

John Wall and Associates

Market Analysis

The Crest at Hastings
Family
Tax Credit (Sec. 42) Apartments

Clarkesville, Georgia
Habersham County

Prepared For:
The Crest at Hastings, LP

June 2020

PCN: 20-041



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.

Release of Information

This report shall not be released by John Wall and Associates to persons other than the client and his/her designates for a period of at least sixty (60) days. Other arrangements can be made upon the client's request.

Truth and Accuracy

It is hereby attested to that the information contained in this report is true and accurate. The report can be relied upon as a true assessment of the low income housing rental market. However, no assumption of liability is being made or implied.

Identity of Interest

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.

Certifications

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.

NCHMA Member Certification

This market study has been prepared by John Wall and Associates, a member in good standing of the National Council of Housing Market Analysts (NCHMA). This study has been prepared in conformance with the standards adopted by NCHMA for the market analysts' industry. These standards include the *Standard Definitions of Key Terms Used in Market Studies, and Model Content Standards for the Content of Market Studies*. These standards are designed to enhance the quality of market studies and to make them easier to prepare,

understand, and use by market analysts and by the end users. These Standards are voluntary only, and no legal responsibility regarding their use is assumed by the National Council of Housing Market Analysts.

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)

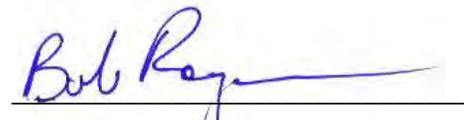
Submitted and attested to by:



Joe Burriss, Principal

6-15-2020

Date



Bob Rogers, Principal

6-15-2020

Date

Table of Contents

A. Executive Summary	8	H.5	Selection of Comps	65
A.1 Development Description.....	8	H.6	Long Term Occupancy	65
A.2 Site Description/Evaluation.....	9	H.7	New “Supply”	65
A.3 Market Area Definition.....	10	H.8	Average Market Rent and Rent Differential.....	66
A.4 Community Demographic Data.....	10	H.9	Information on Other DCA properties	67
A.5 Economic Data.....	11	H.10	Rental Trends in the Market Area	67
A.6 Development Specific Affordability and Demand Analysis...	13	H.11	Impact of Foreclosed, Abandoned, etc. Properties.....	69
A.7 Competitive Rental Analysis.....	14	H.12	Long Term Impact	69
A.8 Absorption/Stabilization Estimate.....	14	H.13	Building Permits Issued.....	69
A.9 Overall Conclusion.....	14	I. Absorption & Stabilization Rates	71	
A.10 DCA Summary Table.....	17	J. Interviews	72	
A.11 Demand.....	18	J.1 Apartment Managers.....	72	
A.12 NCHMA Capture Rate.....	19	J.2 Economic Development.....	72	
B. Development Description	20	K. Conclusions and Recommendations	73	
B.1 Development Location.....	20	L. Signed Statement Requirements	74	
B.2 Construction Type.....	20	M. Market Study Representation	75	
B.3 Occupancy.....	20	N. Transportation Appendix	76	
B.4 Target Income Group.....	20	O. Crime Appendix	77	
B.5 Special Population.....	20	P. NCHMA Market Study Index/Checklist	78	
B.6 Structure Type.....	20	Q. Business References	79	
B.7 Unit Sizes, Rents and Targeting.....	20	R. Résumés	80	
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.....	27			
C.6 Land Uses of the Immediate Area.....	29			
C.7 Public Safety Issues.....	30			
C.8 Multifamily Residential Developments.....	31			
C.9 Road and infrastructure Improvements.....	32			
C.10 Ingress, Egress, and Visibility.....	32			
C.11 Observed Visible Environmental or Other Concerns.....	32			
C.12 Conclusion.....	32			
D. Market Area	33			
D.1 Market Area Determination.....	34			
D.2 Driving Times and Place of Work.....	34			
D.3 Market Area Definition.....	34			
E. Demographic Analysis	35			
E.1 Population.....	35			
E.2 Households.....	36			
F. Employment Trends	42			
F.1 Total Jobs.....	42			
F.2 Jobs by Industry and Occupation.....	43			
F.3 Major Employers.....	45			
F.4 Employment (Civilian Labor Force).....	45			
F.5 Employment Concentrations Map.....	46			
F.6 Economic Summary.....	47			
G. Development-Specific Affordability & Demand Analysis ..	49			
G.1 Income Restrictions.....	49			
G.2 Affordability.....	51			
G.3 Demand.....	56			
G.4 Demand for New Units.....	59			
G.5 Capture Rate Analysis Chart.....	60			
H. Competitive Analysis (Existing Competitive Rental Environment)	61			
H.1 Survey of Apartments.....	61			
H.2 Additional information on competitive environment.....	63			
H.3 Apartment Locations Map.....	64			
H.4 Amenity Analysis.....	65			

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 28

Table 11—Crimes Reported to Police..... 30

Table 12—Workers’ Travel Time to Work for the Market Area (Time in Minutes) 34

Table 13—Population Trends..... 35

Table 14—Persons by Age..... 35

Table 15—Race and Hispanic Origin 36

Table 16—Household Trends..... 37

Table 17—Occupied Housing Units by Tenure 37

Table 18—Population 38

Table 19—Households..... 38

Table 20—Population and Household Projections..... 38

Table 21—Housing Units by Persons in Unit..... 40

Table 22—Number of Households in Various Income Ranges..... 41

Table 23—Covered Employment 42

Table 24—Occupation of Employed Persons Age 16 Years And Over .. 43

Table 25—Industry of Employed Persons Age 16 Years And Over..... 44

Table 26—Major Employers 45

Table 27—Employment Trends 45

Table 28—Median Wages by Industry 47

Table 29—Maximum Income Limit (HUD FY 2019) 49

Table 30—Minimum Incomes Required and Gross Rents 50

Table 31—Qualifying Income Ranges by Bedrooms and Persons Per Household 51

Table 32—Qualifying and Proposed and Programmatic Rent Summary..... 52

Table 33—Number of Specified Households in Various Income Ranges by Tenure..... 53

Table 34—Percent of Renter Households in Appropriate Income Ranges for the Market Area 54

Table 35—New Renter Households in Each Income Range for the Market Area 56

Table 36—Percentage of Income Paid For Gross Rent (Renter Households in Specified Housing Units) 57

Table 37—Rent Overburdened Households in Each Income Range for the Market Area 57

Table 38—Substandard Occupied Units..... 58

Table 39—Substandard Conditions in Each Income Range for the Market Area 58

Table 40—Demand for New Units 59

Table 41—Capture Rate by Unit Size (Bedrooms) and Targeting..... 60

Table 42—List of Apartments Surveyed 61

Table 43—Comparison of Comparables to Subject..... 61

Table 44—Schedule of Rents, Number of Units, and Vacancies for Apartment Units 62

Table 45—Apartment Units Built or Proposed Since the Base Year 65

Table 46—Market Rent Advantage 66

Table 47—Tenure by Bedrooms 67

Table 48—Building Permits Issued 69

Table of Maps

Regional Locator Map 6

Area Locator Map 7

Site and Neighborhood Photos and Adjacent Land Uses Map 23

Site Location Map 27

Neighborhood Map 29

Apartment Locations Map 31

Market Area Map 33

Tenure Map..... 39

Employment Concentrations Map..... 46

Median Household Income Map 55

Apartment Locations Map 64

Median Home Value Map 68

Median Gross Rent Map 70

Introduction

Purpose

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

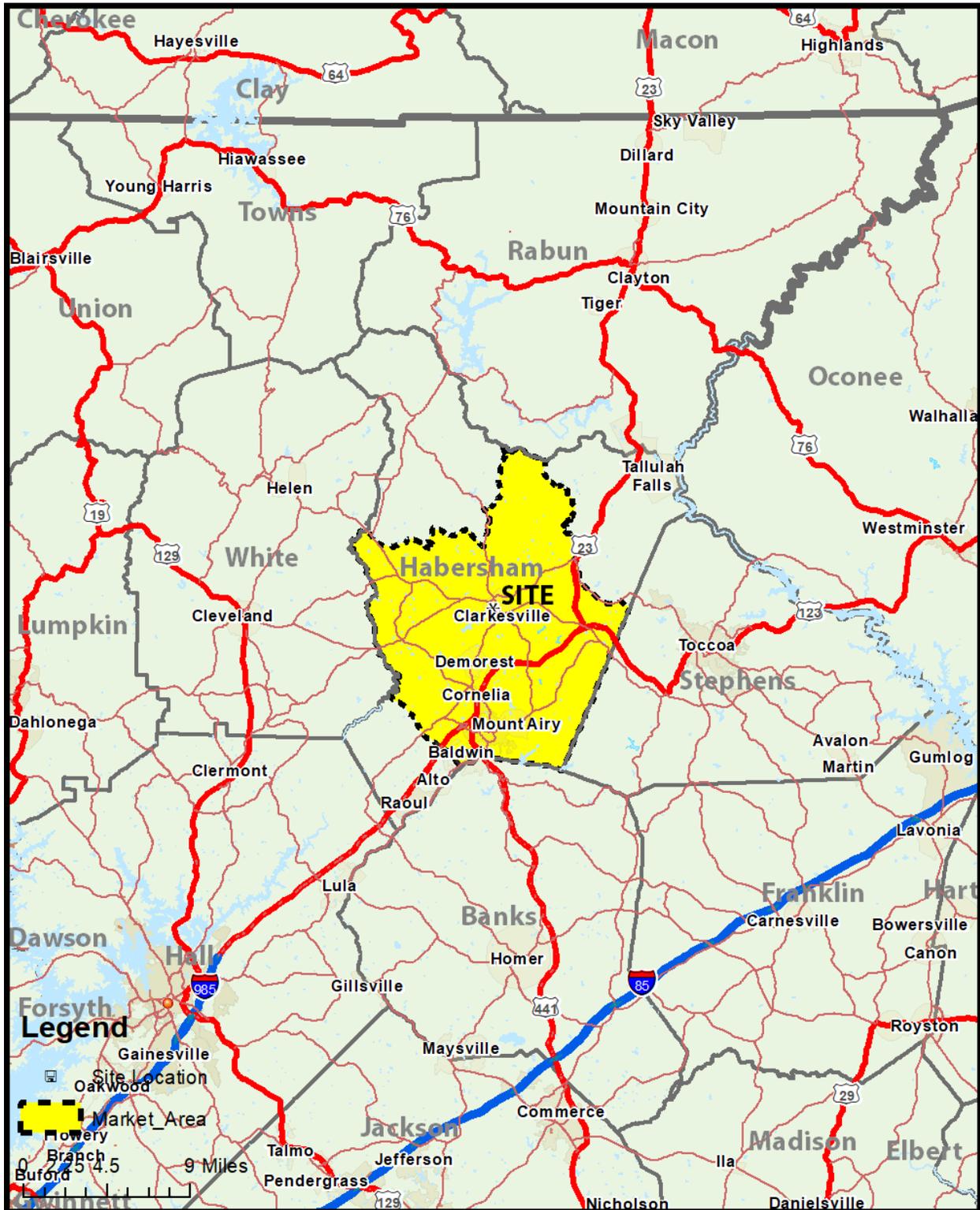
The last section, Interviews, assesses key individuals' special knowledge about the market area. While certainly subjective and limited in perspective, their collective knowledge, gathered and assessed, can offer valuable information.

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 1 (44%), 2.01, 2.02 (70%), 3, 4, 5, and 6.02 (82%) in Habersham 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 \$375 to \$620.

A.1 Development Description

- Address:
 - 350 Stanford Mill Road
- Construction and occupancy types:
 - New construction
 - Townhouse
 - 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	769	375	106	481	Tax Credit	
50%	2	2	2	976	450	130	580	Tax Credit	
50%	2	2.5	5	1,075	450	130	580	Tax Credit	
50%	3	2	1	1,229	520	164	684	Tax Credit	
50%	3	2.5	2	1,422	520	164	684	Tax Credit	
60%	1	1	7	769	405	106	511	Tax Credit	
60%	2	2.5	26	1,075	535	130	665	Tax Credit	
60%	3	2.5	15	1,422	620	164	784	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 comparable to the LIHTC apartments in the market area and should be well received.

A.2 Site Description/Evaluation

- A brief description of physical features of the site and adjacent parcels:
The site is wooded. The adjacent parcels include single family homes, age restricted condos and woods.
- A brief overview of the neighborhood land composition (residential, commercial, industrial, agricultural):
The neighborhood is primarily residential.
- A discussion of site access and visibility:
The site has access and visibility from Stanford Mill Road.
- Any significant positive or negative aspects of the subject site:
The site is in a pleasant, residential area, and there are no negative aspects.
- A brief summary of the site's proximity to neighborhood services including shopping, medical care, employment concentrations, public transportation, etc.
Because the site is in an established, residential neighborhood, there are no services in the immediate area, but it is convenient to everything in Clarkesville.
Habersham County Transit provides demand response public transportation to county residents. Hours of service are Monday through Friday from 7 a.m. to 4 p.m. To schedule a trip, riders must call (706) 839-0167 during service hours at least 24 hours before the requested trip. Fares are based on mileage. A rate schedule is in the transportation appendix.
- 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 1 (44%), 2.01, 2.02 (70%), 3, 4, 5, and 6.02 (82%) in Habersham County.

N: County line; 8 miles

E: County line; 7 miles

S: County line; 8 miles

W: County line; 6 miles

While the market area boundaries in the cardinal directions coincide with county boundaries, the market area is not the entire county. See the market area map for a visual representation.

A.4 Community Demographic Data

- Current and projected overall household and population counts for the primary market area:

2010 population =31,787; 2019 population =33,095;

2022 population = 33,448

2010 households =11,712; 2019 households =10,876;

2022 households = 10,710

- Household tenure:

26.4% 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		16,490		17,520		16,490	
Upper Limit		31,500		37,800		37,800	
Renter occupied:		Mkt. Area					
Households		%	#	%	#	%	#
Less than \$5,000	263	—	0	—	0	—	0
\$5,000 to \$9,999	309	—	0	—	0	—	0
\$10,000 to \$14,999	281	—	0	—	0	—	0
\$15,000 to \$19,999	245	0.70	172	0.50	121	0.70	172
\$20,000 to \$24,999	290	1.00	290	1.00	290	1.00	290
\$25,000 to \$34,999	499	0.65	324	1.00	499	1.00	499
\$35,000 to \$49,999	503	—	0	0.19	94	0.19	94
\$50,000 to \$74,999	478	—	0	—	0	—	0
\$75,000 to \$99,999	143	—	0	—	0	—	0
\$100,000 to \$149,999	111	—	0	—	0	—	0
\$150,000 or more	6	—	0	—	0	—	0
Total	3,126		786		1,004		1,055
Percent in Range			25.2%		32.1%		33.7%

- 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.

- Employment by sector:

The largest sector of employment is:

Manufacturing — 20.7%

- Unemployment trends:

Over the last 12 months, the unemployment rate has been between 2.9% and 10.8%. For 2019, the average rate was 3.5% while for 2018 the average rate was 3.7%.

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 Partnership Habersham two companies have expanded in the county in the past year, creating 15 new jobs. This includes SteelCell with 10 new jobs and a PPE manufacturer with 5 new jobs. The existing industry in the county has been stable this year, even with the virus outbreak. Several industry partners have been trying to hire additional plant employees pre-pandemic and post Covid-19.

A January article in the *Gainesville Times* announced the opening of TeXga Farms, a direct-to-consumer beef farm in Habersham County.

According to the 2019 and 2020 Georgia Business Layoff/Closure Listings, no companies in Habersham County have announced layoffs in the last 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:

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.

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		16,490		17,520		16,490	
Upper Limit		31,500		37,800		37,800	
	Mkt. Area						
Renter occupied:	Households	%	#	%	#	%	#
Less than \$5,000	263	—	0	—	0	—	0
\$5,000 to \$9,999	309	—	0	—	0	—	0
\$10,000 to \$14,999	281	—	0	—	0	—	0
\$15,000 to \$19,999	245	0.70	172	0.50	121	0.70	172
\$20,000 to \$24,999	290	1.00	290	1.00	290	1.00	290
\$25,000 to \$34,999	499	0.65	324	1.00	499	1.00	499
\$35,000 to \$49,999	503	—	0	0.19	94	0.19	94
\$50,000 to \$74,999	478	—	0	—	0	—	0
\$75,000 to \$99,999	143	—	0	—	0	—	0
\$100,000 to \$149,999	111	—	0	—	0	—	0
\$150,000 or more	6	—	0	—	0	—	0
Total	3,126		786		1,004		1,055
Percent in Range			25.2%		32.1%		33.7%

- Overall estimate of demand:

Overall demand is 480.

- Capture rates

- Overall:

12.5%

- LIHTC units:

12.5%

Table 4—Capture Rates by AMI Targeting

	Income Range	Units	Total Demand	Supply	Net Demand	Capture Rate
50% AMI	16,490-31,500	12	446	15	431	2.8%
60% AMI	17,520-37,800	48	507	57	450	10.7%
Overall	16,490-37,800	60	552	72	480	12.5%

Table 4a—Capture Rates by Bedroom Targeting

	Income Range	Units	Total Demand	Supply	Net Demand	Capture Rate
50% AMI	1 BR 16,490-22,725	2	133	4	129	1.6%
	2 BR 19,890-27,250	7	224	8	216	3.2%
	3 BR 23,450-31,500	3	89	3	86	3.5%
60% AMI	1 BR 17,520-27,270	7	151	16	135	5.2%
	2 BR 22,800-32,700	26	257	32	225	11.6%
	3 BR 26,880-37,800	15	99	9	90	16.7%

- 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:
12 properties were surveyed.
- Rent bands for each bedroom type proposed:
1BR = \$278 to \$800
2BR = \$320 to \$935
3BR = \$354 to \$1,020
- Average market rents:
1BR = \$760
2BR = \$787
3BR = \$983

A.8 Absorption/Stabilization Estimate

- Number of units expected to be leased per month:
The subject should be able to lease 12 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 5 months.

A.9 Overall Conclusion

Narrative detailing key conclusions of the report:

- The **site** appears suitable for the development. It is currently wooded.
- The **neighborhood** is compatible with the development. The immediate neighborhood is an established, residential neighborhood.
- The **location** is well suited to the development. Accessing goods and services in Clarkesville is relatively easy.
- The **population growth** in the market area is significant, but the market area is losing households.
- The **economy** has been stable but will contract due to recent disruptions from Covid-19.
- The calculated **demand** for the development is good.

- The **capture rates** for the development are reasonable. The overall LIHTC capture rate is 12.5%.
- The **most comparable** apartments are Heritage Gardens and Peaks of Cornelia. Sutton Terrace will be comparable once it is built.
- Total **vacancy rates** of the most comparable developments 3.8% and 0.0%
- The average family LIHTC vacancy rate is 1.5%.
- The overall family **vacancy rate** among apartments surveyed is 3.6%.
- There are no **concessions** in the comparables; Baldwin Court is offering \$200 off one month and half off the application fee, and Crown Point is offering a reduced security deposit.
- The net **rents**, given prevailing rents, vacancy rates, and concessions in the market area, are reasonable.
- The proposed **bedroom mix** is reasonable for the market.
- The **unit sizes** are reasonable for the proposal.
- The subject's **amenities** are comparable to the LIHTC apartments in the market area and should be well received.
- The subject's **value** should be perceived as very good.
- The subject's **affordability** is good from a programmatic gross rent standpoint. All gross rents are more than 13% below maximum allowable levels.
- Both of those **interviewed** felt the development should be successful.
- 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

- Pleasant neighborhood
- Convenient to downtown
- Good calculated demand
- Good market performance – only two currently LIHTC vacancies
- Net rents fit well in the market

- All gross LIHTC rents are more than 13% below maximum allowable levels

A.9.2.2 Weaknesses

- Negative household growth – mitigated by population growth and good calculated demand
- Sutton Terrace will be coming online prior to the subject – mitigated by sufficient demand for both proposals and a hard market

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 Crest at Hastings							Total # Units:	60	
Location:	Clarkesville							# LIHTC Units:	60	
PMA Boundary:	<u>See map on page 33</u>							Farthest Boundary Distance to Subject: 9 miles		
RENTAL HOUSING STOCK (found in Apartment Inventory)										
Type	# Properties	Total Units	Vacant Units	Average Occupancy						
All Rental Housing	12	445	18	96.0%						
Market-Rate Housing	5	176	7	96.0%						
Assisted/Subsidized Housing not to include LIHTC	2	48	3	93.8%						
LIHTC	5	241	8	96.7%						
Stabilized Comps	2	160	3	98.1%						
Properties in Construction & Lease Up	2	116	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	769	\$375	\$760	\$0.99	102.7%	\$800	\$1.01	
2	2	2	976	\$450	\$787	\$0.81	74.9%	\$935	\$0.87	
5	2	2.5	1,075	\$450	\$787	\$0.73	74.9%	\$935	\$0.87	
1	3	2	1,229	\$520	\$983	\$0.80	89.0%	\$1,020	\$0.95	
2	3	2.5	1,422	\$520	\$983	\$0.69	89.0%	\$1,020	\$0.90	
7	1	1	769	\$405	\$760	\$0.99	87.7%	\$800	\$1.01	
26	2	2.5	1,075	\$535	\$787	\$0.73	47.1%	\$935	\$0.87	
15	3	2.5	1,422	\$620	\$983	\$0.69	58.5%	\$1,020	\$0.90	
CAPTURE RATES (found on page 13, 60)										
Targeted Population				30%	50%	60%	mkt-rate	Other__	Overall	
Capture Rate					2.8%	10.7%			12.5%	

A.11 Demand**Table 6—Demand**

	50% AMI: \$16,490 to \$31,500	60% AMI: \$17,520 to \$37,800	Overall Project: \$16,490 to \$37,800
New Housing Units Required	0	0	0
Rent Overburden Households	373	414	454
Substandard Units	73	93	98
Elderly Tenure	0	0	0
Demand	446	507	552
Less New Supply	15	57	72
Net Demand	431	450	480

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 5 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: \$16,490 to \$31,500	786	12	1.5%
60% AMI: \$17,520 to \$37,800	1,004	48	4.8%
Overall Project: \$16,490 to \$37,800	1,055	60	5.7%

B. Development Description

The development description is provided by the developer.

B.1 Development Location

The site is on the southwest side of Clarkesville, Georgia. It is located at 350 Stanford Mill Road.

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

Townhouse; the subject has one community and 11 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	769	375	106	481	Tax Credit
50%	2	2	2	976	450	130	580	Tax Credit
50%	2	2.5	5	1,075	450	130	580	Tax Credit
50%	3	2	1	1,229	520	164	684	Tax Credit
50%	3	2.5	2	1,422	520	164	684	Tax Credit
60%	1	1	7	769	405	106	511	Tax Credit
60%	2	2.5	26	1,075	535	130	665	Tax Credit
60%	3	2.5	15	1,422	620	164	784	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 applicable.

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

Bob Rogers visited the site on June 7, 2020.

C.2 Physical Features of Site and Adjacent Parcels

- Physical features:
The site is wooded and somewhat sloped.
- Adjacent parcels:
N: Single family home and woods
E: Single family homes
S: Senior 55+ condos
W: Woods
- Condition of surrounding land uses:
All the surrounding land is well maintained.
- Positive and negative attributes:
Positive: Attractive neighborhood
Negative: None

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

The site only has frontage on Stanford Mill Road. It is convenient to all the goods and services available in Clarkesville, which is mostly north and east of the site. Cornelia is about 5 miles south.

Habersham County Transit provides demand response public transportation to county residents. Hours of service are Monday through Friday from 7 a.m. to 4 p.m. To schedule a trip, riders must call (706) 839-0167 during service hours at least 24 hours before the requested trip. Fares are based on mileage. A rate schedule is in the transportation appendix.

Site and Neighborhood Photos and Adjacent Land Uses Map



C.4 Site and Neighborhood Photos



Photo 1 - looking at the site



Photo 2 - the site is on the left



Photo 3 - looking away from the site



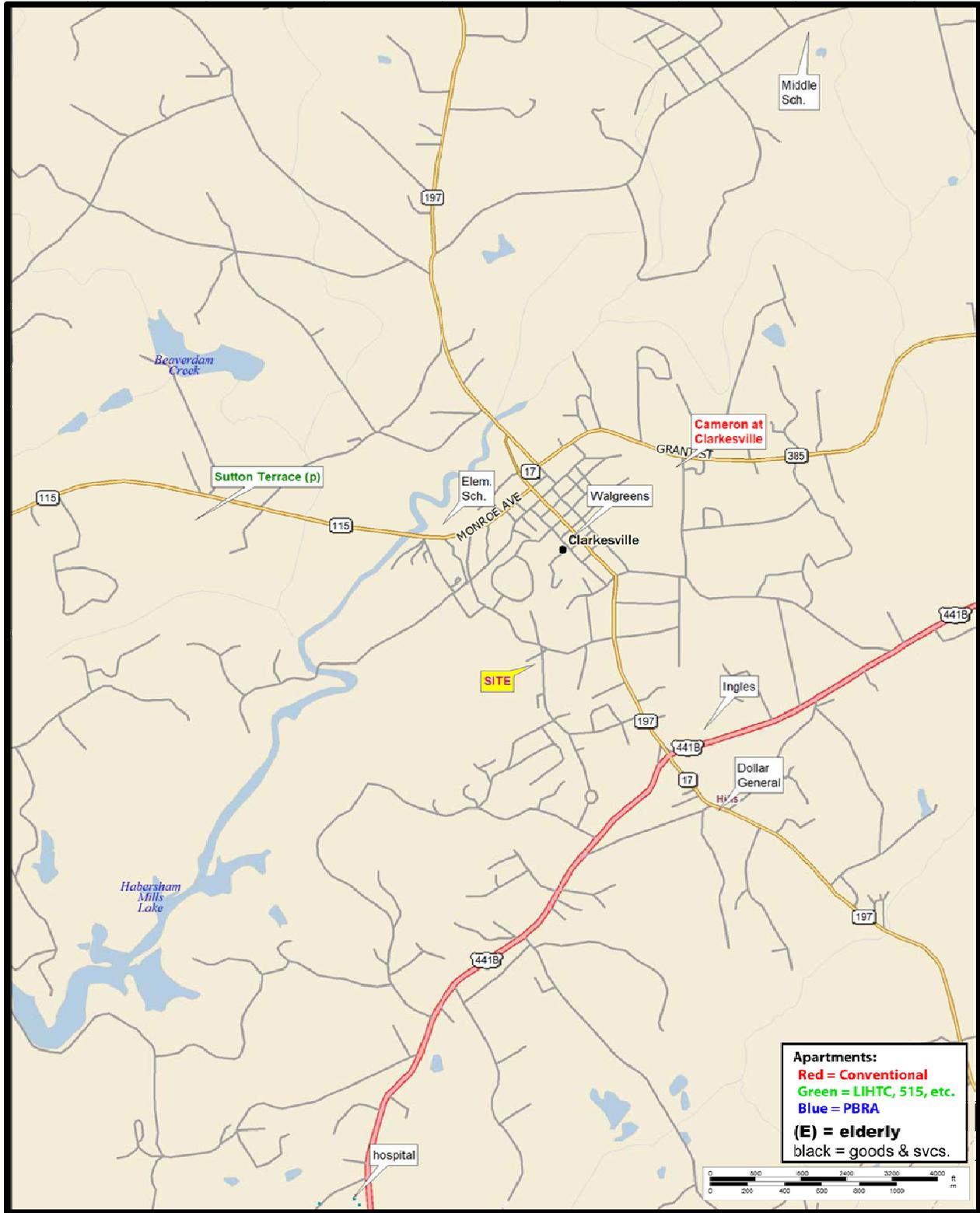
Photo 4 – senior 55+ condos adjacent to the site



Photo 5 - the County Courthouse

C.5 Site Location Map

Site Location Map



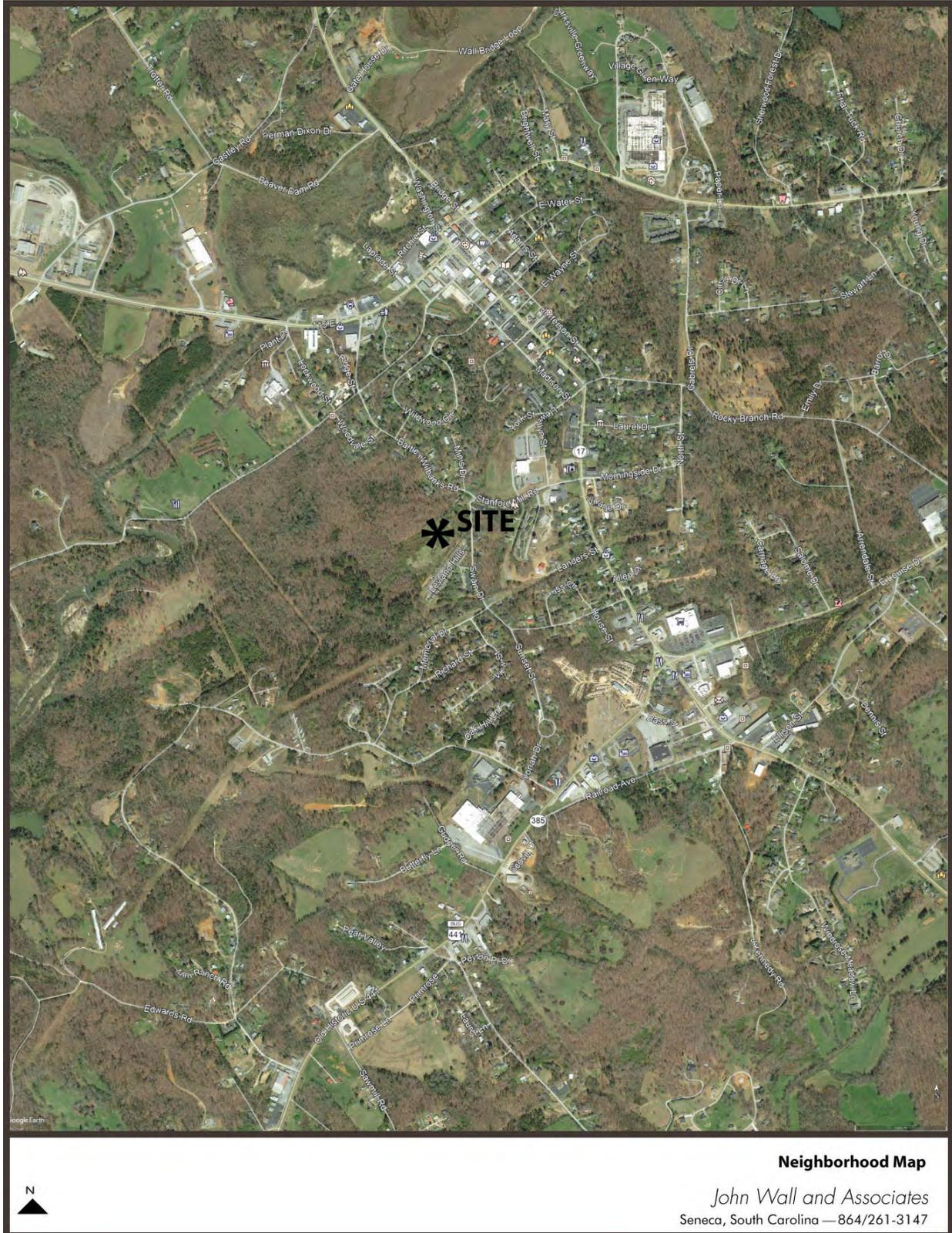
- Listing of closest shopping areas, schools, employment centers, medical facilities and other important amenities with distance to site:

Table 10—Community Amenities

Amenity	Distance
Walgreens	½ mile
Elementary School	½ mile
Ingles	¾ mile
Dollar General	¾ mile
Middle School	2 miles
Hospital	2 miles

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	County
Population:	1,843	—
Violent Crime	8	27
Murder	0	0
Rape	0	7
Robbery	0	1
Assault	8	19
Property Crime	37	324
Burglary	13	134
Larceny	23	164
Motor Vehicle Theft	1	26
Arson	0	0

Source: 2018 Crime in the United States

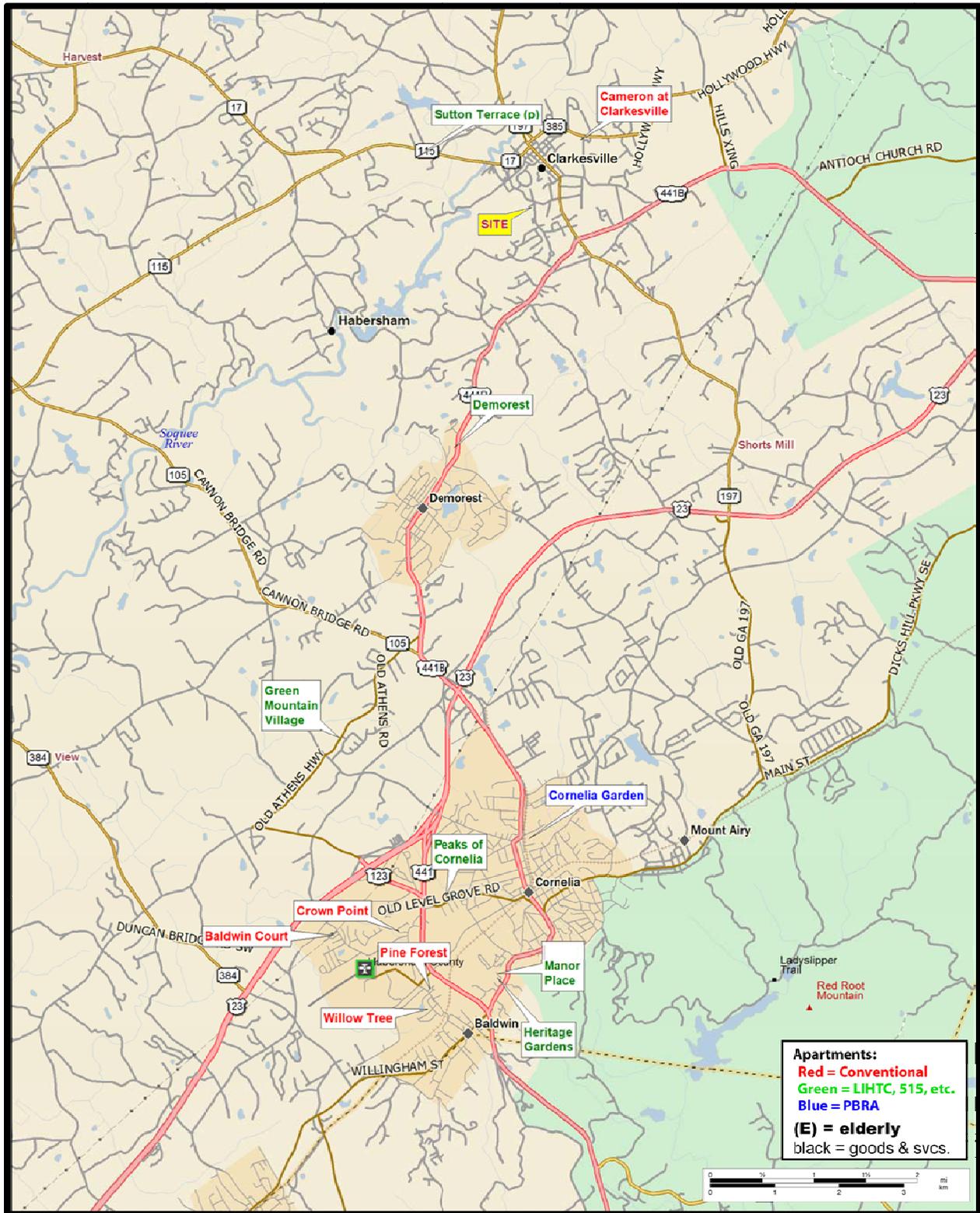
<https://ucr.fbi.gov/crime-in-the-u.s/2018/crime-in-the-u.s.-2018/tables/table-8/table-8.xls/view>

<https://ucr.fbi.gov/crime-in-the-u.s/2018/crime-in-the-u.s.-2018/tables/table-10/table-10.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



C.9 Road and infrastructure Improvements

C.10 Ingress, Egress, and Visibility

Access to the site is from Stanford Mill Road. There are no problems with ingress and egress. The site has good visibility from Stanford Mill Road.

C.11 Observed Visible Environmental or Other Concerns

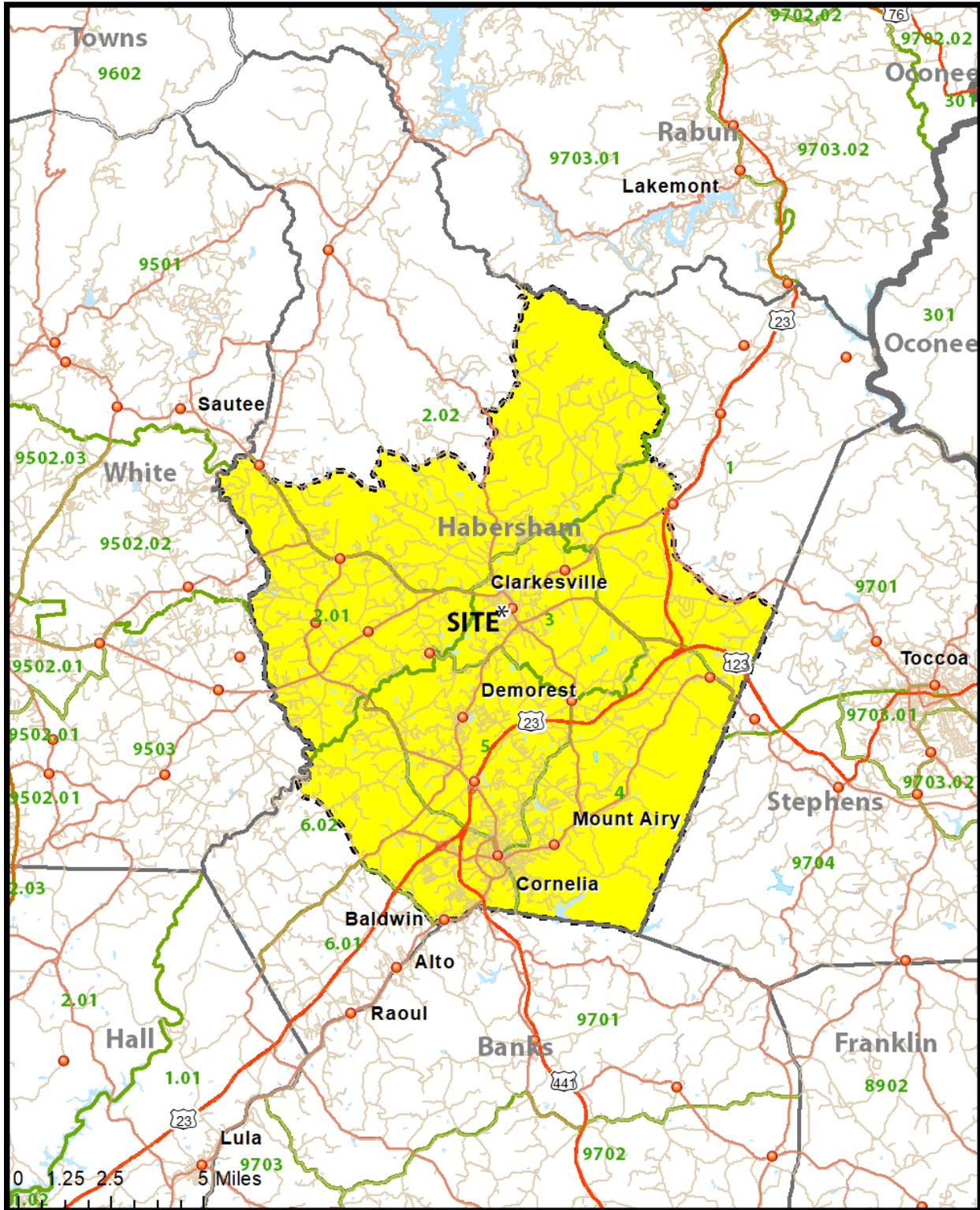
There were no other visible environmental or other concerns.

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		15,801		12,176		656	
Less than 5 minutes	96,242	2.3%	331	2.1%	233	1.9%	33	5.0%
5 to 9 minutes	342,484	8.1%	1,650	10.4%	1,294	10.6%	91	13.9%
10 to 14 minutes	543,276	12.9%	3,156	20.0%	2,556	21.0%	87	13.3%
15 to 19 minutes	649,164	15.4%	2,325	14.7%	1,851	15.2%	70	10.7%
20 to 24 minutes	617,298	14.6%	2,251	14.2%	1,695	13.9%	94	14.3%
25 to 29 minutes	252,641	6.0%	796	5.0%	539	4.4%	30	4.6%
30 to 34 minutes	600,109	14.2%	1,715	10.9%	1,306	10.7%	44	6.7%
35 to 39 minutes	134,151	3.2%	396	2.5%	288	2.4%	31	4.7%
40 to 44 minutes	161,792	3.8%	375	2.4%	252	2.1%	39	5.9%
45 to 59 minutes	404,855	9.6%	1,368	8.7%	1,017	8.4%	59	9.0%
60 to 89 minutes	296,262	7.0%	942	6.0%	795	6.5%	39	5.9%
90 or more minutes	116,177	2.8%	496	3.1%	349	2.9%	39	5.9%

Source: 2016-5yr ACS (Census)

D.3 Market Area Definition

The market area for this report has been defined as Census tracts 1 (44%), 2.01, 2.02 (70%), 3, 4, 5, and 6.02 (82%) in Habersham 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 Habersham County. 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	42,212	31,787	1,506
2009	9,600,612	42,744	31,937	2,020
2010	9,714,569	43,038	32,149	1,963
2011	9,810,417	43,181	32,134	1,975
2012	9,907,756	43,342	32,284	1,911
2013	10,006,693	43,527	32,253	1,937
2014	10,099,320	43,724	32,423	1,796

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		43,041		31,979		1,733	
Under 20	2,781,629	28.7%	11,463	26.6%	8,815	27.6%	397	22.9%
20 to 34	2,015,640	20.8%	8,080	18.8%	5,845	18.3%	404	23.3%
35 to 54	2,788,792	28.8%	11,595	26.9%	8,201	25.6%	400	23.1%
55 to 61	783,421	8.1%	3,749	8.7%	2,781	8.7%	157	9.1%
62 to 64	286,136	3.0%	1,555	3.6%	1,182	3.7%	66	3.8%
65 plus	1,032,035	10.7%	6,599	15.3%	5,151	16.1%	309	17.8%
55 plus	2,101,592	21.7%	11,903	27.7%	9,114	28.5%	532	30.7%
62 plus	1,318,171	13.6%	8,154	18.9%	6,333	19.8%	375	21.6%

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

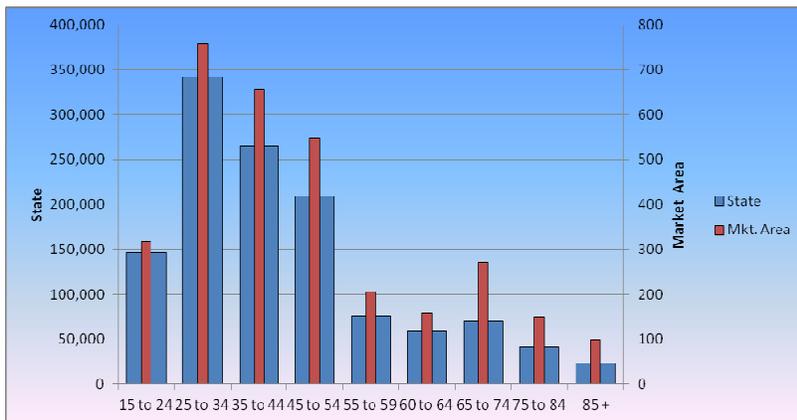
	State	%	County	%	Market Area	%	City	%
Total	9,687,653		43,041		31,979		1,733	
Not Hispanic or Latino	8,833,964	91.2%	37,708	87.6%	27,903	87.3%	1,637	94.5%
White	5,413,920	55.9%	34,621	80.4%	25,913	81.0%	1,510	87.1%
Black or African American	2,910,800	30.0%	1,412	3.3%	680	2.1%	84	4.8%
American Indian	21,279	0.2%	81	0.2%	55	0.2%	3	0.2%
Asian	311,692	3.2%	955	2.2%	758	2.4%	19	1.1%
Native Hawaiian	5,152	0.1%	47	0.1%	41	0.1%	1	0.1%
Some Other Race	19,141	0.2%	34	0.1%	27	0.1%	0	0.0%
Two or More Races	151,980	1.6%	558	1.3%	429	1.3%	20	1.2%
Hispanic or Latino	853,689	8.8%	5,333	12.4%	4,076	12.7%	96	5.5%
White	373,520	3.9%	2,272	5.3%	1,816	5.7%	55	3.2%
Black or African American	39,635	0.4%	32	0.1%	21	0.1%	0	0.0%
American Indian	10,872	0.1%	114	0.3%	87	0.3%	1	0.1%
Asian	2,775	0.0%	5	0.0%	4	0.0%	0	0.0%
Native Hawaiian	1,647	0.0%	18	0.0%	15	0.0%	0	0.0%
Some Other Race	369,731	3.8%	2,679	6.2%	1,969	6.2%	32	1.8%
Two or More Races	55,509	0.6%	213	0.5%	164	0.5%	8	0.5%

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	15,046	11,712	707
2009	3,490,754	15,055	11,653	813
2010	3,508,477	14,890	11,528	763
2011	3,518,097	14,805	11,439	758
2012	3,540,690	14,613	11,274	747
2013	3,574,362	14,864	11,421	741
2014	3,611,706	14,856	11,455	708

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	—	15,472	—	11,974	—	727	—
Owner	2,354,402	65.7%	11,596	74.9%	8,815	73.6%	389	53.5%
Renter	1,231,182	34.3%	3,876	25.1%	3,159	26.4%	338	46.5%

Source: 2010 Census

From the table above, it can be seen that 26.4% 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	31,787	—	—
2011	31,937	150	0.5%
2012	32,149	212	0.7%
2013	32,134	-15	0.0%
2014	32,284	150	0.5%
2015	32,253	-31	-0.1%
2016	32,423	170	0.5%

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 0.7%. Excluding the highest and lowest observed values, the average is 0.4%. 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	11,712	—	—
2011	11,653	-59	-0.5%
2012	11,528	-125	-1.1%
2013	11,439	-89	-0.8%
2014	11,274	-165	-1.4%
2015	11,421	147	1.3%
2016	11,455	34	0.3%

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

As seen in the table above, the percent change ranges from -1.4% to 1.3%. Excluding the highest and lowest observed values, the average is -0.5%. This value will be used to project future changes.

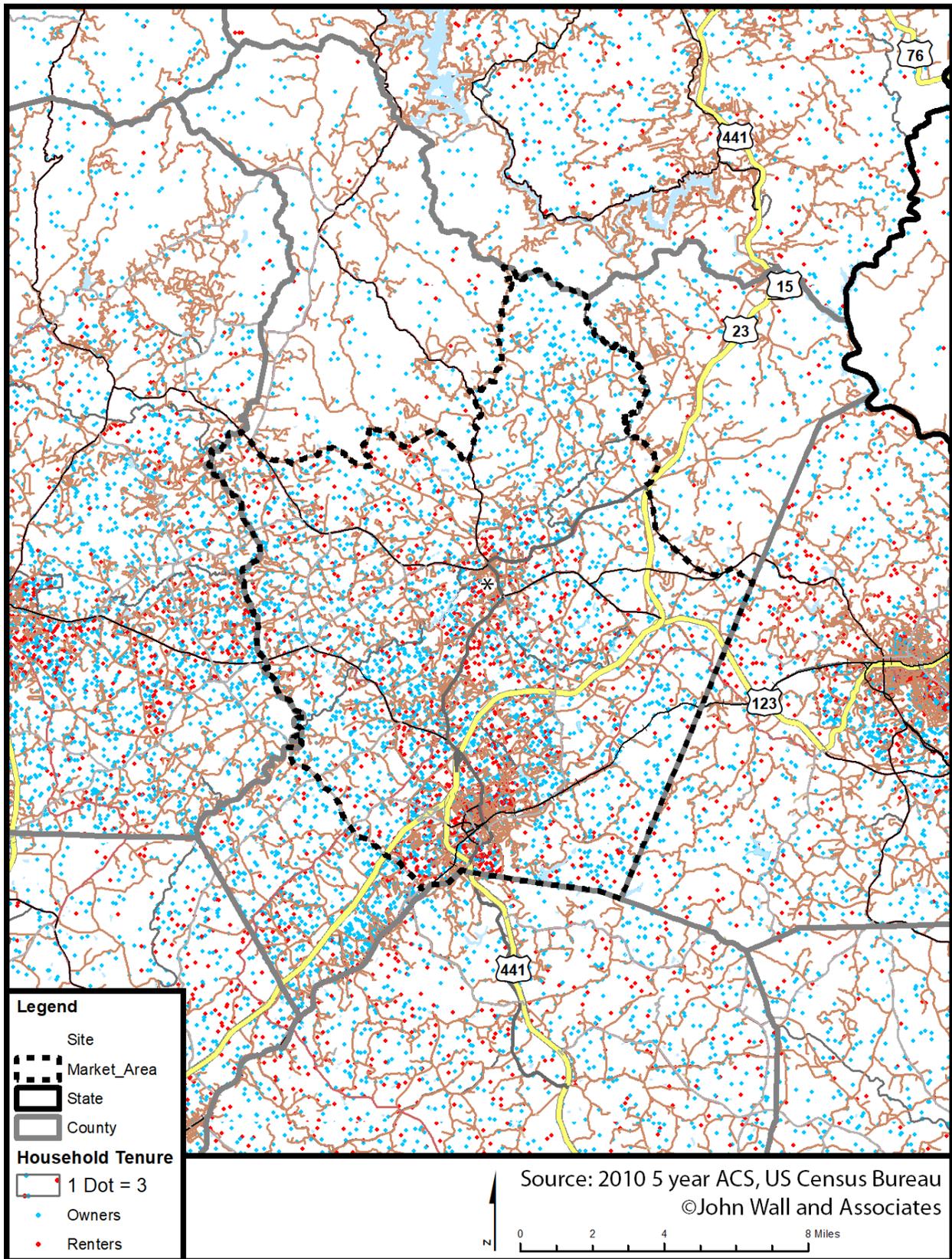
The average percent change figures calculated above are used to generate the projections that follow.

Table 20—Population and Household Projections

Projections	Population	Annual Change	Households	Annual Change
2016	32,745	154	11,045	-76
2017	32,861	116	10,988	-57
2018	32,978	117	10,932	-56
2019	33,095	117	10,876	-56
2020	33,212	117	10,820	-56
2021	33,330	118	10,765	-55
2022	33,448	118	10,710	-55
2019 to 2022	353	118	-166	-55

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.

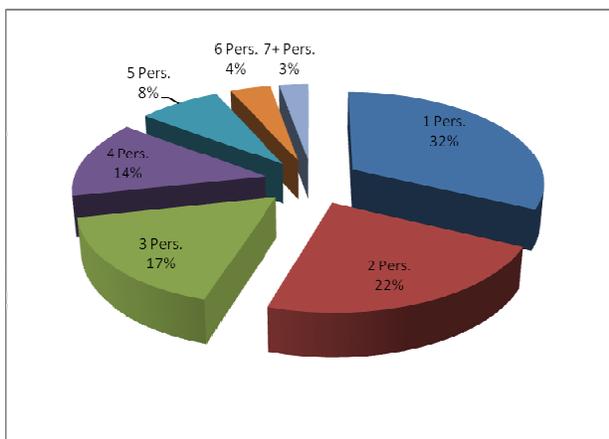
Table 21—Housing Units by Persons in Unit

	State		County		Market Area		City	
Owner occupied:	2,354,402	—	11,596	—	8,815	—	389	—
1-person	498,417	21.2%	2,379	20.5%	1,868	21.2%	123	31.6%
2-person	821,066	34.9%	4,653	40.1%	3,538	40.1%	156	40.1%
3-person	417,477	17.7%	1,859	16.0%	1,392	15.8%	42	10.8%
4-person	360,504	15.3%	1,503	13.0%	1,108	12.6%	41	10.5%
5-person	159,076	6.8%	718	6.2%	537	6.1%	14	3.6%
6-person	60,144	2.6%	310	2.7%	245	2.8%	6	1.5%
7-or-more	37,718	1.6%	174	1.5%	128	1.5%	7	1.8%
Renter occupied:	1,231,182	—	3,876	—	3,159	—	338	—
1-person	411,057	33.4%	1,208	31.2%	1,015	32.1%	158	46.7%
2-person	309,072	25.1%	894	23.1%	716	22.7%	82	24.3%
3-person	203,417	16.5%	653	16.8%	531	16.8%	50	14.8%
4-person	155,014	12.6%	534	13.8%	434	13.7%	27	8.0%
5-person	84,999	6.9%	316	8.2%	249	7.9%	12	3.6%
6-person	37,976	3.1%	155	4.0%	125	4.0%	6	1.8%
7-or-more	29,647	2.4%	116	3.0%	89	2.8%	3	0.9%

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, 14.7% 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		14,856		11,455		708	
Less than \$10,000	298,701	8.3%	1,307	8.8%	1,075	9.4%	61	8.6%
\$10,000 to \$14,999	198,287	5.5%	1,040	7.0%	855	7.5%	85	12.0%
\$15,000 to \$19,999	192,794	5.3%	1,122	7.6%	817	7.1%	45	6.4%
\$20,000 to \$24,999	201,968	5.6%	948	6.4%	734	6.4%	61	8.6%
\$25,000 to \$29,999	186,210	5.2%	1,013	6.8%	717	6.3%	37	5.2%
\$30,000 to \$34,999	188,941	5.2%	1,021	6.9%	771	6.7%	30	4.2%
\$35,000 to \$39,999	176,062	4.9%	762	5.1%	507	4.4%	26	3.7%
\$40,000 to \$44,999	174,362	4.8%	687	4.6%	551	4.8%	41	5.8%
\$45,000 to \$49,999	152,256	4.2%	685	4.6%	537	4.7%	52	7.3%
\$50,000 to \$59,999	290,377	8.0%	1,207	8.1%	902	7.9%	75	10.6%
\$60,000 to \$74,999	359,941	10.0%	1,552	10.4%	1,213	10.6%	56	7.9%
\$75,000 to \$99,999	420,635	11.6%	1,709	11.5%	1,387	12.1%	54	7.6%
\$100,000 to \$124,999	275,919	7.6%	855	5.8%	676	5.9%	49	6.9%
\$125,000 to \$149,999	160,150	4.4%	443	3.0%	338	3.0%	11	1.6%
\$150,000 to \$199,999	167,373	4.6%	254	1.7%	189	1.6%	20	2.8%
\$200,000 or more	167,730	4.6%	251	1.7%	185	1.6%	5	0.7%

Source: 2016-5yr ACS (Census)

F. Employment Trends

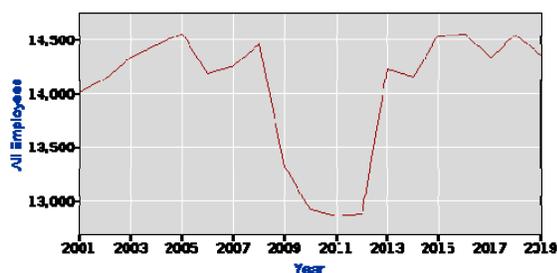
The economy of the market area will have an impact on the need for apartment units.

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	13,961	13,954	14,009	13,967	14,000	14,126	13,876	13,896	13,981	14,244	14,002	14,026	14,004
2002	13,747	13,953	14,113	14,052	14,235	14,114	13,944	14,337	14,194	14,339	14,285	14,289	14,134
2003	14,056	14,192	14,381	14,397	14,389	14,273	13,916	14,350	14,445	14,598	14,559	14,578	14,345
2004	14,162	14,197	14,368	14,221	14,555	14,496	14,225	14,417	14,555	14,698	14,757	14,718	14,447
2005	14,382	14,371	14,359	14,678	14,617	14,345	14,439	14,623	14,670	14,825	14,761	14,685	14,563
2006	14,103	14,088	14,031	14,639	14,390	14,104	13,820	14,190	14,157	14,358	14,360	14,086	14,194
2007	14,243	14,354	14,105	14,204	14,170	13,968	13,995	14,303	14,360	14,563	14,598	14,302	14,264
2008	14,648	14,690	14,507	14,844	14,801	14,594	14,434	14,484	14,319	14,275	14,140	13,830	14,464
2009	13,774	13,534	13,328	13,482	13,561	13,254	13,062	13,241	13,224	13,182	13,077	13,025	13,312
2010	12,863	12,741	12,858	12,961	13,258	12,988	12,744	13,029	12,854	12,948	12,933	12,845	12,919
2011	12,496	12,629	12,743	12,948	12,912	12,711	12,742	13,036	13,192	13,130	13,310	12,549	12,867
2012	12,681	12,585	12,568	12,881	12,982	12,793	12,697	13,211	13,050	12,897	13,193	13,055	12,883
2013	14,151	14,324	14,289	14,424	14,449	14,269	14,115	14,205	14,112	14,253	14,240	14,035	14,239
2014	13,746	13,758	13,837	14,089	14,203	14,131	14,196	14,421	14,406	14,388	14,450	14,410	14,170
2015	14,300	14,362	14,507	14,537	14,576	14,408	14,446	14,492	14,768	14,649	14,651	14,800	14,541
2016	14,392	14,624	14,643	14,771	14,726	14,712	14,284	14,389	14,785	14,377	14,457	14,619	14,565
2017	13,989	14,270	14,312	14,341	14,374	14,386	14,234	14,287	14,220	14,385	14,447	14,728	14,331
2018	14,249	14,456	14,454	14,568	14,626	14,568	14,360	14,522	14,759	14,626	14,694	14,717	14,550
2019	14,209 (P)	14,312 (P)	14,504 (P)	14,539 (P)	14,562 (P)	14,492 (P)	14,033 (P)	14,235 (P)	14,352 (P)	14,245 (P)	14,429 (P)	14,365 (P)	14,356 (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		16,634		12,873		714	
Management, business, science, and arts occupations:	1,627,112	36%	4,495	27%	3,512	27%	289	40%
Management, business, and financial occupations:	681,311	15%	1,680	10%	1,332	10%	80	11%
Management occupations	463,817	10%	1,321	8%	1,021	8%	63	9%
Business and financial operations occupations	217,494	5%	359	2%	311	2%	17	2%
Computer, engineering, and science occupations:	231,429	5%	450	3%	361	3%	30	4%
Computer and mathematical occupations	129,920	3%	153	1%	123	1%	16	2%
Architecture and engineering occupations	69,828	2%	188	1%	151	1%	7	1%
Life, physical, and social science occupations	31,681	1%	109	1%	87	1%	7	1%
Education, legal, community service, arts, and media occupations:	477,953	11%	1,508	9%	1,187	9%	119	17%
Community and social service occupations	66,843	1%	199	1%	156	1%	14	2%
Legal occupations	45,999	1%	129	1%	107	1%	3	0%
Education, training, and library occupations	287,171	6%	1,092	7%	848	7%	88	12%
Arts, design, entertainment, sports, and media occupations	77,940	2%	88	1%	76	1%	14	2%
Healthcare practitioners and technical occupations:	236,419	5%	857	5%	633	5%	60	8%
Health diagnosing and treating practitioners and other technical occupations	156,272	3%	404	2%	323	3%	22	3%
Health technologists and technicians	80,147	2%	453	3%	310	2%	38	5%
Service occupations:	755,483	17%	2,869	17%	2,214	17%	125	18%
Healthcare support occupations	88,274	2%	521	3%	379	3%	35	5%
Protective service occupations:	101,008	2%	443	3%	281	2%	10	1%
Fire fighting and prevention, and other protective service workers including supervisors	50,906	1%	216	1%	125	1%	0	0%
Law enforcement workers including supervisors	50,102	1%	227	1%	156	1%	10	1%
Food preparation and serving related occupations	259,638	6%	707	4%	569	4%	22	3%
Building and grounds cleaning and maintenance occupations	176,109	4%	734	4%	599	5%	48	7%
Personal care and service occupations	130,454	3%	464	3%	386	3%	10	1%
Sales and office occupations:	1,103,416	25%	3,861	23%	3,055	24%	178	25%
Sales and related occupations	516,091	11%	1,570	9%	1,265	10%	80	11%
Office and administrative support occupations	587,325	13%	2,291	14%	1,791	14%	98	14%
Natural resources, construction, and maintenance occupations:	409,143	9%	2,187	13%	1,687	13%	35	5%
Farming, fishing, and forestry occupations	26,469	1%	306	2%	207	2%	9	1%
Construction and extraction occupations	220,938	5%	966	6%	731	6%	16	2%
Installation, maintenance, and repair occupations	161,736	4%	915	6%	748	6%	10	1%
Production, transportation, and material moving occupations:	593,958	13%	3,222	19%	2,404	19%	87	12%
Production occupations	279,553	6%	2,077	12%	1,545	12%	36	5%
Transportation occupations	181,847	4%	711	4%	540	4%	40	6%
Material moving occupations	132,558	3%	434	3%	319	2%	11	2%

Source: 2016-5yr ACS (Census)

Occupation for the State and Market Area



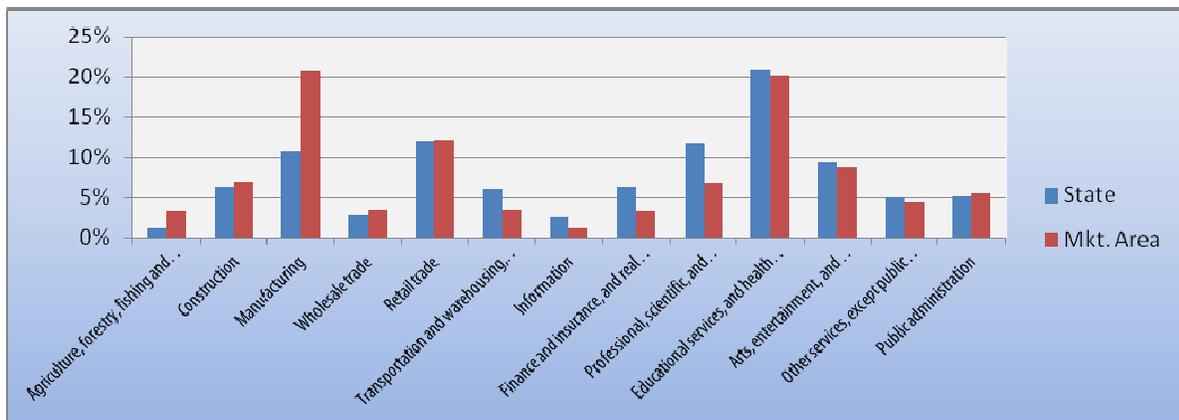
Table 25—Industry of Employed Persons Age 16 Years And Over

	State	%	County	%	Market Area	%	City	%
Total:	4,489,112		16,634		12,873		714	
Agriculture, forestry, fishing and hunting, and mining:	52,077	1%	622	4%	410	3%	17	2%
Agriculture, forestry, fishing and hunting	46,838	1%	564	3%	360	3%	17	2%
Mining, quarrying, and oil and gas extraction	5,239	0%	58	0%	50	0%	0	0%
Construction	285,883	6%	1,139	7%	890	7%	23	3%
Manufacturing	480,335	11%	3,542	21%	2,671	21%	94	13%
Wholesale trade	128,010	3%	606	4%	446	3%	8	1%
Retail trade	533,456	12%	1,992	12%	1,559	12%	89	12%
Transportation and warehousing, and utilities:	271,554	6%	546	3%	439	3%	7	1%
Transportation and warehousing	229,690	5%	377	2%	292	2%	3	0%
Utilities	41,864	1%	169	1%	146	1%	4	1%
Information	110,451	2%	210	1%	158	1%	8	1%
Finance and insurance, and real estate and rental and leasing:	284,707	6%	508	3%	419	3%	36	5%
Finance and insurance	197,403	4%	371	2%	301	2%	33	5%
Real estate and rental and leasing	87,304	2%	137	1%	119	1%	3	0%
Professional, scientific, and management, and administrative and waste management services:	526,848	12%	1,113	7%	877	7%	54	8%
Professional, scientific, and technical services	309,993	7%	553	3%	420	3%	46	6%
Management of companies and enterprises	4,203	0%	0	0%	0	0%	0	0%
Administrative and support and waste management services	212,652	5%	560	3%	458	4%	8	1%
Educational services, and health care and social assistance:	936,236	21%	3,367	20%	2,599	20%	268	38%
Educational services	421,694	9%	1,724	10%	1,348	10%	156	22%
Health care and social assistance	514,542	11%	1,643	10%	1,251	10%	112	16%
Arts, entertainment, and recreation, and accommodation and food services:	423,961	9%	1,337	8%	1,129	9%	62	9%
Arts, entertainment, and recreation	69,489	2%	172	1%	145	1%	19	3%
Accommodation and food services	354,472	8%	1,165	7%	983	8%	43	6%
Other services, except public administration	221,992	5%	727	4%	571	4%	30	4%
Public administration	233,602	5%	925	6%	705	5%	18	3%

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 Employers

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

Company	Product	Employees
Fieldale Farms	Poultry production facility	2,500
Habersham County Board of Education	Educational instruction	1,100
Mount Vernon Mills	Manufacturer of textiles and chemicals	700
Habersham County Medical Center	53-bed acute care facility	600
Ethicon	Produces surgical equipment and medical devices	600
Georgia Department of Corrections	The Arrendale Correctional Institute houses female inmates	550
Windstream Communications	Regional telecommunications support center	350
TenCate	Manufactures composite textiles	230
Piedmont College	Private four-year educational institute	220
GlobalTech	Contract candle manufacturer	200
Scovill Fasteners	Produces metal fasteners	200
Habersham Metal Products	Metal fabricator	120
Steel Cell of North America	Metal fabricator	50
Piedmont Automotive	Produces electronic components	50

Source: Development Authority of Habersham County, Georgia

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)

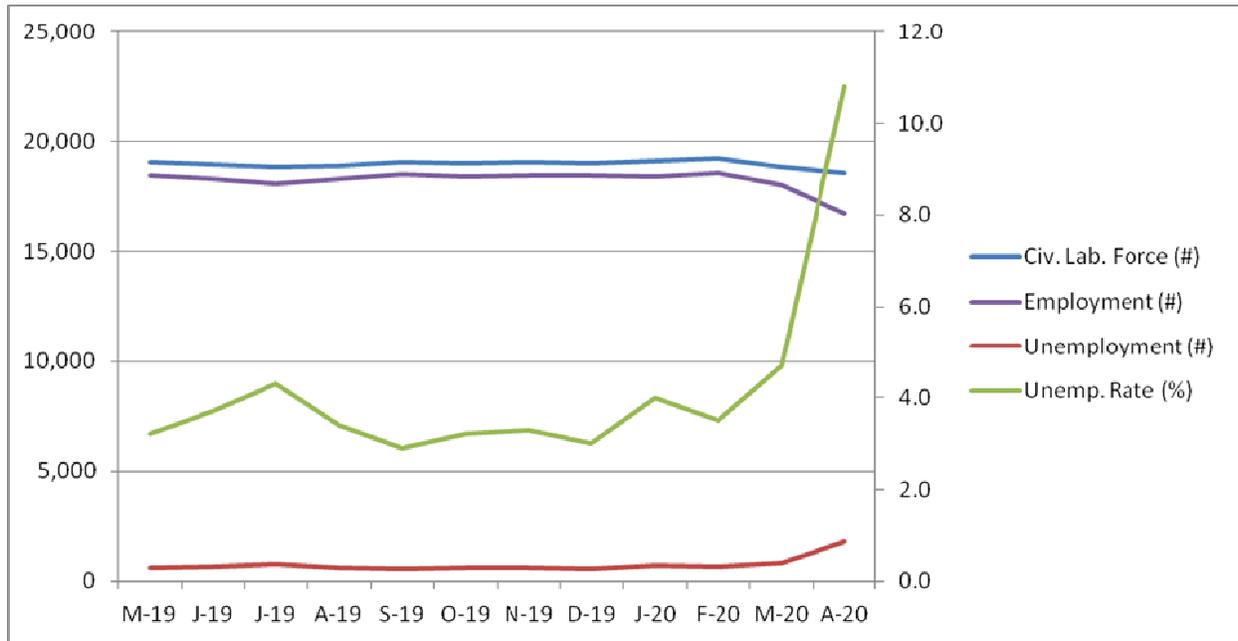
In order to determine how employment affects the market area and whether the local economy is expanding, declining, or stable, it is necessary to inspect employment statistics for several years. The table below shows the increase or decrease in employment and the percentage of unemployed at the county 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 Force	Unemployment	Rate (%)	Employment	Employment Change		Annual Change	
					Number	Pct.	Number	Pct.
2000	18,329	620	3.5	17,709	—	—	—	—
2017	19,221	828	4.5	18,393	684	3.9%	40	0.2%
2018	19,286	688	3.7	18,598	205	1.1%	205	1.1%
2019	19,055	644	3.5	18,411	-187	-1.0%	-187	-1.0%
M-19	19,074	591	3.2	18,483	72	0.4%		
J-19	18,970	677	3.7	18,293	-190	-1.0%		
J-19	18,856	777	4.3	18,079	-214	-1.2%		
A-19	18,916	622	3.4	18,294	215	1.2%		
S-19	19,045	537	2.9	18,508	214	1.2%		
O-19	19,024	590	3.2	18,434	-74	-0.4%		
N-19	19,086	610	3.3	18,476	42	0.2%		
D-19	19,013	554	3.0	18,459	-17	-0.1%		
J-20	19,147	736	4.0	18,411	-48	-0.3%		
F-20	19,204	649	3.5	18,555	144	0.8%		
M-20	18,860	847	4.7	18,013	-542	-2.9%		
A-20	18,553	1,808	10.8	16,745	-1,268	-7.0%		

Source: State Employment Security Commission

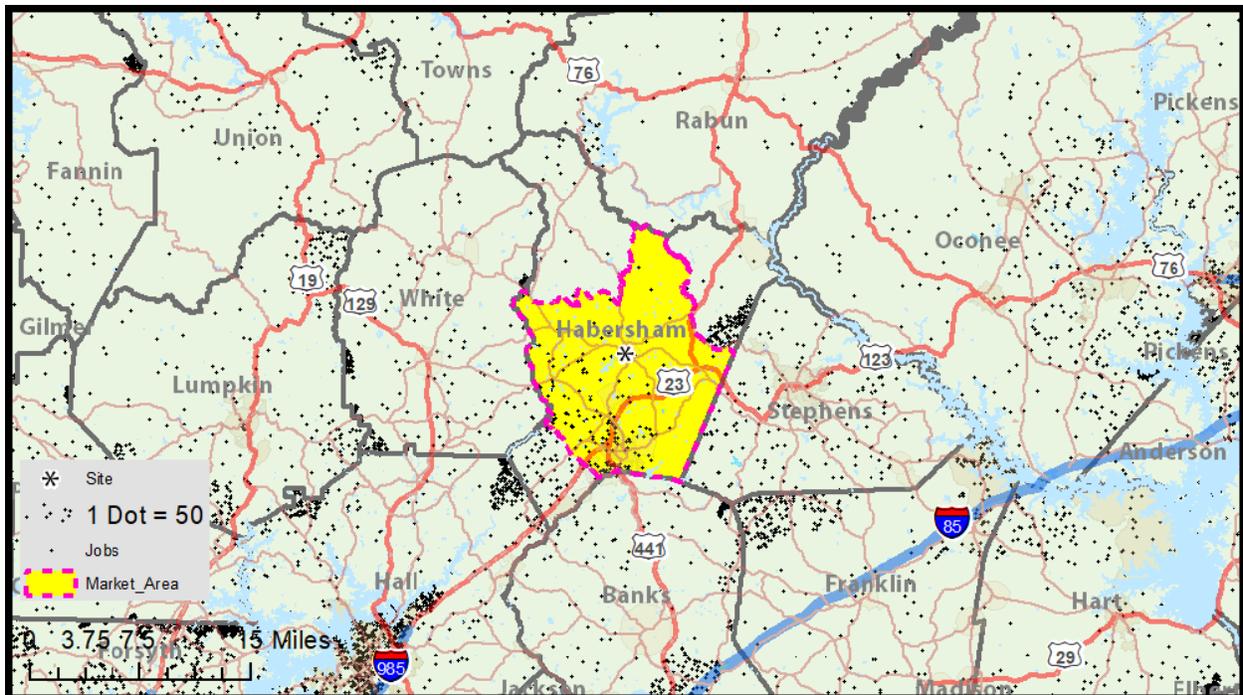
County Employment Trends



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 fairly stable over the past several years.

Employment has been fairly stable over the past several years. For the past 12 months, it has remained stable until the Covid-19 impact began to reflect itself in the April 2020 figures.

Table 28—Median Wages by Industry

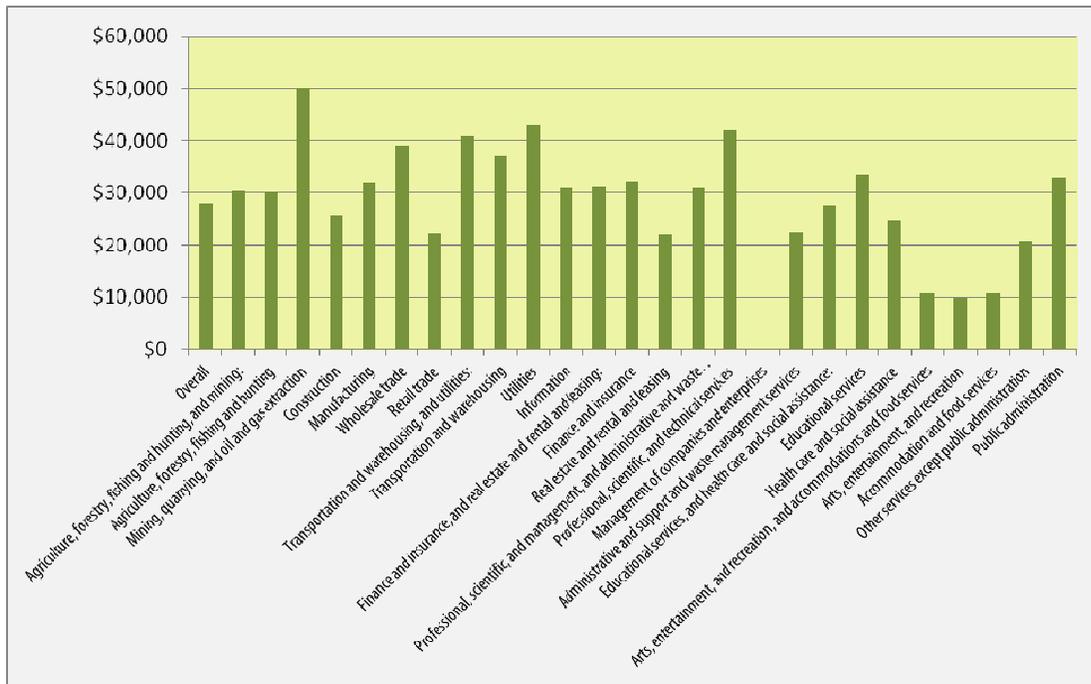
	State	County	City
Overall	\$32,175	\$28,028	\$29,236
Agriculture, forestry, fishing and hunting, and mining:	\$26,045	\$30,366	\$32,361
Agriculture, forestry, fishing and hunting	\$24,668	\$30,305	\$32,361
Mining, quarrying, and oil and gas extraction	\$43,139	\$50,139	—
Construction	\$30,459	\$25,684	\$29,375
Manufacturing	\$37,330	\$32,145	\$40,833
Wholesale trade	\$41,825	\$39,063	—
Retail trade	\$21,732	\$22,271	\$13,917
Transportation and warehousing, and utilities:	\$41,887	\$40,909	—
Transportation and warehousing	\$40,552	\$37,285	—
Utilities	\$52,714	\$43,199	—
Information	\$55,046	\$30,982	—
Finance and insurance, and real estate and rental and leasing:	\$45,193	\$31,190	\$36,250
Finance and insurance	\$50,291	\$32,304	\$40,938
Real estate and rental and leasing	\$36,678	\$21,964	—
Professional, scientific, and management, and administrative and waste management services:	\$41,310	\$31,004	\$54,444
Professional, scientific, and technical services	\$60,390	\$42,128	\$55,417
Management of companies and enterprises	\$63,330	—	—
Administrative and support and waste management services	\$23,645	\$22,453	—
Educational services, and health care and social assistance:	\$35,077	\$27,515	\$35,208
Educational services	\$37,359	\$33,589	\$38,594
Health care and social assistance	\$32,658	\$24,654	\$26,563
Arts, entertainment, and recreation, and accommodations and food services	\$14,260	\$10,872	\$21,250
Arts, entertainment, and recreation	\$18,713	\$9,808	—
Accommodation and food services	\$13,773	\$10,931	\$2,499
Other services except public administration	\$22,459	\$20,792	\$12,500
Public administration	\$43,249	\$32,856	\$33,333

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.

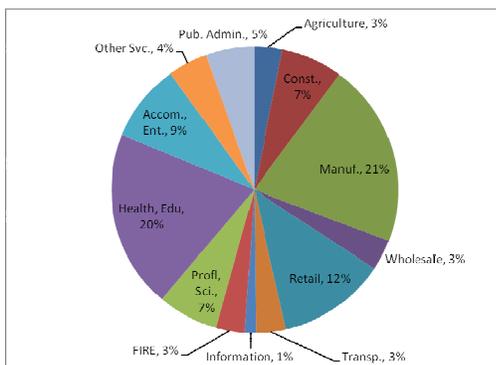
Wages by Industry for the County



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	375	481	\$16,491	Tax Credit
50%	2	2	450	580	\$19,886	Tax Credit
50%	2	5	450	580	\$19,886	Tax Credit
50%	3	1	520	684	\$23,451	Tax Credit
50%	3	2	520	684	\$23,451	Tax Credit
60%	1	7	405	511	\$17,520	Tax Credit
60%	2	26	535	665	\$22,800	Tax Credit
60%	3	15	620	784	\$26,880	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 Spread		
				Lower Limit	Between Limits	Upper Limit
50%	1	1	481	16,490	4,710	21,200
50%	1	2	481	16,490	7,760	24,250
50%	2	2	580	19,890	4,360	24,250
50%	2	3	580	19,890	7,360	27,250
50%	2	4	580	19,890	10,410	30,300
50%	3	3	684	23,450	3,800	27,250
50%	3	4	684	23,450	6,850	30,300
50%	3	5	684	23,450	9,250	32,700
50%	3	6	684	23,450	11,700	35,150
60%	1	1	511	17,520	7,920	25,440
60%	1	2	511	17,520	11,580	29,100
60%	2	2	665	22,800	6,300	29,100
60%	2	3	665	22,800	9,900	32,700
60%	2	4	665	22,800	13,560	36,360
60%	3	3	784	26,880	5,820	32,700
60%	3	4	784	26,880	9,480	36,360
60%	3	5	784	26,880	12,360	39,240
60%	3	6	784	26,880	15,300	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.

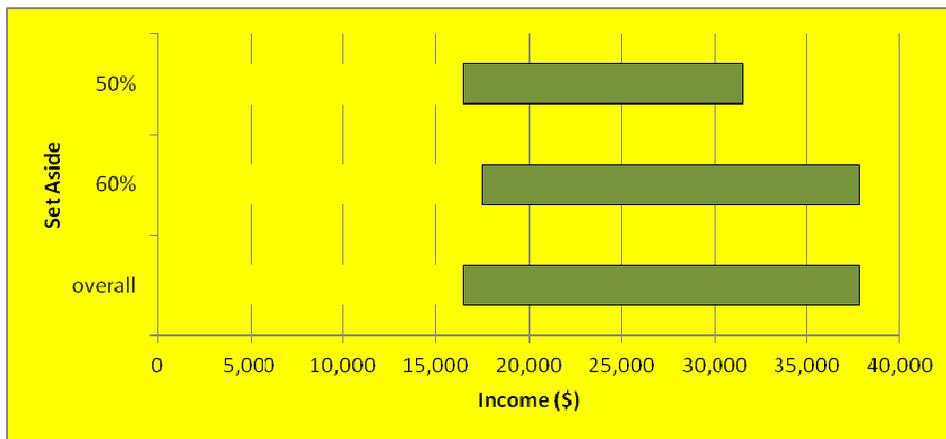
G.2.2 Programmatic and Pro Forma Rent Analysis

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	2-BR	3-BR	3-BR
50% Units					
Number of Units	2	2	5	1	2
Max Allowable Gross Rent	\$568	\$681	\$681	\$787	\$787
Pro Forma Gross Rent	\$481	\$580	\$580	\$684	\$684
Difference (\$)	\$87	\$101	\$101	\$103	\$103
Difference (%)	15.3%	14.8%	14.8%	13.1%	13.1%
60% Units					
Number of Units	7	26	--	15	--
Max Allowable Gross Rent	\$681	\$817	--	\$945	--
Pro Forma Gross Rent	\$511	\$665	--	\$784	--
Difference (\$)	\$170	\$152	--	\$161	--
Difference (%)	25.0%	18.6%	--	17.0%	--

Targeted Income Ranges



An income range of \$16,490 to \$31,500 is reasonable for the 50% AMI units.

An income range of \$17,520 to \$37,800 is reasonable for the 60% AMI units.

An income range of \$16,490 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		11,036		8,329		368	
Less than \$5,000	52,518	2.3%	305	2.8%	240	2.9%	6	1.6%
\$5,000 to \$9,999	46,652	2.1%	333	3.0%	263	3.2%	16	4.3%
\$10,000 to \$14,999	79,381	3.5%	717	6.5%	574	6.9%	26	7.1%
\$15,000 to \$19,999	86,379	3.8%	789	7.1%	572	6.9%	17	4.6%
\$20,000 to \$24,999	94,078	4.2%	566	5.1%	444	5.3%	35	9.5%
\$25,000 to \$34,999	191,280	8.4%	1,426	12.9%	990	11.9%	49	13.3%
\$35,000 to \$49,999	291,145	12.8%	1,497	13.6%	1,093	13.1%	65	17.7%
\$50,000 to \$74,999	437,153	19.3%	2,187	19.8%	1,637	19.7%	53	14.4%
\$75,000 to \$99,999	318,346	14.0%	1,539	13.9%	1,244	14.9%	36	9.8%
\$100,000 to \$149,999	365,635	16.1%	1,178	10.7%	904	10.9%	40	10.9%
\$150,000 or more	303,844	13.4%	499	4.5%	368	4.4%	25	6.8%
Renter occupied:	1,345,295		3,820		3,126		340	
Less than \$5,000	100,086	7.4%	298	7.8%	263	8.4%	30	8.8%
\$5,000 to \$9,999	99,445	7.4%	371	9.7%	309	9.9%	9	2.6%
\$10,000 to \$14,999	118,906	8.8%	323	8.5%	281	9.0%	59	17.4%
\$15,000 to \$19,999	106,415	7.9%	333	8.7%	245	7.8%	28	8.2%
\$20,000 to \$24,999	107,890	8.0%	382	10.0%	290	9.3%	26	7.6%
\$25,000 to \$34,999	183,871	13.7%	608	15.9%	499	16.0%	18	5.3%
\$35,000 to \$49,999	211,535	15.7%	637	16.7%	503	16.1%	54	15.9%
\$50,000 to \$74,999	213,165	15.8%	572	15.0%	478	15.3%	78	22.9%
\$75,000 to \$99,999	102,289	7.6%	170	4.5%	143	4.6%	18	5.3%
\$100,000 to \$149,999	70,434	5.2%	120	3.1%	111	3.6%	20	5.9%
\$150,000 or more	31,259	2.3%	6	0.2%	6	0.2%	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.

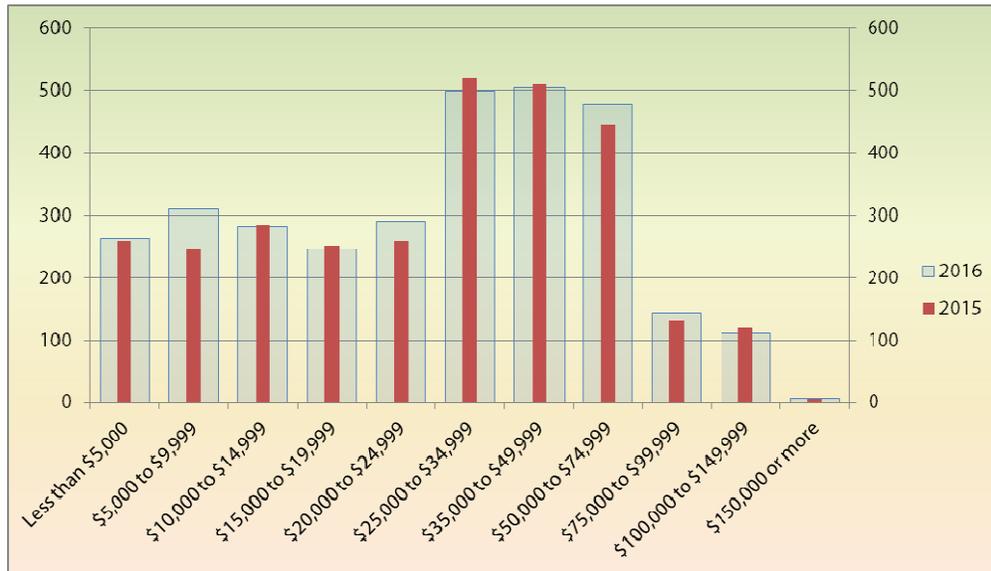
Table 34—Percent of Renter Households in Appropriate Income Ranges for the Market Area

AMI		50%		60%		Overall	
Lower Limit		16,490		17,520		16,490	
Upper Limit		31,500		37,800		37,800	
	Mkt. Area Households	%	#	%	#	%	#
Renter occupied:							
Less than \$5,000	263	—	0	—	0	—	0
\$5,000 to \$9,999	309	—	0	—	0	—	0
\$10,000 to \$14,999	281	—	0	—	0	—	0
\$15,000 to \$19,999	245	0.70	172	0.50	121	0.70	172
\$20,000 to \$24,999	290	1.00	290	1.00	290	1.00	290
\$25,000 to \$34,999	499	0.65	324	1.00	499	1.00	499
\$35,000 to \$49,999	503	—	0	0.19	94	0.19	94
\$50,000 to \$74,999	478	—	0	—	0	—	0
\$75,000 to \$99,999	143	—	0	—	0	—	0
\$100,000 to \$149,999	111	—	0	—	0	—	0
\$150,000 or more	6	—	0	—	0	—	0
Total	3,126		786		1,004		1,055
Percent in Range			25.2%		32.1%		33.7%

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., 786, or 25.2% of the renter households in the market area are in the 50% range.)

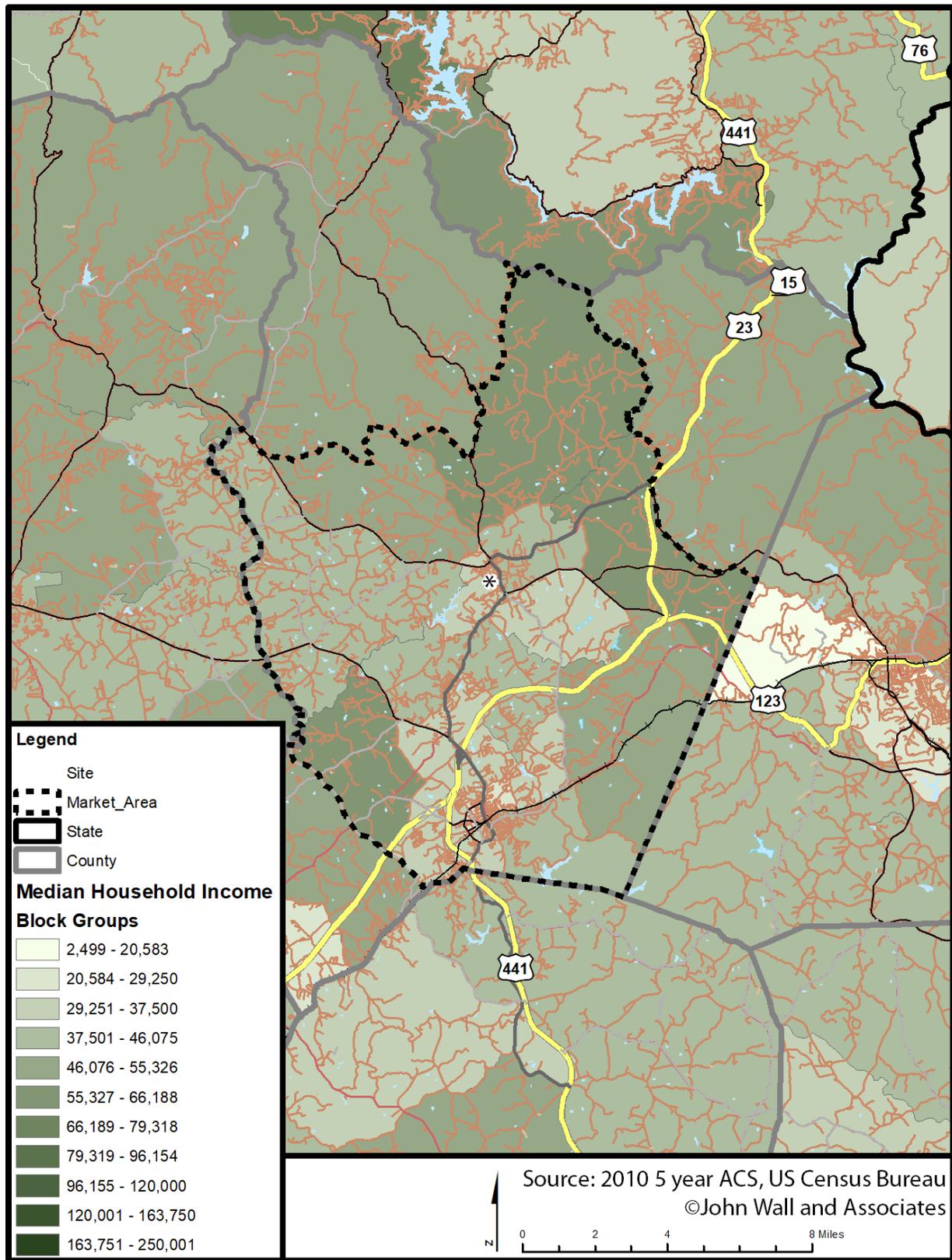
Change in Renter Household Income



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 0 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 26.4%. Therefore, 0 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: \$16,490 to \$31,500	0	25.2%	0
60% AMI: \$17,520 to \$37,800	0	32.1%	0
Overall Project: \$16,490 to \$37,800	0	33.7%	0

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		669		572		39	
30.0% to 34.9%	4,117	2.1%	53	7.9%	45	7.9%	0	0.0%
35.0% or more	126,362	63.3%	343	51.3%	292	51.0%	26	66.7%
\$10,000 to \$19,999:	225,321		656		525		87	
30.0% to 34.9%	10,515	4.7%	26	4.0%	26	5.0%	17	19.5%
35.0% or more	175,271	77.8%	505	77.0%	389	74.1%	50	57.5%
\$20,000 to \$34,999:	291,761		990		788		44	
30.0% to 34.9%	44,406	15.2%	134	13.5%	130	16.5%	11	25.0%
35.0% or more	164,558	56.4%	409	41.3%	309	39.2%	31	70.5%
\$35,000 to \$49,999:	211,535		637		503		54	
30.0% to 34.9%	34,780	16.4%	68	10.7%	61	12.1%	0	0.0%
35.0% or more	42,424	20.1%	61	9.6%	44	8.7%	0	0.0%
\$50,000 to \$74,999:	213,165		572		478		78	
30.0% to 34.9%	13,998	6.6%	23	4.0%	0	0.0%	0	0.0%
35.0% or more	8,773	4.1%	0	0.0%	0	0.0%	0	0.0%
\$75,000 to \$99,999:	102,289		170		143		18	
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		126		117		20	
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		16,490		17,520		16,490	
Upper Limit	Mkt. Area	31,500		37,800		37,800	
	Households	%	#	%	#	%	#
Less than \$10,000:	292	—	0	—	0	—	0
\$10,000 to \$19,999:	389	0.35	137	0.25	96	0.35	137
\$20,000 to \$34,999:	309	0.77	237	1.00	309	1.00	309
\$35,000 to \$49,999:	44	—	0	0.19	8	0.19	8
\$50,000 to \$74,999:	0	—	0	—	0	—	0
\$75,000 to \$99,999:	0	—	0	—	0	—	0
\$100,000 or more:	0	—	0	—	0	—	0
Column Total	1,034		373		414		454

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		11,036		8,329		368	
Complete plumbing:	2,260,723	100%	11,010	100%	8,308	100%	365	99%
1.00 or less	2,233,315	99%	10,749	97%	8,088	97%	358	97%
1.01 to 1.50	21,506	1%	195	2%	171	2%	7	2%
1.51 or more	5,902	0%	66	1%	49	1%	0	0%
Lacking plumbing:	5,688	0%	26	0%	22	0%	3	1%
1.00 or less	5,504	0%	26	0%	22	0%	3	1%
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		3,820		3,126		340	
Complete plumbing:	1,339,219	100%	3,785	99%	3,091	99%	340	100%
1.00 or less	1,282,818	95%	3,500	92%	2,837	91%	336	99%
1.01 to 1.50	41,325	3%	249	7%	226	7%	0	0%
1.51 or more	15,076	1%	36	1%	28	1%	4	1%
Lacking plumbing:	6,076	0%	35	1%	35	1%	0	0%
1.00 or less	5,680	0%	35	1%	35	1%	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					289			

Source: 2016-5yr ACS (Census)

From these tables, the need from substandard rental units can be drawn. There are 289 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: \$16,490 to \$31,500	289	25.2%	73
60% AMI: \$17,520 to \$37,800	289	32.1%	93
Overall Project: \$16,490 to \$37,800	289	33.7%	98

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: \$16,490 to \$31,500	60% AMI: \$17,520 to \$37,800	Overall Project: \$16,490 to \$37,800
New Housing Units Required	0	0	0
Rent Overburden Households	373	414	454
Substandard Units	73	93	98
Elderly Tenure	0	0	0
Demand	446	507	552
Less New Supply	15	57	72
Net Demand	431	450	480

* 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	Abs.	Average Mkt. Rent	Mkt. Rent Range	Prop. Rents
50% AMI	1 BR	16,490-22,725	2	133	4	129	1.6%	—	\$760	\$278-\$800	375
	2 BR	19,890-27,250	7	224	8	216	3.2%	—	\$787	\$320-\$935	450
	3 BR	23,450-31,500	3	89	3	86	3.5%	—	\$983	\$354-\$1,020	520
60% AMI	1 BR	17,520-27,270	7	151	16	135	5.2%	—	\$760	\$287-\$800	405
	2 BR	22,800-32,700	26	257	32	225	11.6%	—	\$787	\$320-\$935	535
	3 BR	26,880-37,800	15	99	9	90	16.7%	—	\$983	\$354-\$1,020	620
TOTAL for Project	50% AMI	16,490-31,500	12	446	15	431	2.8%	—	—	—	—
	60% AMI	17,520-37,800	48	507	57	450	10.7%	—	—	—	—
	Overall	16,490-37,800	60	552	72	480	12.5%	5 mo.	—	—	—

* 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
Baldwin Court	44	n/a	Conventional	In rent up; former Sec. 515 property
Cameron at Clarkesville	60	0.0%	Conventional	
Cornelia Garden	20	0.0%	Sec 515 Elderly	Not used in analysis
Crown Point	40	15.0%	Conventional	
Demorest	28	10.7%	Sec 515	
Green Mountain Village	74	2.7%	LIHTC HFOP 55+	Not used in analysis
Heritage Gardens	80	3.8%	LIHTC (30%, 50% & 60%)	Comparable; 16 market rate units
Manor Place Homes	35	11.4%	LIHTC/HOME Elderly 55+	Not used in analysis
Peaks of Cornelia	80	0.0%	LIHTC (50% & 60%)	Comparable; 12 market rate units
Pine Forest	48	0.0%	Conventional	
Sutton Terrace	72	n/a	LIHTC (50% & 60%)	Planned
Willow Tree	72	n/a	Conventional	Unable to obtain information

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	
Heritage Gardens	8 miles	Family LIHTC	Good
Peaks of Cornelia	7 miles	Family LIHTC	Good

The two family LIHTC properties in the market area were both used as comparables. The subject is well positioned to compete with them both. Sutton Terrace will also be comparable to the subject once it is built.

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
278	2	0	320	6	0	354	1	0
375	2	Subj. 50%	430	12	1	506	6	0
400	3	0	450	7	Subj. 50%	520	3	Subj. 50%
405	16	2	460	8	0	576	3	PL
405	7	Subj. 60%	510	8	PL	620	15	Subj. 60%
438	4	PL	535	26	Subj. 60%	630	12	0
476	11	1	559	17	1	643	18	0
498	7	0	579	26	0	699	9	PL
514	16	PL	617	32	PL	761	4	0
576	3	0	678	9	0	770	3	0
603	2	0	682	6	0	875	4	0
675	4	1	725	40	6	1020	36	0
795	14	RU	775	8	0			
800	4	0	895	30	RU			
			935	20	0			

	1-Bedroom	2-Bedrooms	3-Bedrooms	TOTAL
Vacant Units	4	8	0	12
Total Units	52	152	84	336
Vacancy Rate	7.7%	5.3%	0.0%	3.6%
Median Rent	\$498	\$725	\$770	
Vacant Tax Credit Units	1	1	0	2
Total Tax Credit Units	26	66	40	132
Tax Credit Vacancy Rate	3.8%	1.5%	0.0%	1.5%
Tax Credit Median Rent	\$476	\$579	\$643	

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 family vacancy rate in the market is 3.6%. The overall family LIHTC vacancy rate is 1.5%.

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:

Peaks of Cornelia, a comparable family LIHTC property, was fully pre-leased before opening in 2018.

- Tenant profiles of existing phase:

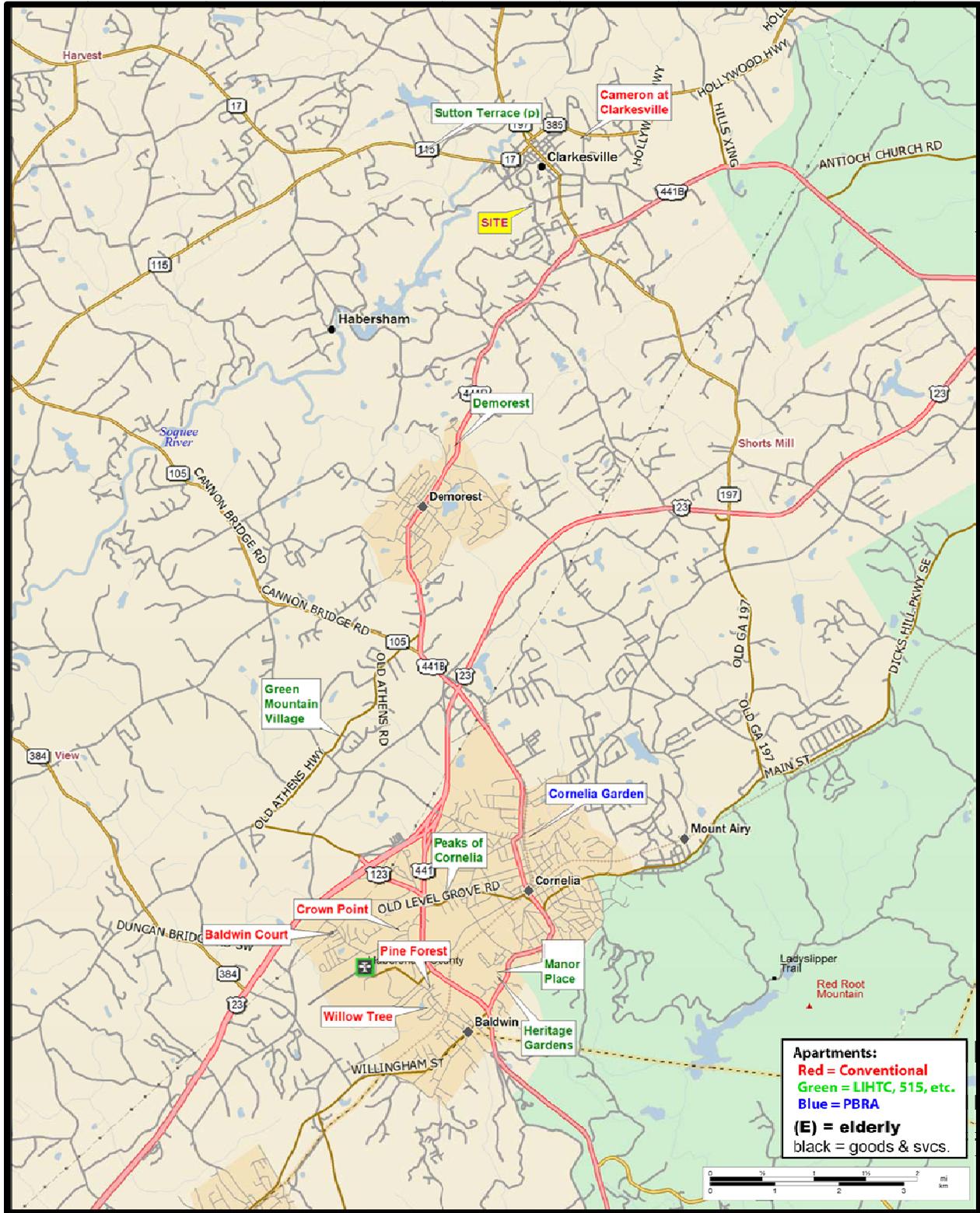
This is not applicable.

- Additional information for rural areas lacking sufficient comps:

This is not applicable.

H.3 Apartment Locations Map

Apartment Locations Map



APARTMENT INVENTORY

Clarkesville, Georgia - PCN 20-041

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	
	20-041 SUBJECT Crest at Hastings 350 Stanford Mill Rd. Clarkesville	Proposed	2 7	P P	375 405	2 5 26	P P P	450 450 535	1 2 15	P P P	520 520 620				LIHTC (50% & 60%); PBRA=0 *Exterior gathering area, community garden and reading lounge
	Baldwin Court Baldwin Ct. Cornelia Chris - mgt. co. (5-6-20) 770-561-6229 - mgt. co.	1980s 2019 Rehab	14	RU	795	30	RU	895							Special=\$200 off first month and half off app. fee Conventional; Sec 8=not accepted Former Section 515 property - came out of the program in 2018; Managed by MJ Meeks Management; *Dog run and covered pavilion; This property is leasing back up after the rehabilitation that started in 2018 and was completed at the end of 2019 - there are 10 units left to fill
	Cameron at Clarkesville 130 Cameron Cir. Clarkesville Briana (5-4-20) 706-839-1067	2005 0%	4	0	800	20	0	935	36	0	1020				WL=30-40 Conventional *Community center; **Patio/balcony and storage
	Cornelia Garden 122 Cornelia Garden Cir. Cornelia Janice (5-4-20) 706-778-5696	1985 0%	20	0	PBRA										WL=6-8 Sec 515 Elderly; PBRA=20
	Crown Point 110 Crown Point Dr. Cornelia Melissa - mgt. co. (5-5-20) 706-778-8001 - mgt. co.	1996 15%				40	6	725							Special=half off security deposit Conventional; Sec 8=not accepted Managed by CD Properties; Melissa said vacant units are due to recent home purchases and job losses
	Demorest 245 Demorest Sq. Dr. Demorest Sheila (5-4-20) 706-754-5300	1978 10.7%	16	2	405b	12	1	430b							WL=18 Sec 515; PBRA=12; Sec 8=some Managed by Hallmark Management; Sheila said the property is preparing for a rehabilitation; Sheila said the vacant units should be filled from the waiting list soon
	Green Mountain Village 1237 Old Athens Hwy. Cornelia Katina (5-4-20) 706-894-1315	2012 2.7%	3 5	0 1	383 383	10 56	0 1	425 425							WL=5 LIHTC HFOP 55+ (50% & 60%); Sec 8=1 2010 LIHTC allocation; *Picnic area with grills, gazebo, library, putting green and computer lab; **Patio/balcony and storage; Katina expects to be able to fill vacant units from the waiting list
	Heritage Gardens 1667 Willingham Ave. Baldwin Haley (5-4-20) 706-778-1814	2006 3.8%	2 11 3 4*	0 1 0 1	278 476 576 675	6 17 9 8*	0 1 0 0	320 559 678 775	1 15 4*	0 0 0	354 630/770 875				WL=100+ LIHTC (30%, 50% & 60%); PBRA=0; Sec 8=0 2003 LIHTC allocation; *16 market rate units; **Business center; 3-bedroom units: 12 at 50% AMI and 3 at 60% AMI
	Manor Place Homes SUBJECT - Present 101 Manor Place Dr. Cornelia Gary (5-7-20) 706-776-2863	1996	15	n/a	420	20	n/a	440							WL=3 LIHTC/HOME (50%) Elderly 55+; Sec 8=1; Sec 515=1 Office hours: TuTh 9-4; There are 6 vacancies; Gary said vacancies are due to people not wanting to move currently because of the virus epidemic, though there are interested prospects
	Peaks of Cornelia 100 Peaks Cir. Cornelia Trish (5-6-20) 706-778-6000	2018 0%	3 7 2*	0 0 0	400 498 603	8 26 6*	0 0 0	460 579 682	6 18 4*	0 0 0	506 643 761				WL=100+ LIHTC (50% & 60%); PBRA=0; Sec 8=1; RD=3 2016 LIHTC allocation; Managed by Fairway Management; *12 market rate units; **Business center, picnic area with grills and community room; This property was completely pre-leased before opening

APARTMENT INVENTORY

Clarkesville, Georgia - PCN 20-041

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	
	Pine Forest Airport Rd and Meister Rd. Baldwin (5-13-20) 706-778-9546	1985 0%	8	0	N/A	40	0	N/A							Conventional Manager is extremely rude, quickly provides minimal information then hangs up
	Sutton Terrace 5976 GA Hwy. 115 Clarkesville (5-11-20)	Planned	4 16	P P	438 514	8 32	P P	510 617	3 9	P P	576 699				LIHTC (50% & 60%); PBRA=0 2019 LIHTC allocation; Construction is scheduled to begin in June 2020; *Computer room, craft room, library and picnic area; **Patio/balcony
	Willow Tree 177 Meister Rd. Baldwin (5-27-20) 706-778-2752	1980s 1990s				72	N/A	N/A							Conventional Unable to obtain information - owner is seemingly being aloof

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	Size (s.f.)	Rent	
	20-041 SUBJECT	Proposed	x		x	x			*	x	x	x	x	x	x						x	x		t				976	450			
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall													LIHTC (50% & 60%); PBRA=0						1075	450						
																			1075	535												
	Baldwin Court	1980s							*	x	x	x	x								x	x	x				851	895				
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall													Special=\$200 off first month and half off app. fee						Conventional; Sec 8=not accepted							
	Cameron at Clarkesville	2005				x	x	x		*	x	x	x	x	x						x	x	x	ws	**			1078	935			
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall													Conventional													
		0.0%	0.0%	0.0%		0.0%																										
	Cornelia Garden	1985									x	x									x	x	x	ws								
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall													Sec 515 Elderly; PBRA=20													
		0.0%				0.0%																										
	Crown Point	1996									x	x		x							x	x	x					900	725			
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall													Special=half off security deposit						Conventional; Sec 8=not accepted							
			15.0%			15.0%																										
	Demorest	1978									x	x		x							x	x	x	tp				875	430b			
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall													Sec 515; PBRA=12; Sec 8=some													
		12.5%	8.3%			10.7%																										
	Green Mountain Village	2012				x		x		x	*	x	x	x	x	x	x				x	x	x	t	**			1078	425			
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall													LIHTC HFOP 55+ (50% & 60%); Sec 8=1						1078	425						
		12.5%	1.5%			2.7%																										
	Heritage Gardens	2006					x	x		x	**	x	x	x		x					x	x	x	ws				1074	320			
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall													LIHTC (30%, 50% & 60%); PBRA=0; Sec 8=0						1074	559						
		10.0%	2.5%	0.0%		3.8%																			1074	678						
																									1074	775						

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	Size (s.f.)
	Manor Place Homes	1996				x																							820	440
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall																						LIHTC/HOME (50%) Elderly 55+; Sec 8=1; Sec 515=1		
	Peaks of Cornelia	2018				x		x																					1045	460
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall																						LIHTC (50% & 60%); PBRA=0; Sec 8=1; RD=3		
		0.0%	0.0%	0.0%		0.0%																					1045	579		
																											1045	682		
	Pine Forest	1985																										970	N/A	
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall																					Conventional			
		0.0%	0.0%			0.0%																								
	Sutton Terrace	Planned				x		x		x		x	*															950	510	
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall																					LIHTC (50% & 60%); PBRA=0			
																											950	617		
	Willow Tree	1980s																										836	N/A	
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall																					Conventional			

	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	2	1	P	769	375
1 BR vacancy rate	7	1	P	769	405
Two-Bedroom					
2 BR vacancy rate	5	2.5	P	1075	450
	26	2.5	P	1075	535
Three-Bedroom					
3 BR vacancy rate	2	2.5	P	1422	520
	15	2.5	P	1422	620
Four-Bedroom					
4 BR vacancy rate					
TOTALS	60		0		

Complex:

20-041 SUBJECT
 Crest at Hastings
 350 Stanford Mill Rd.
 Clarkesville

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
- t 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	14	1	RU	614	795
1 BR vacancy rate					
Two-Bedroom	30	1	RU	851	895
2 BR vacancy rate					
Three-Bedroom					
3 BR vacancy rate					
Four-Bedroom					
4 BR vacancy rate					
TOTALS	44		0		

Complex:

Baldwin Court
 Baldwin Ct.
 Cornelia
 Chris - mgt. co. (5-6-20)
 770-561-6229 - mgt. co.

Map Number:

Year Built:

1980s
 2019 Rehab

Last Rent Increase

Specials

Special=\$200 off first month and half off app. fee

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: Former Section 515 property - came out of the program in 2018; Managed by MJ Meeks Management; *Dog run and covered pavilion; This property is leasing back up after the rehabilitation that started in 2018 and was completed at the end of 2019 - there are 10 units left to fill



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	4	1	0	790	800
1 BR vacancy rate	0.0%				
Two-Bedroom					
2 BR vacancy rate	20	2	0	1078	935
Three-Bedroom					
3 BR vacancy rate	36	2	0	1130	1020
Four-Bedroom					
4 BR vacancy rate					
TOTALS	0.0%	60	0		

Complex:

Cameron at Clarkesville
 130 Cameron Cir.
 Clarkesville
 Briana (5-4-20)
 706-839-1067

Map Number:

Year Built:

2005

Last Rent Increase

Specials

Waiting List

WL=30-40

Subsidies

Conventional

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

Comments: *Community center; **Patio/balcony and storage



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	20	1	0	900	PBRA
1 BR vacancy rate	0.0%				
Two-Bedroom					
2 BR vacancy rate					
Three-Bedroom					
3 BR vacancy rate					
Four-Bedroom					
4 BR vacancy rate					
TOTALS	0.0%	20	0		

Complex:

Cornelia Garden
 122 Cornelia Garden Cir.
 Cornelia
 Janice (5-4-20)
 706-778-5696

Map Number:

Year Built:

1985

Last Rent Increase

Specials

Waiting List

WL=6-8

Subsidies

Sec 515 Elderly; PBRA=20

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					
1 BR vacancy rate					
Two-Bedroom					
2 BR vacancy rate	40	1-2	6	900	725
15.0%					
Three-Bedroom					
3 BR vacancy rate					
Four-Bedroom					
4 BR vacancy rate					
TOTALS	15.0%	40	6		

Complex:

Crown Point
 110 Crown Point Dr.
 Cornelia
 Melissa - mgt. co. (5-5-20)
 706-778-8001 - mgt. co.

Map Number:

Year Built:

1996

Last Rent Increase

Specials

Special=half off security deposit

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: Managed by CD Properties; Melissa said vacant units are due to recent home purchases and job losses



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	16	1	2	650	405b
1 BR vacancy rate	12.5%				
Two-Bedroom					
2 BR vacancy rate	8.3%				
Three-Bedroom					
3 BR vacancy rate					
Four-Bedroom					
4 BR vacancy rate					
TOTALS	10.7%	28	3		

Complex:

Demorest
 245 Demorest Sq. Dr.
 Demorest
 Sheila (5-4-20)
 706-754-5300

Map Number:

Year Built:

1978

Last Rent Increase

Specials

Waiting List

WL=18

Subsidies

Sec 515; PBRA=12; Sec 8=some

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: Managed by Hallmark Management; Sheila said the property is preparing for a rehabilitation; Sheila said the vacant units should be filled from the waiting list soon



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	3	1	0	762	383
1 BR vacancy rate	12.5%	5	1	762	383
Two-Bedroom					
2 BR vacancy rate	1.5%	10	2	1078	425
		56	2	1078	425
Three-Bedroom					
3 BR vacancy rate					
Four-Bedroom					
4 BR vacancy rate					
TOTALS	2.7%	74	2		

Complex:

Green Mountain Village
 1237 Old Athens Hwy.
 Cornelia
 Katina (5-4-20)
 706-894-1315

Map Number:

Year Built:
 2012

Last Rent Increase

Specials

Waiting List
 WL=5

Subsidies
 LIHTC HFOP 55+ (50% & 60%); 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
- t Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- ** Other

Comments: 2010 LIHTC allocation; *Picnic area with grills, gazebo, library, putting green and computer lab; **Patio/balcony and storage; Katina expects to be able to fill vacant units from the waiting list



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	2	1	0	856	278
1 BR vacancy rate	10.0%	11	1	856	476
		3	1	856	576
		4*	1	856	675
Two-Bedroom					
2 BR vacancy rate	2.5%	6	2	1074	320
		17	2	1074	559
		9	2	1074	678
		8*	2	1074	775
Three-Bedroom					
3 BR vacancy rate	0.0%	1	2	1304	354
		15	2	1304	630/770
		4*	2	1304	875
Four-Bedroom					
4 BR vacancy rate					
TOTALS	3.8%	80	3		

Complex:

Heritage Gardens
 1667 Willingham Ave.
 Baldwin
 Haley (5-4-20)
 706-778-1814

Map Number:

Year Built:
 2006

Last Rent Increase

Specials

Waiting List

WL=100+

Subsidies

LIHTC (30%, 50% & 60%);
 PBRA=0; 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: 2003 LIHTC allocation; *16 market rate units; **Business center; 3-bedroom units: 12 at 50% AMI and 3 at 60% AMI



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom 1 BR vacancy rate	15	1	n/a	670	420
Two-Bedroom 2 BR vacancy rate	20	1	n/a	820	440
Three-Bedroom 3 BR vacancy rate					
Four-Bedroom 4 BR vacancy rate					
TOTALS	35		0		

Complex:

Manor Place Homes
 SUBJECT - Present
 101 Manor Place Dr.
 Cornelia
 Gary (5-7-20)
 706-776-2863

Map Number:

Year Built:
 1996

Last Rent Increase

Specials

Waiting List
 WL=3

Subsidies
 LIHTC/HOME (50%) Elderly 55
 +; Sec 8=1; Sec 515=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: Office hours: TuTh 9-4; There are 6 vacancies; Gary said vacancies are due to people not wanting to move currently because of the virus epidemic, though there are interested prospects



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	3	1	0	745	400
1 BR vacancy rate	0.0%	7	1	745	498
	2*	1	0	745	603
Two-Bedroom					
2 BR vacancy rate	0.0%	8	2	1045	460
	26	2	0	1045	579
	6*	2	0	1045	682
Three-Bedroom					
3 BR vacancy rate	0.0%	6	2	1105	506
	18	2	0	1105	643
	4*	2	0	1105	761
Four-Bedroom					
4 BR vacancy rate					
TOTALS	0.0%	80	0		

Complex:

Peaks of Cornelia
 100 Peaks Cir.
 Cornelia
 Trish (5-6-20)
 706-778-6000

Map Number:

Year Built:

2018

Last Rent Increase

Specials

Waiting List

WL=100+

Subsidies

LIHTC (50% & 60%); PBRA=0;
 Sec 8=1; RD=3

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: 2016 LIHTC allocation; Managed by Fairway Management; *12 market rate units; **Business center, picnic area with grills and community room; This property was completely pre-leased before opening



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	8	1	0	890	N/A
1 BR vacancy rate	0.0%				
Two-Bedroom					
2 BR vacancy rate	40	1-1.5	0	970	N/A
Three-Bedroom					
3 BR vacancy rate					
Four-Bedroom					
4 BR vacancy rate					
TOTALS	0.0%	48	0		

Complex:

Pine Forest
 Airport Rd and Meister Rd.
 Baldwin
 (5-13-20)
 706-778-9546

Map Number:

Year Built:
 1985

Last Rent Increase

Specials

Waiting List

Subsidies
 Conventional

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: Manager is extremely rude, quickly provides minimal information then hangs up

	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	4	1	P	750	438
1 BR vacancy rate	16	1	P	750	514
Two-Bedroom					
2 BR vacancy rate	8	2	P	950	510
	32	2	P	950	617
Three-Bedroom					
3 BR vacancy rate	3	2	P	1150	576
	9	2	P	1150	699
Four-Bedroom					
4 BR vacancy rate					
TOTALS	72	0			

Complex:

Sutton Terrace
 5976 GA Hwy. 115
 Clarkesville
 (5-11-20)

Map Number:

Year Built:

Planned

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

Comments: 2019 LIHTC allocation; Construction is scheduled to begin in June 2020; *Computer room, craft room, library and picnic area; **Patio/balcony



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom					
1 BR vacancy rate					
Two-Bedroom					
2 BR vacancy rate	72	1	N/A	836	N/A
Three-Bedroom					
3 BR vacancy rate					
Four-Bedroom					
4 BR vacancy rate					
TOTALS	72	0			

Complex:
 Willow Tree
 177 Meister Rd.
 Baldwin
 (5-27-20)
 706-778-2752

Map Number:

Year Built:
 1980s
 1990s

- 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

Comments: Unable to obtain information - owner is seemingly being aloof

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 comparable to the LIHTC apartments in the market area and should be well received.

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 Rental Assistance	30% AMI, No Rental Assistance	50% AMI, No Rental Assistance	60% AMI, No Rental Assistance	Above Moderate Income	TOTAL
Sutton Terrace	2021	--	--	15*	57*	--	72*

* Units that will be deducted from demand; parenthetical numbers indicate partial comparability. I.e., 100(50*) indicates that there are 100 new units of which only half are comparable.

The subject has rents that will compete against the 50% and 60% units at Sutton Terrace, so all of the units at Sutton Terrace will be deducted from demand.

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.

Table 46—Market Rent Advantage

	Bedrooms	Number of Units	Net Rent	Market Rent	Market Advantage
50%	1	2	\$375	\$760	102.7%
50%	2	2	\$450	\$787	74.9%
50%	2	5	\$450	\$787	74.9%
50%	3	1	\$520	\$983	89.0%
50%	3	2	\$520	\$983	89.0%
60%	1	7	\$405	\$760	87.7%
60%	2	26	\$535	\$787	47.1%
60%	3	15	\$620	\$983	58.5%

The DCA Market Study Manual specifies Rent advantage is calculated as follows: $(\text{average market rent} - \text{proposed rent}) / \text{proposed rent}$.

The subject was compared to several conventional properties in the market area. The calculations show all of the subject's proposed rents to have market advantages greater than 40%.

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

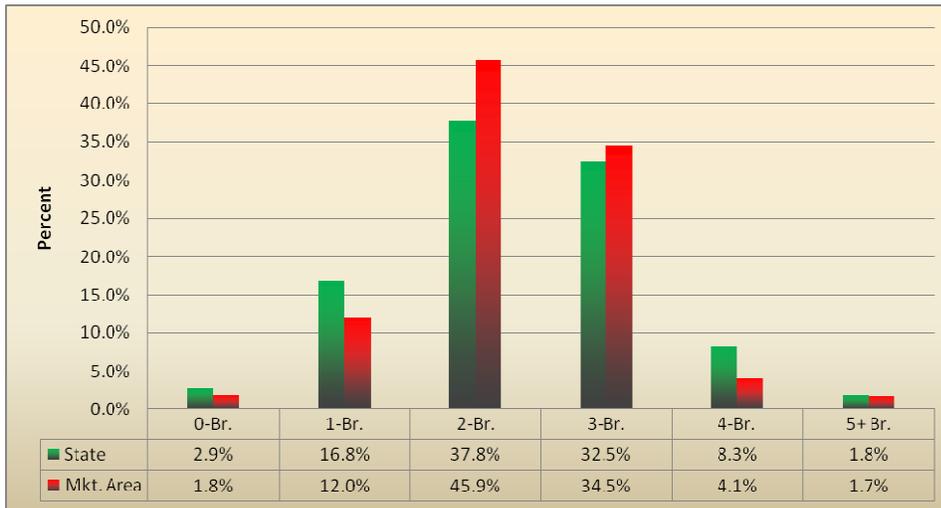
H.10.1 Tenure

Table 47—Tenure by Bedrooms

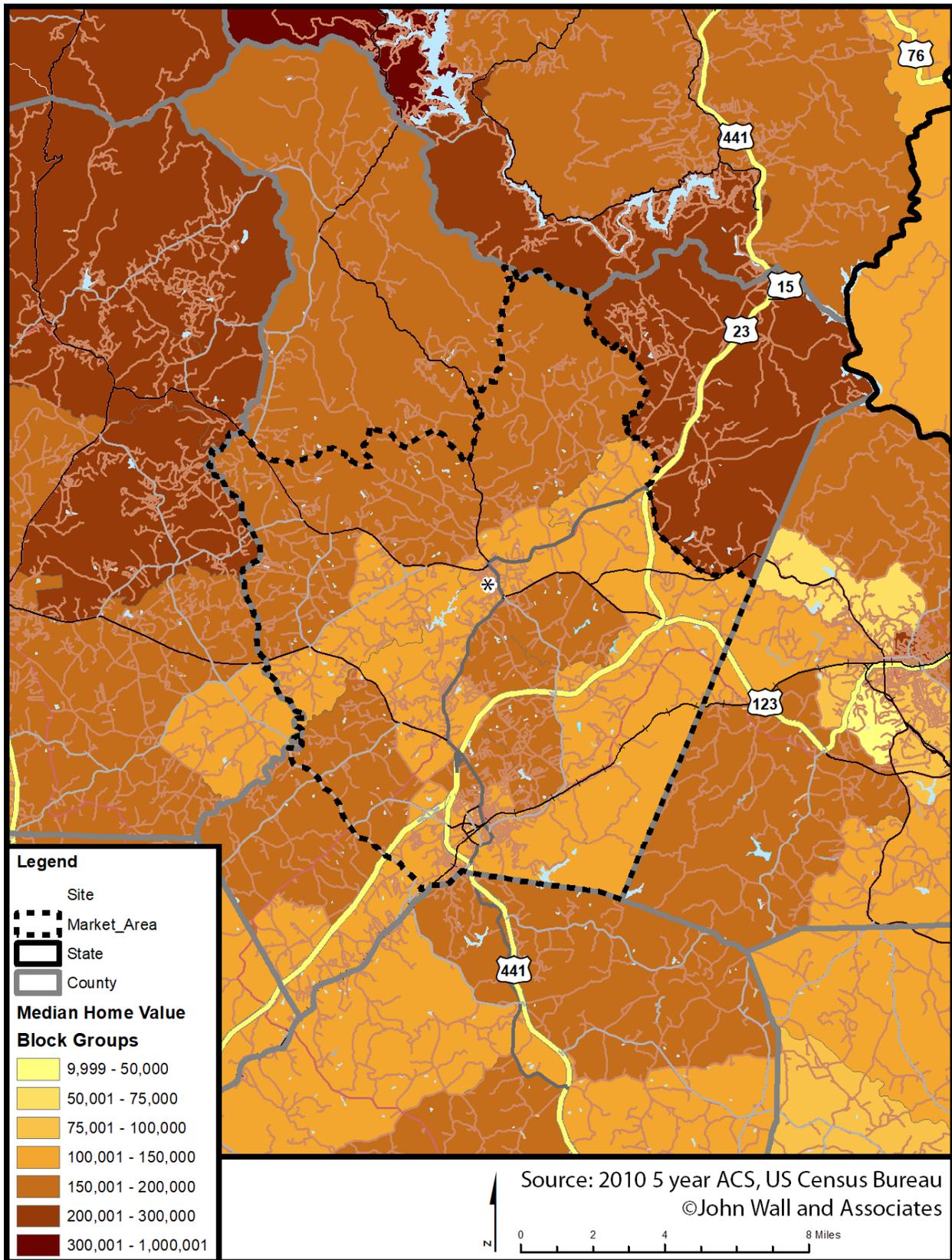
	State	%	County	%	Market Area	%	City	%
Owner occupied:	2,266,411		11,036		8,329		368	
No bedroom	6,282	0.3%	36	0.3%	15	0.2%	0	0.0%
1 bedroom	27,680	1.2%	306	2.8%	235	2.8%	4	1.1%
2 bedrooms	257,183	11.3%	2,036	18.4%	1,616	19.4%	124	33.7%
3 bedrooms	1,147,082	50.6%	6,527	59.1%	4,912	59.0%	189	51.4%
4 bedrooms	595,262	26.3%	1,642	14.9%	1,172	14.1%	41	11.1%
5 or more bedrooms	232,922	10.3%	489	4.4%	380	4.6%	10	2.7%
Renter occupied:	1,345,295		3,820		3,126		340	
No bedroom	38,470	2.9%	63	1.6%	57	1.8%	14	4.1%
1 bedroom	225,926	16.8%	449	11.8%	376	12.0%	60	17.6%
2 bedrooms	508,384	37.8%	1,754	45.9%	1,434	45.9%	104	30.6%
3 bedrooms	436,696	32.5%	1,282	33.6%	1,079	34.5%	155	45.6%
4 bedrooms	111,200	8.3%	202	5.3%	127	4.1%	7	2.1%
5 or more bedrooms	24,619	1.8%	70	1.8%	54	1.7%	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

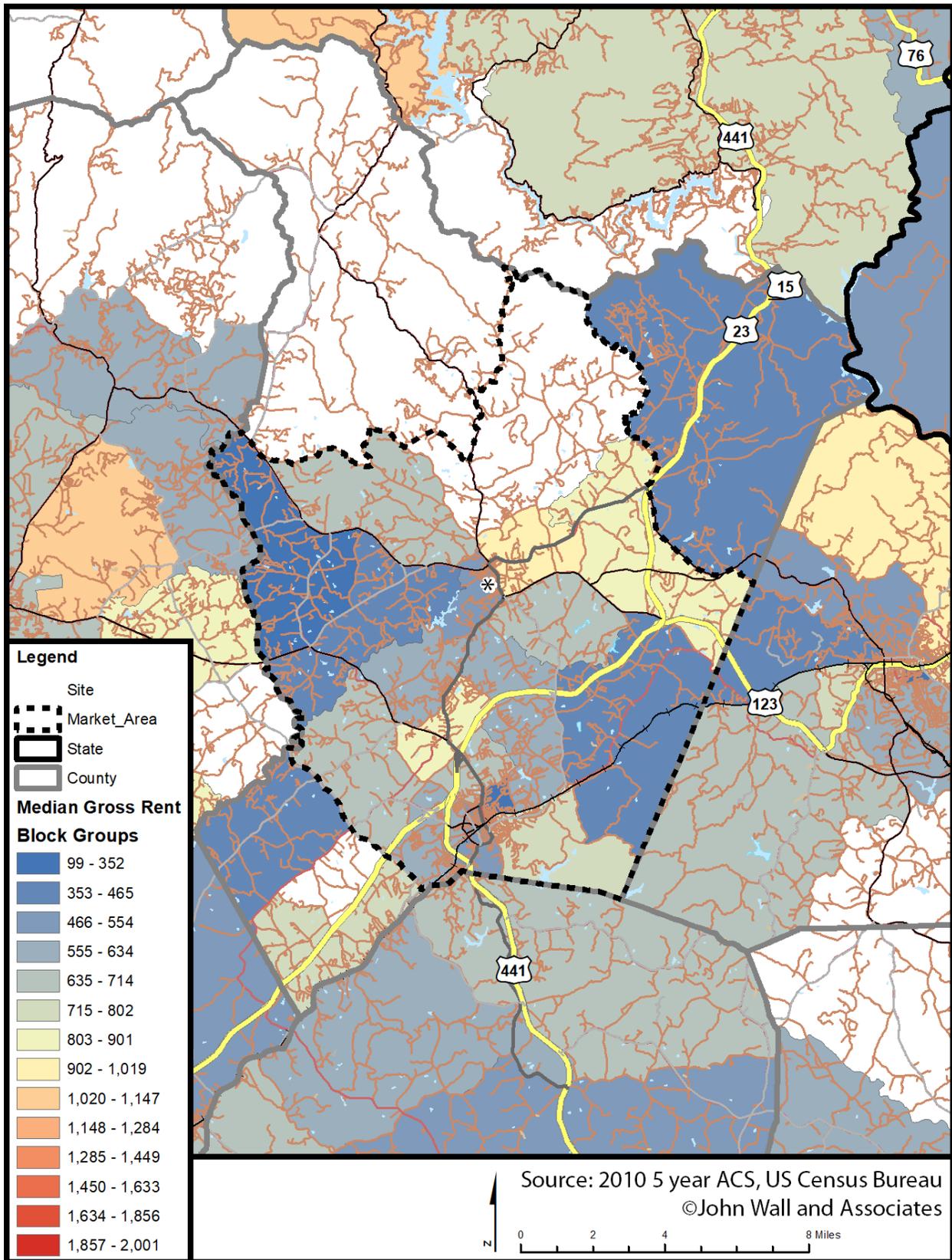
Building permits are an indicator of the economic strength and activity of a community. While permits are never issued for a market area, the multi-family permits issued for the county and town are an indicator of apartments recently added to the supply:

Table 48—Building Permits Issued

Year	County			City		
	Total	Single Family	Multi-Family	Total	Single Family	Multi-Family
2000	376	374	2	14	12	2
2001	407	366	41	31	25	6
2002	422	363	59	22	13	9
2003	505	406	99	75	10	65
2004	441	400	41	15	15	0
2005	444	416	28	14	12	2
2006	530	513	17	24	22	2
2007	356	338	18	26	11	15
2008	175	172	3	15	15	0
2009	72	69	3	10	10	0
2010	35	31	4	2	2	0
2011	112	44	68	0	0	0
2012	37	33	4	0	0	0
2013	34	34	0	1	1	0
2014	35	35	0	0	0	0
2015	17	17	0	5	5	0
2016	96	96	0	1	1	0
2017	192	112	80	6	6	0
2018	223	141	82	5	5	0
2019	185	167	18	10	8	2

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 5 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

Trish, the apartment manager at Peaks of Cornelia (LIHTC), said the location of the subject's site is good and affordable housing is desperately needed in Habersham County, as she gets calls all day from people looking. She said the proposed bedroom mix is reasonable, but having more one bedroom units would be good because there are a lot of seniors looking for affordable housing in the area and can't find any. She said the proposed rents are all great. Overall, Trish said the subject is needed and should do very well.

Haley, the apartment manager at Heritage Gardens (LIHTC), said she is unfamiliar with the subject's site, as she never goes to Clarkesville. She said the proposed bedroom mix is reasonable, and all of the proposed rents are reasonable as well. Overall, Haley said more affordable housing is needed in Habersham County, and the subject should do well.

J.2 Economic Development

According to Partnership Habersham two companies have expanded in the county in the past year, creating 15 new jobs. This includes SteelCell with 10 new jobs and a PPE manufacturer with 5 new jobs. The existing industry in the county has been stable this year, even with the virus outbreak. Several industry partners have been trying to hire additional plant employees pre-pandemic and post Covid-19.

A January article in the *Gainesville Times* announced the opening of TeXga Farms, a direct-to-consumer beef farm in Habersham County.

According to the 2019 and 2020 Georgia Business Layoff/Closure Listings, no companies in Habersham County have announced layoffs in the last year.

K. Conclusions and Recommendations

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

L. Signed Statement Requirements

See signed statement in front matter.

M. 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.

N. Transportation Appendix

Rate Schedule

All fares are based on mileage, and fares may vary depending on location. The rate is 60 cents per mile rounded to the nearest dollar. There is no minimum charge. The fees below may be added to the rate:

Additional fees:

\$2 for same-day rides

50 cents for each additional stop

O. Crime Appendix



CRIME INDEX		CLARKESVILLE ANNUAL CRIMES		
22 <small>(100 is safest)</small>				
Safer than 22% of U.S. Cities				
		VIOLENT	PROPERTY	TOTAL
Number of Crimes		8	37	45
Crime Rate <small>(per 1,000 residents)</small>		4.35	20.10	24.44

Source: <https://www.neighborhoodscout.com/ga/clarkesville/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, 27
 11. Map of community services 27
 12. Site evaluation/neighborhood including visibility, accessibility, and crime 22

Market Area

13. PMA Description..... 34
 14. PMA Map 33

Employment and Economy

15. At-Place employment trends..... 45
 16. Employment by sector 43
 17. Unemployment rates 45
 18. Area major employers/employment centers and proximity to site..... 45
 19. Recent or planned employment expansions/reductions..... 72

Demographic Characteristics

20. Population and household estimates and projections..... 35, 36, 38
 21. Area building permits 69
 22. Population and household characteristics including income, tenure, and size..... 41, 37, 40
 23. For senior or special needs projects, provide data specific to target market N/A

Competitive Environment

24. Comparable property profiles and photos..... 61
 25. Map of comparable properties 64
 26. Existing rental housing evaluation including vacancy and rents 61, 62
 27. Comparison of subject property to comparable properties 61
 28. Discussion of availability and cost of other affordable housing options including homeownership, if applicable 62
 29. Rental communities under construction, approved, or proposed 65
 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 59
 32. Affordability analysis with capture rate 51, 60
 33. Penetration rate analysis with capture rate 19, 60

Analysis/Conclusions

34. Absorption rate and estimated stabilized occupancy for subject 71
 35. Evaluation of proposed rent levels including estimate of market/achievable rents..... 14, 66
 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 69
 40. Discussion of risks or other mitigating circumstances impacting subject..... 15
 41. Interviews with area housing stakeholders..... 72

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)