abandonment or foreclosure that would impact the subject.

A.5 Economic Data

- Trends in employment for the county and/or region:

Employment has been stable over the past few years and has remained so over the past 12 months. When newer data is available, it will show steep job losses due to Covid-19; in fact, the April 2020 figures already show signs of the impact.

- Employment by sector:

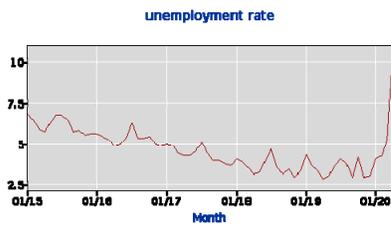
The largest sector of employment is:

Manufacturing — 24.3%

- Unemployment trends:

Over the last 12 months, the unemployment rate has been between 3.0% and 10.3%. For 2019, the average rate was 3.5% while for 2018 the average rate was 3.6%.

The graph below shows the county unemployment rate for the past five years.



Source: <https://data.bls.gov/PDQWeb/la>

- Recent or planned major employment contractions or expansions:

According to a November announcement on SaportaReport.com, Nestlé Purina PetCare announced plans to create about 40 new jobs at the Hartwell plant.

According to the 2019 and 2020 Georgia Business Layoff and Closure listings, no companies in Hart County have announced layoffs or closures in the past year.

Because of the Covid-19 lockdown, many businesses have been negatively impacted. At the current time, it is unclear how many businesses will not re-open.

- Overall conclusion regarding the stability of the county's overall economic environment:

Employment has been stable over the past few years. The current economic environment would probably negatively impact the demand for additional or renovated rental housing; however, by the time the subject comes online, all the temporary effects of the current situation will have been resolved.

A.6 Development Specific Affordability and Demand Analysis

- Number renter households income qualified for the proposed development:

Table 3—Number of Renter Households in Appropriate Income Ranges for the Market Area

AMI		50%		60%		Overall	
Lower Limit		15,770		17,040		15,770	
Upper Limit		31,500		37,800		37,800	
	Mkt. Area						
Renter occupied:	Households	%	#	%	#	%	#
Less than \$5,000	201	—	0	—	0	—	0
\$5,000 to \$9,999	361	—	0	—	0	—	0
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\$50,000 to \$74,999	364	—	0	—	0	—	0
\$75,000 to \$99,999	47	—	0	—	0	—	0
\$100,000 to \$149,999	50	—	0	—	0	—	0
\$150,000 or more	20	—	0	—	0	—	0
Total	2,754		661		770		832
Percent in Range			24.0%		28.0%		30.2%

- Overall estimate of demand:

Overall demand is 591.

- Capture rates

- Overall:

10.2%

- LIHTC units:

10.2%

Table 4—Capture Rates by AMI Targeting

	Income Range	Units	Total Demand	Supply	Net Demand	Capture Rate
50% AMI	15770-31500	12	450	0	450	2.7%
60% AMI	17040-37800	48	454	0	454	10.6%
Overall	15770-37800	60	591	0	591	10.2%

Table 4a—Capture Rates by Bedroom Targeting

	Income Range	Units	Total Demand	Supply	Net Demand	Capture Rate	
50% AMI	1 BR	15770-22725	2	135	0	135	1.5%
	2 BR	18820-27250	6	225	0	225	2.7%
	3 BR	21870-31500	4	90	0	90	4.4%
60% AMI	1 BR	17040-27270	6	136	0	136	4.4%
	2 BR	22420-32700	30	227	0	227	13.2%
	3 BR	25540-37800	12	91	0	91	13.2%

- Conclusion regarding the achievability of these capture rates:

The capture rates are achievable.

A.7 Competitive Rental Analysis

- Analysis of the competitive properties in or near the PMA
- Number of properties:

Three properties were surveyed in the market area for analysis of the proposal, and additional properties were surveyed from outside the market area (Anderson, South Carolina) to assist with average market rent calculations since market rate options are limited in Hartwell.
- Rent bands for each bedroom type proposed (within the market area):

1BR = \$390 to \$450
2BR = \$425 to \$515
3BR = \$540
- Average market rents:

1BR = \$820
2BR = \$954
3BR = \$1,103

A.8 Absorption/Stabilization Estimate

- Number of units expected to be leased per month:

The subject should be able to lease around 10 units per month.
- Number of units to be leased by AMI targeting:

50% AMI = 12
60% AMI = 48
- Number of months required for the development to reach 93% occupancy:

The subject should be able to lease up within 6 to 7 months.

A.9 Overall Conclusion

Narrative detailing key conclusions of the report:

- The **site** is suitable for the development. It is currently an orchard and a field.
- The **neighborhood** is compatible with the development. The immediate neighborhood is mostly residential.
- The **location** is well suited to the development. Goods and services are conveniently located.
- The **population and household growth** in the market area is positive.
- The **economy** has been stable but will contract due to recent disruptions from Covid-19.

- The calculated **demand** for the development is reasonable.
- The **capture rates** for the development are reasonable. The overall LIHTC capture rate is 10.2%.
- The **most comparable** apartments are East Orchard Family, Woodlake I, and Woodlake II.
- Total **vacancy rates** of the most comparable developments are 0.0%, 3.3%, and 3.3%, respectively.
- The **average vacancy rate** reported at comparable developments is 2.4%.
- The average **LIHTC vacancy rate** is 3.3%.
- The overall **vacancy rate** among apartments surveyed is 2.4%.
- There are no **concessions** in the comparables.
- The **net rents**, given prevailing rents, vacancy rates, and concessions in the market area, are reasonable.
- The proposed **bedroom mix** is good for the market.
- The **unit sizes** are reasonable for the proposal.
- The subject's **amenities** are good and superior to all properties in the market area.
- The subject's **value** should be perceived as good.
- The subject's **affordability** is good from a programmatic gross rent standpoint. In fact, all proposed gross rents are more than 18% below maximum allowable levels.
- One affordable apartment manager was **interviewed** and felt the development should be successful; another affordable apartment manager was always too busy to have a conversation regarding the proposed subject.
- The proposal would have no long term **impact** on existing LIHTC developments.

A.9.1 Recommendations

None

A.9.2 Notes

None

A.9.2.1 Strengths

- Proximity to goods and services

- Positive population and household growth in the market
- Hard market – only two vacant units at present
- Good calculated demand
- Best amenities package in the market
- Only family apartments built in last 30 years
- Gross rents all more than 18% below maximum allowable levels

A.9.2.2 Weaknesses

None

A.9.3 *Conclusion*

The development, as proposed, should be successful.

A.10 DCA Summary Table

Table 5—DCA Summary Table

Summary Table:										
(must be completed by the analyst and included in the executive summary)										
Development		The Pointe at St. Martin					Total # Units:		60	
Location:		Hartwell					# LIHTC Units:		60	
PMA Boundary:		<u>See map on page 39</u>					Farthest Boundary Distance to Subject:		10 miles	
RENTAL HOUSING STOCK (found in Apartment Inventory)										
Type					# Properties	Total Units	Vacant Units	Average Occupancy		
All Rental Housing					9	1,206	28	97.7%		
Market-Rate Housing					6	1,124	26	97.7%		
Assisted/Subsidized Housing not to include LIHTC					2	52	1	98.1%		
LIHTC					1	30	1	96.7%		
Stabilized Comps					3	82	2	97.6%		
Properties in Construction & Lease Up					0	0	n/a	n/a		
Subject Development					Average Market Rent			Highest Comp Rent		
# Units	# BR's	# Baths	Size (SF)	Proposed Rent	Per Unit	Per SF	Advtg.	Per Unit	Per SF	
2	1	1	738	\$355	\$820	\$1.11	131.0%	\$1,006	\$1.25	
6	2	2	984	\$420	\$954	\$0.97	127.1%	\$1,178	\$0.98	
4	3	2	1,202	\$475	\$1,103	\$0.92	132.2%	\$1,268	\$1.03	
6	1	1	738	\$392	\$820	\$1.11	109.2%	\$1,006	\$1.25	
30	2	2	984	\$525	\$954	\$0.97	81.7%	\$1,178	\$0.98	
12	3	2	1,202	\$582	\$1,103	\$0.92	89.5%	\$1,268	\$1.03	
CAPTURE RATES (found on page 13, 66)										
Targeted Population					30%	50%	60%	mkt-rate	Other	Overall
Capture Rate						2.7%	10.6%			10.2%

A.11 Demand

Table 6—Demand

	50% AMI: \$15,770 to \$31,500	60% AMI: \$17,040 to \$37,800	Overall Project: \$15,770 to \$37,800
New Housing Units Required	14	16	18
Rent Overburden Households	413	411	544
Substandard Units	23	27	29
Demand	450	454	591
Less New Supply	0	0	0
Net Demand	450	454	591

A.11.1 Market Bedroom Mix

The following bedroom mix will keep the market in balance over the long term. Diversity among projects is necessary for a healthy market.

Table 7—Market Bedroom Mix

Bedrooms	Mix
1	30%
2	50%
3	20%
4	0%
Total	100%

A.11.2 Absorption

Given reasonable marketing and management, the development should be able to rent up to 93% occupancy within 6 to 7 months — a few months longer if the development is completed in November, December, or January. The absorption rate determination considers such factors as the overall estimate of new household growth, the available supply of competitive units, observed trends in absorption of comparable units, and the availability of subsidies and rent specials. The absorption period is considered to start as soon as the first units are released for occupancy. With advance marketing and preleasing, the absorption period could be less.

A.12 NCHMA Capture Rate

NCHMA defines capture rate as:

The percentage of age, size, and income qualified renter households in the primary market area that the property must capture to achieve the stabilized level of occupancy. Funding agencies may require restrictions to the qualified households used in the calculation including age, income, living in substandard housing, mover-ship and other comparable factors. The capture rate is calculated by dividing the total number of units at the property by the total number of age, size and income qualified renter households in the primary market area. See penetration rate for rate for entire market area.

This definition varies from the capture rate used above.

Table 8—NCHMA Capture Rate

	Income Qualified Renter Households	Proposal	Capture Rate
50% AMI: \$15,770 to \$31,500	661	12	1.8%
60% AMI: \$17,040 to \$37,800	770	48	6.2%
Overall Project: \$15,770 to \$37,800	832	60	7.2%

B. Development Description

The development description is provided by the developer.

B.1 Development Location

The site is on the east side of Hartwell, Georgia. It is located on Ridge Road near Cedar Street.

B.2 Construction Type

New construction

B.3 Occupancy

The proposal is for occupancy by family households.

B.4 Target Income Group

Low income

B.5 Special Population

5% of units designed for mobility impaired and 2% designed for sensory impaired

B.6 Structure Type

2 story breezeway; the subject has one community and four residential buildings; the residential buildings have two floors

Floor plans and elevations were not available at the time the study was conducted.

B.7 Unit Sizes, Rents and Targeting

Table 9—Unit Sizes, Rents and Targeting

AMI	Bedrooms	Baths	Number of Units	Square Feet	Net Rent	Utility Allow.	Gross Rent	Target Population
50%	1	1	2	738	355	105	460	Tax Credit
50%	2	2	6	984	420	129	549	Tax Credit
50%	3	2	4	1,202	475	163	638	Tax Credit
60%	1	1	6	738	392	105	497	Tax Credit
60%	2	2	30	984	525	129	654	Tax Credit
60%	3	2	12	1,202	582	163	745	Tax Credit
Total Units			60					
Tax Credit Units			60					
PBRA Units			0					
Mkt. Rate Units			0					

These *pro forma* rents will be evaluated in terms of the market in the Supply section of the study.

B.8 Development Amenities

Laundry room, clubhouse/community center, playground, exterior gathering area, community garden, and reading lounge

B.9 Unit Amenities

Refrigerator, range/oven, microwave, dishwasher, washer/dryer connections, HVAC, and blinds

B.10 Rehab

This is not a rehabilitation proposal.

B.11 Utilities Included

Trash

B.12 Projected Certificate of Occupancy Date

It is anticipated that the subject will have its final certificates of occupancy on or before 12/31/2022.

C. Site Evaluation

C.1 Date of Site Visit

Jessica Tergeoglou visited the site on May 26, 2020.

C.2 Physical Features of Site and Adjacent Parcels

- Physical features:

The site is partially wooded and flat. About half of the site is a field with the other half being an orchard. Adjacent parcels are mostly flat and developed with apartments, homes or cleared fields.

- Adjacent parcels:

N: Road, field, single family home and apartments

E: Single family homes

S: Single family home, field and orchard

W: Road, single family homes and apartments

- Condition of surrounding land uses:

All the surrounding land uses appear to be in good condition.

- Positive and negative attributes:

Positive: Established residential neighborhood; close proximity to goods, services, and amenities

Negative: None

C.3 Surrounding Roads, Transportation, Amenities, Employment, Community Services

The site is on Ridge Road, a mostly residential street. Ridge Road is off of East Franklin Street (US Highway 29), the main highway through the town. The main retail area extends from the Walmart, about a mile east of the site, through the downtown area, about a mile west of the site. Most industrial employment is on the southwest side of town, about 3½ miles from the site.

Hart County Public Transit provides demand-response public transportation to citizens of Hart County. Fares are \$2.00 per trip within city limits, \$3.00 per trip outside of the city, and \$4.50 per trip for medical trips to Franklin County. Clients should call 706-376-3975 to schedule pickup.

Site and Neighborhood Photos and Adjacent Land Uses Map



C.4 Site and Neighborhood Photos



Photo 1 - Ridge Road; the site is on the left



Photo 2 - the site



Photo 3 - Cedar Street



Photo 4 - orchard; the site is in the background



Photo 5 - vacant building



Photo 6 - adjacent field; the site is beyond the trees



Photo 7 - driveway to adjacent home; the site is in the distance



Photo 8 - a home near the site



Photo 9 - HVAC installation and service company



Photo 10 - Lanier Street



Photo 11 - a yard on Lanier Street; the site is beyond the treeline

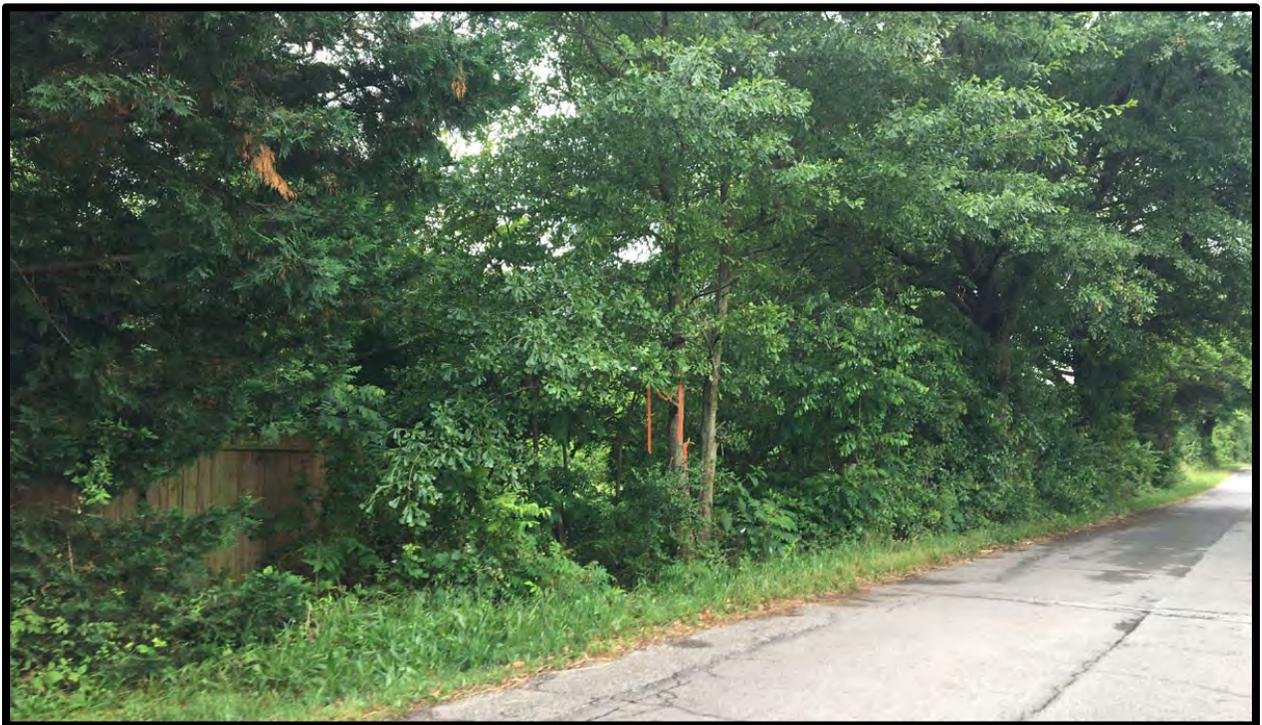


Photo 12 - a corner of the site; the fence on the left is on adjacent property



Photo 13 - Juniper Court senior apartments



Photo 14 - the site



Photo 15 - East Orchard Family; the home in the distance is adjacent to the site



Photo 16 - karate studio

C.5 Site Location Map

Site Location Map



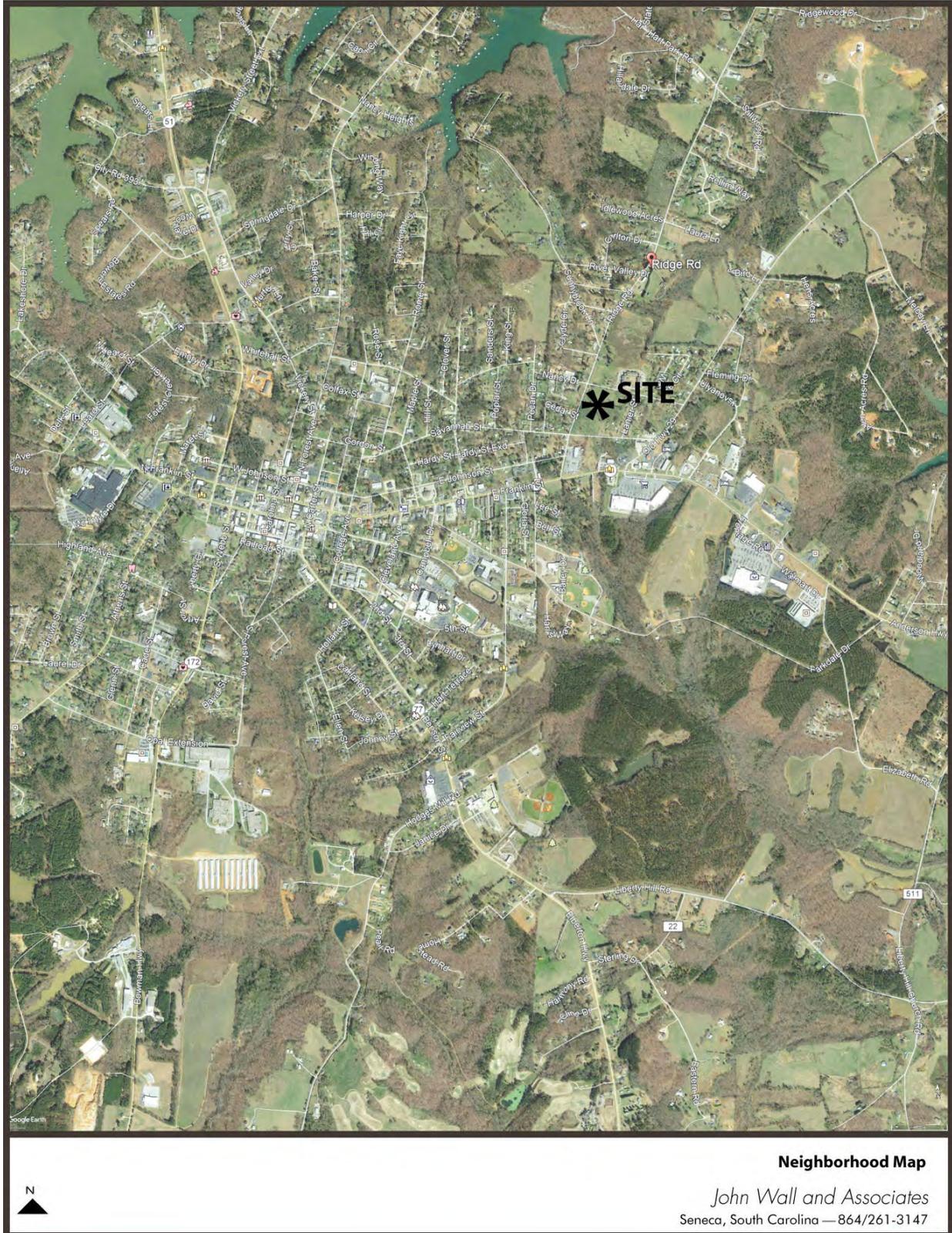
- Listing of closest shopping areas, schools, employment centers, medical facilities and other important amenities with distance to site:

Table 10—Community Amenities

Amenity	Distance
Grocery/pharmacy/gas	0.6 mi.
Park	0.8 mi.
Urgent care	0.4 mi.
Middle school	0.7 mi.
Bank	0.7 mi.
High school	1.1 mi.
Elementary school	1.2 mi.
Fire/police	1.2 mi.
Post office	1.2 mi.
Library	1.3 mi.
Day care	1.7 mi.

C.6 Land Uses of the Immediate Area

Neighborhood Map



C.7 Public Safety Issues

According to the FBI, in 2018 the following crimes were reported to police:

Table 11—Crimes Reported to Police

	City
Population:	4,468
Violent Crime	30
Murder	0
Rape	0
Robbery	2
Assault	28
Property Crime	210
Burglary	17
Larceny	188
Motor Vehicle Theft	5
Arson	0

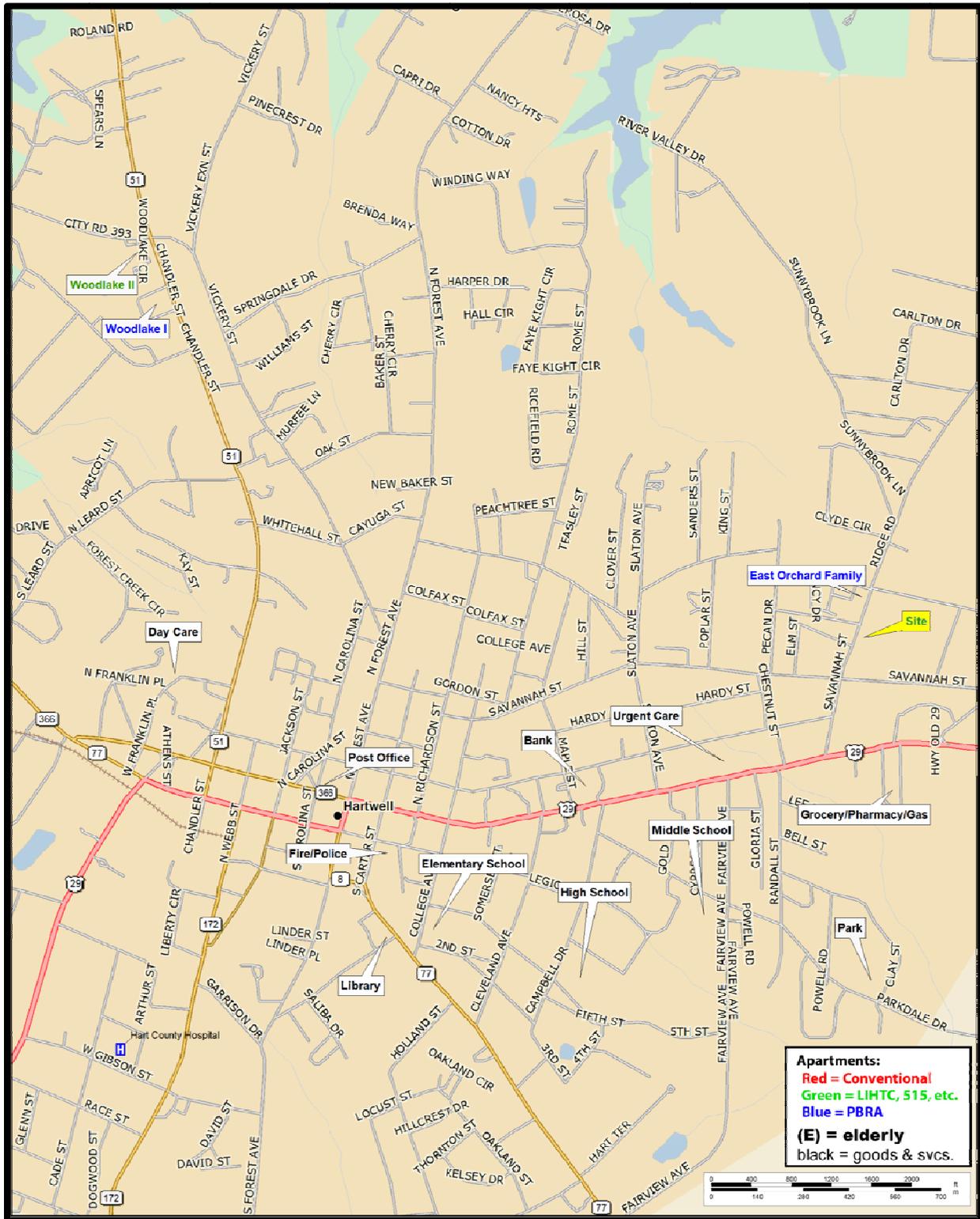
Source: 2018 Crime in the United States

<https://ucr.fbi.gov/crime-in-the-u.s/2018/crime-in-the-u.s.-2018/tables/table-8/table-8.xls/view>

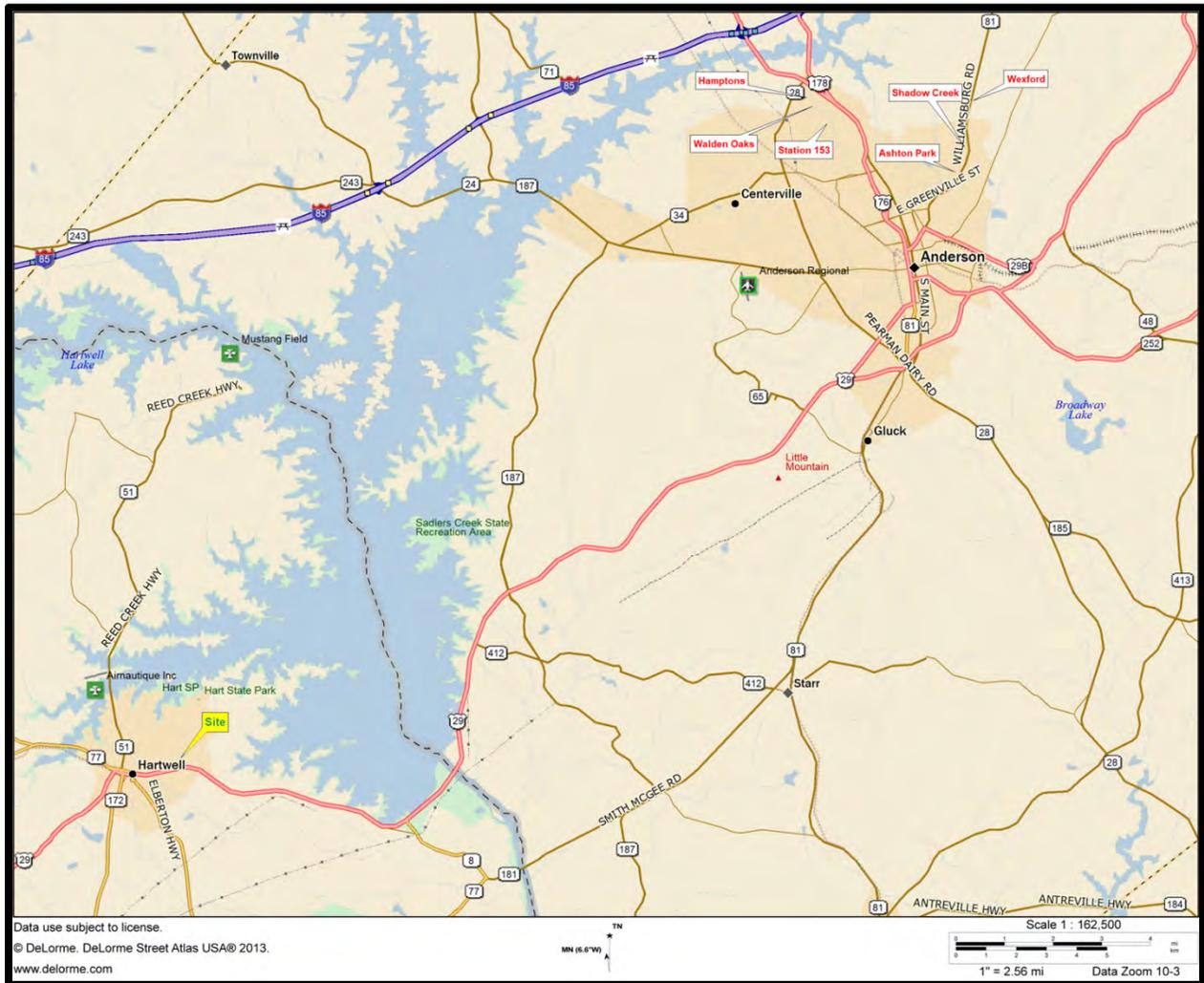
A crime map is in the appendix. The site does not appear to be in a problematic area.

C.8 Multifamily Residential Developments

Apartment Locations Map 1



Apartment Locations Map 2 – Market Rent Comparables



C.9 Road and infrastructure Improvements

No major road or infrastructure projects were noted in the immediate area that would have direct impact on the subject.

C.10 Ingress, Egress, and Visibility

Access to the site is from Ridge Road. There are no problems with ingress and egress. The site is visible from Ridge Road and Nancy Drive.

C.11 Observed Visible Environmental or Other Concerns

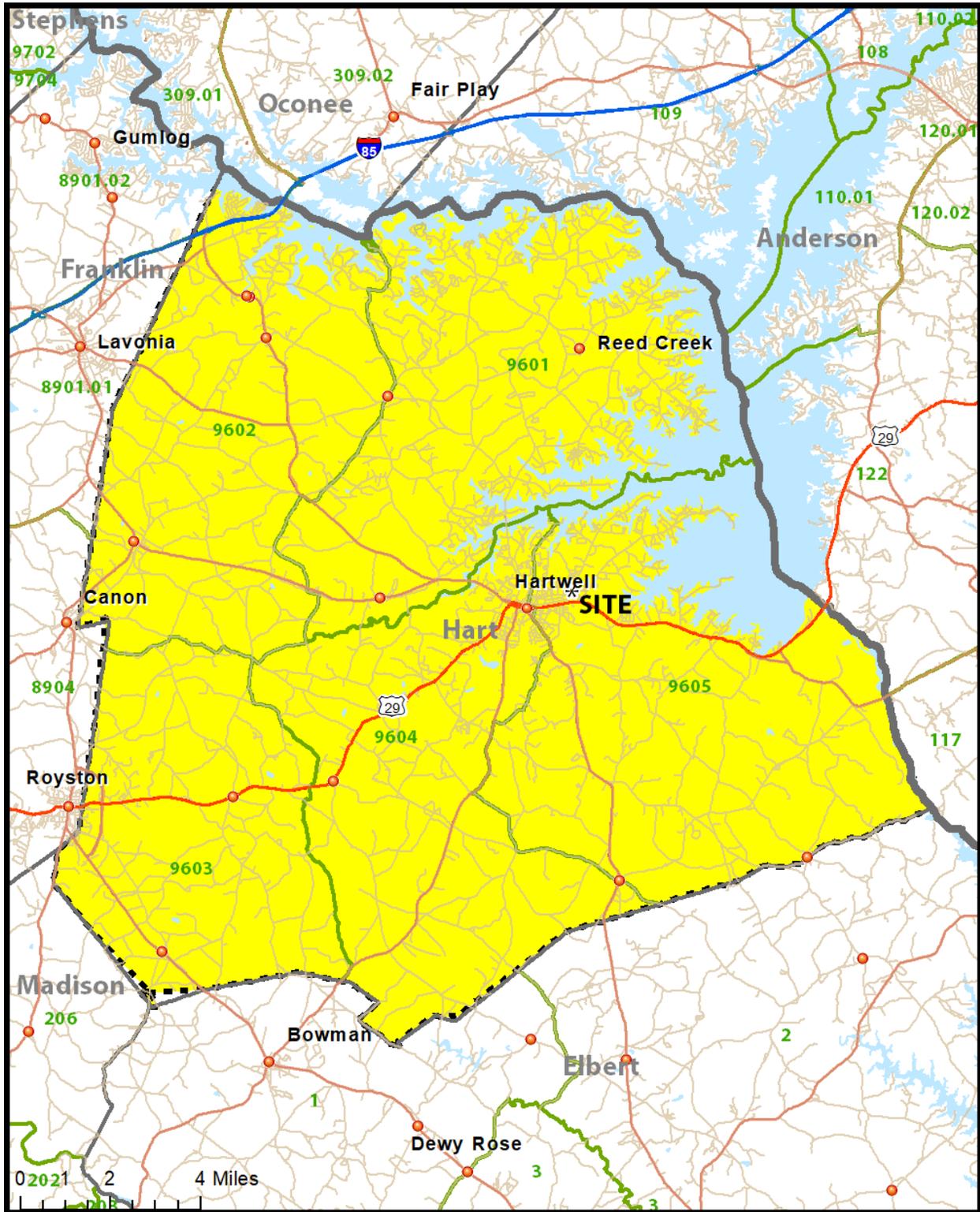
There were no other visible environmental or other concerns.

C.12 Conclusion

The site is well-suited for the proposed development.

D. Market Area

Market Area Map



D.1 Market Area Determination

The market area is the community where the development will be located and only those outlying rural areas that will be significantly impacted by the development, generally excluding other significant established communities. The market area is considered to be the area from which most of the prospective tenants will be drawn. Some people will move into the market area from nearby towns, while others will move away. These households are accounted for in the “Household Trends” section. The border of the market area is based on travel time, commuting patterns, the gravity model, physical boundaries, and the distribution of renters in the area. The analyst visits the area before the market area definition is finalized.

Housing alternatives and local perspective will be presented in the Development Comparisons section of this report.

D.2 Driving Times and Place of Work

Commuter time to work is shown below:

Table 12—Workers’ Travel Time to Work for the Market Area (Time in Minutes)

	State	%	County	%	Market Area	%	City	%
Total:	4,214,451		9,253		9,253		1,534	
Less than 5 minutes	96,242	2.3%	577	6.2%	577	6.2%	129	8.4%
5 to 9 minutes	342,484	8.1%	1,285	13.9%	1,285	13.9%	366	23.9%
10 to 14 minutes	543,276	12.9%	1,870	20.2%	1,870	20.2%	349	22.8%
15 to 19 minutes	649,164	15.4%	1,286	13.9%	1,286	13.9%	0	0.0%
20 to 24 minutes	617,298	14.6%	1,223	13.2%	1,223	13.2%	158	10.3%
25 to 29 minutes	252,641	6.0%	427	4.6%	427	4.6%	169	11.0%
30 to 34 minutes	600,109	14.2%	862	9.3%	862	9.3%	143	9.3%
35 to 39 minutes	134,151	3.2%	162	1.8%	162	1.8%	19	1.2%
40 to 44 minutes	161,792	3.8%	158	1.7%	158	1.7%	74	4.8%
45 to 59 minutes	404,855	9.6%	819	8.9%	819	8.9%	79	5.1%
60 to 89 minutes	296,262	7.0%	471	5.1%	471	5.1%	48	3.1%
90 or more minutes	116,177	2.8%	113	1.2%	113	1.2%	0	0.0%

Source: 2016-5yr ACS (Census)

D.3 Market Area Definition

The market area for this report has been defined as Census tracts 9601, 9602, 9603, 9604, and 9605 in Hart County (2010 Census). The market area is defined in terms of standard US Census geography so it will be possible to obtain accurate, verifiable information about it. The Market Area Map highlights this area.

D.3.1 Secondary Market Area

The secondary market area for this report has been defined as portions of all neighboring counties. Demand will neither be calculated for, nor derived from, the secondary market area.

E. Demographic Analysis

E.1 Population

E.1.1 Population Trends

The following table shows the population in the state, county, market area, and city for several years that the Census Bureau provides data.

Table 13—Population Trends

Year	State	County	Market Area	City
2008	9,468,815	25,024	25,024	4,473
2009	9,600,612	25,130	25,130	4,479
2010	9,714,569	25,277	25,277	4,482
2011	9,810,417	25,348	25,348	4,488
2012	9,907,756	25,406	25,406	4,499
2013	10,006,693	25,498	25,498	4,504
2014	10,099,320	25,518	25,518	4,499

Sources: 2010, 2011, 2012, 2013, 2014, 2015, and 2016 5yr ACS (Census)

E.1.2 Age

Population is shown below for several age categories. The percent figures are presented in such a way as to easily compare the market area to the state, which is a “norm.” This will point out any peculiarities in the market area.

Table 14—Persons by Age

	State	%	County	%	Market Area	%	City	%
Total	9,687,653		25,213		25,213		4,469	
Under 20	2,781,629	28.7%	6,253	24.8%	6,253	24.8%	1,151	25.8%
20 to 34	2,015,640	20.8%	3,958	15.7%	3,958	15.7%	700	15.7%
35 to 54	2,788,792	28.8%	6,908	27.4%	6,908	27.4%	1,039	23.2%
55 to 61	783,421	8.1%	2,476	9.8%	2,476	9.8%	394	8.8%
62 to 64	286,136	3.0%	1,091	4.3%	1,091	4.3%	175	3.9%
65 plus	1,032,035	10.7%	4,527	18.0%	4,527	18.0%	1,010	22.6%
55 plus	2,101,592	21.7%	8,094	32.1%	8,094	32.1%	1,579	35.3%
62 plus	1,318,171	13.6%	5,618	22.3%	5,618	22.3%	1,185	26.5%

Source: 2010 Census

E.1.3 Race and Hispanic Origin

The racial composition of the market area does not factor into the demand for units; the information below is provided for reference.

Note that “Hispanic” is not a racial category. “White,” “Black,” and “Other” represent 100% of the population. Some people in each of those categories also consider themselves “Hispanic.” The percent figures allow for a comparison between the state (“norm”) and the market area.

Table 15—Race and Hispanic Origin

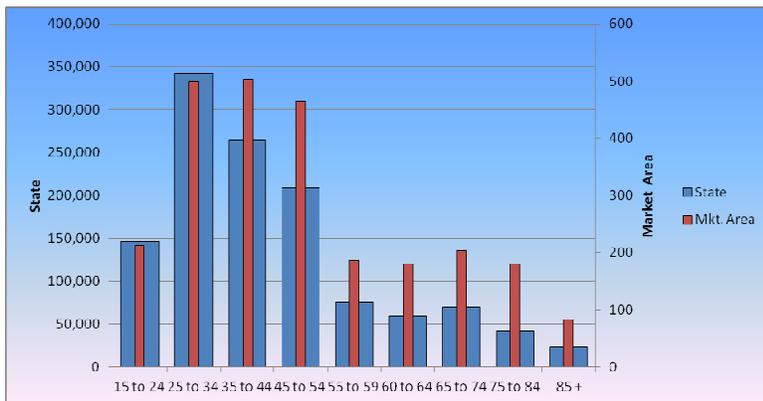
	State	%	County	%	Market Area	%	City	%
Total	9,687,653		25,213		25,213		4,469	
Not Hispanic or Latino	8,833,964	91.2%	24,427	96.9%	24,427	96.9%	4,332	96.9%
White	5,413,920	55.9%	19,213	76.2%	19,213	76.2%	2,670	59.7%
Black or African American	2,910,800	30.0%	4,691	18.6%	4,691	18.6%	1,539	34.4%
American Indian	21,279	0.2%	28	0.1%	28	0.1%	6	0.1%
Asian	311,692	3.2%	211	0.8%	211	0.8%	48	1.1%
Native Hawaiian	5,152	0.1%	0	0.0%	0	0.0%	0	0.0%
Some Other Race	19,141	0.2%	21	0.1%	21	0.1%	0	0.0%
Two or More Races	151,980	1.6%	263	1.0%	263	1.0%	69	1.5%
Hispanic or Latino	853,689	8.8%	786	3.1%	786	3.1%	137	3.1%
White	373,520	3.9%	302	1.2%	302	1.2%	71	1.6%
Black or African American	39,635	0.4%	19	0.1%	19	0.1%	4	0.1%
American Indian	10,872	0.1%	1	0.0%	1	0.0%	0	0.0%
Asian	2,775	0.0%	7	0.0%	7	0.0%	0	0.0%
Native Hawaiian	1,647	0.0%	0	0.0%	0	0.0%	0	0.0%
Some Other Race	369,731	3.8%	401	1.6%	401	1.6%	52	1.2%
Two or More Races	55,509	0.6%	56	0.2%	56	0.2%	10	0.2%

Source: 2010 Census

Note that the “Native Hawaiian” category above also includes “Other Pacific Islander” and the “American Indian” category also includes “Alaska Native.”

E.2 Households

Renter Households by Age of Householder



Source: 2010 Census

The graph above shows the relative distribution of households by age in the market area as compared to the state.

E.2.1 Household Trends

The following table shows the number of households in the state, county, market area, and city for several years that the Census Bureau provides data.

Table 16—Household Trends

Year	State	County	Market Area	City
2008	3,468,704	9,492	9,492	1,708
2009	3,490,754	9,617	9,617	1,940
2010	3,508,477	9,949	9,949	2,013
2011	3,518,097	10,009	10,009	1,944
2012	3,540,690	10,050	10,050	1,823
2013	3,574,362	9,955	9,955	1,678
2014	3,611,706	10,016	10,016	1,713

Sources: 2010, 2011, 2012, 2013, 2014, 2015, and 2016 5yr ACS (Census)

E.2.2 Household Tenure

The table below shows how many units are occupied by owners and by renters. The percent of the households in the market area that are occupied by renters will be used later in determining the demand for new rental housing.

Table 17—Occupied Housing Units by Tenure

	State	%	County	%	Market Area	%	City	%
Households	3,585,584	—	10,121	—	10,121	—	1,889	—
Owner	2,354,402	65.7%	7,613	75.2%	7,613	75.2%	1,050	55.6%
Renter	1,231,182	34.3%	2,508	24.8%	2,508	24.8%	839	44.4%

Source: 2010 Census

From the table above, it can be seen that 24.8% of the households in the market area rent. This percentage will be used later in the report to calculate the number of general occupancy units necessary to accommodate household growth.

E.2.3 Projections

Population projections are based on the average trend from the most recent Census data. First the percent change in population is calculated for each pair of years.

Table 18—Population

ACS Year	Market Area	Change	Percent Change
2010	25,024	—	—
2011	25,130	106	0.4%
2012	25,277	147	0.6%
2013	25,348	71	0.3%
2014	25,406	58	0.2%
2015	25,498	92	0.4%
2016	25,518	20	0.1%

Sources: 2010, 2011, 2012, 2013, 2014, 2015, and 2016 5yr ACS (Census)

As seen in the table above, the percent change ranges from 0.1% to 0.6%. Excluding the highest and lowest observed values, the average is 0.3%. This value will be used to project future changes.

Household projections are based on the average trend from the most recent Census data. First the percent change in population is calculated for each pair of years.

Table 19—Households

ACS Year	Market Area	Change	Percent Change
2010	9,492	—	—
2011	9,617	125	1.3%
2012	9,949	332	3.5%
2013	10,009	60	0.6%
2014	10,050	41	0.4%
2015	9,955	-95	-0.9%
2016	10,016	61	0.6%

Sources: 2010, 2011, 2012, 2013, 2014, 2015, and 2016 5yr ACS (Census)

As seen in the table above, the percent change ranges from -0.9% to 3.5%. Excluding the highest and lowest observed values, the average is 0.7%. This value will be used to project future changes.

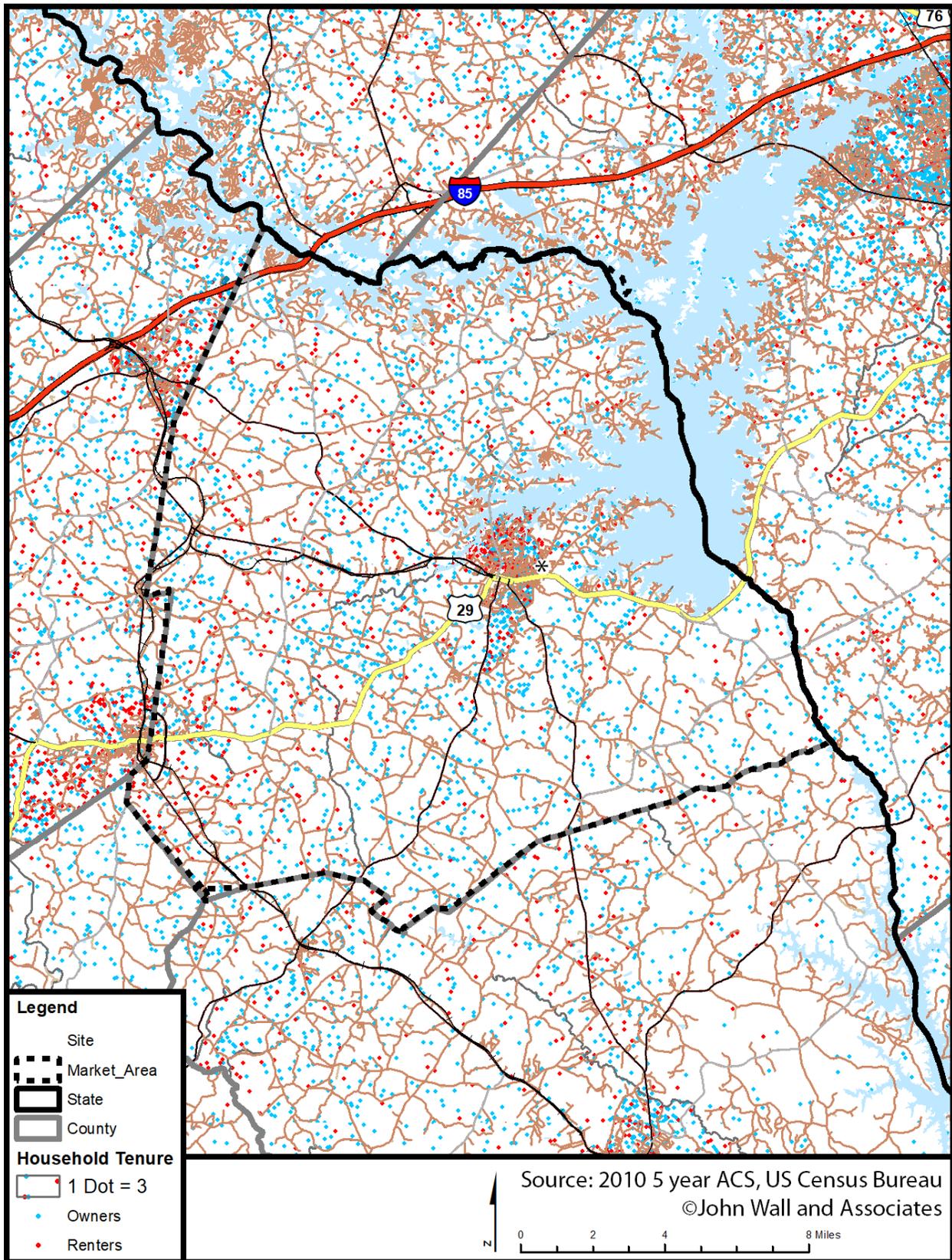
The average percent change figures calculated above are used to generate the projections that follow.

Table 20—Population and Household Projections

Projections	Population	Annual Change	Households	Annual Change
2016	25,737	110	10,349	100
2017	25,820	83	10,425	76
2018	25,904	84	10,502	77
2019	25,988	84	10,579	77
2020	26,072	84	10,657	78
2021	26,156	84	10,735	78
2022	26,241	85	10,814	79
2019 to 2022	253	84	235	78

Source: John Wall and Associates from figures above

Tenure Map



E.2.4 Household Size

Household size is another characteristic that needs to be examined. The household size of those presently renting can be used as a strong indicator of the bedroom mix required. Renters and owners have been shown separately in the tables below because the make-up of owner-occupied units is significantly different from that of renters. A comparison of the percent figures for the market area and the state (“norm”) is often of interest.

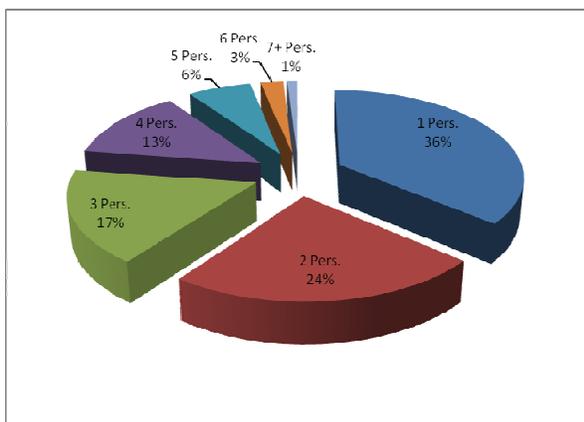
Table 21—Housing Units by Persons in Unit

	State		County		Market Area		City	
Owner occupied:	2,354,402	—	7,613	—	7,613	—	1,050	—
1-person	498,417	21.2%	1,870	24.6%	1,870	24.6%	355	33.8%
2-person	821,066	34.9%	3,064	40.2%	3,064	40.2%	368	35.0%
3-person	417,477	17.7%	1,147	15.1%	1,147	15.1%	135	12.9%
4-person	360,504	15.3%	929	12.2%	929	12.2%	117	11.1%
5-person	159,076	6.8%	389	5.1%	389	5.1%	44	4.2%
6-person	60,144	2.6%	137	1.8%	137	1.8%	21	2.0%
7-or-more	37,718	1.6%	77	1.0%	77	1.0%	10	1.0%
Renter occupied:	1,231,182	—	2,508	—	2,508	—	839	—
1-person	411,057	33.4%	907	36.2%	907	36.2%	368	43.9%
2-person	309,072	25.1%	600	23.9%	600	23.9%	185	22.1%
3-person	203,417	16.5%	430	17.1%	430	17.1%	129	15.4%
4-person	155,014	12.6%	328	13.1%	328	13.1%	99	11.8%
5-person	84,999	6.9%	159	6.3%	159	6.3%	27	3.2%
6-person	37,976	3.1%	59	2.4%	59	2.4%	23	2.7%
7-or-more	29,647	2.4%	25	1.0%	25	1.0%	8	1.0%

Source: 2010 Census

The percent and number of large (5 or more persons) households in the market is an important fact to consider in developments with a significant number of 3 or 4 bedroom units. In such cases, this fact has been taken into account and is used to refine the analysis. It also helps to determine the upper income limit for the purpose of calculating demand. In the market area, 9.7% of the renter households are large, compared to 12.4% in the state.

Renter Persons Per Unit For The Market Area



E.2.5 Household Incomes

The table below shows the number of households (both renter and owner) that fall within various income ranges for the market area.

Table 22—Number of Households in Various Income Ranges

	State	%	County	%	Market Area	%	City	%
Total:	3,611,706		10,016		10,016		1,713	
Less than \$10,000	298,701	8.3%	1,014	10.1%	1,014	10.1%	200	11.7%
\$10,000 to \$14,999	198,287	5.5%	1,053	10.5%	1,053	10.5%	197	11.5%
\$15,000 to \$19,999	192,794	5.3%	675	6.7%	675	6.7%	174	10.2%
\$20,000 to \$24,999	201,968	5.6%	722	7.2%	722	7.2%	206	12.0%
\$25,000 to \$29,999	186,210	5.2%	510	5.1%	510	5.1%	68	4.0%
\$30,000 to \$34,999	188,941	5.2%	647	6.5%	647	6.5%	60	3.5%
\$35,000 to \$39,999	176,062	4.9%	600	6.0%	600	6.0%	44	2.6%
\$40,000 to \$44,999	174,362	4.8%	548	5.5%	548	5.5%	103	6.0%
\$45,000 to \$49,999	152,256	4.2%	397	4.0%	397	4.0%	135	7.9%
\$50,000 to \$59,999	290,377	8.0%	853	8.5%	853	8.5%	108	6.3%
\$60,000 to \$74,999	359,941	10.0%	913	9.1%	913	9.1%	189	11.0%
\$75,000 to \$99,999	420,635	11.6%	868	8.7%	868	8.7%	59	3.4%
\$100,000 to \$124,999	275,919	7.6%	541	5.4%	541	5.4%	53	3.1%
\$125,000 to \$149,999	160,150	4.4%	278	2.8%	278	2.8%	23	1.3%
\$150,000 to \$199,999	167,373	4.6%	231	2.3%	231	2.3%	66	3.9%
\$200,000 or more	167,730	4.6%	166	1.7%	166	1.7%	28	1.6%

Source: 2016-5yr ACS (Census)

F. Employment Trends

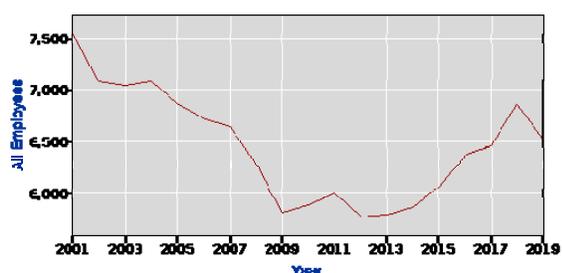
The economy of the market area will have an impact on the need for apartment units.

F.1 Total Jobs

The following table shows how many people were employed in the county. These employed persons do not necessarily live in the county, so the trends are useful to determining the economic health of the area.

Table 23—Covered Employment

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Annual
2001	7,809	7,752	7,641	7,669	7,651	7,496	7,627	7,516	7,460	7,440	7,351	7,316	7,561
2002	7,077	7,154	7,171	7,156	7,132	7,195	6,991	7,108	7,089	7,041	7,034	6,961	7,092
2003	6,948	7,018	7,033	7,118	7,061	7,170	7,001	7,058	6,956	6,961	7,060	7,133	7,043
2004	6,905	6,906	7,024	7,074	7,115	7,160	7,149	7,097	7,063	7,179	7,151	7,206	7,086
2005	7,038	7,038	7,013	6,890	6,931	6,875	6,803	6,876	6,799	6,692	6,757	6,666	6,865
2006	6,675	6,715	6,730	6,728	6,761	6,790	6,785	6,844	6,772	6,635	6,651	6,609	6,725
2007	6,669	6,623	6,696	6,685	6,705	6,642	6,527	6,585	6,594	6,476	6,701	6,723	6,636
2008	6,493	6,429	6,395	6,387	6,393	6,270	6,233	6,226	6,224	6,154	6,119	5,997	6,277
2009	5,887	5,800	5,864	5,925	6,023	5,884	5,784	5,725	5,763	5,644	5,707	5,689	5,808
2010	5,699	5,695	5,762	5,884	5,963	6,021	5,890	5,912	5,919	5,963	5,921	5,913	5,879
2011	5,939	6,004	6,024	6,194	6,123	6,033	5,962	5,927	5,916	5,922	5,931	5,947	5,994
2012	5,759	5,796	5,823	5,836	5,918	5,718	5,597	5,749	5,733	5,795	5,780	5,774	5,773
2013	5,674	5,724	5,761	5,774	5,870	5,796	5,658	5,759	5,745	5,848	5,884	5,930	5,785
2014	5,818	5,786	5,918	5,809	5,813	5,778	5,727	5,763	5,951	5,991	5,969	6,009	5,861
2015	5,881	5,933	6,012	6,015	6,063	6,021	6,083	6,119	6,216	6,133	6,128	6,092	6,058
2016	6,070	6,164	6,233	6,308	6,404	6,412	6,374	6,507	6,471	6,497	6,565	6,571	6,381
2017	6,456	6,450	6,476	6,381	6,416	6,416	6,288	6,416	6,418	6,487	6,610	6,669	6,457
2018	6,654	6,690	6,817	6,930	6,923	6,864	6,710	6,859	6,879	6,969	7,020	6,987	6,859
2019	6,662 (P)	6,739 (P)	6,778 (P)	6,796 (P)	6,848 (P)	6,752 (P)	6,721 (P)	6,292 (P)	6,296 (P)	6,237 (P)	6,135 (P)	6,109 (P)	6,530 (P)



Source: <http://data.bls.gov/pdq/querytool.jsp?survey=en>

F.2 Jobs by Industry and Occupation

Table 24—Occupation of Employed Persons Age 16 Years And Over

	State	%	County	%	Market Area	%	City	%
Total	4,489,112		9,889		9,889		1,577	
Management, business, science, and arts occupations:	1,627,112	36%	2,591	26%	2,591	26%	345	22%
Management, business, and financial occupations:	681,311	15%	1,177	12%	1,177	12%	188	12%
Management occupations	463,817	10%	988	10%	988	10%	188	12%
Business and financial operations occupations	217,494	5%	189	2%	189	2%	0	0%
Computer, engineering, and science occupations:	231,429	5%	205	2%	205	2%	16	1%
Computer and mathematical occupations	129,920	3%	55	1%	55	1%	0	0%
Architecture and engineering occupations	69,828	2%	97	1%	97	1%	9	1%
Life, physical, and social science occupations	31,681	1%	53	1%	53	1%	7	0%
Education, legal, community service, arts, and media occupations:	477,953	11%	584	6%	584	6%	128	8%
Community and social service occupations	66,843	1%	117	1%	117	1%	19	1%
Legal occupations	45,999	1%	33	0%	33	0%	0	0%
Education, training, and library occupations	287,171	6%	369	4%	369	4%	86	5%
Arts, design, entertainment, sports, and media occupations	77,940	2%	65	1%	65	1%	23	1%
Healthcare practitioners and technical occupations:	236,419	5%	625	6%	625	6%	13	1%
Health diagnosing and treating practitioners and other technical occupations	156,272	3%	190	2%	190	2%	0	0%
Health technologists and technicians	80,147	2%	435	4%	435	4%	13	1%
Service occupations:	755,483	17%	1,432	14%	1,432	14%	313	20%
Healthcare support occupations	88,274	2%	313	3%	313	3%	104	7%
Protective service occupations:	101,008	2%	191	2%	191	2%	27	2%
Fire fighting and prevention, and other protective service workers including supervisors	50,906	1%	1	0%	1	0%	0	0%
Law enforcement workers including supervisors	50,102	1%	190	2%	190	2%	27	2%
Food preparation and serving related occupations	259,638	6%	347	4%	347	4%	104	7%
Building and grounds cleaning and maintenance occupations	176,109	4%	399	4%	399	4%	48	3%
Personal care and service occupations	130,454	3%	182	2%	182	2%	30	2%
Sales and office occupations:	1,103,416	25%	2,379	24%	2,379	24%	414	26%
Sales and related occupations	516,091	11%	949	10%	949	10%	167	11%
Office and administrative support occupations	587,325	13%	1,430	14%	1,430	14%	247	16%
Natural resources, construction, and maintenance occupations:	409,143	9%	1,397	14%	1,397	14%	188	12%
Farming, fishing, and forestry occupations	26,469	1%	284	3%	284	3%	56	4%
Construction and extraction occupations	220,938	5%	510	5%	510	5%	82	5%
Installation, maintenance, and repair occupations	161,736	4%	603	6%	603	6%	50	3%
Production, transportation, and material moving occupations:	593,958	13%	2,090	21%	2,090	21%	317	20%
Production occupations	279,553	6%	1,390	14%	1,390	14%	179	11%
Transportation occupations	181,847	4%	401	4%	401	4%	48	3%
Material moving occupations	132,558	3%	299	3%	299	3%	90	6%

Source: 2016-5yr ACS (Census)

Occupation for the State and Market Area

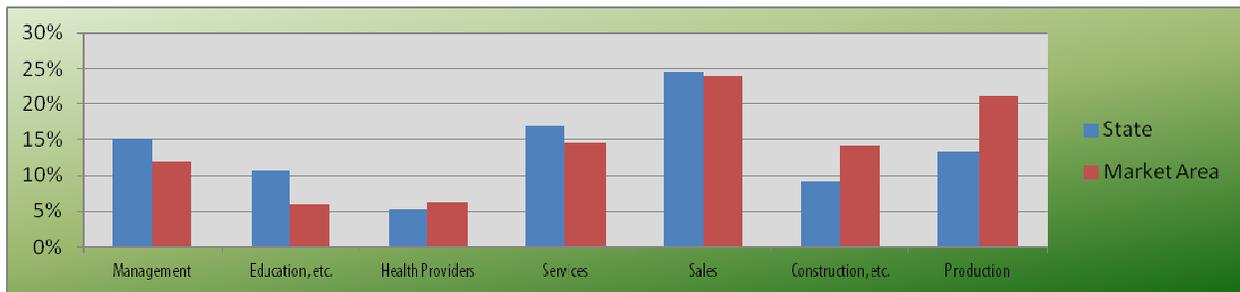


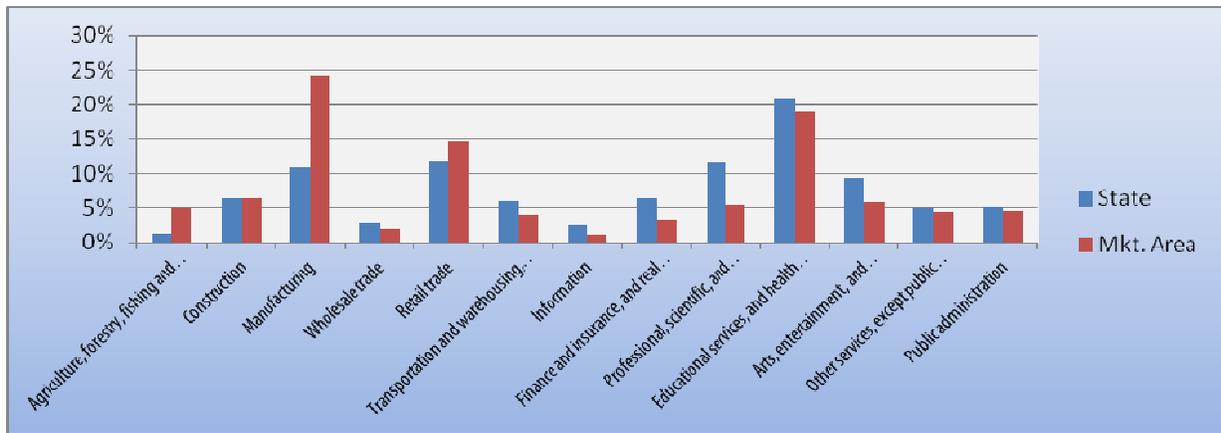
Table 25—Industry of Employed Persons Age 16 Years And Over

	State	%	County	%	Market Area	%	City	%
Total:	4,489,112		9,889		9,889		1,577	
Agriculture, forestry, fishing and hunting, and mining:	52,077	1%	496	5%	496	5%	19	1%
Agriculture, forestry, fishing and hunting	46,838	1%	496	5%	496	5%	19	1%
Mining, quarrying, and oil and gas extraction	5,239	0%	0	0%	0	0%	0	0%
Construction	285,883	6%	633	6%	633	6%	76	5%
Manufacturing	480,335	11%	2,401	24%	2,401	24%	363	23%
Wholesale trade	128,010	3%	190	2%	190	2%	21	1%
Retail trade	533,456	12%	1,449	15%	1,449	15%	269	17%
Transportation and warehousing, and utilities:	271,554	6%	395	4%	395	4%	26	2%
Transportation and warehousing	229,690	5%	291	3%	291	3%	26	2%
Utilities	41,864	1%	104	1%	104	1%	0	0%
Information	110,451	2%	114	1%	114	1%	11	1%
Finance and insurance, and real estate and rental and leasing:	284,707	6%	318	3%	318	3%	42	3%
Finance and insurance	197,403	4%	268	3%	268	3%	20	1%
Real estate and rental and leasing	87,304	2%	50	1%	50	1%	22	1%
Professional, scientific, and management, and administrative and waste management services:	526,848	12%	544	6%	544	6%	70	4%
Professional, scientific, and technical services	309,993	7%	312	3%	312	3%	35	2%
Management of companies and enterprises	4,203	0%	0	0%	0	0%	0	0%
Administrative and support and waste management services	212,652	5%	232	2%	232	2%	35	2%
Educational services, and health care and social assistance:	936,236	21%	1,874	19%	1,874	19%	329	21%
Educational services	421,694	9%	614	6%	614	6%	133	8%
Health care and social assistance	514,542	11%	1,260	13%	1,260	13%	196	12%
Arts, entertainment, and recreation, and accommodation and food services:	423,961	9%	579	6%	579	6%	198	13%
Arts, entertainment, and recreation	69,489	2%	28	0%	28	0%	0	0%
Accommodation and food services	354,472	8%	551	6%	551	6%	198	13%
Other services, except public administration	221,992	5%	440	4%	440	4%	46	3%
Public administration	233,602	5%	456	5%	456	5%	107	7%

Source: 2016-5yr ACS (Census)

Note: Bold numbers represent category totals and add to 100%

Industry for the State and Market Area



Source: 2016-5yr ACS (Census)

F.3 Major Employers

Table 26—Major Manufacturing Employers

The following is a list of major manufacturing employers in the county:

Company	Product	Employees
Tenneco Automotive	Automotive Shocks & Struts	750
Royston LLC	Fabricated Metal Components	275
Pharma Tech Industries	Medical Devices, & Consumer Prod.	212
Nestle Purina	Pet food manufacturing	200
TI Automotive	Automotive Fuel Systems	180
Fenner Dunlop Americas	Conveyor & Transport Systems	150
Lake Foods	processing center, inventory storage and main hub	130
Milliken	Textiles, Cotton Blend Weaving	91
Hartwell Classic Apparel	Golf & Tennis Wear	80
R.T.S. Packaging	Fiber Partitions	65
BASF	Mining (wet ground mica)	65
Fabritex	Tubular Metal & Wire	50

Source: Hart County Business Development

F.3.1 New or Planned Changes in Workforce

If there are any, they will be discussed in the Interviews section of the report.

F.4 Employment (Civilian Labor Force)

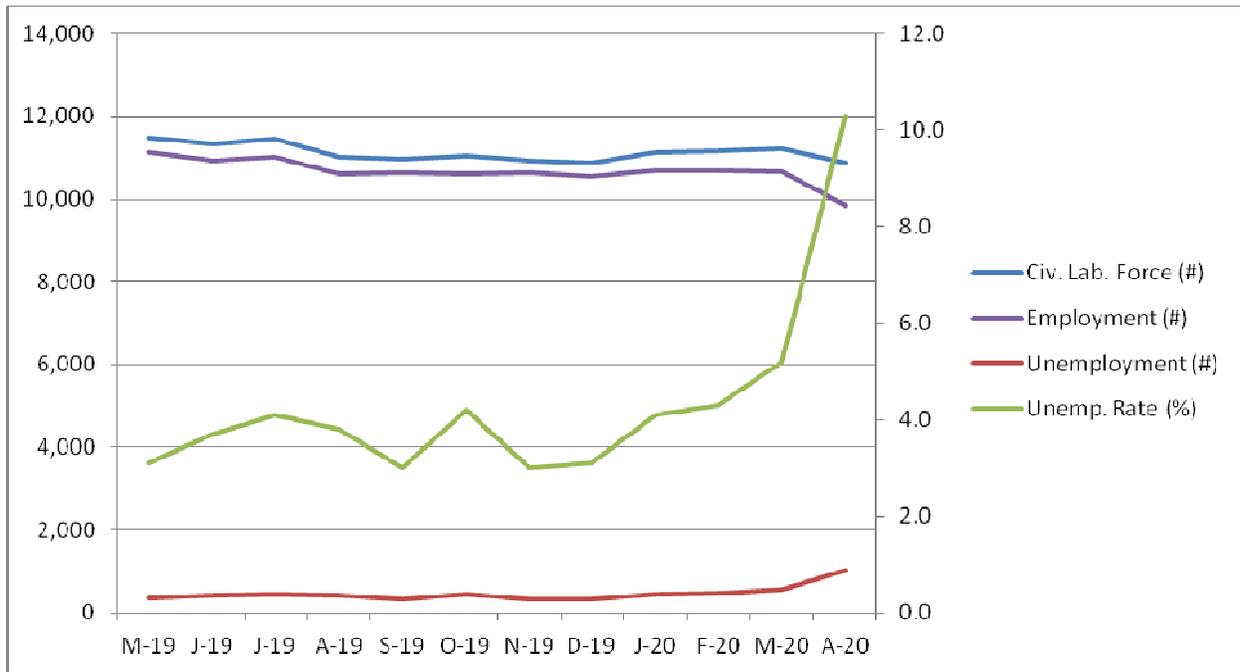
In order to determine how employment affects the market area and whether the local economy is expanding, declining, or stable, it is necessary to inspect employment statistics for several years. The table below shows the increase or decrease in employment and the percentage of unemployed at the county level. This table also shows the change in the size of the labor force, an indicator of change in housing requirements for the county.

Table 27—Employment Trends

Year	Civilian Labor			Employment Change			Annual Change	
	Force	Unemployment	Rate (%)	Employment	Number	Pct.	Number	Pct.
2000	11,346	436	4.0	10,910	—	—	—	—
2017	11,205	472	4.4	10,733	-177	-1.6%	-10	-0.1%
2018	11,643	405	3.6	11,238	505	4.7%	505	4.7%
2019	11,285	382	3.5	10,903	-335	-3.0%	-335	-3.0%
M-19	11,483	345	3.1	11,138	235	2.2%		
J-19	11,339	405	3.7	10,934	-204	-1.8%		
J-19	11,470	452	4.1	11,018	84	0.8%		
A-19	11,010	403	3.8	10,607	-411	-3.7%		
S-19	10,966	319	3.0	10,647	40	0.4%		
O-19	11,056	446	4.2	10,610	-37	-0.3%		
N-19	10,947	319	3.0	10,628	18	0.2%		
D-19	10,878	327	3.1	10,551	-77	-0.7%		
J-20	11,128	438	4.1	10,690	139	1.3%		
F-20	11,172	461	4.3	10,711	21	0.2%		
M-20	11,220	555	5.2	10,665	-46	-0.4%		
A-20	10,860	1,014	10.3	9,846	-819	-7.7%		

Source: State Employment Security Commission

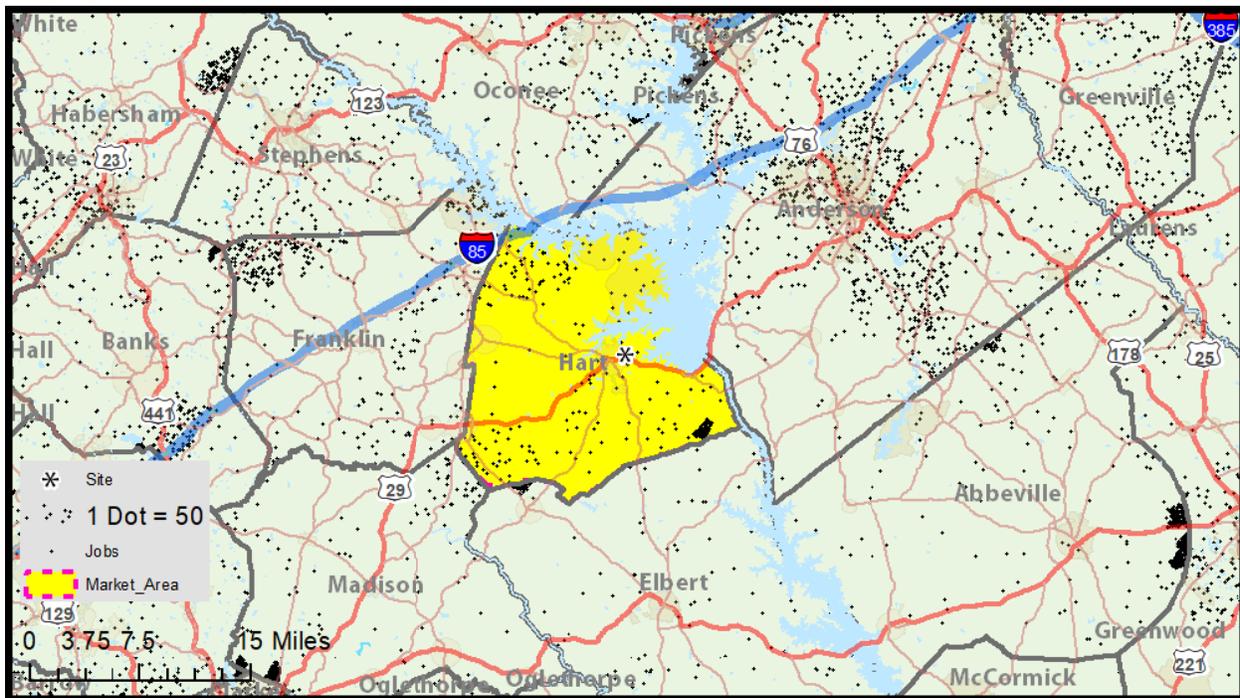
County Employment Trends



Source: State Employment Security Commission

F.5 Employment Concentrations Map

Employment Concentrations Map



F.6 Economic Summary

The largest number of persons in the market area is employed in the "Management, professional, and related occupations" occupation category and in the "Manufacturing" industry category.

A change in the size of labor force frequently indicates a corresponding change in the need for housing. The size of the labor force has been stable over the past several years.

Employment has been stable over the past several years. For the past 12 months, it has remained stable, however, April 2020 figures are beginning to show the impact of Covid-19.

Table 28—Median Wages by Industry

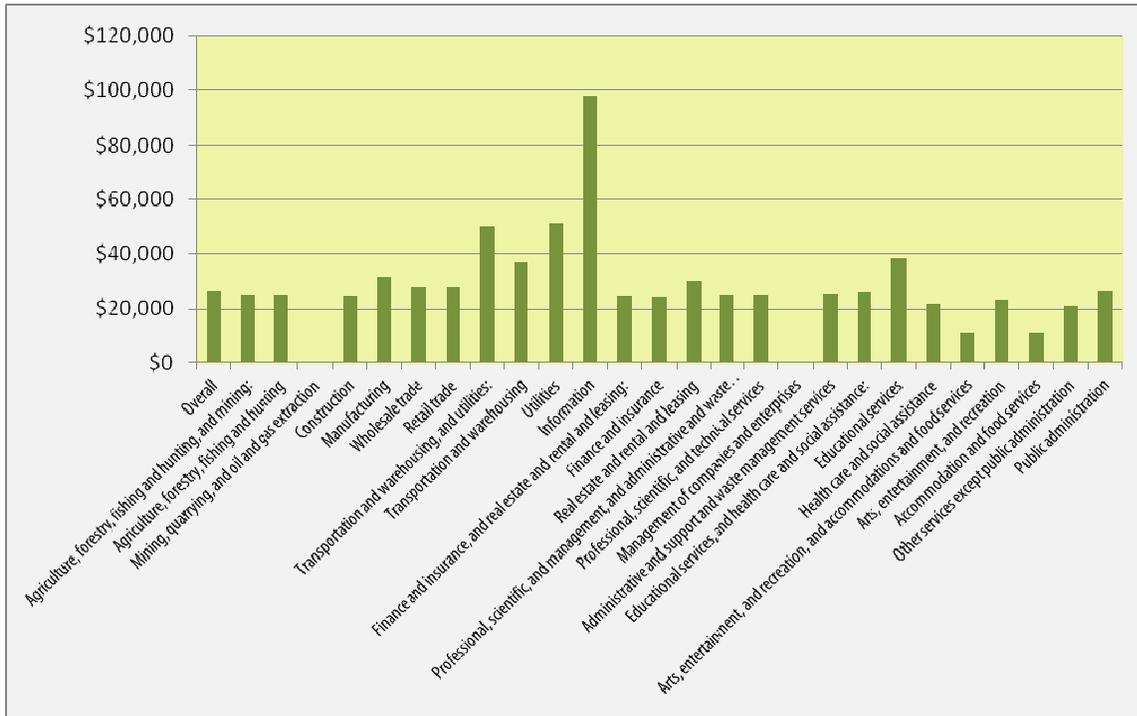
	State	County	City
Overall	\$32,175	\$26,656	\$24,698
Agriculture, forestry, fishing and hunting, and mining:	\$26,045	\$25,150	—
Agriculture, forestry, fishing and hunting	\$24,668	\$25,150	—
Mining, quarrying, and oil and gas extraction	\$43,139	—	—
Construction	\$30,459	\$24,609	\$11,600
Manufacturing	\$37,330	\$31,727	\$33,795
Wholesale trade	\$41,825	\$27,885	—
Retail trade	\$21,732	\$27,927	\$29,928
Transportation and warehousing, and utilities:	\$41,887	\$50,111	—
Transportation and warehousing	\$40,552	\$36,964	—
Utilities	\$52,714	\$51,136	—
Information	\$55,046	\$98,036	—
Finance and insurance, and real estate and rental and leasing:	\$45,193	\$24,778	\$21,250
Finance and insurance	\$50,291	\$24,167	—
Real estate and rental and leasing	\$36,678	\$30,179	—
Professional, scientific, and management, and administrative and waste management services:	\$41,310	\$25,122	\$133,750
Professional, scientific, and technical services	\$60,390	\$25,047	—
Management of companies and enterprises	\$63,330	—	—
Administrative and support and waste management services	\$23,645	\$25,259	—
Educational services, and health care and social assistance:	\$35,077	\$26,200	\$15,972
Educational services	\$37,359	\$38,316	\$50,721
Health care and social assistance	\$32,658	\$21,750	\$10,000
Arts, entertainment, and recreation, and accommodations and food services	\$14,260	\$10,976	\$14,100
Arts, entertainment, and recreation	\$18,713	\$23,571	—
Accommodation and food services	\$13,773	\$10,873	\$14,100
Other services except public administration	\$22,459	\$20,982	\$17,300
Public administration	\$43,249	\$26,516	\$21,783

Source: 2016-5yr ACS (Census)

Note: Dashes indicate data suppressed by Census Bureau; no data is available for the market area.

Because of the Covid-19 lockdown, many businesses have been negatively impacted. At the current time, it is unclear how many businesses will not re-open. The current economic environment would probably negatively impact the demand for additional or renovated rental housing; however, by the time the subject is coming online, all the temporary effects of the current situation will have been resolved.

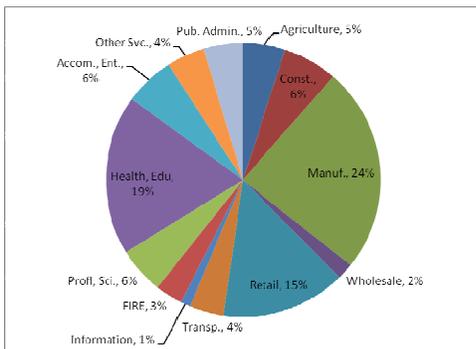
Wages by Industry for the County



2010-5yr ACS (Census)

A downturn in the economy and thus a corresponding increase in unemployment will impact LIHTC properties without rental assistance. LIHTC properties without rental assistance require tenants who either earn enough money to afford the rent or have a rent subsidy voucher. When there is an increase in unemployment, there will be households where one or more employed persons become unemployed. Some households that could afford to live in the proposed units will no longer have enough income. By the same token, there will be other households that previously had incomes that were too high to live in the proposed units that will now be income qualified.

Percent of Workers by Industry for the Market Area



Source: 2016-5yr ACS (Census)

G. Development-Specific Affordability & Demand Analysis

Several economic factors need to be examined in a housing market study. Most important is the number of households that would qualify for apartments on the basis of their incomes. A variety of circumstances regarding restrictions and affordability are outlined below.

These minimum and maximum incomes are used to establish the income *range* for households entering the development. Only households whose incomes fall within the range are considered as a source of demand.

Income data have been shown separately for owner and renter households. Only the renter household income data are used for determining demand for rental units.

Gross rent includes utilities, but it excludes payments of rental assistance by federal, state, and local entities. In this study, gross rent is always monthly.

G.1 Income Restrictions

G.1.1 Establishing Tax Credit Qualifying Income Ranges

It is critical to establish the number of households that qualify for apartments under the tax credit program based on their incomes. The income ranges are established in two stages. First, the maximum incomes allowable are calculated by applying the tax credit guidelines. Then, minimum incomes required are calculated. According to United States Code, either 20% of the units must be occupied by households who earn under 50% of the area median gross income (AMI), OR 40% of the units must be occupied by households who earn under 60% of the AMI. Sometimes units are restricted for even lower income households. In many cases, the developer has chosen to restrict the rents for 100% of the units to be for low income households.

Table 29—Maximum Income Limit (HUD FY 2019)

Pers.	VLLI	50%	60%
1	21,200	21,200	25,440
2	24,250	24,250	29,100
3	27,250	27,250	32,700
4	30,300	30,300	36,360
5	32,700	32,700	39,240
6	35,150	35,150	42,180
7	37,550	37,550	45,060
8	40,000	40,000	48,000

Source: Very Low Income (50%) Limit and 60% limit: HUD, *Low and Very-Low Income Limits by Family Size*
Others: John Wall and Associates, derived from HUD figures

The table above shows the maximum tax credit allowable incomes for households moving into the subject based on household size and the

percent of area median gross income (AMI). Because the county is below the national non-metro, and because the site is not an ineligible area as determined by RD and because the subject is not using bond funds, the national non-metro figures have been substituted for the standard income limits.

After establishing the maximum income, the lower income limit will be determined. The lower limit is the income a household must have in order to be able to afford the rent and utilities. The realistic lower limit of the income range is determined by the following formula:

$$\text{Gross rent} \div 35\% \text{ [or } 30\% \text{ or } 40\%, \text{ as described in the subsections above]} \times 12 \text{ months} = \text{annual income}$$

This provides for up to 35% [or 30% or 40%] of adjusted annual income (AAI) to be used for rent plus utilities.

The proposed gross rents, as supplied by the client, and the minimum incomes required to maintain 35% [or 30% or 40%] or less of income spent on gross rent are:

Table 30—Minimum Incomes Required and Gross Rents

	Bedrooms	Number of Units	Net Rent	Gross Rent	Minimum Income Required	Target Population
50%	1	2	355	460	\$15,771	Tax Credit
50%	2	6	420	549	\$18,823	Tax Credit
50%	3	4	475	638	\$21,874	Tax Credit
60%	1	6	392	497	\$17,040	Tax Credit
60%	2	30	525	654	\$22,423	Tax Credit
60%	3	12	582	745	\$25,543	Tax Credit

Source: John Wall and Associates from data provided by client

From the tables above, the practical lower income limits for units *without* rental assistance can be established. Units *with* rental assistance will use \$0 as their lower income limit.

When the minimum incomes required are combined with the maximum tax credit limits, the income *ranges* for households entering the development can be established. Only households whose incomes fall within the ranges can be considered as a source of demand. Note that *both* the income limits *and* the amount of spread in the ranges are important.

G.1.2 Households Not Receiving Rental Assistance

Most households do not receive rental assistance. With respect to estimating which households may consider the subject a possible housing choice, we will evaluate the gross rent as a percent of their income according to the following formula:

$$\text{gross rent} \div X\% \times 12 \text{ months} = \text{annual income}$$

X% in the formula will vary, depending on the circumstance, as outlined in the next two sections.

G.1.3 Households Qualifying for Tax Credit Units

Households who earn less than a defined percentage (usually 50% or 60%) of the county or MSA median income as adjusted by HUD (AMI) qualify for low income housing tax credit (LIHTC) units. Therefore, feasibility for developments expecting to receive tax credits will be based in part on the incomes required to support the tax credit rents.

For those tax credit units occupied by low income households, the monthly gross rent should not realistically exceed 35% of the household income.

G.2 Affordability

The most important information from the tables above is summarized in the table below. Income requirements for any PBRA units will be calculated for the contract rent.

Table 31—Qualifying Income Ranges by Bedrooms and Persons Per Household

AMI	Bedrooms	Persons	Gross Rent	Income		
				Based Lower Limit	Spread Between Limits	Upper Limit
50%	1	1	460	15,770	5,430	21,200
50%	1	2	460	15,770	8,480	24,250
50%	2	2	549	18,820	5,430	24,250
50%	2	3	549	18,820	8,430	27,250
50%	2	4	549	18,820	11,480	30,300
50%	3	3	638	21,870	5,380	27,250
50%	3	4	638	21,870	8,430	30,300
50%	3	5	638	21,870	10,830	32,700
50%	3	6	638	21,870	13,280	35,150
60%	1	1	497	17,040	8,400	25,440
60%	1	2	497	17,040	12,060	29,100
60%	2	2	654	22,420	6,680	29,100
60%	2	3	654	22,420	10,280	32,700
60%	2	4	654	22,420	13,940	36,360
60%	3	3	745	25,540	7,160	32,700
60%	3	4	745	25,540	10,820	36,360
60%	3	5	745	25,540	13,700	39,240
60%	3	6	745	25,540	16,640	42,180

Sources: Gross rents: client; Limits: tables on prior pages; Spread: calculated from data in table

G.2.1 Upper Income Determination

DCA requires using 1.5 persons per bedroom, rounded up to the nearest whole person for the upper income limit determination.

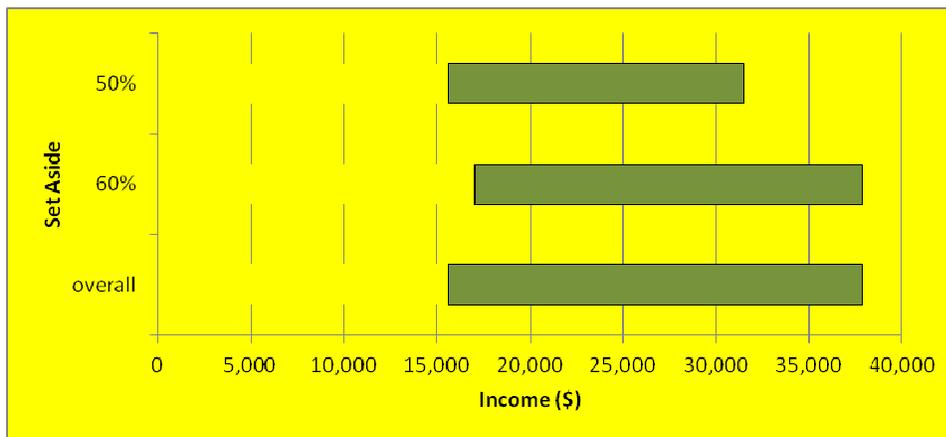
G.2.2 Programmatic and Pro Forma Rent Analysis

The table below shows a comparison of programmatic rent and *pro forma* rent.

Table 32—Qualifying and Proposed and Programmatic Rent Summary

	1-BR	2-BR	3-BR
50% Units			
Number of Units	2	6	4
Max Allowable Gross Rent	\$568	\$681	\$787
Pro Forma Gross Rent	\$460	\$549	\$638
Difference (\$)	\$108	\$132	\$149
Difference (%)	19.0%	19.4%	18.9%
60% Units			
Number of Units	6	30	12
Max Allowable Gross Rent	\$681	\$817	\$945
Pro Forma Gross Rent	\$497	\$654	\$745
Difference (\$)	\$184	\$163	\$200
Difference (%)	27.0%	20.0%	21.2%

Targeted Income Ranges



An income range of \$15,770 to \$31,500 is reasonable for the 50% AMI units.

An income range of \$17,040 to \$37,800 is reasonable for the 60% AMI units.

An income range of \$15,770 to \$37,800 is reasonable for the project overall.

G.2.3 *Households with Qualified Incomes*

The table below shows income levels for renters and owners separately. The number and percent of income qualified *renter* households is calculated from this table.

Table 33—Number of Specified Households in Various Income Ranges by Tenure

	State	%	County	%	Market Area	%	City	%
Owner occupied:	2,266,411		7,262		7,262		915	
Less than \$5,000	52,518	2.3%	248	3.4%	248	3.4%	0	0.0%
\$5,000 to \$9,999	46,652	2.1%	204	2.8%	204	2.8%	12	1.3%
\$10,000 to \$14,999	79,381	3.5%	550	7.6%	550	7.6%	72	7.9%
\$15,000 to \$19,999	86,379	3.8%	431	5.9%	431	5.9%	94	10.3%
\$20,000 to \$24,999	94,078	4.2%	441	6.1%	441	6.1%	56	6.1%
\$25,000 to \$34,999	191,280	8.4%	890	12.3%	890	12.3%	90	9.8%
\$35,000 to \$49,999	291,145	12.8%	1,129	15.5%	1,129	15.5%	139	15.2%
\$50,000 to \$74,999	437,153	19.3%	1,402	19.3%	1,402	19.3%	241	26.3%
\$75,000 to \$99,999	318,346	14.0%	821	11.3%	821	11.3%	59	6.4%
\$100,000 to \$149,999	365,635	16.1%	769	10.6%	769	10.6%	58	6.3%
\$150,000 or more	303,844	13.4%	377	5.2%	377	5.2%	94	10.3%
Renter occupied:	1,345,295		2,754		2,754		798	
Less than \$5,000	100,086	7.4%	201	7.3%	201	7.3%	33	4.1%
\$5,000 to \$9,999	99,445	7.4%	361	13.1%	361	13.1%	155	19.4%
\$10,000 to \$14,999	118,906	8.8%	503	18.3%	503	18.3%	125	15.7%
\$15,000 to \$19,999	106,415	7.9%	244	8.9%	244	8.9%	80	10.0%
\$20,000 to \$24,999	107,890	8.0%	281	10.2%	281	10.2%	150	18.8%
\$25,000 to \$34,999	183,871	13.7%	267	9.7%	267	9.7%	38	4.8%
\$35,000 to \$49,999	211,535	15.7%	416	15.1%	416	15.1%	143	17.9%
\$50,000 to \$74,999	213,165	15.8%	364	13.2%	364	13.2%	56	7.0%
\$75,000 to \$99,999	102,289	7.6%	47	1.7%	47	1.7%	0	0.0%
\$100,000 to \$149,999	70,434	5.2%	50	1.8%	50	1.8%	18	2.3%
\$150,000 or more	31,259	2.3%	20	0.7%	20	0.7%	0	0.0%

Source: 2016-5yr ACS (Census)

The percent of renter households in the appropriate income ranges will be applied to the renter household growth figures to determine the number of new renter households that will be income qualified to move into each of the different unit types the subject will offer.

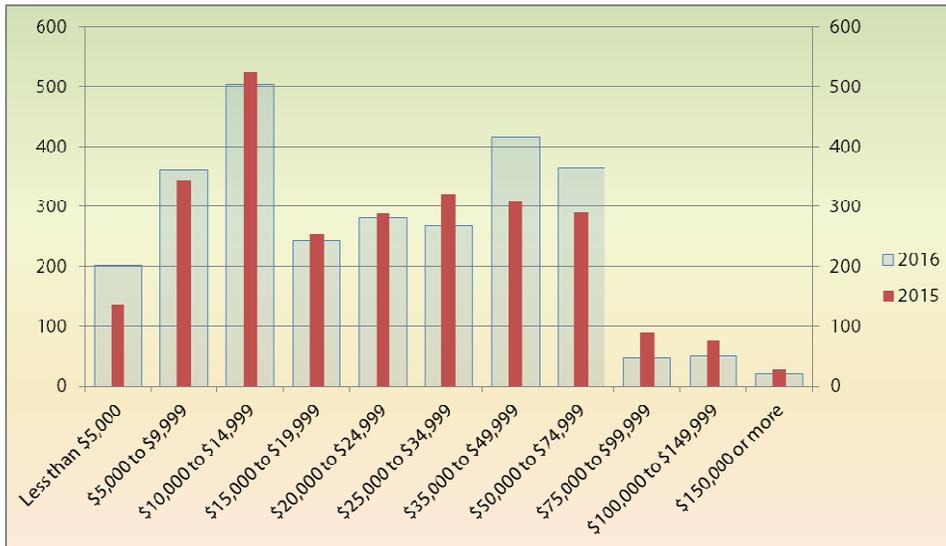
Table 34—Percent of Renter Households in Appropriate Income Ranges for the Market Area

AMI		50%		60%		Overall	
Lower Limit		15,770		17,040		15,770	
Upper Limit		31,500		37,800		37,800	
Mkt. Area							
Renter occupied:	Households	%	#	%	#	%	#
Less than \$5,000	201	—	0	—	0	—	0
\$5,000 to \$9,999	361	—	0	—	0	—	0
\$10,000 to \$14,999	503	—	0	—	0	—	0
\$15,000 to \$19,999	244	0.85	206	0.59	144	0.85	206
\$20,000 to \$24,999	281	1.00	281	1.00	281	1.00	281
\$25,000 to \$34,999	267	0.65	174	1.00	267	1.00	267
\$35,000 to \$49,999	416	—	0	0.19	78	0.19	78
\$50,000 to \$74,999	364	—	0	—	0	—	0
\$75,000 to \$99,999	47	—	0	—	0	—	0
\$100,000 to \$149,999	50	—	0	—	0	—	0
\$150,000 or more	20	—	0	—	0	—	0
Total	2,754		661		770		832
Percent in Range		24.0%		28.0%		30.2%	

Source: John Wall and Associates from figures above

The table above shows how many renter households are in each income range. The number and percent are given in the last two rows (e.g., 661, or 24.0% of the renter households in the market area are in the 50% range.)

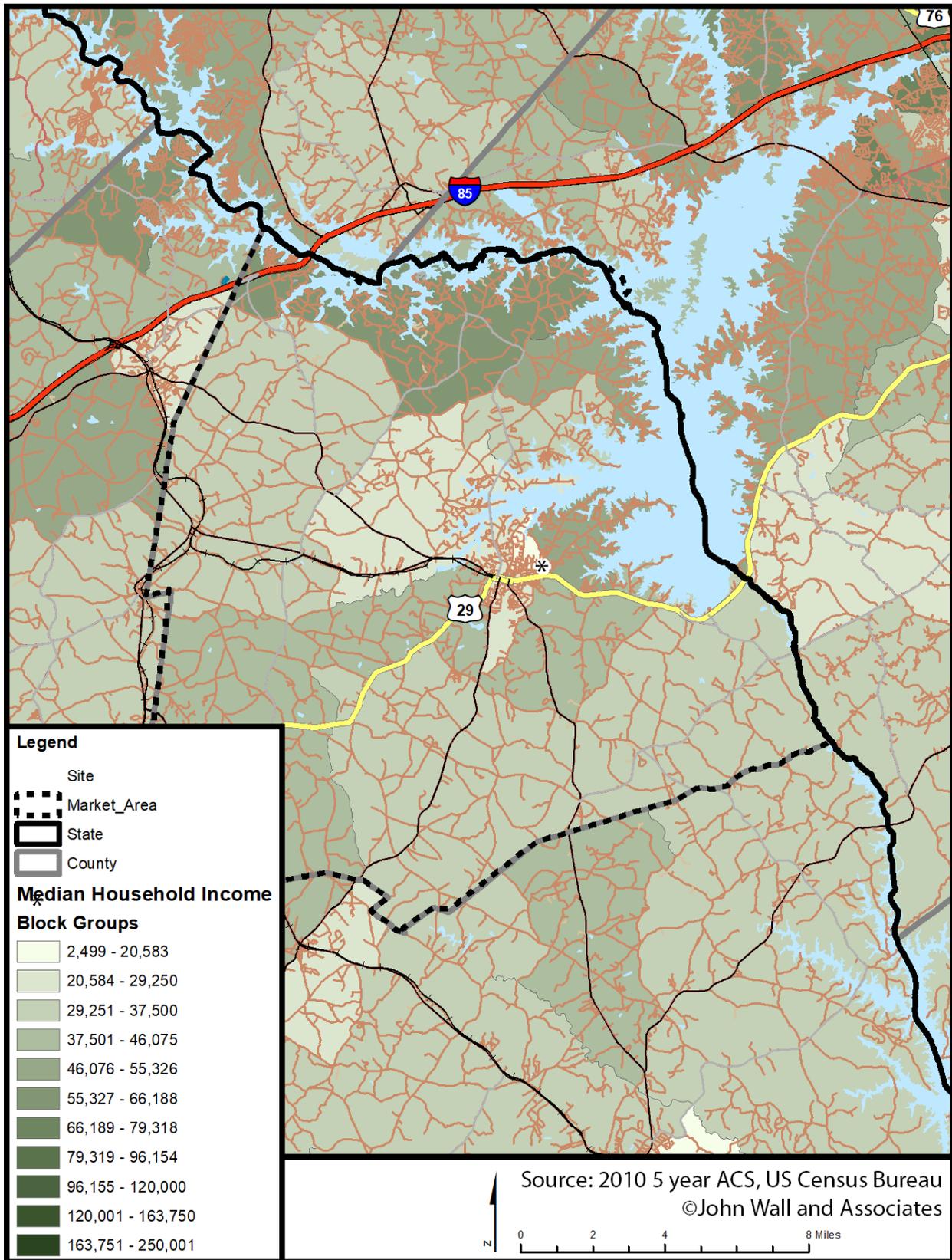
Change in Renter Household Income



Sources: 2015 and 2016-5yr ACS (Census)

The above table shows the change in renter households in various income ranges. The more current data is reflected on the left axis.

Median Household Income Map



G.3 Demand

G.3.1 Demand from New Households

G.3.1.1 New Households

It was shown in the Household Trends section of this study that 235 new housing units will be needed by the year of completion. It was shown in the Tenure section that the area ratio of rental units to total units is 24.8%. Therefore, 58 of these new units will need to be rental.

The table “Percent of Renter Households in Appropriate Income Ranges for the Market Area” shows the percentage of renter households in various income ranges. These percentages are applied to the total number of new rental units needed to arrive at the *number* of new rental units needed in the relevant income categories:

Table 35—New Renter Households in Each Income Range for the Market Area

	New Renter Households	Percent Income Qualified	Demand due to new Households
50% AMI: \$15,770 to \$31,500	58	24.0%	14
60% AMI: \$17,040 to \$37,800	58	28.0%	16
Overall Project: \$15,770 to \$37,800	58	30.2%	18

Source: John Wall and Associates from figures above

G.3.2 Demand from Existing Households

G.3.2.1 Demand from Rent Overburdened Households

A household is defined as rent overburdened when it pays 30% or more of its income on gross rent (rent plus utilities). Likewise, the household is *severely* rent overburdened if it pays 35% or more of its income on gross rent.

For tax credit units *without* rental assistance, households may pay 35% of their incomes for gross rent. Therefore, up to 35% of income for gross rent is used in establishing affordability in the “Demand from New Households” calculations. Hence, only *severely* (paying in excess of 35%) rent overburdened households are counted as a source of demand for tax credit units without rental assistance.

For units *with* rental assistance (tenants pay only 30% of their income for gross rent), any households paying more than 30% for gross rent would benefit by moving into the unit so all overburdened households in the relevant income range are counted as a source of demand.

The following table presents data on rent overburdened households in various income ranges.

Table 36—Percentage of Income Paid For Gross Rent (Renter Households in Specified Housing Units)

	State		County		Market Area		City	
Less than \$10,000:	199,531		562		562		188	
30.0% to 34.9%	4,117	2.1%	10	1.8%	10	1.8%	10	5.3%
35.0% or more	126,362	63.3%	285	50.7%	285	50.7%	118	62.8%
\$10,000 to \$19,999:	225,321		747		747		205	
30.0% to 34.9%	10,515	4.7%	52	7.0%	52	7.0%	52	25.4%
35.0% or more	175,271	77.8%	508	68.0%	508	68.0%	109	53.2%
\$20,000 to \$34,999:	291,761		548		548		188	
30.0% to 34.9%	44,406	15.2%	39	7.1%	39	7.1%	17	9.0%
35.0% or more	164,558	56.4%	258	47.1%	258	47.1%	141	75.0%
\$35,000 to \$49,999:	211,535		416		416		143	
30.0% to 34.9%	34,780	16.4%	37	8.9%	37	8.9%	37	25.9%
35.0% or more	42,424	20.1%	15	3.6%	15	3.6%	15	10.5%
\$50,000 to \$74,999:	213,165		364		364		56	
30.0% to 34.9%	13,998	6.6%	0	0.0%	0	0.0%	0	0.0%
35.0% or more	8,773	4.1%	19	5.2%	19	5.2%	0	0.0%
\$75,000 to \$99,999:	102,289		47		47		0	
30.0% to 34.9%	1,605	1.6%	0	0.0%	0	0.0%	0	0.0%
35.0% or more	1,266	1.2%	0	0.0%	0	0.0%	0	0.0%
\$100,000 or more:	101,693		70		70		18	
30.0% to 34.9%	369	0.4%	0	0.0%	0	0.0%	0	0.0%
35.0% or more	421	0.4%	0	0.0%	0	0.0%	0	0.0%

Source: 2016-5yr ACS (Census)

From the table above, the number of rent overburdened households in each appropriate income range can be estimated in the table below.

Table 37—Rent Overburdened Households in Each Income Range for the Market Area

35%+ Overburden		50%		60%		Overall	
AMI							
Lower Limit		15,770		17,040		15,770	
Upper Limit	Mkt. Area	31,500		37,800		37,800	
	Households	%	#	%	#	%	#
Less than \$10,000:	285	—	0	—	0	—	0
\$10,000 to \$19,999:	508	0.42	215	0.30	150	0.42	215
\$20,000 to \$34,999:	258	0.77	198	1.00	258	1.00	258
\$35,000 to \$49,999:	15	—	0	0.19	3	0.19	3
\$50,000 to \$74,999:	19	—	0	—	0	—	0
\$75,000 to \$99,999:	0	—	0	—	0	—	0
\$100,000 or more:	0	—	0	—	0	—	0
Column Total	1,085		413		411		476

Source: John Wall and Associates from figures above

G.3.2.2 Demand from Substandard Conditions

The Bureau of the Census defines substandard conditions as 1) lacking plumbing, or 2) 1.01 or more persons per room.

Table 38—Substandard Occupied Units

	State	%	County	%	Market Area	%	City	%
Owner occupied:	2,266,411		7,262		7,262		915	
Complete plumbing:	2,260,723	100%	7,200	99%	7,200	99%	915	100%
1.00 or less	2,233,315	99%	7,118	98%	7,118	98%	915	100%
1.01 to 1.50	21,506	1%	48	1%	48	1%	0	0%
1.51 or more	5,902	0%	34	0%	34	0%	0	0%
Lacking plumbing:	5,688	0%	62	1%	62	1%	0	0%
1.00 or less	5,504	0%	62	1%	62	1%	0	0%
1.01 to 1.50	135	0%	0	0%	0	0%	0	0%
1.51 or more	49	0%	0	0%	0	0%	0	0%
Renter occupied:	1,345,295		2,754		2,754		798	
Complete plumbing:	1,339,219	100%	2,754	100%	2,754	100%	798	100%
1.00 or less	1,282,818	95%	2,658	97%	2,658	97%	798	100%
1.01 to 1.50	41,325	3%	14	1%	14	1%	0	0%
1.51 or more	15,076	1%	82	3%	82	3%	0	0%
Lacking plumbing:	6,076	0%	0	0%	0	0%	0	0%
1.00 or less	5,680	0%	0	0%	0	0%	0	0%
1.01 to 1.50	92	0%	0	0%	0	0%	0	0%
1.51 or more	304	0%	0	0%	0	0%	0	0%
Total Renter Substandard					96			

Source: 2016-5yr ACS (Census)

From these tables, the need from substandard rental units can be drawn. There are 96 substandard rental units in the market area.

From the figures above the number of substandard units in each appropriate income range can be estimated in the table below.

Table 39—Substandard Conditions in Each Income Range for the Market Area

	Total Substandard Units	Percent Income Qualified	Demand due to Substandard
50% AMI: \$15,770 to \$31,500	96	24.0%	23
60% AMI: \$17,040 to \$37,800	96	28.0%	27
Overall Project: \$15,770 to \$37,800	96	30.2%	29

Source: John Wall and Associates from figures above

G.4 Demand for New Units

The demand components shown in the previous section are summarized below.

Table 40—Demand for New Units

	50% AMI: \$15,770 to \$31,500	60% AMI: \$17,040 to \$37,800	Overall Project: \$15,770 to \$37,800
New Housing Units Required	14	16	18
Rent Overburden Households	413	411	544
Substandard Units	23	27	29
Demand	450	454	591
Less New Supply	0	0	0
Net Demand	450	454	591

* Numbers may not add due to rounding.

G.5 Capture Rate Analysis Chart

Table 41—Capture Rate by Unit Size (Bedrooms) and Targeting

		Income Range	Units	Total Demand	Supply	Net Demand	Capture Rate	Absrptn.	Average Mkt. Rent	Mkt. Rent Range	Prop. Rents
50% AMI	1 BR	15,770-22,725	2	135	0	135	1.5%	—	820	650-1006	355
	2 BR	18,820-27,250	6	225	0	225	2.7%	—	954	770-1178	420
	3 BR	21,870-31,500	4	90	0	90	4.4%	—	1103	900-1268	475
60% AMI	1 BR	17,040-27,270	6	136	0	136	4.4%	—	820	650-1006	392
	2 BR	22,420-32,700	30	227	0	227	13.2%	—	954	770-1178	525
	3 BR	25,540-37,800	12	91	0	91	13.2%	—	1103	900-1268	582
TOTAL for Project	50% AMI	15,770-31,500	12	450	0	450	2.7%	—	—	—	—
	60% AMI	17,040-37,800	48	454	0	454	10.6%	—	—	—	—
	Overall	15,770-37,800	60	591	0	591	10.2%	6-7 mos.	—	—	—

* Numbers may not add due to rounding.

The capture rate is not intended to be used in isolation. A low capture rate does not guarantee a successful development, nor does a high capture rate assure failure; the capture rate should be considered in the context of all the other indicators presented in the study. It is one of many factors considered in reaching a conclusion.

H. Competitive Analysis (Existing Competitive Rental Environment)

This section contains a review of statistical data on rental property in the market area and an analysis of the data collected in the field survey of apartments in the area.

H.1 Survey of Apartments

John Wall and Associates conducted a survey of apartments in the area. All of the apartments of interest are surveyed. Some of them are included because they are close to the site, or because they help in understanding the context of the segment where the subject will compete. The full details of the survey are contained in the apartment photo sheets later in this report. A summary of the data focusing on rents is shown in the apartment inventory, also later in this report. A summary of vacancies sorted by rent is presented in the schedule of rents, units, and vacancies.

Table 42—List of Apartments Surveyed

Name	Units	Vacancy Rate	Type	Comments
Ashton Park	216	2.8%	Conventional	Market rent comp—outside the PMA
East Orchard Family	22	0.0%	Sec 515	Comparable
Hamptons	184	0.0%	Conventional	Market rent comp—outside the PMA
Shadow Creek	192	7.0%	Conventional	Market rent comp—outside the PMA
Station 153	165	3.0%	Conventional	Market rent comp—outside the PMA
Walden Oaks	240	7.0%	Conventional	Market rent comp—outside the PMA
Wexford	127	1.6%	Conventional	Market rent comp—outside the PMA
Woodlake I	30	3.3%	Sec 515	Comparable
Woodlake II	30	3.3%	LIHTC (60%)/Sec 515	Comparable

Market rent comparables from outside of the market area (in Anderson, South Carolina) were surveyed, as all of the market rate properties in Hartwell are small and often difficult to obtain information. However, aside from one available unit, these small properties in Hartwell appear to be fully occupied.

H.1.1 Comparables

The apartments in the market most comparable to the subject are listed below:

Table 43—Comparison of Comparables to Subject

Development Name	Approximate		Degree of Comparability
	Distance	Reason for Comparability	
East Orchard Family	1 block	Affordable	Low
Woodlake I	2 miles	Affordable	Low
Woodlake II	2 miles	LIHTC	Low

The comparables are all of the affordable family properties in Hartwell. The subject will be the newest family property in the market area by 32 years and will have a good location, a superior amenities package and competitive rents. Overall, the subject is very well positioned among the comparables.

H.1.2 Apartment Inventory

The apartment inventory follows this page. Summary information is shown for each apartment surveyed and detailed information is provided on individual property photo sheets.

H.1.3 Schedule of Present Rents, Units, and Vacancies

The present housing situation is examined in this section. The rents, number of units, and vacancies of the apartments listed in the apartment inventory (shown separately later) are summarized in the tables below. Rents, units, and vacancies are tabulated separately for the various bedroom sizes, a necessary step in making bedroom mix recommendations.

The table below shows surveyed apartment complexes in or near the market area. The *pro forma* rents, as given by the developer, are shown in orange in the table below. These rents will be compared to the other apartments in the area, and especially the comparable apartments to determine if they are reasonable. In addition to seeing how the *pro forma* rents compare in terms of absolute rents in the following table, it will be important to consider the amenities and locations of the other apartments.

Table 44—Schedule of Rents, Number of Units, and Vacancies for Apartment Units

1-Bedroom Units			2-Bedroom Units			3-Bedroom Units		
Rents	Units	Vacancies	Rents	Units	Vacancies	Rents	Units	Vacancies
355	2	Subj. 50%	420	6	Subj. 50%	475	4	Subj. 50%
390	15	0	425	15	1	540	2	0
392	6	Subj. 60%	440	4	0	582	12	Subj. 60%
400	18	0	515	8	1			
450	4	0	515	16	0			
			525	30	Subj. 60%			

	1-Bedroom	2-Bedrooms	3-Bedrooms	TOTAL
Vacant Units	0	2	0	2
Total Units	37	43	2	82
Vacancy Rate	0.0%	4.7%	0.0%	2.4%
Median Rent	\$390	\$515	\$540	
Vacant Tax Credit Units	0	1	n/a	1
Total Tax Credit Units	18	12	0	30
Tax Credit Vacancy Rate	0.0%	8.3%	n/a	3.3%
Tax Credit Median Rent	\$400	\$515	n/a	

Orange = Subject; Green = Tax Credit; Blue = Sec. 8/Sec. 515; Highlight = Tax Credit Median Rent;

Underline=Elderly/Older Persons; b = basic rent; *italics* = average rent; UR = under rehabilitation;

UC = under construction; RU= in rent up; PL = planned; N/A = information unavailable

Source: John Wall and Associates

A vacancy rate of 5.0% is considered normal. The overall vacancy rate in the market is 2.4%. The overall LIHTC vacancy rate is 3.3%.

H.2 Additional information on competitive environment

- Vouchers and certificates available in the market area:

Because the subject does not have PBRA units and will not require Section 8 voucher support in order to be successful, the Housing Authority was not surveyed regarding public housing and vouchers.

- Lease up history of competitive developments:

No information is available.

- Tenant profiles of existing phase:

This is not applicable.

- Additional information for rural areas lacking sufficient comps:

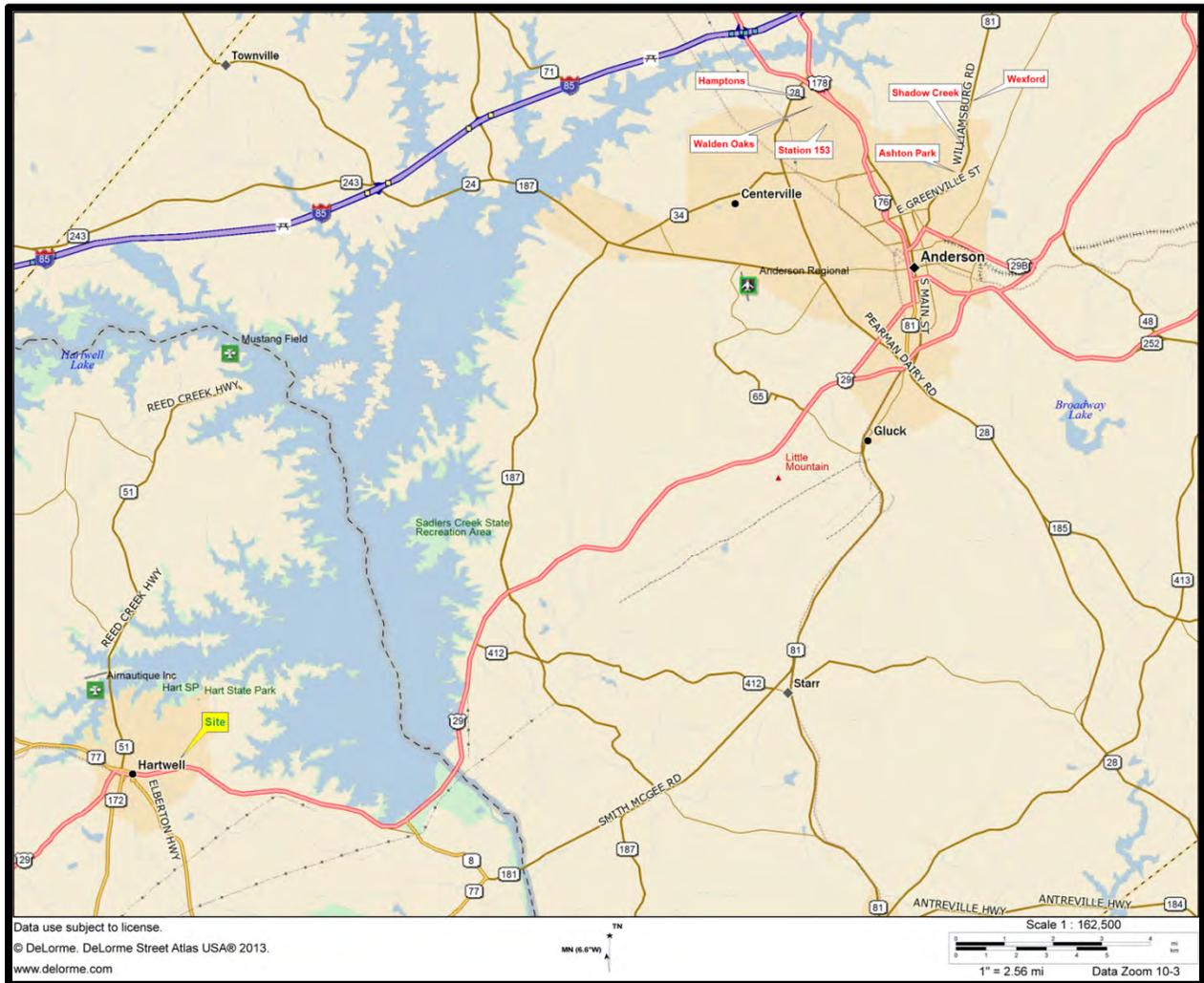
This is not applicable.

H.3 Apartment Locations Map

Apartment Locations Map 1



Apartment Locations Map 2 – Market Rent Comparables



APARTMENT INVENTORY

Hartwell, Georgia: (PCN 20-032)

KEY: P = proposed; UC= under construction; R = renovated; BOI = based on income

ID#	Apartment Name	Year Built vac%	Efficiency/Studio (e) One Bedroom			Two Bedroom			Three Bedroom			Four Bedroom			COMMENTS
			Units	Vacant	Rent	Units	Vacant	Rent	Units	Vacant	Rent	Units	Vacant	Rent	
	20-032 SUBJECT Pointe at St. Martin Ridge Rd. Hartwell	Proposed	2 6	P P	355 392	6 30	P P	420 525	4 12	P P	475 582				LIHTC (50%, 60%); PBRA=0 *Exterior gathering area, community garden and reading lounge
	East Orchard Family 750 Nancy Dr. Hartwell Lola (3-26-20) 706-376-4347	1990 0%	4	0	450b	16	0	515b	2	0	540b				WL=some Sec 515; PBRA=9; Sec 8=1
	Woodlake I Woodlake Dr. Hartwell Cheryl (3-27-20) 706-376-4862	1983- 1984 3.3%	15	0	390b	15	1	425b							WL=some Sec 515; PBRA=12; Sec 8=0 *Laundry closet; Office hours: M 1-5 & TuWF 10-6
	Woodlake II Woodlake Dr. Hartwell Cheryl (3-27-20) 706-376-4862	1987- 1988 3.3%	18	0	400b	4 8	0 1	440b 515b							WL=some LIHTC (60%)/Sec 515; PBRA=0; Sec 8=1 *Laundry closet; Office hours: M 1-5 & TuWF 10-6

Map Number	Complex:	Year Built:	Amenities								Appliances						Unit Features						Two-Bedroom						
			Laundry Facility	Tennis Court	Swimming Pool	Club House	Garages	Playground	Access/Security Gate	Other	Other	Refrigerator	Range/Oven	Dishwasher	Garbage Disposal	W/D Connection	Washer, Dryer	Microwave Oven	Other	Other	Fireplace	Free Cable	Furnished	Air Conditioning	Drapes/Blinds	Cable Pre-Wired	Utilities Included	Other	Other
	20-032 SUBJECT	Proposed	x		x	x			*	x	x	x	x	x	x						x	x		t				984	420
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall															LIHTC (50%, 60%); PBRA=0						984	525	
	East Orchard Family	1990					x			x	x		x								x	x	x	ws				N/A	515b
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall																Sec 515; PBRA=9; Sec 8=1							
		0.0%	0.0%	0.0%		0.0%																							
	Woodlake I	1983-								x	x		x								x	x	x	*				1000	425b
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall																Sec 515; PBRA=12; Sec 8=0							
		0.0%	6.7%			3.3%																							
	Woodlake II	1987-								x	x		x								x	x	x	*				1000	440b
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall																LIHTC (60%)/Sec 515; PBRA=0; Sec 8=1						1200	515b
		0.0%	8.3%			3.3%																							

	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	2	1	P	738	355
1 BR vacancy rate	6	1	P	738	392
Two-Bedroom					
2 BR vacancy rate	30	2	P	984	525
Three-Bedroom					
3 BR vacancy rate	12	2	P	1202	582
Four-Bedroom					
4 BR vacancy rate					
TOTALS	60	0			

Complex:

20-032 SUBJECT
 Pointe at St. Martin
 Ridge Rd.
 Hartwell

Map Number:

Year Built:

Proposed

Last Rent Increase

Specials

Waiting List

Subsidies

LIHTC (50%, 60%); PBRA=0

Amenities

- Laundry Facility
- Tennis Court
- Swimming Pool
- Club House
- Garages
- Playground
- Access/Security Gate
- Fitness Center
- * Other

Appliances

- Refrigerator
- Range/Oven
- Microwave Oven
- Dishwasher
- Garbage Disposal
- W/D Connection
- Washer, Dryer
- Ceiling Fan
- Other

Unit Features

- Fireplace
- Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- Other

Comments: *Exterior gathering area, community garden and reading lounge



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	4	1	0	N/A	450b
1 BR vacancy rate	0.0%				
Two-Bedroom					
2 BR vacancy rate	0.0%				
Three-Bedroom					
3 BR vacancy rate	0.0%				
Four-Bedroom					
4 BR vacancy rate					
TOTALS	0.0%	22	0		

Complex:

East Orchard Family
 750 Nancy Dr.
 Hartwell
 Lola (3-26-20)
 706-376-4347

Map Number:

Year Built:

1990

Last Rent Increase

Specials

Waiting List

WL=some

Subsidies

Sec 515; PBRA=9; Sec 8=1

Amenities

- Laundry Facility
- Tennis Court
- Swimming Pool
- Club House
- Garages
- Playground
- Access/Security Gate
- Fitness Center
- Other

Appliances

- Refrigerator
- Range/Oven
- Microwave Oven
- Dishwasher
- Garbage Disposal
- W/D Connection
- Washer, Dryer
- Ceiling Fan
- Other

Unit Features

- Fireplace
- Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- Other

Comments:



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	15	1	0	864	390b
1 BR vacancy rate	0.0%				
Two-Bedroom					
2 BR vacancy rate	6.7%				
Three-Bedroom					
3 BR vacancy rate					
Four-Bedroom					
4 BR vacancy rate					
TOTALS	3.3%	30	1		

Complex:
 Woodlake I
 Woodlake Dr.
 Hartwell
 Cheryl (3-27-20)
 706-376-4862

Map Number:

Year Built:
 1983-
 1984

Last Rent Increase

Specials

Waiting List
 WL=some

Subsidies
 Sec 515; PBRA=12; Sec 8=0

Amenities

- Laundry Facility
- Tennis Court
- Swimming Pool
- Club House
- Garages
- Playground
- Access/Security Gate
- Fitness Center
- Other

Appliances

- Refrigerator
- Range/Oven
- Microwave Oven
- Dishwasher
- Garbage Disposal
- W/D Connection
- Washer, Dryer
- Ceiling Fan
- Other

Unit Features

- Fireplace
- Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- Other

Comments: *Laundry closet; Office hours: M 1-5 & TuWF 10-6



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	18	1	0	900	400b
1 BR vacancy rate	0.0%				
Two-Bedroom					
2 BR vacancy rate	8.3%	4	1	0	1000
		8	1.5	1	1200
Three-Bedroom					
3 BR vacancy rate					
Four-Bedroom					
4 BR vacancy rate					
TOTALS	3.3%	30	1		

Complex:
 Woodlake II
 Woodlake Dr.
 Hartwell
 Cheryl (3-27-20)
 706-376-4862

Map Number:

Year Built:
 1987-
 1988

Last Rent Increase

Specials

Waiting List
 WL=some

Subsidies
 LIHTC (60%)/Sec 515;
 PBRA=0; Sec 8=1

Amenities

- Laundry Facility
- Tennis Court
- Swimming Pool
- Club House
- Garages
- Playground
- Access/Security Gate
- Fitness Center
- Other

Appliances

- Refrigerator
- Range/Oven
- Microwave Oven
- Dishwasher
- Garbage Disposal
- W/D Connection
- Washer, Dryer
- Ceiling Fan
- Other

Unit Features

- Fireplace
- Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- *
- Other

Comments: *Laundry closet; Office hours: M 1-5 & TuWF 10-6

H.4 Amenity Analysis

Development Amenities:

Laundry room, clubhouse/community center, playground, exterior gathering area, community garden, and reading lounge

Unit Amenities:

Refrigerator, range/oven, microwave, dishwasher, washer/dryer connections, HVAC, and blinds

Utilities Included:

Trash

The subject’s amenities are superior to all properties in the market area.

H.5 Selection of Comps

See section H.1.1.

H.6 Long Term Occupancy

In light of vacancy and stabilization rates in the local market area, the subject should not have any difficulty maintaining 93% stabilized occupancy or better.

H.7 New “Supply”

DCA requires comparable units built since the base year to be deducted from demand. Only comparable units within comparable complexes will be deducted from demand, as indicated by the asterisks.

Table 45—Apartment Units Built or Proposed Since the Base Year

Development Name	Year Built	Units With	30% AMI,	50% AMI,	60% AMI,	Above	TOTAL
		Rental Assistance	No Rental Assistance	No Rental Assistance	No Rental Assistance	Moderate Income	
None	--	--	--	--	--	--	--

There are no new units of supply to deduct from demand for the subject.

H.8 Average Market Rent and Rent Differential

See the apartment inventory, amenities chart, and community photo sheets previously for in depth comparisons of the subject to each complex surveyed. Total units, mix, rents, occupancy and other relevant details are shown in full on the apartment inventory.

The following table gives the proposed rents in comparison to the rental range for competitive developments within the market area, and an average market rent for each of the proposed unit types. Rent advantage is calculated as follows: (average market rent – proposed rent) / proposed rent.

Table 46—Market Rent Advantage

	Bedrooms	Number of Units	Net Rent	Market Rent	Market Advantage
50%	1	2	355	820	131.0%
50%	2	6	420	954	127.1%
50%	3	4	475	1103	132.2%
60%	1	6	392	820	109.2%
60%	2	30	525	954	81.7%
60%	3	12	582	1103	89.5%

The DCA Market Study Manual specifies Rent advantage is calculated as follows: (average market rent – proposed rent) / proposed rent.

The subject was compared to several conventional properties outside of the primary market area. All of the subject's proposed rents have significantly more than a 10% market rent advantage.

Properties in Anderson, South Carolina were surveyed in order to calculate market rent advantage, as all of the market rate properties in Hartwell are small and often difficult to obtain information.

H.9 Information on Other DCA properties

See the Schedule of Rents Units and Vacancies along with the Apartment Inventory and the Photo Sheets.

H.10 Rental Trends in the Market Area

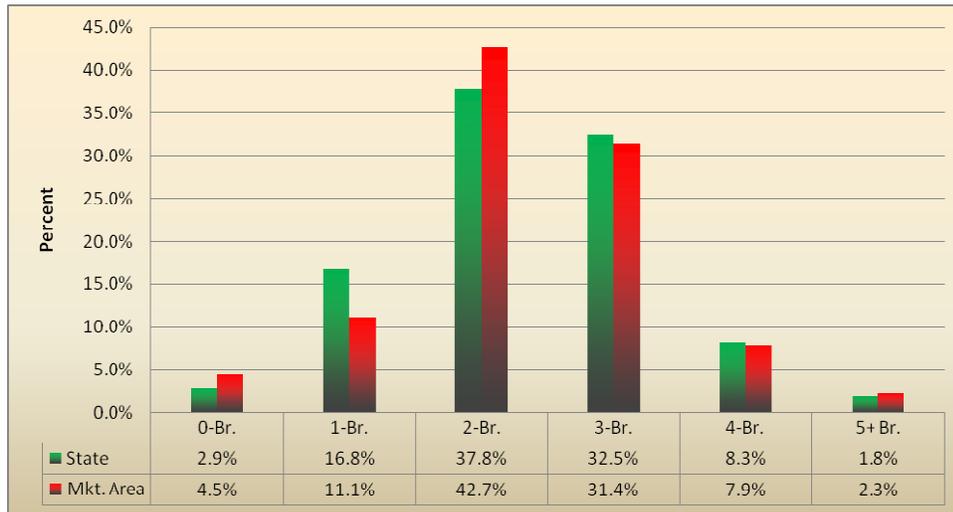
H.10.1 Tenure

Table 47—Tenure by Bedrooms

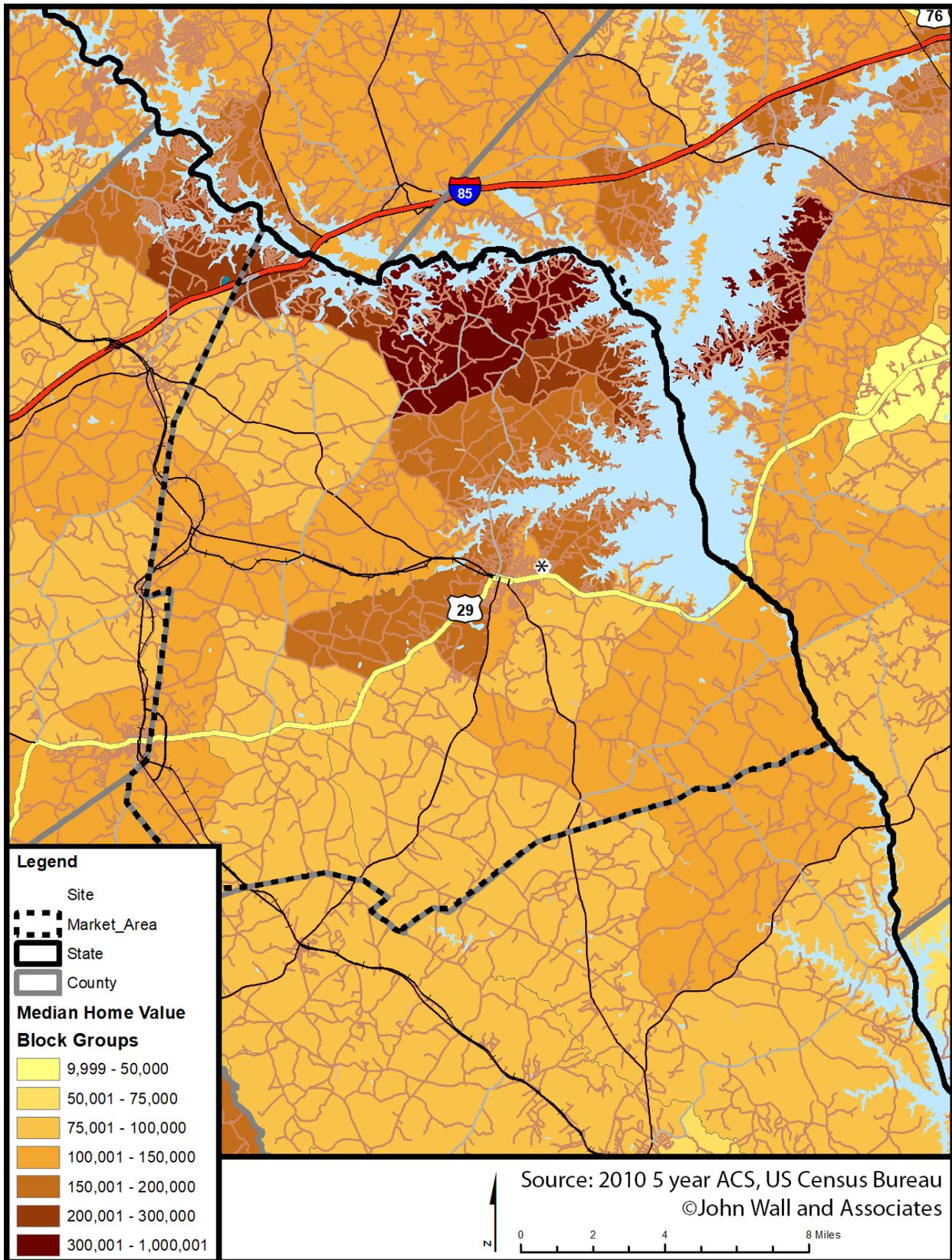
	State	%	County	%	Market Area	%	City	%
Owner occupied:	2,266,411		7,262		7,262		915	
No bedroom	6,282	0.3%	43	0.6%	43	0.6%	0	0.0%
1 bedroom	27,680	1.2%	163	2.2%	163	2.2%	0	0.0%
2 bedrooms	257,183	11.3%	1,137	15.7%	1,137	15.7%	215	23.5%
3 bedrooms	1,147,082	50.6%	4,430	61.0%	4,430	61.0%	487	53.2%
4 bedrooms	595,262	26.3%	1,180	16.2%	1,180	16.2%	187	20.4%
5 or more bedrooms	232,922	10.3%	309	4.3%	309	4.3%	26	2.8%
Renter occupied:	1,345,295		2,754		2,754		798	
No bedroom	38,470	2.9%	123	4.5%	123	4.5%	33	4.1%
1 bedroom	225,926	16.8%	307	11.1%	307	11.1%	220	27.6%
2 bedrooms	508,384	37.8%	1,177	42.7%	1,177	42.7%	329	41.2%
3 bedrooms	436,696	32.5%	866	31.4%	866	31.4%	148	18.5%
4 bedrooms	111,200	8.3%	218	7.9%	218	7.9%	68	8.5%
5 or more bedrooms	24,619	1.8%	63	2.3%	63	2.3%	0	0.0%

Source: 2016-5yr ACS (Census)

Tenure by Bedrooms for the State and Market Area



Median Home Value Map



H.11 Impact of Foreclosed, Abandoned, etc. Properties

There is no evidence of any adverse impact due to foreclosure or abandonment.

H.12 Long Term Impact

The subject will have no long term impact on the occupancy of other assisted properties.

H.13 Building Permits Issued

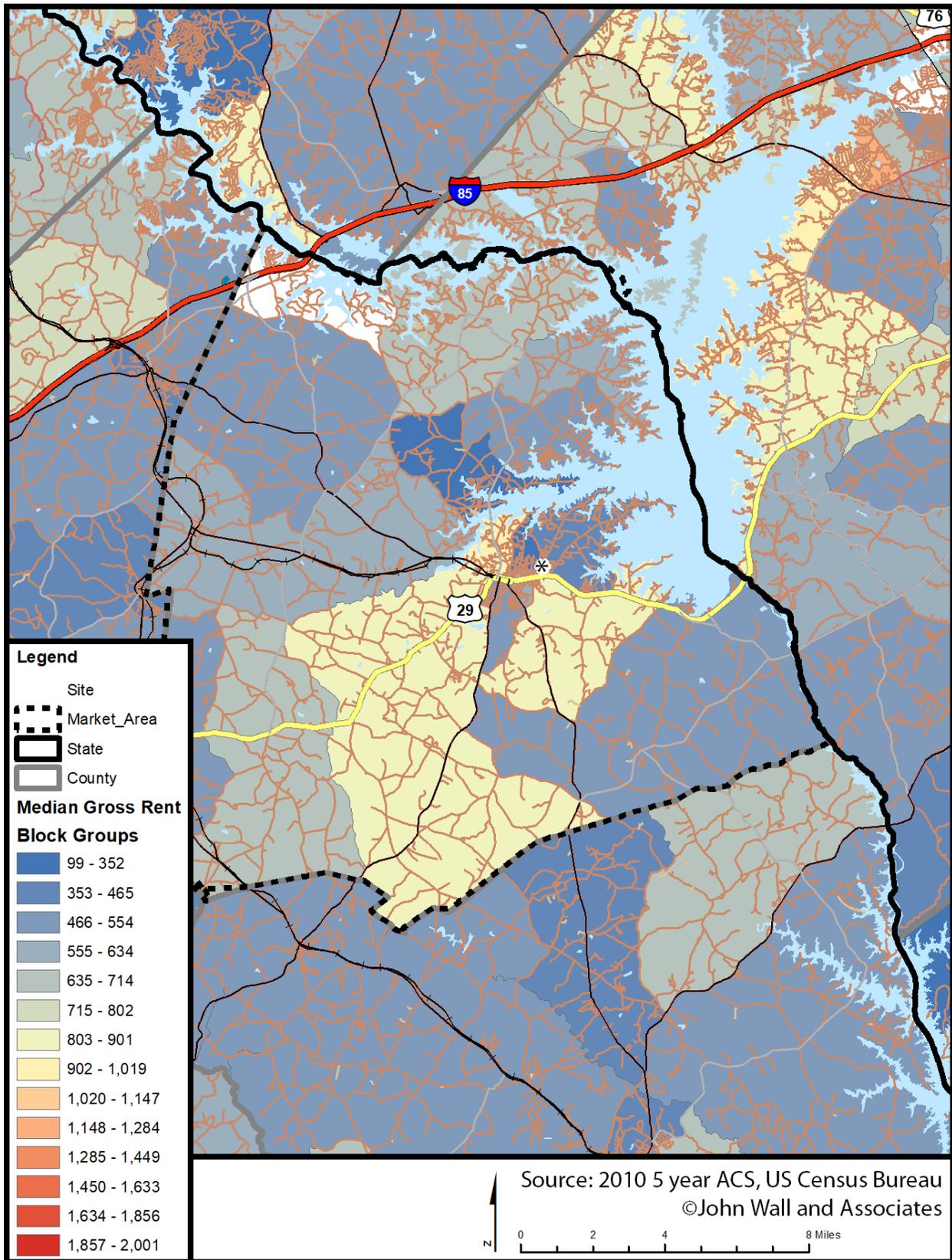
Building permits are an indicator of the economic strength and activity of a community. While permits are never issued for a market area, the multi-family permits issued for the county and town are an indicator of apartments recently added to the supply:

Table 48—Building Permits Issued

Year	County			City		
	Total	Single Family	Multi-Family	Total	Single Family	Multi-Family
2000	15	7	8	15	7	8
2001	11	11	0	11	11	0
2002	12	12	0	12	12	0
2003	140	140	0	13	13	0
2004	165	165	0	20	20	0
2005	238	232	6	42	42	0
2006	212	195	17	25	8	17
2007	174	166	8	18	10	8
2008	186	82	104	60	8	52
2009	35	35	0	3	3	0
2010	29	29	0	0	0	0
2011	33	33	0	0	0	0
2012	29	29	0	1	1	0
2013	34	34	0	0	0	0
2014	35	31	4	3	3	0
2015	38	38	0	0	0	0
2016	63	57	6	4	4	0
2017	64	64	0	1	1	0
2018	139	87	52	59	7	52
2019	93	93	0	6	6	0

Source: "SOCDS Building Permits" <https://socds.huduser.gov/permits/>

Median Gross Rent Map



I. Absorption & Stabilization Rates

Given reasonable marketing and management, the development should be able to rent up to 93% occupancy within 6 to 7 months — a few months longer if the development is completed in November, December, or January. The absorption rate determination considers such factors as the overall estimate of new household growth, the available supply of competitive units, observed trends in absorption of comparable units, and the availability of subsidies and rent specials. The absorption period is considered to start as soon as the first units are released for occupancy.

J. Interviews

The following interviews were conducted regarding demand for the subject.

J.1 Apartment Managers

Cheryl, the apartment manager at Woodlake I (Section 515) and Woodlake II (LIHTC/Section 515), said the location of the subject's site would probably be good because it is convenient to goods and services. She said the proposed bedroom mix is good because she gets a lot of calls for three and four bedroom units. She said the proposed rents are pretty reasonable. Overall, Cheryl said the subject is a great idea and should do very well.

Lola, the apartment manager at East Orchard Family (Section 515), was always too busy to have a conversation regarding the proposed subject.

J.2 Economic Development

According to a November announcement on SaportaReport.com, Nestlé Purina PetCare announced plans to create about 40 new jobs at the Hartwell plant.

According to the 2019 and 2020 Georgia Business Layoff and Closure listings, no companies in Hart County have announced layoffs or closures in the past year.

K. Market Rent Comparables

Photo sheets of the market rent comparables follow this page.



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	54	1	2	850	947-1000
1 BR vacancy rate	3.7%				
Two-Bedroom					
2 BR vacancy rate	1.9%				
Three-Bedroom					
3 BR vacancy rate	3.7%				
Four-Bedroom					
4 BR vacancy rate					
TOTALS	2.8%	216	6		

Complex:
 Ashton Park
 50 Braeburn Dr.
 Anderson
 Sheila (3-31-20)
 864-222-6735

Map Number:

Year Built:
 2005

- Amenities**
- Laundry Facility
 - Tennis Court
 - Swimming Pool
 - Club House
 - Garages
 - Playground
 - Access/Security Gate
 - Fitness Center
 - * Other

- Appliances**
- Refrigerator
 - Range/Oven
 - Microwave Oven
 - Dishwasher
 - Garbage Disposal
 - W/D Connection
 - Washer, Dryer
 - Ceiling Fan
 - Other

- Unit Features**
- Fireplace
 - tp Utilities Included
 - Furnished
 - Air Conditioning
 - Drapes/Blinds
 - Cable Pre-Wired
 - Free Cable
 - Free Internet
 - ** Other

Last Rent Increase

Specials

Waiting List

Subsidies
 Conventional; Sec 8=not
 accepted

Comments: Complex uses daily pricing; *Internet cafe, business center, volleyball court, and picnic area; **Sunroom/patio



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	44	1	0	680-820	705-765
1 BR vacancy rate	0.0%				
Two-Bedroom					
2 BR vacancy rate	109	2	0	870-1000	770-840
Three-Bedroom					
3 BR vacancy rate	31	2	0	1434	915-935
Four-Bedroom					
4 BR vacancy rate					
TOTALS	0.0%	184	0		

Complex:
 Hamptons
 100 Hudson Cir.
 Anderson
 Donna (3-31-20)
 864-224-6811

Map Number:

Year Built:
 2003

Last Rent Increase

Specials

Waiting List

Subsidies
 Conventional; Sec 8=not
 accepted

Amenities

- Laundry Facility
- Tennis Court
- Swimming Pool
- Club House
- Garages
- Playground
- Access/Security Gate
- Fitness Center
- Other

Appliances

- Refrigerator
- Range/Oven
- Microwave Oven
- Dishwasher
- Garbage Disposal
- W/D Connection
- Washer, Dryer
- Ceiling Fan
- Other

Unit Features

- Fireplace
- Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- Other

Comments: *Movie theatre, clothes care center, perimeter fence, and car care center; **Alarm, sunroom (some units), and patio/balcony (some units)



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom 1 BR vacancy rate	36	1	N/A	804	876-1006
Two-Bedroom 2 BR vacancy rate	132	2	N/A	1098	963-1093
Three-Bedroom 3 BR vacancy rate	24	2	N/A	1224	1148-1268
Four-Bedroom 4 BR vacancy rate					
TOTALS	192		0		

Complex:

Shadow Creek
100 Shadow Creek Ln.
Anderson
Samantha (3-31-20)
864-224-8803

Map Number:

Year Built:

1999

Last Rent Increase

Specials

Special=\$500 off 1st month

Waiting List

Subsidies

Conventional; Sec 8=not accepted

Amenities

- Laundry Facility
- Tennis Court
- Swimming Pool
- Club House
- \$60 Garages
- Playground
- Access/Security Gate
- Fitness Center
- * Other

Appliances

- Refrigerator
- Range/Oven
- Microwave Oven
- Dishwasher
- Garbage Disposal
- W/D Connection
- Washer, Dryer
- Ceiling Fan
- Other

Unit Features

- \$20 Fireplace
- tp Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- ** Other

Comments: *Picnic area, car wash, RV/boat parking; **Patio/balcony; This property has a current vacancy rate of 7%



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom 1 BR vacancy rate	63	1	N/A	550	650
Two-Bedroom 2 BR vacancy rate	78	1-2	N/A	900	780
Three-Bedroom 3 BR vacancy rate	24	2	N/A	1100	900
Four-Bedroom 4 BR vacancy rate					
TOTALS	165		0		

Complex:

Station 153
153 Civic Center Blvd.
Anderson
Jeanie (4-1-20)
864-222-2333

Map Number:

Year Built:

1996

Amenities

- Laundry Facility
- Tennis Court
- Swimming Pool
- Club House
- Garages
- Playground
- Access/Security Gate
- Fitness Center
- * Other

Appliances

- Refrigerator
- Range/Oven
- Microwave Oven
- Dishwasher
- Garbage Disposal
- W/D Connection
- Washer, Dryer
- Ceiling Fan
- Other

Unit Features

- Fireplace
- Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- Other

Last Rent Increase

Specials

Waiting List

Subsidies

Conventional; Sec 8=not accepted

Comments: Formerly called Park Place; *Multipurpose court; This property has a current vacancy rate of 3%



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom 1 BR vacancy rate	36	1	N/A	805	839
Two-Bedroom 2 BR vacancy rate	180	2	N/A	1097-1181	949
Three-Bedroom 3 BR vacancy rate	24	2	N/A	1277-1386	1199
Four-Bedroom 4 BR vacancy rate					
TOTALS	240		0		

Complex:
Walden Oaks
103 Allison Cir.
Anderson
Patty (4-1-20)
864-225-5400

Map Number:

Year Built:
2007

Last Rent Increase

Specials

Waiting List
WL=0

Subsidies
Conventional; Sec 8=not accepted

- Amenities**
- Laundry Facility
 - Tennis Court
 - Swimming Pool
 - Club House
 - Garages
 - Playground
 - Access/Security Gate
 - Fitness Center
 - * Other

- Appliances**
- Refrigerator
 - Range/Oven
 - Microwave Oven
 - Dishwasher
 - Garbage Disposal
 - W/D Connection
 - Washer, Dryer
 - Ceiling Fan
 - Other

- Unit Features**
- Fireplace
 - Utilities Included
 - Furnished
 - Air Conditioning
 - Drapes/Blinds
 - Cable Pre-Wired
 - Free Cable
 - Free Internet
 - Other

Comments: *Business center, volleyball court, dog park, and car care area; This property has a current vacancy rate of 7%



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	14	1	0	802	895
1 BR vacancy rate	0.0%				
Two-Bedroom					
2 BR vacancy rate	2.0%				
Three-Bedroom					
3 BR vacancy rate	0.0%				
Four-Bedroom					
4 BR vacancy rate					
TOTALS	1.6%	127	2		

Complex:

Wexford
 100 Wexford Dr.
 Anderson
 Rhonda (3-31-20)
 864-224-8300

Map Number:

Year Built:

1998

Last Rent Increase

Specials

Waiting List

WL=0

Subsidies

Conventional; Sec 8=not accepted

Amenities

- Laundry Facility
- Tennis Court
- Swimming Pool
- Club House
- \$100 Garages
- Playground
- Access/Security Gate
- Fitness Center
- * Other

Appliances

- Refrigerator
- Range/Oven
- Microwave Oven
- Dishwasher
- Garbage Disposal
- W/D Connection
- Washer, Dryer
- Ceiling Fan
- Other

Unit Features

- Fireplace
- Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- ** Other

Comments: *Business center; **Free monitored security system in each unit; Office hours: MTuTh 8-5 and W 8-1

L. Conclusions and Recommendations

The subject, as proposed, should be successful. See also Executive Summary.

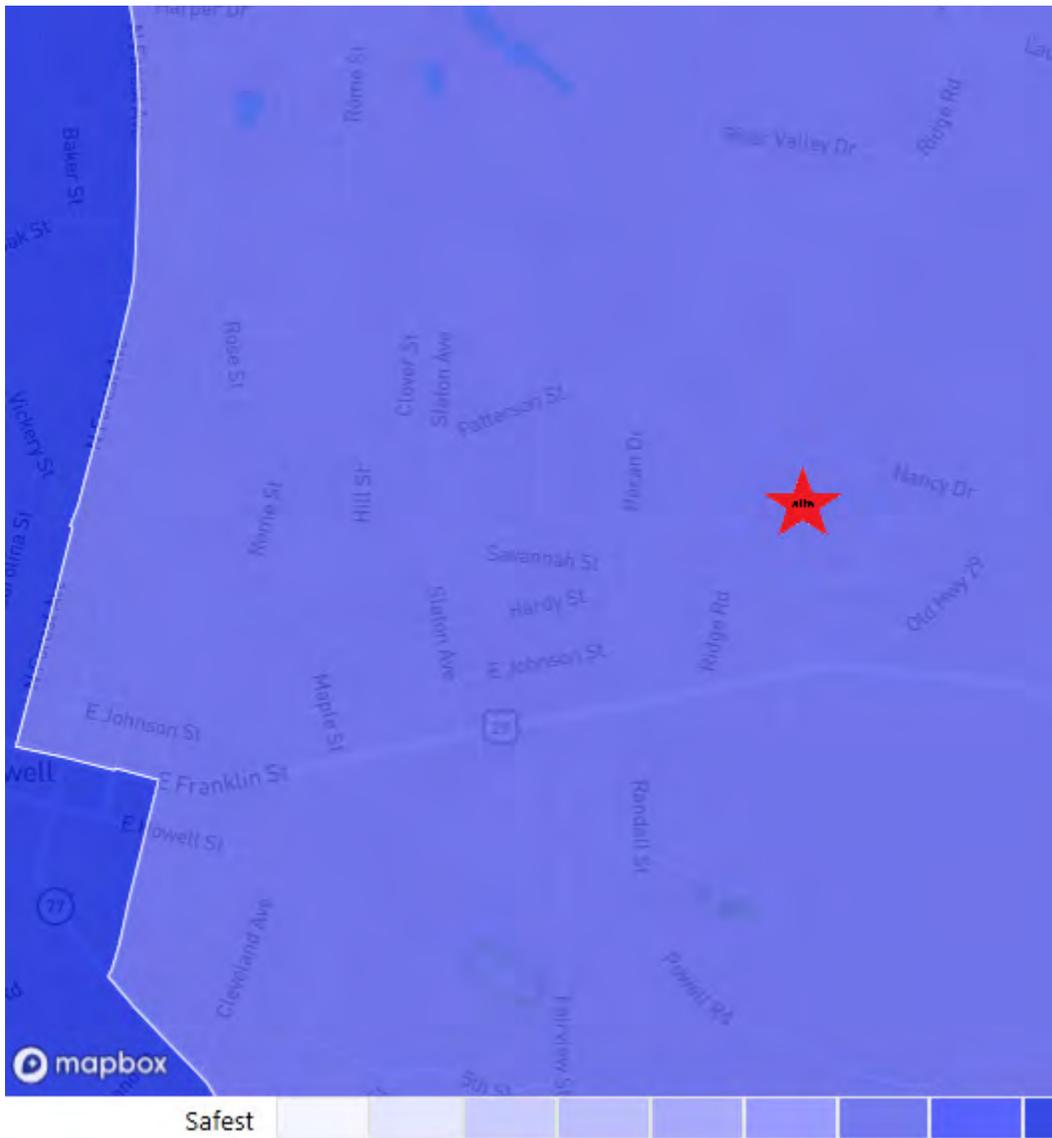
M. Signed Statement Requirements

See signed statement in front matter.

N. Market Study Representation

DCA may rely on the representations made in the market study to be true and accurate to the best knowledge of John Wall and Associates. DCA may assign the market study to other lenders who are parties to the DCA loan transaction.

O. Crime Appendix



Source: <https://www.neighborhoodscout.com/ga/hartwell/crime>

P. NCHMA Market Study Index/Checklist

Members of the National Council of Housing Market Analysts provide the following checklist referencing various components necessary to conduct a comprehensive market study for rental housing. By completing the following checklist, the NCHMA Analyst certifies that he or she has performed all necessary work to support the conclusions included within the comprehensive market study. By completion of this checklist, the analyst asserts that he/she has completed all required items per section.

Executive Summary

1. Executive Summary..... 8

Scope of Work

2. Scope of Work 6

Project Description

3. Unit mix including bedrooms, bathrooms, square footage, rents, and income targeting..... 20
 4. Utilities (and utility sources) included in rent..... 21
 5. Target market/population description..... 20
 6. Project description including unit features and community amenities 20
 7. Date of construction/preliminary completion 21
 8. If rehabilitation, scope of work, existing rents, and existing vacancies N/A

Location

9. Concise description of the site and adjacent parcels 22
 10. Site photos/maps..... 24, 32
 11. Map of community services 32
 12. Site evaluation/neighborhood including visibility, accessibility, and crime 22

Market Area

13. PMA Description..... 40
 14. PMA Map 39

Employment and Economy

15. At-Place employment trends..... 51
 16. Employment by sector 49
 17. Unemployment rates 51
 18. Area major employers/employment centers and proximity to site..... 51
 19. Recent or planned employment expansions/reductions..... 79

Demographic Characteristics

20. Population and household estimates and projections..... 41, 42, 44
 21. Area building permits 76
 22. Population and household characteristics including income, tenure, and size..... 47, 43, 46
 23. For senior or special needs projects, provide data specific to target market N/A

Competitive Environment

24. Comparable property profiles and photos..... 68
 25. Map of comparable properties 70
 26. Existing rental housing evaluation including vacancy and rents 68
 27. Comparison of subject property to comparable properties 67
 28. Discussion of availability and cost of other affordable housing options including homeownership, if applicable 68
 29. Rental communities under construction, approved, or proposed 72
 30. For senior or special needs populations, provide data specific to target market N/A

Affordability, Demand, and Penetration Rate

Analysis

31. Estimate of demand 65
 32. Affordability analysis with capture rate 57, 66
 33. Penetration rate analysis with capture rate 19, 66

Analysis/Conclusions

34. Absorption rate and estimated stabilized occupancy for subject 78
 35. Evaluation of proposed rent levels including estimate of market/achievable rents..... 14, 73
 36. Precise statement of key conclusions..... 16
 37. Market strengths and weaknesses impacting project..... 15
 38. Product recommendations and/or suggested modifications to subject 15
 39. Discussion of subject property's impact on existing housing 76
 40. Discussion of risks or other mitigating circumstances impacting subject..... 15
 41. Interviews with area housing stakeholders..... 79

Other Requirements

42. Certifications 2, 3
 43. Statement of qualifications..... 2
 44. Sources of data not otherwise identified..... 6

Q. Business References

Ms. Wendy Hall
Louisiana Housing Corporation
2415 Quail Drive
Baton Rouge, Louisiana 70808
225/763-8647

Mr. Jay Ronca
Vantage Development
1544 S. Main Street
Fyffe, Alabama 35971
256/417-4920 ext. 224

Mr. Scott Farmer
North Carolina Housing Finance Agency
3508 Bush Street
Raleigh, North Carolina 37609
919/877-5700

R. Résumés

Bob Rogers

Experience

Principal and Market Analyst

John Wall and Associates, Seneca, South Carolina (2017 to Present)

Responsibilities include: Business operations; development of housing demand methodology; development of computer systems and technologies; analysis of demographic trends; creation and production of analytic maps and graphics; and CRA compliance.

Senior Market Analyst

John Wall and Associates, Anderson, South Carolina (1992 to 2017)

Responsibilities included: Development of housing demand methodology; development of computer systems and technologies; analysis of demographic trends; creation and production of analytic maps and graphics; CRA compliance; courtroom presentation graphics.

Manager

Institute for Electronic Data Analysis, Knoxville, Tennessee (1990 to 1992)

Responsibilities included: Marketing, training new employees and users of US Bureau of the Census data products, and custom research.

Consultant

Sea Ray Boats, Inc., Knoxville, Tennessee (1991)

Project included: Using various statistical techniques to create customer profiles that the senior management team used to create a marketing strategy.

Consultant

Central Transport, High Point, North Carolina (1990)

Project included: Research and analysis in the area of driver retention and how to improve the company's turnover ratio.

Professional Organization

National Council of Housing Market Analysts (NCHMA)

Executive Committee Member (2004-2010)

Standards Committee Co-Chair (2006-2010)

Standards Committee Vice Chair (2004-2006)

Member delegate (2002-Present)

Publications

Senior Housing Options, NCHMA White Paper (draft)

Field Work for Market Studies, NCHMA White Paper, 2011

Ten Things Developers Should Know About Market Studies, Affordable Housing Finance Magazine, 2007

Selecting Comparable Properties (Best Practices), NCHMA publication 2006

Education

Continuing Education, National Council of Housing Market Analysts (2002 to present)

Multifamily Accelerated Processing (MAP) Certificate, HUD (May 2012)

MBA Transportation and Logistics, The University of Tennessee, Knoxville, Tennessee (1991)

BS Business Logistics, Penn State, University Park, Pennsylvania (1989)

Joe Burriss

Experience

Principal and Market Analyst

John Wall & Associates, Seneca, South Carolina (2017 to present)

Responsibilities include: Business operations; author of numerous apartment market studies; make, review and evaluate recommendations regarding student housing analysis; collect and analyze multifamily rental housing information (both field and census); conduct site and location analysis. Design marketing plans and strategies; client development.

Marketing Director

John Wall & Associates, Anderson, South Carolina (2003 to 2017)

Responsibilities included: Designing marketing plans and strategies; client development.

Senior Market Analyst and Researcher

John Wall & Associates, Anderson, South Carolina (1999 to 2017)

Responsibilities included: Author of numerous apartment market studies; making, reviewing and evaluating recommendations regarding student housing analysis; collecting and analyzing multifamily rental housing information (both field and census); conducting site and location analysis.

Professional Organization

National Council of Housing Market Analysts (NCHMA)

FHA Lender and Underwriting (MAP) Committee (2012-Present)

Member Delegate (2002-Present)

Education

Continuing Education, National Council of Housing Market Analysts (2002-Present)

Multifamily Accelerated Processing (MAP) Certificate, HUD (May 2012)

BS Marketing, Clemson University, Clemson, South Carolina (2002)

Jessica Tergeoglou

Experience

Market Analyst

John Wall & Associates, Seneca, South Carolina (2017 to present)

Responsibilities include: Compile and analyze information for reports. Analyze demographic and market trends and statistics. Track progress of various projects. Assist with various types of research. Perform duties as needed to assist senior market analysts.

Assistant Market Analyst

John Wall & Associates, Anderson, South Carolina (2016 to 2017)

Responsibilities include: Compiling and analyzing information for reports. Analyzing demographic and market trends and statistics. Tracking progress of various projects. Performing duties as needed to assist market analysts.

Administrative Support Specialist

John Wall & Associates, Anderson, South Carolina (2010 to 2016)

Responsibilities included: Compiling information for reports, interviewing city and economic development officials and apartment managers. Assisting with various types of research. Performing duties as needed to assist market analysts. Performing assorted clerical tasks.

Manager

Wingo, Inc. (2007-2009)

Responsibilities included: Managing and scheduling, customer service, and vendor payments and receipts. Preparing and submitting payroll to accountant, performing human resources duties. Collecting and verifying cash outs.

Administrative Assistant

Instacom, Inc. (2006)

Responsibilities included: Calling in and updating utility locate requests. Verifying insurance coverage of subcontractors, updating subcontractor and employee files. Purchasing parts, shopping for equipment. Performing assorted clerical duties.

Office Clerk

Connie's Residential Care (2004-2005)

Responsibilities included: Creating a filing system, pulling old files for storage. Updating patient and employee files.

District Secretary

Mastec, Inc. (2001-2003)

Responsibilities included: Calling in and updating utility locate requests. Preparing and submitting payroll to corporate office. Keeping DOT files updated. Performing accounts payable, human resources, complaints, damage and accident reporting tasks. Organizing all employee and job files, and checking billing for accounts receivable.

Education

BLS Human Services, *Anderson University, Anderson, SC (2015)*

AAS Administrative Office Technology, *Tri-County Technical College, Pendleton, SC (2010)*