

**A MARKET CONDITIONS AND
PROJECT EVALUATION SUMMARY
OF:
IVY RIDGE
APARTMENTS**

A MARKET CONDITIONS AND PROJECT EVALUATION SUMMARY OF:

IVY RIDGE APARTMENTS

1425 Laurel Crossing Parkway
Buford, Gwinnett County, Georgia 30519

Effective Date: July 13, 2020
Report Date: July 24, 2020

Prepared for:
Mr. Brandon Delk
VP of Development
Pedcor Investments, A Limited Liability Company
One Pedcor Square
770 3rd Avenue, S.W.
Carmel, IN 46032

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





July 24, 2020

Mr. Brandon Delk
VP of Development
Pedcor Investments, A Limited Liability Company
One Pedcor Square
770 3rd Avenue, S.W.
Carmel, IN 46032

Re: Application Market Study for Ivy Ridge Apartments, located in Buford, Gwinnett County, Georgia

Dear Mr. Delk:

At your request, Novogradac Consulting LLP has performed a study of the multifamily rental market in the Buford, Gwinnett County, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project. It should be noted that Novogradac Consulting LLP previously completed HUD MAP market studies for the property that is the Subject of this report dated November 17, 2017, February 5, 2020, and April 21, 2020 as well as application market studies on the Subject dated May 18, 2018 and March 5, 2020.

The purpose of this market study is for use in application submittal to the Georgia DCA in order to receive low income housing tax credits. Ivy Ridge Apartments (Subject) will be a newly constructed affordable LIHTC project, with 256 revenue generating units, all restricted to households earning 60 percent of the Area Median Income (AMI) or less. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions.

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

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

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

This report contains, to the fullest extent possible and practical, explanations of the data, reasoning, and analyses that were used to develop the opinions contained herein. The report also includes a thorough analysis of the scope of the study, regional and local demographic and economic studies, and market

analyses including conclusions. The depth of discussion contained in the report is specific to the needs of the client. Information included in this report is accurate and the report can be relied upon by DCA as a true assessment of the low-income housing rental market. This report is completed in accordance with DCA market study guidelines. We inform the reader that other users of this document may underwrite the LIHTC rents to a different standard than contained in this report.

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

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

- 1) Clients and market participants throughout the country report April, May, and June collections that were better than expected for all types of multifamily properties. Particularly for affordable and senior housing.*
- 2) Based upon various conversations with market participants and published articles and webinars many believe that multifamily real estate will be impacted but significantly less so than other sectors. Further, the impact is expected be shorter lived. Many view multifamily as a safer haven during this period of uncertainty.*
- 3) Novogradac maintains a proprietary database of operating results from our surveys of affordable and market rate properties. The database was implemented in 2005 and contains over 100,000 individual properties. The national occupancy rate for two-bedroom, 60 percent LIHTC properties dipped slightly during the Great Recession, but began a rebound after 2009. In 2008, the occupancy rate was at 96.3 percent and it dropped less than one percentage point during the slowdown, dropping to 95.4 percent in 2009 before beginning a gradual increase that slowed between 2016 and 2018 but continued through 2019. While this recession will undoubtedly be different than the last this performance supports the points made above and illustrates the resilience in the affordable housing sector.*
- 4) States are starting to plan the reopening over the next several weeks to a month. As of May 5, Georgia has loosened stay at home restrictions with the exception of those 65 and older and other at-risk individuals and has allowed many non-essential businesses to re-open. That should open various job segments creating more stability and demand.*
- 5) Finally, there have been transactions that were started prior to shut-down that have recently closed without adjustment.*

All of the comparable properties were interviewed since July 2020. Property managers reported that market demand has not softened as a result of the COVID-19 pandemic and state and local stay-at-home orders. Local employment and unemployment data reflects significant economic losses as a result of these orders. We expect significant employment losses will continue in the market, particularly in volatile industries including retail trade and accommodation/food services. Overall, we did not experience significant barriers to local data collection as a result of the pandemic and we believe the quality of data collected in this report supports the credibility of our conclusions.

MR. BRANDON DELK
PEDCOR INVESTMENTS, A LIMITED LIABILITY COMPANY
JULY 24, 2020
PAGE 3

The authors of this report certify that we are not part of the development team, owner of the Subject property, general contractor, nor are we affiliated with any member of the development team engaged in the development of the Subject property or the development's partners or intended partners. Please do not hesitate to contact us if there are any questions regarding the report or if Novogradac Consulting LLP can be of further assistance. It has been our pleasure to assist you with this project.

Respectfully submitted,
Novogradac Consulting LLP



Rebecca S. Arthur, MAI
Partner
Rebecca.Arthur@novoco.com
913.312.4615



Travis Jorgenson
Analyst
Travis.Jorgenson@novoco.com



Brian Neukam
Manager
Brian.Neukam@novoco.com

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B. EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

1. Project Description

Ivy Ridge Apartments (Subject) will be a 256-unit newly constructed family LIHTC rental property located at 1425 Laurel Crossing Parkway in Buford, Gwinnett County, Georgia, which will consist of 10 two, three, and four-story, residential buildings. The Subject site is located just east of Buford Drive and Laurel Crossing Parkway on the south side of Laurel Crossing Parkway.

The following table illustrates the proposed unit mix.

PROPOSED RENTS							
Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2020 LIHTC Maximum Allowable Gross Rent	2020 HUD Fair Market Rents
@60%							
1BR / 1BA	754	12	\$870	\$60	\$930	\$930	\$1,025
1BR / 1BA	770	100	\$870	\$60	\$930	\$930	\$1,025
2BR / 2BA	1,076	128	\$1,040	\$77	\$1,117	\$1,117	\$1,167
3BR / 2BA	1,226	8	\$1,192	\$98	\$1,290	\$1,290	\$1,489
3BR / 2BA	1,247	8	\$1,192	\$98	\$1,290	\$1,290	\$1,489
		256					

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

The proposed rents for the Subject’s units at 60 percent AMI are set at the maximum allowable rents. The Subject will offer similar to slightly superior in-unit and property amenities in comparison to the LIHTC and market-rate comparable properties. The Subject will offer a business center/computer lab, clubhouse/community room, exercise facility, on-site management, picnic areas, recreation areas, playground, swimming pool, garage parking spaces, carport parking spaces, and central laundry facility. Several of the comparables do not include a business center/computer lab, central laundry facilities, picnic areas, or playgrounds, all of which will be offered at the Subject. Conversely, five of the comparables offer a car wash and five offer a tennis court, which the Subject will not offer. Overall we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market.

2. Site Description/Evaluation

The Subject site is located just east of Buford Drive and Laurel Crossing Parkway on the south side of Laurel Crossing Parkway. The Subject site has good visibility and accessibility from Laurel Crossing Parkway NE. The Subject site is currently vacant, wooded land. Surrounding land uses consist primarily of retail/commercial uses, single-family housing, multifamily housing, and places of worship. Based on our inspection of the neighborhood, retail appeared to be 95 percent occupied. The Subject site is considered “Car-Dependent” by Walkscore with a rating of 14 out of 100. Crime risk indices in the Subject’s area are considered low. The Subject site is considered a desirable building site for rental housing. The Subject is located in a mixed-use neighborhood. The uses surrounding the site are in average to good condition, and it has good proximity to locational amenities, which are within 2.2 miles.

3. Market Area Definition

The PMA is defined by the Chattahoochee River National Recreation Area, Lake Lanier, and Gwinnett County border to the north; the Gwinnett County border, Highway 29, and Highway 316 to the east; Highway 316 and Duluth Highway NW to the south; and Peachtree Industrial Boulevard NW and the Chattahoochee River to the west. This area includes the city of Buford as well as portions of the communities of Johns Creek, Duluth, Lawrenceville, and Dacula. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 9 miles
East: 9 miles
South: 7 miles
West: 10 miles

The PMA was defined based on interviews with the local housing authority, property managers at comparable properties, and the Subject's property manager. Many property managers indicated that a significant portion of their tenants come from Buford and other cities throughout Gwinnett County. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2020 DCA market study guidelines, we have not accounted for leakage in our demand analysis found later in this report. The farthest PMA boundary from the Subject is approximately ten miles.

4. Community Demographic Data

The population and household annual growth rate in the PMA exceeded that of both the MSA and nation as a whole between 2010 and 2019. Over the next five years, this trend in annual population and household growth rate is expected to continue. The rate of population and household growth is projected to exceed the growth of both the MSA and nation through 2022. The current population of the PMA is 292,941 and is expected to be 312,365 in 2022. The Subject will target tenants earning between \$30,754 and \$51,660. As the table above depicts, approximately 35.7 percent of renter households in the PMA are earning incomes between \$30,000 and \$59,999, which is greater than the 31.2 percent of renter households in the MSA in 2019. For the projected market entry date of November 2022, these percentages are projected to slightly decrease to 34.9 percent in the PMA and 30.8 percent in the MSA. Overall, the PMA has demonstrated that it is an area of population and household growth. As the PMA continues to grow, the need for affordable housing is also expected to increase. This population and household growth bodes well for the Subject's proposed units.

According to RealtyTrac statistics, one in every 15,443 housing units nationwide was in some stage of foreclosure as of May 2020. The city of Buford is experiencing a foreclosure rate of one in every 7,232 homes. This is higher than that of Gwinnett County which is 9,049, while Georgia experienced one foreclosure in every 12,473 housing units. Overall, Buford is experiencing a higher foreclosure rate than the county, state and the nation. The Subject's neighborhood does not have a significant amount of abandoned or vacant structures that would impact the marketability of the Subject.

5. Economic Data

Employment in the PMA is greatest in the retail trade, healthcare/social assistance, and professional/scientific/technical services sectors. These industries alone account for 32.6 percent of total employment in the PMA. Compared to the nation as a whole, the retail trade, professional/scientific/technical services, and finance/insurance services sectors are overrepresented in the PMA. Conversely, the healthcare/social assistance, educational services, and accommodation/food services sectors are underrepresented in the PMA when compared to the nation.

Total employment in the MSA has increased every year since 2004 with the exception of 2008 through 2010 during the most recent national recession. While the MSA experienced a 6.9 percent decline in employment during between 2008 and 2010, which was greater than the nation over the same period, the MSA has experienced growth each year since. Furthermore, the MSA surpassed its pre-recessionary employment levels in 2014, the same year as the nation, and has continued to increase steadily. As of April 2020, MSA employment is below its post-recessionary high and was decreasing at a rate of 13.5 percent, compared to a 14.9 percent decrease across the overall nation. Thus, it appears the area has been negatively impacted as a result of the COVID-19 pandemic. Georgia has begun to reopen several businesses in the state as of April 2020, but a return to full economic potential is unlikely while the global health crisis continues. Trends in

historical unemployment data generally mirrors employment; after 2009 at the peak of the recession, unemployment in the MSA has decreased every year since 2011. Between April 2019 and April 2020, the total unemployment rate increased 9.7 percent, compared to the national increase in unemployment rate of 11.1 percent during the same time period. As a result of the COVID- 19 pandemic and stay-at-home orders, record national unemployment claims began in March 2020 and will likely continue in the near future. Overall, the local economy had fully recovered from the 2008 national recession and had entered into an expansionary phase prior to the COVID-19 pandemic, which is a positive indicator of demand for rental housing and, therefore, the Subject’s proposed units.

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

6. Project-Specific Affordability and Demand Analysis

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

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Proposed Rents
1BR @60%	\$31,886	\$39,720	112	657	0	657	17.0%	\$870
2BR @60%	\$38,297	\$44,700	128	736	0	736	17.4%	\$1,040
3BR @60%	\$44,229	\$53,640	16	413	0	413	3.9%	\$1,192
@60% Overall	\$31,886	\$53,640	256	1,806	0	1,806	14.2%	-

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

7. Competitive Rental Analysis

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes 12 “true” comparable properties containing 3,380 units.

The availability of affordable data is considered good and the availability of market rate data is also considered good. All of the comparables are located within 7.2 miles of the Subject, with eight located within the PMA. Six of the comparable properties are located within 1.4 miles of the Subject site. We utilized a total of six nonsubsidized LIHTC family developments located within and just outside of the PMA as comparables, as they represent properties we consider most similar overall in terms of condition, location, and unit mix to

the Subject. We also included six comparable market rate properties, all of which are located in the PMA, that offer unit types similar to the proposed Subject. Of note, despite the challenges in interviewing property managers in-person due to the office restrictions related to COVID-19, we were able to personally interview all of the comparables utilized in this report over the phone. Six of the 12 surveyed property managers reported that market demand has not softened as a result of the COVID-19 pandemic and state and local stay-at-home orders. The remaining comparables reported experiencing a decrease in collections during the COVID-19 pandemic. Overall, we believe the availability of data is adequate to support our conclusions.

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

Unit Type	Subject Proposed Rents	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR @ 60%	\$870	\$880	\$1,370	\$1,098	26%
2BR @ 60%	\$1,040	\$1,000	\$2,172	\$1,330	28%
3BR @ 60%	\$1,192	\$1,145	\$2,205	\$1,421	19%

As illustrated the Subject’s proposed 60 percent rents are well below the surveyed average when compared to the comparables, both LIHTC and market-rate.

Summer Park Apartments was constructed in 2001 and exhibits average condition, which is considered inferior to the anticipated excellent condition of the Subject upon completion. This property is located adjacent to the Subject and offers a similar location. Summer Park Apartments offers similar unit amenities to those of the proposed Subject, but offers slightly inferior property amenities as it does not offer carport or garage parking and does not offer a recreation area, all of which the Subject will offer. However, this property offers superior unit sizes in comparison to those of the proposed Subject. Overall, Summer Park Apartments is considered slightly inferior to the proposed Subject. Summer Park Apartments reports current occupancy of 98.0 percent. The lowest one, two and three-bedroom rents at Summer Park Apartments are approximately 30, 19, and 23 percent higher than the Subject’s proposed rents at 60 percent of the AMI. Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer an advantage to the rents being achieved at comparable properties.

8. Absorption/Stabilization Estimate

We were able to obtain absorption data from one of the comparables. However, this data was dated and has been excluded from our analysis. Therefore, we expanded our search for recent absorption data in Gwinnett County and neighboring Hall and DeKalb counties. Our absorption comparables are presented following.

Property Name	Rent Structure	Year Built	Number of Units	Units Absorbed / Month
Trees Of Gainesville	Market	2018	348	20
1760 Apartment Homes	Market	2016	239	17
The Point on Scott	Market	2016	250	13
The Reserve at Decatur	Market	2016	298	14
Station R Apartments	Market	2016	285	14
Columbia Mill	LIHTC	2014	100	20
Retreat at Edgewood Phase II	LIHTC	2012	40	12
Retreat at Edgewood Phase I	LIHTC	2011	100	20
Average			208	16

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. The properties reporting absorption data experienced an average absorption pace of 16 units per month. It should be noted that property size does not appear to aid or harm unit absorption.

The most recently constructed LIHTC property, Columbia Mill, experienced an absorption pace of 20 units per month. This property reports occupancy of 100 percent. Based on the performance of this LIHTC development, we estimate the Subject would reach a stabilized occupancy of 95 percent within 12 to 13 months of the development's completion, which equates to a pace of approximately 20 units per month. This estimate assumes that the Subject will be properly marketed and that pre-leasing begins within two to three months prior to completion of construction. It should be noted that construction on the Subject is not anticipated to be completed until November 2022, which is considered outside of the primary window from the COVID-19 pandemic.

9. Overall Conclusion

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. Upon completion, the Subject will offer competitive one, two, and three-bedroom units, which will be restricted at the 60 percent AMI level. According to our survey, the market for affordable rental developments within the PMA is strong. There are three LIHTC developments in the PMA. Two of these properties have been utilized as comparables in our analysis. The third property, Huntington Court, has been excluded as it targets seniors. Comparable properties reported vacancy rates ranging from zero to 4.9 percent with an average of 1.6 percent overall. In addition, the LIHTC comparables report a lower average vacancy rate of 0.2 percent, and several maintain extensive waiting lists. The Subject will be generally similar to slightly superior to the comparables in terms of in-unit amenities, and generally similar to superior with respect to property amenities. Additionally, as new construction, the Subject will be considered superior to slightly superior to the comparable properties with respect to age and condition. The Subject will provide good quality housing with good street appeal and competitive amenities. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at several LIHTC comparable properties, we believe that the Subject is feasible as proposed. We believe that it will be met with strong demand in the market and will perform well. Further, we believe that the Subject's affordable operation will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments). The timing of the Subject's construction will further insulate it from the current COVID-19 pandemic.

IVY RIDGE APARTMENTS – BUFORD, GEORGIA – MARKET STUDY

Summary Table: (must be completed by the analyst and included in the executive summary)										
Development Name:		Ivy Ridge						Total # Units:		256
Location:		1425 Laurel Crossing Parkway NE Buford, GA 30519						# LIHTC Units:		256
PMA Boundary:		North: Chattahoochee River National Recreation Area, Lake Lanier, and the Gwinnett County border; South: Highway 316 and Duluth Highway NW; East: Gwinnett County border, Highway 29, Highway 316; West: Peachtree Industrial Boulevard NW and the Chattahoochee River						Farthest Boundary Distance to Subject:		10 miles
Rental Housing Stock (found on page 61)										
Type	# Properties*	Total Units	Vacant Units	Average Occupancy						
All Rental Housing	25	7,962	128	98.4%						
Market-Rate Housing	20	7,227	125	98.3%						
<i>Assisted/Subsidized Housing not to include LIHTC</i>	2	60	0	100.0%						
LIHTC	3	675	3	99.6%						
Stabilized Comps	25	7,962	128	98.4%						
Properties in Construction & Lease Up	9	3,130	N/Ap	N/Ap						
<i>*Only includes properties in PMA</i>										
Subject Development					Average Market Rent*			Highest Unadjusted Comp Rent		
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF	
12	1BR at 60% AMI	1	754	\$870	\$1,098	\$1.46	26%	\$1,370	\$1.97	
100	1BR at 60% AMI	1	770	\$870	\$1,098	\$1.43	26%	\$1,370	\$1.97	
128	2BR at 60% AMI	2	1,076	\$1,040	\$1,330	\$1.24	28%	\$2,172	\$2.05	
8	3BR at 60% AMI	2	1,226	\$1,192	\$1,421	\$1.16	19%	\$2,205	\$1.55	
8	3BR at 60% AMI	2	1,247	\$1,192	\$1,421	\$1.14	19%	\$2,205	\$1.55	
Capture Rates (found on page 59)										
Targeted Population				@60%	-	-	-	-	Overall	
Capture Rate:				14.2%	-	-	-	-	14.2%	

*Includes LIHTC and unrestricted (when applicable)

**Not adjusted for demand by bedroom-type.

C. PROJECT DESCRIPTION

PROJECT DESCRIPTION

- | | |
|---|---|
| 1. Project Address and Development Location: | The Subject site is located at 1425 Laurel Crossing Parkway in Buford, Gwinnett County, Georgia 30519. The Subject site is located just east of Buford Drive and Laurel Crossing Parkway on the south side of Laurel Crossing Parkway. The Subject site is currently vacant, wooded land. |
| 2. Construction Type: | The Subject will consist of 10 two, three, and four-story residential buildings. The Subject will be new construction. |
| 3. Occupancy Type: | Families. |
| 4. Special Population Target: | None. |
| 5. Number of Units by Bedroom Type and AMI Level: | See following property profile. |
| 6. Unit Size, Number of Bedrooms and Structure Type: | See following property profile. |
| 7. Rents and Utility Allowances: | See following property profile. |
| 8. Existing or Proposed Project-Based Rental Assistance: | See following property profile. |
| 9. Proposed Development Amenities: | See following property profile. |

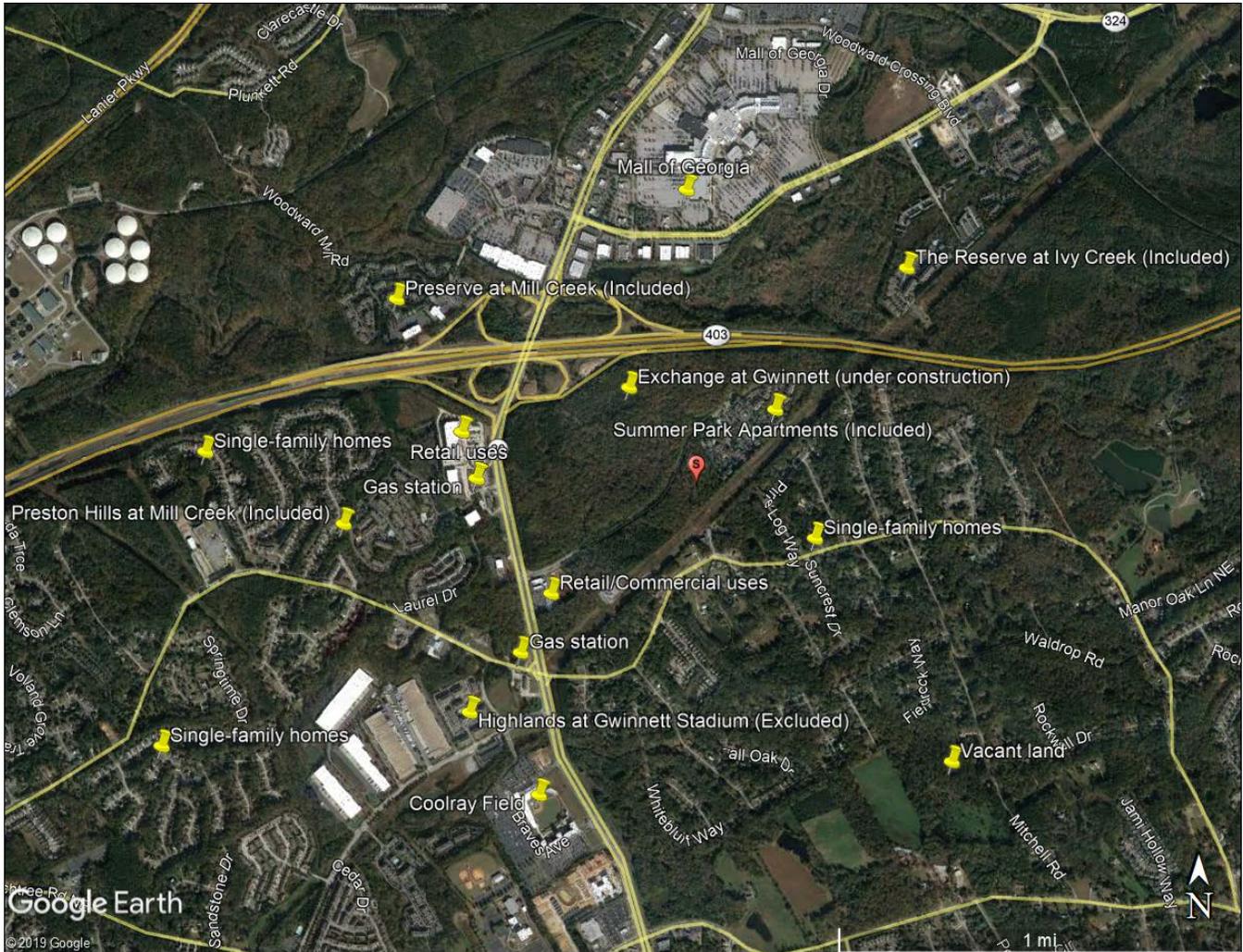
IVY RIDGE APARTMENTS – BUFORD, GEORGIA – MARKET STUDY

Ivy Ridge												
Location	1425 Laurel Crossing Parkway NE Buford, GA 30519 Gwinnett County											
Units Type	256 Garden (4 stories)											
Year Built / Renovated	2022 / n/a											
Market												
Program	@60%			Leasing Pace			n/a					
Annual Turnover Rate	n/a			Change in Rent (Past Year)			n/a					
Units/Month Absorbed	n/a			Concession			n/a					
Section 8 Tenants	n/a											
Utilities												
A/C	not included – central			Other Electric			not included					
Cooking	not included – electric			Water			included					
Water Heat	not included – electric			Sewer			included					
Heat	not included – electric			Trash Collection			included					
Unit Mix (face rent)												
Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?	
1	1	Garden (4 stories)	12	754	\$870	\$0	@60%	n/a	n/a	n/a	yes	
1	1	Garden (4 stories)	100	770	\$870	\$0	@60%	n/a	n/a	n/a	yes	
2	2	Garden (4 stories)	128	1,076	\$1,040	\$0	@60%	n/a	n/a	n/a	yes	
3	2	Garden (4 stories)	8	1,226	\$1,192	\$0	@60%	n/a	n/a	n/a	yes	
3	2	Garden (4 stories)	8	1,247	\$1,192	\$0	@60%	n/a	n/a	n/a	yes	
Amenities												
In-Unit	Balcony/Patio Blinds Carpeting Central A/C Coat Closet Dishwasher Exterior Storage Garbage Disposal Microwave Oven Refrigerator Walk-In Closet Washer/Dryer hookup					Security		Limited Access				
Property	Parking spaces: 418 Business Center/Computer Lab Carport (fee: \$25.00) Clubhouse/Meeting Room/Community Room Exercise Facility Garage (fee: \$50.00) Central Laundry Off-Street Parking On-Site Management Picnic Area Playground Recreation Areas Swimming Pool					Premium		none				
Services	none					Other		none				
Comments												
Construction on this property is expected to begin September 2020 and to be completed by November 2022. Utility allowances are \$60, \$77, and \$98 for one, two, and three-bedroom units, respectively. The property will also include 48 carport parking spaces offered at \$30 per month and 24 garage parking spaces for \$50 per month.												

- 10. Scope of Renovations:** The Subject will be new construction.
- 11. Placed in Service Date:** Construction on the Subject is expected to be completed in November 2022.
- Conclusion:** The Subject will be an excellent-quality garden style apartment complex, comparable or superior to most of the inventory in the area. As new construction, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical obsolescence.

D.SITE EVALUATION

- 1. Date of Site Visit and Name of Inspector:** Brian Neukam visited the site on July 13, 2020.
- 2. Physical Features of the Site:** The following illustrates the physical features of the site.
 - Frontage:** The Subject site has frontage along the south side of Laurel Crossing Parkway NE.
 - Visibility/Views:** The Subject will be located along the south side of Laurel Crossing Parkway NE, just south of Interstate 85 in the northern portion of Gwinnett County, Georgia. Visibility and views from the site will be good. Views to the north will consist of a 64-acre mixed-use development currently under construction to be named Exchange at Gwinnett. According to an article by *The Atlanta Journal-Constitution* dated December 20, 2019, the development is proposed to include 1.6 million square feet of offerings, including a hotel, food hall, brewery, CineBistro dine-in movie theatre, TopGolf location, and Andretti Indoor Karting and Games location. Construction is expected to be completed within approximately two years. Views will also consist of vacant, wooded land to the north, south and west, and Summer Park Apartments, which has been utilized as a comparable property in our analysis, to the east.
 - Surrounding Uses:** The following map illustrates the surrounding land uses.



Source: Google Earth, June 2020.

The Subject site is located just east of Buford Drive and Laurel Crossing Parkway on the south side of Laurel Crossing Parkway. Surrounding land uses consist primarily of retail/commercial uses, single-family housing, multifamily housing, and places of worship. Directly north of the Subject site is a 64-acre mixed-use development currently under construction to be named Exchange at Gwinnett. According to an article by The Atlanta Journal-Constitution dated December 20, 2019, the development is proposed to include 1.6 million square feet of offerings, including a hotel, food hall, brewery, CineBistro dine-in movie theatre, TopGolf location, and Andretti Indoor Karting and Games location. Construction is expected to be completed within approximately two years. Further north, across Interstate 85, are a variety of retail/commercial uses as well as the Mall of Georgia. Directly east of the Subject site is Summer Park Apartments, which has been used as a comparable property for the purposes of this report. Located further east is primarily vacant, wooded land and single-family homes. Directly

south of the Subject site is vacant, wooded land as well as an industrial use. Located further south are single-family homes. Located west of the Subject site, on the corner of Laurel Crossing Parkway NE and Buford Drive NE, are a number of retail/commercial uses. Further west, across Buford Drive NE, are retail/commercial uses along Buford Drive NE, single-family homes, and Preston Hills at Mill Creek Apartments, which has been used as a comparable property for the purposes of this report. Retail and commercial uses in the Subject's area appear to be approximately 95 percent occupied. The Subject site is considered "Car-Dependent" by Walkscore with a rating of 14 out of 100. The Subject site is considered a desirable building site for rental housing. The Subject site is located in a mixed-use neighborhood. The uses surrounding the Subject are in average to good condition. The uses surrounding the Subject are in good condition and the site has good proximity to locational amenities, most of which are within 2.2 miles of the Subject site.

Positive/Negative Attributes of Site: The Subject's proximity to retail and other locational amenities as well as its surrounding uses, which are in good condition, are considered positive attributes.

3. **Physical Proximity to Locational Amenities:** The Subject is located within 2.2 miles of most locational amenities.
4. **Pictures of Site and Adjacent Uses:** The following are pictures of the Subject site and adjacent uses.



Subject site east from Laurel Crossing Parkway



Subject site east from Laurel Crossing Parkway



View north Laurel Crossing Parkway



View south on Laurel Crossing Parkway



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood



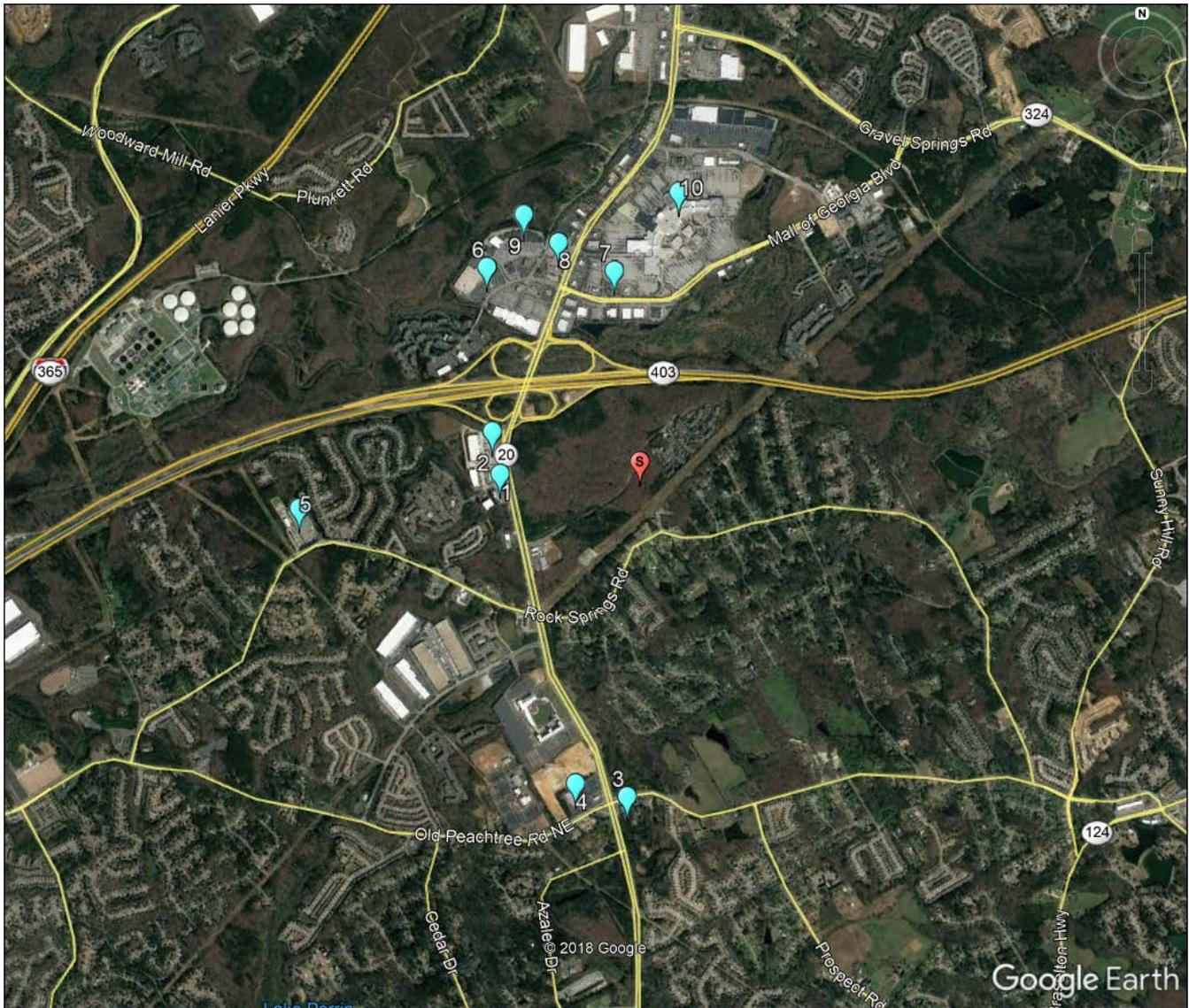
Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood

5. Proximity to Locational Amenities:

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



Source: Google Earth, June 2020.

LOCATIONAL AMENITIES

Number	Service or Amenity	Distance from Subject
1	QuikTrip Gas Station	0.9 miles
2	Culver's Restaurant	0.9 miles
3	Walgreens Pharmacy	1.7 miles
4	Publix Super Market	1.8 miles
5	Rock Springs Elementary School	1.8 miles
6	Costco Wholesale	1.9 miles
7	Bank of America	1.9 miles
8	Subway Restaurant	2.0 miles
9	Ross Dress for Less	2.0 miles
10	Mall of Georgia	2.2 miles

6. Description of Land Uses

The Subject site is located just east of Buford Drive and Laurel Crossing Parkway on the south side of Laurel Crossing Parkway. Surrounding land uses consist primarily of retail/commercial uses, single-family housing, multifamily housing, and places of worship. Directly north of the Subject site is a 64-acre mixed-use development currently under construction to be named Exchange at Gwinnett. According to an article by The Atlanta Journal-Constitution dated December 20, 2019, the development is proposed to include 1.6 million square feet of offerings, including a hotel, food hall, brewery, CineBistro dine-in movie theatre, TopGolf location, and Andretti Indoor Karting and Games location. Construction is expected to be completed within approximately two years. Further north, across Interstate 85, are a variety of retail/commercial uses as well as the Mall of Georgia. Directly east of the Subject site is Summer Park Apartments, which has been used as a comparable property for the purposes of this report. Located further east is primarily vacant, wooded land and single-family homes. Directly south of the Subject site is vacant, wooded land as well as an industrial use. Located further south are single-family homes. Located west of the Subject site, on the corner of Laurel Crossing Parkway NE and Buford Drive NE, are a number of retail/commercial uses. Further west, across Buford Drive NE, are retail/commercial uses along Buford Drive NE, single-family homes, and Preston Hills at Mill Creek Apartments, which has been used as a comparable property for the purposes of this report. Retail and commercial uses in the Subject's area appear to be approximately 95 percent occupied. The Subject site is considered "Car-Dependent" by Walkscore with a rating of 22 out of 100. The Subject site is considered a desirable building site for rental housing. The Subject site is located in a mixed-use neighborhood. The uses surrounding the Subject are in average to good condition. The uses surrounding the Subject are in good condition and the site has good proximity to locational amenities, most of which are within 2.2 miles of the Subject site.

7. Crime:

The following table illustrates crime statistics in the Subject's PMA compared to the Atlanta-Sandy Springs-Roswell, GA MSA.

2019 CRIME INDICES

	PMA	Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area
Total Crime*	74	139
Personal Crime*	37	130
Murder	37	155
Rape	39	88
Robbery	49	163
Assault	32	118
Property Crime*	79	140
Burglary	74	147
Larceny	79	134
Motor Vehicle Theft	90	178

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

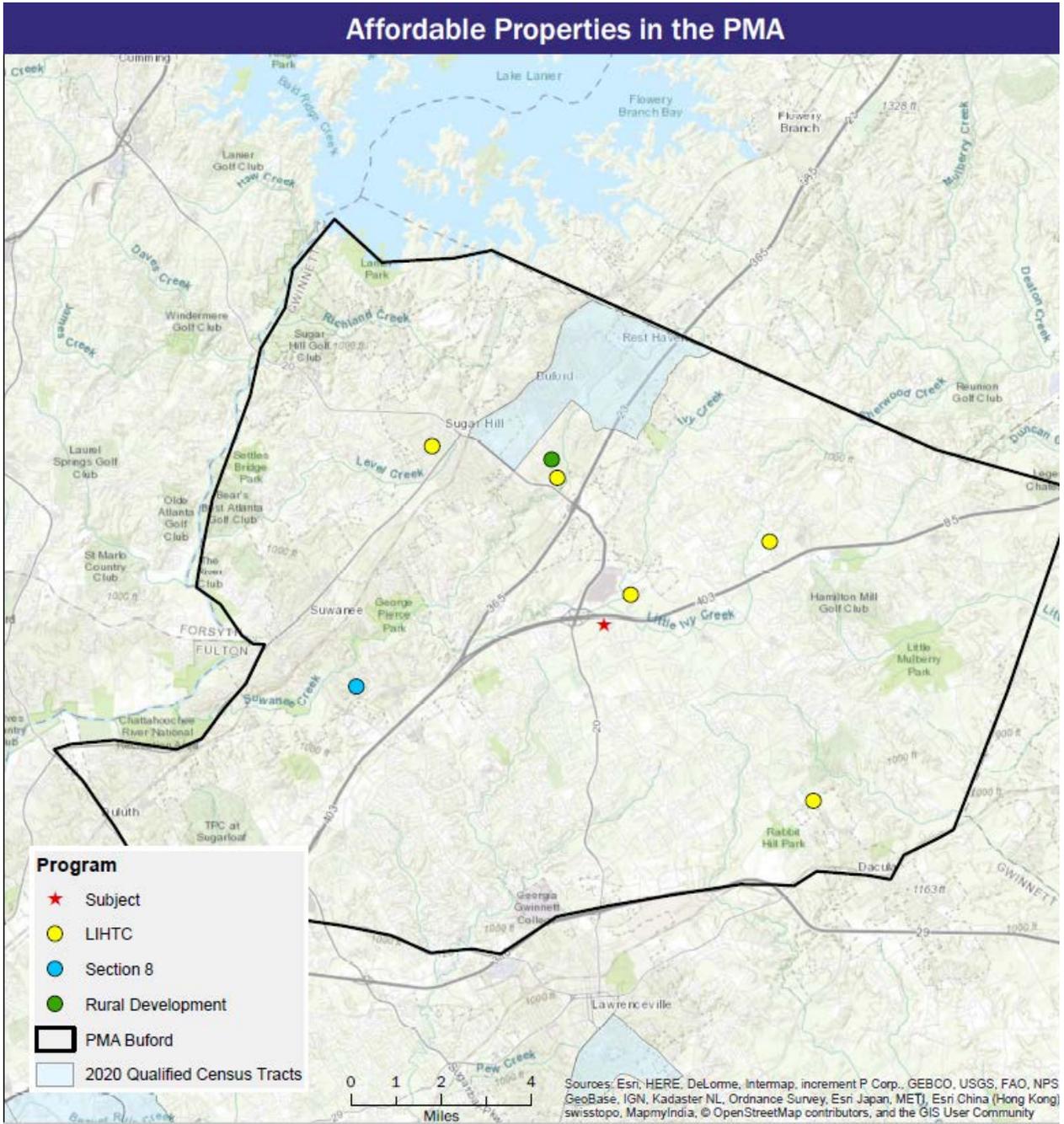
*Unweighted aggregations

For comparison purposes, a crime index below 100 is below the national average, and a crime index above 100 is above the nation’s crime index average. As indicated in the table above, all crime indices in the PMA are below that of the MSA and that of the nation. The Subject will offer limited access as a security feature, which is slightly superior to similar to the majority of the comparable properties. One of the LIHTC comparables, The View at Sugarloaf Apartments, does not offer security features. This comparable is currently fully-occupied. Thus, the Subject’s security features appear to be market-oriented.

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

AFFORDABLE PROPERTIES IN THE PMA

Property Name	Program	Location	Tenancy	# of Units	Distance from Subject	Map Color
Ivy Ridge	LIHTC	Buford	Family	256	-	Star
Legends of Peachtree Shoals	LIHTC	Dacula	Senior	240	5.0 miles	Yellow
Huntington Court	LIHTC/Market	Buford	Senior	152	2.9 miles	
Plantation Ridge	LIHTC/Market	Sugar Hill	Family	218	4.6 miles	
Reserve At Ivy Creek	LIHTC/Market	Buford	Family	305	0.7 miles	
Wisteria Place of Hamilton Mill	LIHTC/Market	Buford	Senior	100	4.0 miles	
Winbridge Apartments	Rural Development	Buford	Family	48	3.0 miles	Green
Annandale Apartments, Inc.	Section 8	Suwanee	Family	12	4.6 miles	Blue



9. Road, Infrastructure or Proposed Improvements:

Exchange at Gwinnett, which will be adjacent to the Subject, is a 64-acre mixed-use development currently under construction. According to an article by *The Atlanta Journal-Constitution* dated December 20, 2019, the development is proposed to include 1.6 million square feet of offerings, including a hotel, food hall, brewery, CineBistro dine-in movie theatre, TopGolf location, and Andretti Indoor Karting and Games location. Construction is expected to be

completed within approximately two years. We did not witness any other road, infrastructure or proposed improvements during our field work.

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

The site is accessible from Laurel Crossing Parkway NE. Laurel Crossing provides access to Highway 20 just west of the Subject site. Highway 20 is a heavily trafficked arterial route that provides access to Interstate 85 just north of the Subject site and Highway 316 approximately six miles south of the Subject site. Interstate 85 provides access to Atlanta approximately 35 miles south of the Subject site and to Greenville, South Carolina approximately 113 miles northeast of the Subject site. Highway 316 provides access to Athens, Georgia approximately 45 miles east of the Subject site. Overall, access/ traffic flow and visibility are considered good.

11. Conclusion:

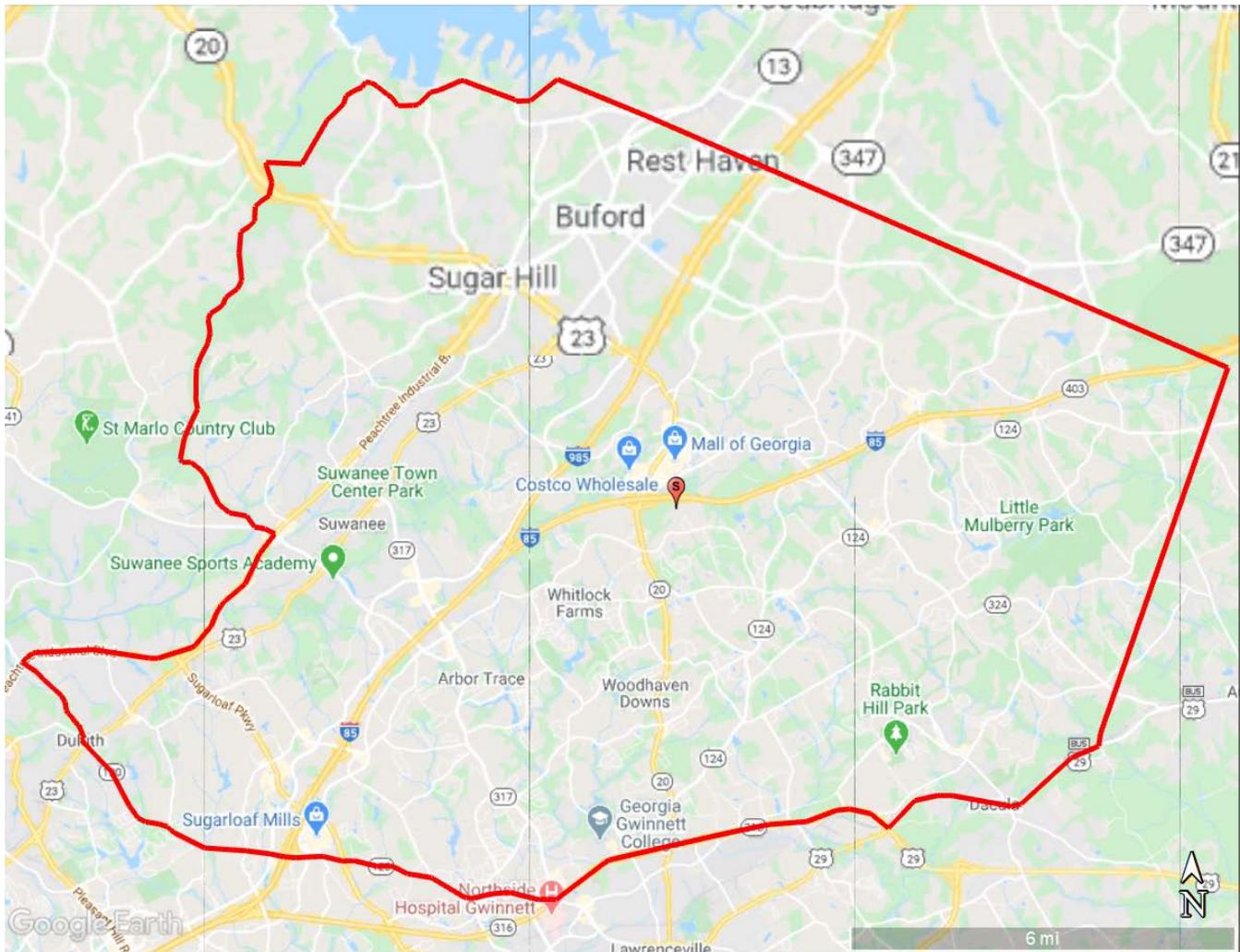
The Subject site is located just east of Buford Drive and Laurel Crossing Parkway on the south side of Laurel Crossing Parkway. The Subject site has good visibility and accessibility from Laurel Crossing Parkway NE. The Subject site is currently vacant, wooded land. Surrounding land uses consist primarily of retail/commercial uses, single-family housing, multifamily housing, and places of worship. Based on our inspection of the neighborhood, retail appeared to be 95 percent occupied. The Subject site is considered “Car-Dependent” by Walkscore with a rating of 22 out of 100. Crime risk indices in the Subject’s area are considered low. The Subject site is considered a desirable building site for rental housing. The Subject is located in a mixed-use neighborhood. The uses surrounding the Subject are in average to good condition and the site has good proximity to locational amenities, most of which are within 2.2 miles of the Subject site.

E. MARKET AREA

PRIMARY MARKET AREA

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

Primary Market Area Map



Source: Google Earth, June 2020.

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

The PMA is defined by the Chattahoochee River National Recreation Area, Lake Lanier, and Gwinnett County border to the north; the Gwinnett County border, Highway 29, and Highway 316 to the east; Highway 316 and Duluth Highway NW to the south; and Peachtree Industrial Boulevard NW and the Chattahoochee River to the west. This area includes the city of Buford as well as portions of the communities of Johns Creek,

Duluth, Lawrenceville, and Dacula. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 9 miles
East: 9 miles
South: 7 miles
West: 10 miles

The PMA was defined based on interviews with the local housing authority, property managers at comparable properties, and the Subject's property manager. Many property managers indicated that a significant portion of their tenants come from Buford and other cities throughout Gwinnett County. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2020 DCA market study guidelines, we have not accounted for leakage in our demand analysis found later in this report. The farthest PMA boundary from the Subject is approximately ten miles. The SMA is defined as the Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area (MSA), which consists of 29 counties in northwest Georgia and encompasses 8,726 square miles.

F. COMMUNITY DEMOGRAPHIC DATA

COMMUNITY DEMOGRAPHIC DATA

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

1. Population Trends

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

1a. Total Population

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

Year	POPULATION					
	PMA		Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	142,886	-	4,240,804	-	281,250,431	-
2010	245,190	7.2%	5,286,728	2.5%	308,745,538	1.0%
2019	292,941	2.1%	5,986,262	1.4%	332,417,793	0.8%
Projected Mkt Entry November 2022	312,365	2.0%	6,286,151	1.5%	341,130,999	0.8%
2024	322,077	2.0%	6,436,095	1.5%	345,487,602	0.8%

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

Between 2010 and 2019, the PMA experienced population growth at a faster rate than both the MSA and the nation as a whole. Over the next five years, this trend is expected to continue. Overall, we believe that population growth in the PMA and SMA is a positive indication of demand for the Subject’s proposed units.

1b. Total Population by Age Group

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

Age Cohort	POPULATION BY AGE GROUP				
	PMA			Projected Mkt Entry November 2022	2024
	2000	2010	2019		
0-4	11,852	16,630	18,201	19,798	20,596
5-9	11,867	20,723	20,372	21,265	21,711
10-14	10,982	22,063	22,663	22,858	22,956
15-19	9,368	19,320	20,826	21,349	21,611
20-24	8,302	12,601	17,562	17,059	16,807
25-29	11,945	13,633	21,199	21,580	21,771
30-34	14,161	15,837	19,931	25,404	28,141
35-39	15,874	20,518	20,586	23,745	25,325
40-44	13,839	22,776	21,074	22,230	22,808
45-49	10,601	22,966	22,934	21,729	21,126
50-54	8,174	18,436	21,854	21,705	21,630
55-59	5,274	13,266	20,717	20,371	20,198
60-64	3,427	9,653	16,127	18,220	19,267
65-69	2,595	6,338	11,649	13,868	14,977
70-74	1,899	4,078	7,912	9,531	10,341
75-79	1,323	2,926	4,599	6,019	6,729
80-84	816	1,861	2,546	3,161	3,468
85+	579	1,565	2,188	2,473	2,616
Total	142,878	245,190	292,940	312,365	322,078

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

Age Cohort	POPULATION BY AGE GROUP				
	Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area			Projected Mkt Entry November 2022	2024
	2000	2010	2019		
0-4	316,900	380,735	385,594	406,133	416,403
5-9	324,231	394,306	399,707	410,946	416,566
10-14	312,353	390,992	411,242	422,195	427,671
15-19	289,356	378,372	395,799	409,113	415,770
20-24	289,793	341,650	393,640	399,895	403,023
25-29	362,507	377,057	459,751	457,730	456,719
30-34	379,658	386,120	430,822	485,975	513,551
35-39	394,076	417,987	424,488	454,526	469,545
40-44	357,821	415,233	402,125	424,821	436,169
45-49	305,207	411,635	419,005	405,696	399,042
50-54	265,159	364,330	398,245	405,582	409,251
55-59	185,162	301,331	389,800	386,182	384,373
60-64	130,306	252,453	334,576	361,015	374,234
65-69	101,281	170,690	272,622	301,333	315,688
70-74	82,781	114,130	203,614	231,354	245,224
75-79	65,290	81,144	124,334	158,604	175,739
80-84	42,487	57,082	72,799	89,940	98,510
85+	36,415	51,481	68,099	75,111	78,617
Total	4,240,783	5,286,728	5,986,262	6,286,151	6,436,095

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

The largest age cohorts in the PMA are between 45 and 49 and 10 and 14, which indicates the presence of families.

2. Household Trends

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

2a. Total Number of Households and Average Household Size

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

HOUSEHOLDS

Year	PMA		Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	49,127	-	1,551,771	-	105,409,439	-
2010	79,616	6.2%	1,943,884	2.5%	116,716,296	1.1%
2019	95,587	2.2%	2,195,127	1.4%	125,168,557	0.8%
Projected Mkt Entry November 2022	101,936	2.0%	2,303,310	1.5%	128,115,894	0.7%
2024	105,111	2.0%	2,357,402	1.5%	129,589,563	0.7%

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

AVERAGE HOUSEHOLD SIZE

Year	PMA		Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.86	-	2.68	-	2.59	-
2010	3.03	0.6%	2.67	0.0%	2.58	-0.1%
2019	3.03	0.0%	2.69	0.1%	2.59	0.1%
Projected Mkt Entry November 2022	3.03	0.0%	2.69	0.0%	2.60	0.1%
2024	3.03	0.0%	2.69	0.0%	2.60	0.1%

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

Household growth in the PMA exceeded that of both the MSA and the nation between 2010 and 2019. Over the next five years, this trend in household growth is expected to continue. The average household size in the PMA is larger than the national average at 3.03 persons in 2019. Over the next five years, the average household size is projected to remain relatively similar.

2b. Households by Tenure

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

TENURE PATTERNS PMA

Year	Owner-Occupied	Percentage	Renter-	Percentage
	Units	Owner-Occupied	Occupied Units	Renter-Occupied
2000	42,534	86.6%	6,593	13.4%
2019	76,068	79.6%	19,519	20.4%
Projected Mkt Entry November 2022	81,501	80.0%	20,435	20.0%
2024	84,218	80.1%	20,893	19.9%

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

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

2c. Household Income

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

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA

Income Cohort	2019		Projected Mkt Entry November 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	874	4.5%	893	4.4%	903	4.3%
\$10,000-19,999	2,104	10.8%	2,082	10.2%	2,071	9.9%
\$20,000-29,999	2,579	13.2%	2,616	12.8%	2,635	12.6%
\$30,000-39,999	2,879	14.7%	2,937	14.4%	2,966	14.2%
\$40,000-49,999	1,931	9.9%	1,958	9.6%	1,971	9.4%
\$50,000-59,999	2,168	11.1%	2,225	10.9%	2,253	10.8%
\$60,000-74,999	2,348	12.0%	2,508	12.3%	2,588	12.4%
\$75,000-99,999	1,828	9.4%	1,965	9.6%	2,033	9.7%
\$100,000-124,999	1,438	7.4%	1,607	7.9%	1,692	8.1%
\$125,000-149,999	457	2.3%	549	2.7%	595	2.8%
\$150,000-199,999	358	1.8%	420	2.1%	451	2.2%
\$200,000+	555	2.8%	675	3.3%	735	3.5%
Total	19,519	100.0%	20,435	100.0%	20,893	100.0%

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

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

Income Cohort	2019		Projected Mkt Entry November 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	94,956	12.1%	93,733	11.6%	93,121	11.4%
\$10,000-19,999	112,094	14.3%	109,029	13.5%	107,496	13.1%
\$20,000-29,999	109,706	14.0%	108,178	13.4%	107,414	13.1%
\$30,000-39,999	99,854	12.7%	99,472	12.3%	99,281	12.1%
\$40,000-49,999	82,057	10.4%	82,980	10.3%	83,442	10.2%
\$50,000-59,999	63,585	8.1%	66,065	8.2%	67,305	8.2%
\$60,000-74,999	70,002	8.9%	73,793	9.1%	75,689	9.2%
\$75,000-99,999	64,648	8.2%	70,563	8.7%	73,521	9.0%
\$100,000-124,999	35,249	4.5%	39,832	4.9%	42,124	5.1%
\$125,000-149,999	18,802	2.4%	22,313	2.8%	24,068	2.9%
\$150,000-199,999	17,905	2.3%	21,368	2.6%	23,099	2.8%
\$200,000+	16,753	2.1%	21,506	2.7%	23,882	2.9%
Total	785,611	100.0%	808,832	100.0%	820,442	100.0%

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

The Subject will target tenants earning between \$31,886 and \$53,640. As the table above depicts, approximately 35.7 percent of renter households in the PMA are earning incomes between \$30,000 and \$59,999, which is greater than the 31.2 percent of renter households in the MSA in 2019. For the projected market entry date of November 2022, these percentages are projected to slightly decrease to 34.9 percent in the PMA and 30.8 percent in the MSA.

2d. Renter Households by Number of Persons in the Household

The following table illustrates household size for all households in 2019, 2022 and 2024. To determine the number of renter households by number of persons per household, the total number of households is adjusted by the percentage of renter households.

RENTER HOUSEHOLDS BY NUMBER OF PERSONS - PMA

Household Size	Projected Mkt Entry November					
	2019		2022		2024	
	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>
1 Person	5,974	30.6%	6,223	30.5%	6,347	30.4%
2 Persons	4,668	23.9%	4,733	23.2%	4,766	22.8%
3 Persons	3,283	16.8%	3,464	16.9%	3,554	17.0%
4 Persons	2,656	13.6%	2,815	13.8%	2,895	13.9%
5+ Persons	2,938	15.1%	3,200	15.7%	3,331	15.9%
Total Households	19,519	100%	20,435	100%	20,893	100%

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

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

Conclusion

The population and household annual growth rate in the PMA exceeded that of both the MSA and nation as a whole between 2010 and 2019. Over the next five years, this trend in annual population and household growth rate is expected to continue. The rate of population and household growth is projected to exceed the growth of both the MSA and nation through 2022. The current population of the PMA is 292,941 and is expected to be 312,365 in 2022. The Subject will target tenants earning between \$30,754 and \$51,660. As the table above depicts, approximately 35.7 percent of renter households in the PMA are earning incomes between \$30,000 and \$59,999, which is greater than the 31.2 percent of renter households in the MSA in 2019. For the projected market entry date of November 2022, these percentages are projected to slightly decrease to 34.9 percent in the PMA and 30.8 percent in the MSA. Overall, the PMA has demonstrated that it is an area of population and household growth. As the PMA continues to grow, the need for affordable housing is also expected to increase. This population and household growth bodes well for the Subject’s proposed units.

G. EMPLOYMENT TRENDS

Employment Trends

The PMA and Gwinnett County appear to be diverse with low-paying jobs in the education, retail trade, manufacturing, and government sectors, which are expected to generate demand for affordable housing in the PMA. Employment levels decreased during the 2008 national recession and had surpassed pre-recession highs and appeared to be in an expansionary phase prior to the COVID-19 pandemic.

1. Total Jobs

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

COVERED EMPLOYMENT Gwinnett County, Georgia		
Year	Total Employment	% Change
2008	402,076	-
2009	380,094	-5.8%
2010	379,794	-0.1%
2011	389,936	2.6%
2012	400,458	2.6%
2013	408,130	1.9%
2014	416,344	2.0%
2015	427,813	2.7%
2016	445,552	4.0%
2017	461,911	3.5%
2018	470,913	1.9%
2019 YTD Average	470,440	1.8%
Feb-18	470,343	-
Feb-19	472,055	0.4%

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

As illustrated in the table above, Gwinnett County experienced a weakening economy during the national recession. Gwinnett County began feeling the effects of the downturn in 2008 with its first employment decrease of the decade. Employment growth quickly rebounded and Gwinnett County exhibited employment growth from 2010 through 2019 year to date. Employment in Gwinnett County increased 0.4 percent from February 2018 to February 2019. However, it is important to note that the above data is dated and does not reflect the impact from the COVID-19 pandemic, which is discussed and analyzed in further detail following in this section.

Total Jobs by Industry

The following table illustrates the total jobs by employment sectors within Gwinnett County as of the second quarter of 2018. Note that the data below was the most recent data available.

TOTAL JOBS BY INDUSTRY		
Gwinnett County, Georgia - Q2 2018		
	Number	Percent
Total, all industries	315,156	-
Goods-producing	49,044	-
Natural resources and mining	366	0.1%
Construction	20,779	6.6%
Manufacturing	27,899	8.9%
Service-providing	266,112	-
Trade, transportation, and utilities	87,819	27.9%
Information	8,225	2.6%
Financial activities	20,808	6.6%
Professional and business services	66,379	21.1%
Education and health services	36,072	11.4%
Leisure and hospitality	36,698	11.6%
Other services	8,940	2.8%
Unclassified	1,171	0.4%

Source: Bureau of Labor Statistics, 2020

Trade, transportation, and utilities is the largest industry in Gwinnett County, followed by professional and business services and leisure and hospitality. These industries are particularly vulnerable in economic downturns and are historically volatile industries, with the exception of utilities. The depth of economic impact on the Subject's regional economy due to the ongoing COVID-19 crises is uncertain, although the long-term forecast remains positive. The following table illustrates employment by industry for the PMA as of 2019 (most recent year available).

2019 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Retail Trade	17,829	11.9%	17,127,172	10.7%
Healthcare/Social Assistance	16,141	10.8%	22,612,482	14.1%
Prof/Scientific/Tech Services	14,861	9.9%	11,744,228	7.3%
Manufacturing	14,609	9.8%	16,057,876	10.0%
Educational Services	11,818	7.9%	14,565,802	9.1%
Construction	10,356	6.9%	11,245,975	7.0%
Accommodation/Food Services	10,273	6.9%	11,738,765	7.3%
Finance/Insurance	8,368	5.6%	7,377,311	4.6%
Other Services	8,232	5.5%	8,141,078	5.1%
Admin/Support/Waste Mgmt Svcs	7,026	4.7%	6,106,184	3.8%
Wholesale Trade	6,530	4.4%	4,183,931	2.6%
Transportation/Warehousing	6,358	4.2%	7,876,848	4.9%
Public Administration	5,189	3.5%	7,828,907	4.9%
Information	4,359	2.9%	3,157,650	2.0%
Real Estate/Rental/Leasing	4,227	2.8%	3,204,043	2.0%
Arts/Entertainment/Recreation	2,544	1.7%	3,332,132	2.1%
Utilities	481	0.3%	1,276,400	0.8%
Mgmt of Companies/Enterprises	336	0.2%	237,307	0.1%
Agric/Forestry/Fishing/Hunting	93	0.1%	1,915,709	1.2%
Mining	12	0.0%	819,151	0.5%
Total Employment	149,642	100.0%	160,548,951	100.0%

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

As the table above illustrates, employment in the PMA is greatest in the retail trade, healthcare/social assistance, and professional/scientific/technical services sectors. These industries alone account for 32.6 percent of total employment in the PMA. Compared to the nation as a whole, the retail trade, professional/scientific/technical services, and finance/insurance services sectors are overrepresented in the PMA. Conversely, the healthcare/social assistance, educational services, and accommodation/food services sectors are underrepresented in the PMA when compared to the nation.

2. Major Employers

The following table details the top 10 major employers in Gwinnett County, Georgia.

MAJOR EMPLOYERS - GWINNETT COUNTY

Employer Name	Industry	# Of Employees
Gwinnett County Public Schools	Education	21,531
Gwinnett County Government	Government	5,308
Gwinnett Health Care System	Healthcare	4,260
Publix	Retail	4,169
Walmart	Retail	3,425
State of Georgia	Government	2,582
Kroger	Retail	2,219
US Postal Service	Government	2,223
Priutt Health	Healthcare	1,699
Primerica	Insurance/Finance	1,654

Source: Georgia Department of Labor, Workforce and Economic Research, retrieved June 2020

Gwinnett County Public School System is the largest employer, employing over 21,000 employees. Other major employers are concentrated in the government, healthcare/social assistance, and retail sectors. Many of these employers provide employment for a broad range of workers, including skilled, unskilled, and service occupations.

Expansions/Contractions

We attempted to contact the Gwinnett County Chamber of Commerce and the Gwinnett County Economic Development Department to inquire about recent business expansions or contractions in the area, but to-date, our attempts have been unsuccessful. However, we utilized the Partnership Gwinnett website to find the following business expansions in Gwinnett County announced in 2017 through year-to-date 2020, most of which are located on lands identified through the Gwinnett County Village Community Improvement District (CID) initiative, an organization that works to promote redevelopment and infrastructure development in the area.

- Ironshield Brewing and Big Kettle Brewing announced on June 22, 2020 the opening of its operations in the City of Lawrenceville, Gwinnett County. The announcement represents 60 jobs and \$10M in capital investment for the community.
- Sonic Automotive, Inc., one of the largest retailers of new and pre-owned vehicles in the United States, announced on February 24, 2020 its plans to will locate a dealership and regional headquarters for EchoPark Automotive in the Gwinnett Place Community Improvement District (CID), creating 130 new jobs and investing \$20 million in the project.
- On January 21, 2020, MueKo Machinery, a German high-tech custom machine and automation builder, announced the location of its US headquarters in the City of Suwanee, Gwinnett County. MueKo invested more than \$250K in the new location on Tench Road in the City of Suwanee. The facility will serve as the company's US Headquarters and will house production and service capabilities. MueKo is planning to bring 20-30 new jobs to Gwinnett over the next few years. These jobs will include machine builders, mechatronics, PLC programmers, controls engineers and business development professionals.
- Exchange at Gwinnett, which will be adjacent to the Subject, is a 64-acre mixed-use development currently under construction. According to an article by The Atlanta Journal-Constitution dated December 20, 2019, the development is proposed to include 1.6 million square feet of offerings, including a hotel, food hall, brewery, CineBistro dine-in movie theatre, TopGolf location, and Andretti Indoor Karting and Games location. Construction is expected to be completed within approximately two years.
- Barco, a manufacturer of electronics for business, entertainment, and the medical field announced plans in August 2019 to add 50 jobs to its existing facility in Gwinnett.
- Rivacold, an Italian manufacturer of refrigeration systems, announced plans in August 2019 to create 140 new jobs and invest \$5 million in a new manufacturing facility in Buford.
- Zodiac Data Systems (Safran Aerosystems), a company that specializes in testing instrumentation, telemetry, and space communications, announced plans in July 2019 to relocate and expand to the city of Norcross. The number of new jobs that will be created was not available.
- Amazon announced plans in July 2019 to construct a new fulfillment center in Gwinnett County, which will create 1,000 new jobs.
- Elma Electronic Inc. opened a new manufacturing facility in Gwinnett County in July 2019, creating 93 new jobs.
- Elemaster opened a new manufacturing facility in Duluth in April 2019. The new facility created 40 new jobs and has the potential to create 20 additional jobs in 2019 and up to 50 additional new jobs by 2020.

- CarMax plans to create more than 300 new jobs in Peachtree Corners when the car retailer opens a new customer experience center in the city this summer, Gov. Brian Kemp’s office announced March 5, 2019.
- Academy Sports + Outdoors announced March 5, 2019 that it plans to open a new store near Interstate 985 in Buford later this year. The new store is expected to employ 60 people when it opens.
- CMX Cinemas opened CMX CinéBistro Peachtree Corners in March 2019. It has long been viewed by city officials as the major anchor for the Town Center development, which is across Peachtree Parkway from The Forum shopping center.
- First American Bank and Trust held a groundbreaking on February 14, 2019 for its new branch, which will be located at the corner of West Crogan and Culver streets in Lawrenceville. Lawrenceville officials previously said the branch is expected to initially employ 10 people.
- German Grocery Store, Lidl, opened on January 30, 2019 on Stone Mountain Highway, Snellville, GA.
- Southlawn, a 32-acre, \$200-million mixed-use development, broke ground in late July of 2018 in Lawrenceville. The development will include more than 15,000 square feet of retail space, 600-plus residences (single-family homes and townhomes that will not directly compete with the Subject as they will be market rate), and a town green that will connect with Lawrenceville’s City Hall, police station, and downtown. The development will be completed in phases over the next three to five years.
- Gezolan, a Swiss manufacturing company, opened a 60,000-square-foot facility off Hamilton Mill Road in Buford in June 2018, representing a \$12-million investment.
- Assurant, Inc., a global leader in risk management solutions, opened a technical support center in Duluth in May 2018, which created 335 new jobs and represented a \$2.2-million investment.
- GEBHARDT Logistic Solutions Inc., a market leader in storage and transport solutions for retail and trade industries, announced the expansion of its operations and relocation to Gwinnett County, metro Atlanta, Georgia. GEBHARDT’s 30,000-square-foot facility, located at 1650 Horizon Parkway Northeast approximately 4.4 miles north of the Subject site, will serve as a headquarters for the company’s North American production and services for storage and transport solutions. The facility will house four full-time employees and 10 to 20 part-time employees including sales managers, customer service managers, engineers, logisticians and a general manager. The company seeks to actively increase its number of full-time employees as it expands into the North American market.
- Convergent Technologies, a worldwide leader in service-based systems integration, announced the expansion of its operations in Gwinnett County. The announcement represents 150 existing jobs, a projected 33 percent increase in new jobs in the coming years, and \$1 million in capital investment for the community. Convergent’s 25,000-square-foot facility will be located at 1955 Evergreen Boulevard, approximately ten miles south of the Subject site.
- AZZ Inc., a provider of specialty electrical equipment and highly engineered services, announced in June 2017 plans to expand and relocate the company’s specialty welding operation to a new 180,000 square-foot facility located at 560 Horizon Drive, 4.5 miles southwest of the Subject site. At the time of the announcement, there was no information for how many jobs the relocation is expected to add to the local economy.
- Carcoustics, a supplier to the automobile industry, plans to invest \$6 million to construct a 130,000 square-foot manufacturing facility that will produce acoustic and thermal components for the automobile industry. Over the next five years, the company intends to create 200 jobs at the facility.

- Liftmaster, a manufacturer of residential garage door openers, announced in April 2017 plans to move their distribution operations and customer experience and training centers to a newly constructed 96,000 square-foot facility. Liftmaster plans to increase full-time staff in the area by 30 percent when the distribution center is fully operational, though no numbers of jobs expected to be added were given.
- National Compressor Exchange (NCE), an ISO Certified compressor remanufacturer, announced in April 2017 that it plans to establish a southeastern and international division headquarters that will house the company's warehouse, sales operations, and customer showroom. The \$500,000 initial investment will immediately add four new jobs with plans to add an additional 40 jobs over the next five years.
- Crawford & Company, the world's largest publicly listed independent provider of claims management to insurance companies, announced in March 2017 plans to move their global headquarters to the city of Peachtree Corners in Gwinnett County. The project will include \$15 million in capital investment and is expected to add 500 new jobs over the next three years.

We reviewed publications by Georgia Department of Economic Development, Workforce Division listing WARN (Worker Adjustment and Retraining Notification Act) notices since January 2017. These layoffs are illustrated in the following table.

GWINNETT COUNTY WARN LISTINGS 2017-2020

Company	Industry	Employees Affected	Layoff Date
Aramark Educational Services, LLC	Education	139	06/26/2020
T-Mobile	Telecommunications	79	06/16/2020
Nth Degree, Inc.	Professional/Scientific/Technical Services	35	06/08/2020
Merritt Hospitality, LLC (Chateau Elan)	Hospitality	108	06/06/2020
Enterprise Holdings	Transportation/Warehousing	232	04/30/2020
Harlem Globetrotters International, Inc.	Entertainment	175	04/20/2020
The Finish Line, Inc.	Retail	19	04/12/2020
The Finish Line, Inc.	Retail	40	04/12/2020
Vision Works (Duluth)	Healthcare	9	04/04/2020
Vision Works (Buford)	Healthcare	9	04/04/2020
Vision Works (Snellville)	Healthcare	10	04/04/2020
Asbury Automotive	Retail	15	04/03/2020
The Finish Line, Inc.	Retail	12	04/01/2020
Larson-Juhl US LLC	Retail	71	03/31/2020
NDC Family Care Inc	Healthcare	3	03/30/2020
Crestline Hotels & Resorts	Hospitality	48	03/27/2020
Daiohs First Choice Coffee Service	Retail	5	03/26/2020
Meat Done Right, LLC	Retail	24	03/24/2020
Imagine That Inc.	Professional/Scientific/Technical Services	5	03/23/2020
All Kids First	Healthcare	31	03/18/2020
Bloomin Brands (Bonefish 1706)	Restaurants	58	03/15/2020
Bloomin Brands (Bonefish 1707)	Restaurants	47	03/15/2020
Bloomin' Brands (Outback 1114)	Restaurants	88	03/15/2020
Bloomin Brands (Carrabbas 6112)	Restaurants	73	03/15/2020
Bloomin Brands (Outback 1122)	Restaurants	65	03/15/2020
Hyacinta LLC	Manufacturing	1	03/10/2020
ON Services-AV Specialists, Inc.	Professional/Scientific/Technical Services	128	03/01/2020
Nestle U.S.A.	Manufacturing	111	10/18/2019
Serenity Dominican Hair Studio LLC	Other Services	1	12/31/2018
Mayfield Dairy (Dean Foods)	Manufacturing	108	9/16/2018
Corix	Utilities	53	12/30/2017
Ricoh Logistics	Transportation/Warehousing	50	9/29/2017
Sodexo	Other Services	63	8/31/2017
B&B Bacrach	Retail	7	8/6/2017
Dollar Express	Retail	8	6/30/2017
bebe	Retail	8	5/27/2017
NetLinx	Information	236	5/21/2017
Siemens Healthineers	Healthcare	70	3/31/2017
Suniva	Professional/Scientific/Technical Services	131	3/29/2017
Bin Tech	Finance/Insurance	108	2/17/2017
Total		2,483	

Source: Georgia Department of Economic Development, June 2020

As illustrated in the above table, there was a steady but modest pace of layoffs through 2019, representing less than one percent of total MSA employment. However, beginning in March 2020, the international pandemic caused by the COVID-19 coronavirus resulted in governments across the globe taking dramatic efforts to slow the spread and flatten the infection curve in order to reduce the strain on our health care system. Consequently, over the past two months there has been a sharp and dramatic increase in layoffs due to the economic restrictions related to the emergency response.

However, governments have passed significant economic stimulus packages to help in offsetting the economic impact. Local governments have begun to lift or loosen restrictions and the stimulus passed thus far has blunted some of the impact from the emergency measures. It remains unclear as to how these measures will impact the housing market long term. However, based on the data available through two months, which indicates some multifamily real estate transactions have continued to close without repricing and rent collection losses during this period have declined less than projected, the governmental response

has offset a significant portion of the economic losses presented by the emergency. There is evidence that, despite the significant level of recent layoffs, many other area employers are hiring. Overall, we anticipate that the elevated layoff pace will subside now that economic restrictions have been loosened in the Subject's market area.

3. Employment and Unemployment Trends

The following table details employment and unemployment trends for the Atlanta-Sandy Springs-Roswell, GA MSA from 2004 to April 2020.

EMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)						
	<u>Atlanta-Sandy Springs-Roswell, GA</u>			<u>USA</u>		
	<u>Metropolitan Statistical Area</u>					
	Total Employment	% Change	Differential from peak	Total Employment	% Change	Differential from peak
2004	2,382,163	-	-20.3%	139,252,000	-	-11.6%
2005	2,445,674	2.7%	-18.2%	141,730,000	1.8%	-10.0%
2006	2,538,141	3.8%	-15.1%	144,427,000	1.9%	-8.3%
2007	2,618,825	3.2%	-12.4%	146,047,000	1.1%	-7.3%
2008	2,606,822	-0.5%	-12.8%	145,363,000	-0.5%	-7.7%
2009	2,452,057	-5.9%	-18.0%	139,878,000	-3.8%	-11.2%
2010	2,440,037	-0.5%	-18.4%	139,064,000	-0.6%	-11.7%
2011	2,486,895	1.9%	-16.8%	139,869,000	0.6%	-11.2%
2012	2,545,474	2.4%	-14.9%	142,469,000	1.9%	-9.6%
2013	2,572,589	1.1%	-14.0%	143,929,000	1.0%	-8.6%
2014	2,611,988	1.5%	-12.6%	146,305,000	1.7%	-7.1%
2015	2,672,682	2.3%	-10.6%	148,833,000	1.7%	-5.5%
2016	2,786,479	4.3%	-6.8%	151,436,000	1.7%	-3.9%
2017	2,892,848	3.8%	-3.2%	153,337,000	1.3%	-2.7%
2018	2,941,061	1.7%	-1.6%	155,761,000	1.6%	-1.1%
2019	2,989,672	1.7%	0.0%	157,538,000	1.1%	0.0%
2020 YTD Average*	2,900,973	-3.0%	-	148,193,000	-5.9%	-
Apr-2019	2,960,264	-	-	156,710,000	-	-
Apr-2020	2,559,638	-13.5%	-	133,326,000	-14.9%	-

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

UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	<u>Atlanta-Sandy Springs-Roswell, GA</u>			<u>USA</u>		
	<u>Metropolitan Statistical Area</u>					
	Unemployment Rate	Change	Differential from peak	Unemployment Rate	Change	Differential from peak
2004	4.8%	-	1.5%	5.5%	-	1.9%
2005	5.4%	0.6%	2.1%	5.1%	-0.5%	1.4%
2006	4.7%	-0.7%	1.4%	4.6%	-0.5%	1.0%
2007	4.4%	-0.2%	1.2%	4.6%	0.0%	1.0%
2008	6.2%	1.7%	2.9%	5.8%	1.2%	2.1%
2009	9.9%	3.8%	6.7%	9.3%	3.5%	5.6%
2010	10.3%	0.4%	7.0%	9.6%	0.3%	6.0%
2011	9.9%	-0.4%	6.6%	9.0%	-0.7%	5.3%
2012	8.8%	-1.1%	5.6%	8.1%	-0.9%	4.4%
2013	7.8%	-1.0%	4.5%	7.4%	-0.7%	3.7%
2014	6.7%	-1.1%	3.5%	6.2%	-1.2%	2.5%
2015	5.7%	-1.0%	2.5%	5.3%	-0.9%	1.6%
2016	5.1%	-0.6%	1.9%	4.9%	-0.4%	1.2%
2017	4.5%	-0.6%	1.3%	4.4%	-0.5%	0.7%
2018	3.8%	-0.7%	0.5%	3.9%	-0.4%	0.2%
2019	3.3%	-0.5%	0.0%	3.7%	-0.2%	0.0%
2020 YTD Average*	5.9%	2.6%	-	7.9%	4.3%	-
Apr-2019	3.0%	-	-	3.3%	-	-
Apr-2020	12.7%	9.7%	-	14.4%	11.1%	-

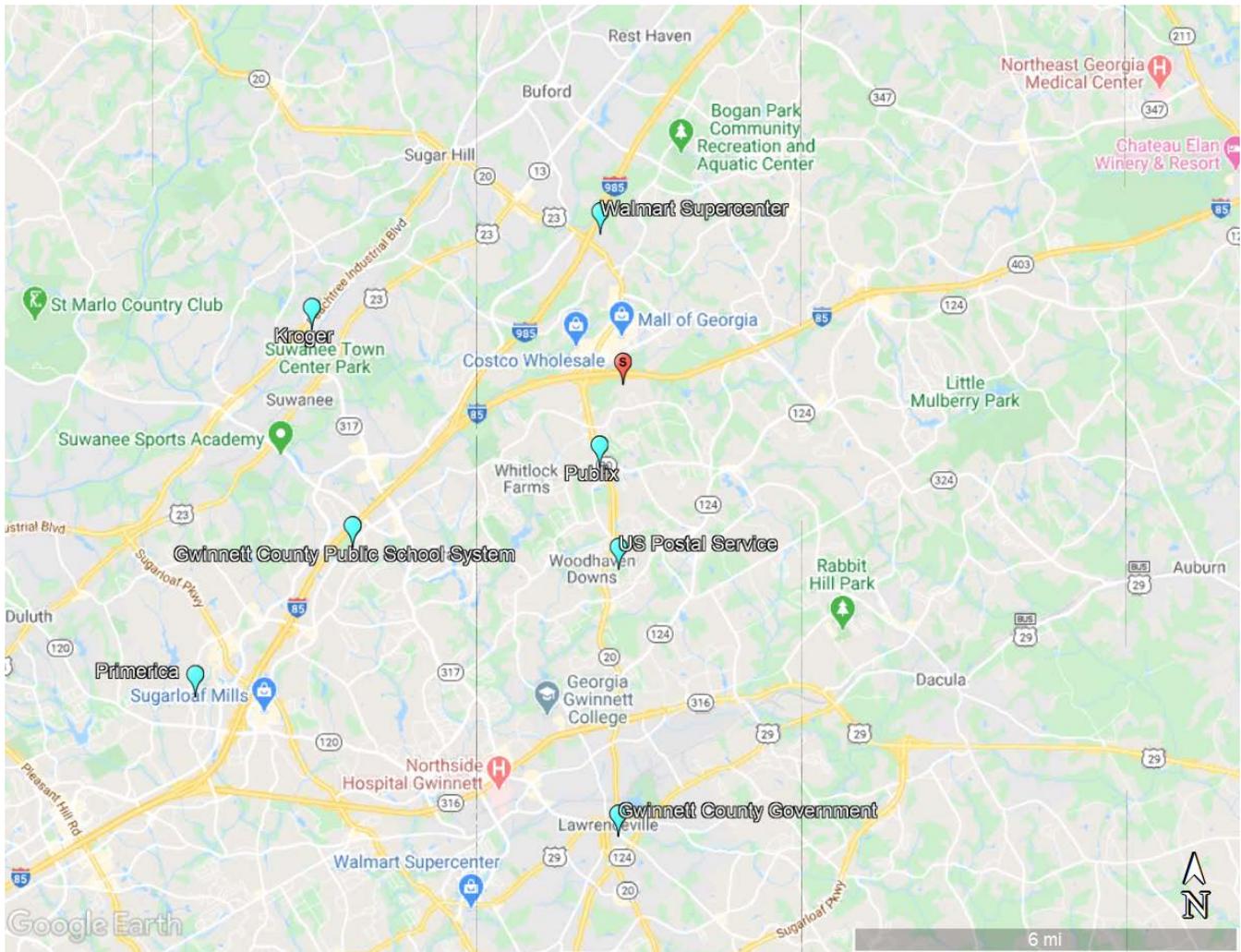
Source: U.S. Bureau of Labor Statistics, June 2020

Total employment in the MSA has increased every year since 2004 with the exception of 2008 through 2010 during the most recent national recession. While the MSA experienced a 6.9 percent decline in employment during between 2008 and 2010, which was greater than the nation over the same period, the MSA has experienced growth each year since. Furthermore, the MSA surpassed its pre-recessionary employment levels in 2014, the same year as the nation, and has continued to increase steadily. As of April 2020, MSA employment is below its post-recessionary high and was decreasing at a rate of 13.5 percent, compared to a 14.9 percent decrease across the overall nation. Thus, it appears the area has been negatively impacted as a result of the COVID-19 pandemic. Georgia has begun to reopen several businesses in the state as of April 2020, but a return to full economic potential is unlikely while the global health crisis continues.

Trends in historical unemployment data generally mirrors employment; after 2009 at the peak of the recession, unemployment in the MSA has decreased every year since 2011. Between April 2019 and April 2020, the total unemployment rate increased 9.7 percent, compared to the national increase in unemployment rate of 11.1 percent during the same time period. As a result of the COVID- 19 pandemic and stay-at-home orders, record national unemployment claims began in March 2020 and will likely continue in the near future.

4. Map of Site and Major Employment Concentrations

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



Source: Google Earth, June 2020

MAJOR EMPLOYERS - GWINNETT COUNTY

Employer Name	Industry	# Of Employees
Gwinnett County Public Schools	Education	21,531
Gwinnett County Government	Government	5,308
Gwinnett Health Care System	Healthcare	4,260
Publix	Retail	4,169
Walmart	Retail	3,425
State of Georgia	Government	2,582
Kroger	Retail	2,219
US Postal Service	Government	2,223
Priutt Health	Healthcare	1,699
Primerica	Insurance/Finance	1,654

Source: Georgia Department of Labor, Workforce and Economic Research, retrieved June 2020

5. Conclusion

Employment in the PMA is greatest in the retail trade, healthcare/social assistance, and professional/scientific/technical services sectors. These industries alone account for 32.6 percent of total employment in the PMA. Compared to the nation as a whole, the retail trade, professional/scientific/technical services, and finance/insurance services sectors are overrepresented in the PMA. Conversely, the healthcare/social assistance, educational services, and accommodation/food services sectors are underrepresented in the PMA when compared to the nation.

Total employment in the MSA has increased every year since 2004 with the exception of 2008 through 2010 during the most recent national recession. While the MSA experienced a 6.9 percent decline in employment during between 2008 and 2010, which was greater than the nation over the same period, the MSA has experienced growth each year since. Furthermore, the MSA surpassed its pre-recessionary employment levels in 2014, the same year as the nation, and has continued to increase steadily. As of April 2020, MSA employment is below its post-recessionary high and was decreasing at a rate of 13.5 percent, compared to a 14.9 percent decrease across the overall nation. Thus, it appears the area has been negatively impacted as a result of the COVID-19 pandemic. Georgia has begun to reopen several businesses in the state as of April 2020, but a return to full economic potential is unlikely while the global health crisis continues. Trends in historical unemployment data generally mirrors employment; after 2009 at the peak of the recession, unemployment in the MSA has decreased every year since 2011. Between April 2019 and April 2020, the total unemployment rate increased 9.7 percent, compared to the national increase in unemployment rate of 11.1 percent during the same time period. As a result of the COVID-19 pandemic and stay-at-home orders, record national unemployment claims began in March 2020 and will likely continue in the near future. Overall, the local economy had fully recovered from the 2008 national recession and had entered into an expansionary phase prior to the COVID-19 pandemic, which is a positive indicator of demand for rental housing and, therefore, the Subject's proposed units.

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

H. PROJECT-SPECIFIC AFFORDABILITY AND DEMAND ANALYSIS

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

1. Income Restrictions

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

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

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

The maximum income levels are based upon information obtained from the Rent and Income Limits Guidelines Table as accessed from the DCA website.

2. Affordability

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

FAMILY INCOME LIMITS

Unit Type	Minimum Allowable Income	Maximum Allowable Income
	@60%	
1BR	\$31,886	\$39,720
2BR	\$38,297	\$44,700
3BR	\$44,229	\$53,640

3. Demand

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

3a. Demand from New Households

The number of new households entering the market is the first level of demand calculated. We utilized 2022, the anticipated date of market entry, as the base year for the analysis. Therefore, 2019 household population estimates are inflated to 2022 by interpolation of the difference between 2019 estimates and 2024 projections. This change in households is considered the gross potential demand for the Subject property. This number is adjusted for income eligibility and renter tenure. This is calculated as an annual demand number. In other words, this calculates the anticipated new households in 2022. This number takes the overall growth from 2019 to 2024 and applies it to its respective income cohorts by percentage. This number does not reflect lower income households losing population, as this may be a result of simple dollar value inflation.

3b. Demand from Existing Households

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

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

3c. Demand from Elderly Homeowners likely to Convert to Rentership

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

3d. Other

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

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

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

4. New Demand, Capture Rates and Stabilization Conclusions

The following pages will outline the overall demand components added together (3(a), 3(b) and 3(c)) less the supply of competitive developments awarded and/or constructed or placed in service from 2017 to the present.

Additions to Supply

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

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

Per GA DCA guidelines, competitive units are defined as those units that are of similar size and configuration and provide alternative housing to a similar tenant population, at rent levels comparative to those proposed for the Subject development. According to Georgia DCA allocation lists, there have been two LIHTC properties allocated in the Subject’s PMA since 2017.

COMPETITIVE SUPPLY 2017 - PRESENT

Property Name	Program	Location	Tenancy	Status	# of Competitive Units
Legends of Peachtree Shoals	LIHTC	Dacula	Senior	Proposed	0
Wisteria Place of Hamilton Mill	LIHTC/Market	Buford	Senior	Proposed	0

- Legends of Peachtree Shoals was allocated in 2019 for the new construction of 240 LIHTC units targeting seniors in Dacula. Because this property will target a senior tenancy, it is not considered directly competitive with the Subject. Thus, we have not deducted the units at this property from our analysis.
- Wisteria Place of Hamilton Mill was allocated in 2018 for the new construction of 100 mixed-income units targeting seniors in Buford. Because this property will target a senior tenancy, it is not considered directly competitive with the Subject. Thus, we have not deducted the units at this property from our analysis.

Rehab Developments and PBRA

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

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

5. Capture Rates

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

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA

Income Cohort	2019		Projected Mkt Entry November 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	874	4.5%	893	4.4%	903	4.3%
\$10,000-19,999	2,104	10.8%	2,082	10.2%	2,071	9.9%
\$20,000-29,999	2,579	13.2%	2,616	12.8%	2,635	12.6%
\$30,000-39,999	2,879	14.7%	2,937	14.4%	2,966	14.2%
\$40,000-49,999	1,931	9.9%	1,958	9.6%	1,971	9.4%
\$50,000-59,999	2,168	11.1%	2,225	10.9%	2,253	10.8%
\$60,000-74,999	2,348	12.0%	2,508	12.3%	2,588	12.4%
\$75,000-99,999	1,828	9.4%	1,965	9.6%	2,033	9.7%
\$100,000-124,999	1,438	7.4%	1,607	7.9%	1,692	8.1%
\$125,000-149,999	457	2.3%	549	2.7%	595	2.8%
\$150,000-199,999	358	1.8%	420	2.1%	451	2.2%
\$200,000+	555	2.8%	675	3.3%	735	3.5%
Total	19,519	100.0%	20,435	100.0%	20,893	100.0%

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

60% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$31,886		Maximum Income Limit		\$53,640	
Income Category	New Renter Households - Total Change in Households PMA 2019 to Prj Mrkt Entry November 2022		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	\$0-9,999	19			2.1%	\$0	0.0%
\$10,000-19,999	-22	-2.4%	\$0	0.0%	0		
\$20,000-29,999	37	4.1%	\$0	0.0%	0		
\$30,000-39,999	58	6.3%	\$8,113	81.1%	47		
\$40,000-49,999	27	2.9%	\$9,999	100.0%	27		
\$50,000-59,999	57	6.2%	\$3,640	36.4%	21		
\$60,000-74,999	160	17.5%	\$0	0.0%	0		
\$75,000-99,999	137	14.9%	\$0	0.0%	0		
\$100,000-124,999	169	18.5%	\$0	0.0%	0		
\$125,000-149,999	92	10.0%	\$0	0.0%	0		
\$150,000-199,999	62	6.8%	\$0	0.0%	0		
\$200,000+	120	13.1%	\$0	0.0%	0		
Total	916	100.0%		10.3%	94		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$31,886		Maximum Income Limit		\$53,640	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households within Bracket		
	\$0-9,999	874			4.5%	\$0	0.0%
\$10,000-19,999	2,104	10.8%	\$0	0.0%	0		
\$20,000-29,999	2,579	13.2%	\$0	0.0%	0		
\$30,000-39,999	2,879	14.7%	\$8,113	81.1%	2,336		
\$40,000-49,999	1,931	9.9%	\$9,999	100.0%	1,931		
\$50,000-59,999	2,168	11.1%	\$3,640	36.4%	789		
\$60,000-74,999	2,348	12.0%	\$0	0.0%	0		
\$75,000-99,999	1,828	9.4%	\$0	0.0%	0		
\$100,000-124,999	1,438	7.4%	\$0	0.0%	0		
\$125,000-149,999	457	2.3%	\$0	0.0%	0		
\$150,000-199,999	358	1.8%	\$0	0.0%	0		
\$200,000+	555	2.8%	\$0	0.0%	0		
Total	19,519	100.0%		25.9%	5,056		

ASSUMPTIONS - @60%

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

Demand from New Renter Households 2019 to November 2022

Income Target Population	@60%
New Renter Households PMA	916
Percent Income Qualified	10.3%
New Renter Income Qualified Households	94

Demand from Existing Households 2019

Demand from Rent Overburdened Households

Income Target Population	@60%
Total Existing Demand	19,519
Income Qualified	25.9%
Income Qualified Renter Households	5,056
Percent Rent Overburdened Prj Mrkt Entry November 2022	37.1%
Rent Overburdened Households	1,878

Demand from Living in Substandard Housing

Income Qualified Renter Households	5,056
Percent Living in Substandard Housing	1.6%
Households Living in Substandard Housing	79

Senior Households Converting from Homeownership

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

Total Demand

Total Demand from Existing Households	1,957
Total New Demand	94
Total Demand (New Plus Existing Households)	2,051

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

By Bedroom Demand

One Person	30.5%	625
Two Persons	23.2%	475
Three Persons	16.9%	348
Four Persons	13.8%	283
Five Persons	15.7%	321
Total	100.0%	2,051

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	90%	562
Of two-person households in 1BR units	20%	95
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	62
Of two-person households in 2BR units	80%	380
Of three-person households in 2BR units	60%	209
Of four-person households in 2BR units	30%	85
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	139
Of four-person households in 3BR units	40%	113
Of five-person households in 3BR units	50%	161
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	85
Of five-person households in 4BR units	50%	161
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
Total Demand		2,051

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	657	-	0	=	657
2 BR	736	-	0	=	736
3 BR	413	-	0	=	413
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	1,806		0		1,806

	Developer's Unit Mix		Net Demand	Capture Rate	
0 BR	-	/	-	=	-
1 BR	112	/	657	=	17.0%
2 BR	128	/	736	=	17.4%
3 BR	16	/	413	=	3.9%
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	256		1,806		14.2%

Conclusions

We have conducted such an analysis to determine a base of demand for the Subject as a tax credit property. Several factors affect the indicated capture rates and are discussed following.

- The number of households in the PMA is expected to increase 2.0 percent between 2019 and 2022.
- This demand analysis does not measure the PMA’s or Subject’s ability to attract additional or latent demand into the market from elsewhere by offering an affordable option. We believe this to be moderate and therefore the demand analysis is somewhat conservative in its conclusions because this demand is not included.

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

DEMAND AND NET DEMAND

DCA Conclusion Tables (Family)	HH at @60% AMI (\$31,886 to \$53,640)
Demand from New Households (age and income appropriate)	94
PLUS	+
Demand from Existing Renter Households - Substandard Housing	79
PLUS	+
Demand from Existing Renter Housholds - Rent Overburdened Households	1,878
Sub Total	2,051
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 2% where applicable)	0
Equals Total Demand	2,051
Less	-
Competitive New Supply	0
Equals Net Demand	2,051

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Average Market Rents	Minimum Market Rent	Maximum Market Rent	Proposed Rents
1BR @60%	\$31,886	\$39,720	112	657	0	657	17.0%	\$1,098	\$880	\$1,370	\$870
2BR @60%	\$38,297	\$44,700	128	736	0	736	17.4%	\$1,330	\$1,000	\$2,172	\$1,040
3BR @60%	\$44,229	\$53,640	16	413	0	413	3.9%	\$1,421	\$1,145	\$2,205	\$1,192
@60% Overall	\$31,886	\$53,640	256	1,806	0	1,806	14.2%	-	-	-	-

As the analysis illustrates, the Subject’s capture rates at the 60 percent AMI level will range from 3.9 to 17.4 percent, with an overall capture rate of 14.2 percent. Capture rates for the Subject’s units are within Georgia DCA thresholds for each bedroom type and overall. Therefore, we believe there is adequate demand for the Subject.

I. COMPETITIVE RENTAL ANALYSIS

Survey of Comparable Projects

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes 12 “true” comparable properties containing 3,380 units.

The availability of affordable data is considered good and the availability of market rate data is also considered good. All of the comparables are located within 7.2 miles of the Subject, with eight located within the PMA. Six of the comparable properties are located within 1.4 miles of the Subject site. We utilized a total of six nonsubsidized LIHTC family developments located within and just outside of the PMA as comparables, as they represent properties we consider most similar overall in terms of condition, location, and unit mix to the Subject. We also included six comparable market rate properties, all of which are located in the PMA, that offer unit types similar to the proposed Subject. Of note, despite the challenges in interviewing property managers in-person due to the office restrictions related to COVID-19, we were able to personally interview all of the comparables utilized in this report over the phone. Six of the 12 surveyed property managers reported that market demand has not softened as a result of the COVID-19 pandemic and state and local stay-at-home orders. The remaining comparables reported experiencing a decrease in collections during the COVID-19 pandemic. Overall, we believe the availability of data is adequate to support our conclusions.

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

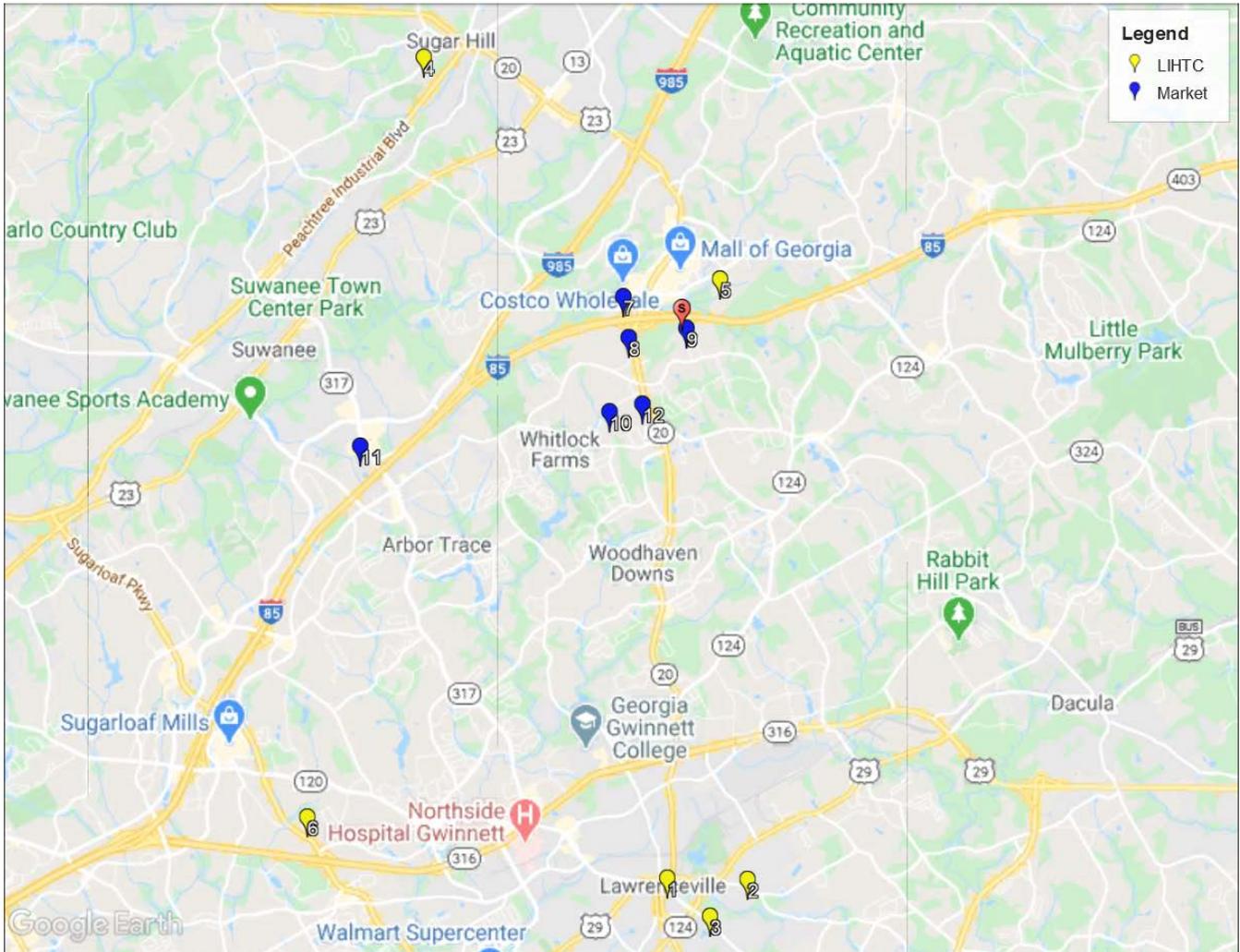
Excluded Properties

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

EXCLUDED PROPERTIES

Property Name	Program	Location	Tenancy	# of Units	Reason for Exclusion
Hearthside Johns Creek	LIHTC, Market, Non-Rental	Johns Creek	Senior	90	Senior tenancy
Huntington Court	LIHTC, Market, Non-Rental	Buford	Senior	152	Senior tenancy
Annandale Apartments, Inc.	Section 8	Suwanee	Family	12	Subsidized
Caswyck Amlt At Mcginnis	Market	Suwanee	Family	700	Closer comparables
Century At Mill Creek	Market	Buford	Family	259	Closer comparables
Century Pointe At Suwanee Station	Market	Suwanee	Family	336	Closer comparables
Dakota Mill Creek	Market	Buford	Family	234	Closer comparables
Daniel Creek	Market	Lawrenceville	Family	78	Closer comparables
Gables Sugarloaf	Market	Duluth	Family	386	Closer comparables
Hartford Run Apartments	Market	Buford	Family	259	Could not contact
Holland Park	Market	Lawrenceville	Family	496	Closer comparables
Landmark At Grand Oasis	Market	Suwanee	Family	467	Closer comparables
Madison At River Sound	Market	Lawrenceville	Family	586	Closer comparables
Marquis At Sugarloaf	Market	Duluth	Family	303	Closer comparables
Preserve At Legacy Park	Market	Lawrenceville	Family	498	Closer comparables
Sugar Mill Apartments	Market	Lawrenceville	Family	244	Closer comparables
Sugarloaf Trails	Market	Duluth	Family	268	Closer comparables
The Reserve At Sugarloaf	Market	Duluth	Family	333	Closer comparables
Waterstone Apartments	Market	Buford	Family	296	Closer comparables
Winbridge Apartments	Rural Development	Buford	Family	48	Subsidized

1. Comparable Rental Property Map



Source: Google Earth, July 2020.

COMPARABLE PROPERTIES

#	Comparable Property	City	Rent Structure	Distance to Subject
S	Ivy Ridge	Buford	LIHTC	-
1	Magnolia Village*	Lawrenceville	LIHTC	6.8 miles
2	Mulberry Place*	Lawrenceville	LIHTC/Market	6.8 miles
3	Oaks At New Hope*	Lawrenceville	LIHTC	7.2 miles
4	Plantation Ridge	Sugar Hill	LIHTC/Market	4.6 miles
5	Reserve At Ivy Creek	Buford	LIHTC/Market	0.7 miles
6	The View At Sugarloaf*	Lawrenceville	LIHTC	4.4 miles
7	Preserve At Mill Creek	Buford	Market	0.9 miles
8	Preston Hills At Mill Creek	Buford	Market	0.7 miles
9	Summer Park Apartments	Buford	Market	Adjacent
10	The Overlook At Gwinnett Stadium	Lawrenceville	Market	1.4 miles
11	The Terraces At Suwanee Gateway	Suwanee	Market	4.3 miles
12	The Views At Coolray Field	Lawrenceville	Market	1.1 miles

*Located outside PMA

IVY RIDGE APARTMENTS – BUFORD, GEORGIA – MARKET STUDY

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

SUMMARY MATRIX

Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate					
Subject	Ivy Ridge 1425 Laurel Crossing Parkway NE Buford, GA 30519 Gwinnett County		Garden 4-stories 2022 / n/a Family	@60%	1BR / 1BA	12	4.7%	754	@60%	\$870	Yes	N/A	N/A	N/A					
					1BR / 1BA	100	39.1%	770	@60%	\$870	Yes	N/A	N/A	N/A					
					2BR / 2BA	128	50.0%	1,076	@60%	\$1,040	Yes	N/A	N/A	N/A					
					3BR / 2BA	8	3.1%	1,226	@60%	\$1,192	Yes	N/A	N/A	N/A					
					3BR / 2BA	8	3.1%	1,247	@60%	\$1,192	Yes	N/A	N/A	N/A					
					256														
1	Magnolia Village 287 East Crogan Street Lawrenceville, GA 30046 Gwinnett County	6.8 miles	Garden 3-stories 2002 / n/a Family	@50%, @60%, Market	1BR / 1BA	19	10.0%	975	@50%	\$727	Yes	Yes	0	0.0%					
					1BR / 1BA	8	4.2%	975	@60%	\$881	Yes	Yes	0	0.0%					
					1BR / 1BA	9	4.7%	975	Market	\$969	N/A	Yes	0	0.0%					
					2BR / 2BA	47	24.7%	1,175	@50%	\$861	Yes	Yes	0	0.0%					
					2BR / 2BA	47	24.7%	1,175	@60%	\$1,046	Yes	Yes	0	0.0%					
					2BR / 2BA	24	12.6%	1,175	Market	\$1,137	N/A	Yes	0	0.0%					
					3BR / 2BA	20	10.5%	1,375	@50%	\$998	No	Yes	0	0.0%					
					3BR / 2BA	8	4.2%	1,375	@60%	\$1,266	Yes	Yes	0	0.0%					
					3BR / 2BA	8	4.2%	1,375	Market	\$1,330	N/A	Yes	0	0.0%					
					190														
2	Mulberry Place 158 Paper Mill Road Lawrenceville, GA 30046 Gwinnett County	6.8 miles	Garden 3-stories 2003 / n/a Family	@60%	2BR / 2BA	168	75.0%	1,094	@60%	\$1,050	Yes	Yes	0	0.0%					
					3BR / 2BA	56	25.0%	1,280	@60%	\$1,208	Yes	Yes	0	0.0%					
					224														
3	Oaks At New Hope 239 New Hope Road Lawrenceville, GA 30046 Gwinnett County	7.2 miles	Garden 3-stories 2003 / 2019 Family	@60%	1BR / 1BA	32	22.9%	822	@60%	\$890	Yes	Yes	0	0.0%					
					2BR / 2BA	58	41.4%	1,086	@60%	\$1,062	Yes	Yes	0	0.0%					
					3BR / 2BA	24	17.1%	1,209	@60%	\$1,230	Yes	Yes	0	0.0%					
					4BR / 3BA	26	18.6%	1,460	@60%	\$1,372	Yes	Yes	0	0.0%					
										140									
					305														
4	Plantation Ridge 1022 Level Creek Road Sugar Hill, GA 30518 Gwinnett County	4.6 miles	Garden 3-stories 1998 / n/a Family	@60%, Market	1BR / 1BA	20	9.2%	885	@60%	\$880	Yes	Yes	N/A	N/A					
					1BR / 1BA	20	9.2%	885	Market	\$1,055	N/A	No	N/A	N/A					
					2BR / 2BA	60	27.5%	1,086	@60%	\$1,057	Yes	Yes	N/A	N/A					
					2BR / 2BA	40	18.4%	1,086	Market	\$1,252	N/A	No	N/A	N/A					
					3BR / 2BA	50	22.9%	1,284	@60%	\$1,218	Yes	Yes	N/A	N/A					
					3BR / 2BA	28	12.8%	1,284	Market	\$1,505	N/A	No	N/A	N/A					
										218									
										3									
										305									
5	Reserve At Ivy Creek 1869 Appaloosa Lane Buford, GA 30519 Gwinnett County	0.7 miles	Garden 3-stories 2004 / n/a Family	@60%, Market	1BR / 1BA	38	12.5%	975	@60%	\$908	Yes	Yes	0	0.0%					
					1BR / 1BA	4	1.3%	975	Market	\$1,025	N/A	Yes	0	0.0%					
					2BR / 2BA	189	62.0%	1,028	@60%	-	Yes	Yes	0	0.0%					
					2BR / 2BA	21	6.9%	1,175	Market	\$1,082	N/A	Yes	0	0.0%					
					3BR / 2BA	25	8.2%	1,350	@60%	\$1,275	Yes	Yes	0	0.0%					
					3BR / 2BA	28	9.2%	1,350	Market	\$1,305	N/A	Yes	0	0.0%					
										305									
										0									
										0									
6	The View At Sugarloaf 5355 Sugarloaf Parkway Lawrenceville, GA 30043 Gwinnett County	4.6 miles	Garden 2-stories 1994 / 2013 Family	@50%, @60%	2BR / 2BA	4	6.2%	974	@50%	\$820	Yes	No	0	0.0%					
					2BR / 2BA	44	33.9%	974	@60%	\$1,000	Yes	No	0	0.0%					
					3BR / 2BA	5	3.9%	1,143	@50%	\$938	Yes	No	0	0.0%					
					3BR / 2BA	8	6.2%	1,197	@50%	\$938	Yes	No	0	0.0%					
					3BR / 2BA	25	19.2%	1,143	@60%	\$1,145	Yes	No	0	0.0%					
					3BR / 2BA	39	30.0%	1,197	@60%	\$1,145	Yes	No	0	0.0%					
					3BR / 2BA	1	0.8%	1,143	Non-Rental	-	N/A	No	0	0.0%					
										130									
										0									
7	Preserve At Mill Creek 1400 Mall Of Georgia Blvd Buford, GA 30519 Gwinnett County	0.9 miles	Garden 4-stories 2001 / 2020 Family	Market	1BR / 1BA	30	7.5%	697	Market	\$1,022	N/A	None	N/A	N/A					
					1BR / 1BA	169	42.3%	866	Market	\$1,095	N/A	None	N/A	N/A					
					2BR / 2BA	171	42.8%	1,150	Market	\$1,332	N/A	None	N/A	N/A					
					3BR / 2BA	30	7.5%	1,406	Market	\$1,525	N/A	None	N/A	N/A					
										400									
					12														
					3.0%														
8	Preston Hills At Mill Creek 2910 Buford Drive Buford, GA 30519 Gwinnett County	0.7 miles	Garden 1-stories 2000 / n/a Family	Market	1BR / 1BA	68	14.7%	828	Market	\$1,227	N/A	No	3	4.4%					
					1BR / 1.5BA	98	21.1%	919	Market	\$1,263	N/A	No	3	3.1%					
					2BR / 2BA	188	40.5%	1,177	Market	\$1,389	N/A	No	3	1.6%					
					2BR / 2BA	64	13.8%	1,287	Market	\$1,532	N/A	No	1	1.6%					
					3BR / 2BA	46	9.9%	1,426	Market	\$1,673	N/A	No	3	6.5%					
										464									
										13									
										2.8%									
					9	Summer Park Apartments 1525 Laurel Crossing Parkway Buford, GA 30519 Gwinnett County	Adjacent	Garden 3-stories 2001 / n/a Family	Market	1BR / 1BA	52	14.5%	676	Market	\$1,130	N/A	No	N/A	N/A
										1BR / 1BA	4	1.1%	697	Market	\$1,175	N/A	No	N/A	N/A
										1BR / 1BA	44	12.3%	792	Market	\$1,195	N/A	No	N/A	N/A
										1BR / 1BA	12	3.4%	877	Market	\$1,210	N/A	No	N/A	N/A
										2BR / 1BA	63	17.6%	1,053	Market	\$1,242	N/A	No	N/A	N/A
2BR / 1BA	3	0.8%	1,100	Market						\$1,317	N/A	No	N/A	N/A					
2BR / 2BA	104	29.1%	1,216	Market						\$1,367	N/A	No	N/A	N/A					
2BR / 2BA	36	10.1%	1,241	Market						\$1,372	N/A	No	N/A	N/A					
3BR / 2BA	30	8.4%	1,411	Market						\$1,470	N/A	No	N/A	N/A					
3BR / 2BA	10	2.8%	1,451	Market						\$1,595	N/A	No	N/A	N/A					
					358														
					7														
					2.0%														
10	The Overlook At Gwinnett Stadium 1600 Overlook Park Lane Lawrenceville, GA 30043 Gwinnett County	1.4 miles	Garden 4-stories 2009 / n/a Family	Market	1BR / 1BA	113	27.6%	837	Market	\$1,136	N/A	No	N/A	N/A					
					1BR / 1BA	92	22.4%	746	Market	\$1,071	N/A	No	N/A	N/A					
					2BR / 2BA	28	6.8%	1,050	Market	\$1,377	N/A	No	N/A	N/A					
					2BR / 2BA	25	6.1%	1,174	Market	\$1,412	N/A	No	N/A	N/A					
					2BR / 2BA	49	12.0%	1,175	Market	\$1,392	N/A	No	N/A	N/A					
					2BR / 2BA	10	2.4%	1,190	Market	\$1,467	N/A	No	N/A	N/A					
					2BR / 2BA	71	17.3%	1,257	Market	\$1,407	N/A	No	N/A	N/A					
					3BR / 2BA	22	5.4%	1,401	Market	\$1,640	N/A	No	N/A	N/A					
										410									
					5														
					1.2%														
11	The Terraces At Suwanee Gateway 480 Northolt Pkwy Suwanee, GA 30024 Gwinnett County	4.3 miles	Garden 4-stories 2013 / n/a Family	Market	1BR / 1BA	134	40.0%	806	Market	\$1,360	N/A	No	N/A	N/A					
					2BR / 2BA	154	46.0%	1,195	Market	\$1,792	N/A	No	N/A	N/A					
					3BR / 2BA	47	14.0%	1,427	Market	\$2,205	N/A	No	N/A	N/A					
					335														
					4														
					1.2%														
12	The Views At Coolray Field 755 Braves Avenue Lawrenceville, GA 30043 Gwinnett County	1.1 miles	Lowrise 4-stories 2015 / n/a Family	Market	1BR / 1BA	135	65.5%	695	Market	\$1,370	N/A	No	N/A	N/A					
					2BR / 1BA	71	34.5%	1,061	Market	\$2,172	N/A	No	N/A	N/A					
					206														
					10														
					4.9%														

IVY RIDGE APARTMENTS – BUFORD, GEORGIA – MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.						
	Units Surveyed:	3,380	Weighted Occupancy:	98.3%		
	Market Rate	2,173	Market Rate	97.6%		
	Tax Credit	1,207	Tax Credit	99.8%		
	One Bedroom One Bath		Two Bedroom Two Bath		Three Bedroom Two Bath	
	Property	Average	Property	Average	Property	Average
RENT	The Views At Coolray Field (Market)	\$1,370	The Views At Coolray Field (Market)(1BA)	\$2,172	The Terraces At Suwanee Gateway (Market)	\$2,205
	The Terraces At Suwanee Gateway (Market)	\$1,360	The Terraces At Suwanee Gateway (Market)	\$1,792	Preston Hills At Mill Creek (Market)	\$1,673
	Preston Hills At Mill Creek (Market)(1.5BA)	\$1,263	Preston Hills At Mill Creek (Market)	\$1,532	The Overlook At Gwinnett Stadium (Market)	\$1,640
	Preston Hills At Mill Creek (Market)	\$1,227	The Overlook At Gwinnett Stadium (Market)	\$1,467	Summer Park Apartments (Market)	\$1,595
	Summer Park Apartments (Market)	\$1,210	The Overlook At Gwinnett Stadium (Market)	\$1,412	Preserve At Mill Creek (Market)	\$1,525
	Summer Park Apartments (Market)	\$1,195	The Overlook At Gwinnett Stadium (Market)	\$1,407	Plantation Ridge (Market)	\$1,505
	Summer Park Apartments (Market)	\$1,175	The Overlook At Gwinnett Stadium (Market)	\$1,392	Summer Park Apartments (Market)	\$1,470
	The Overlook At Gwinnett Stadium (Market)	\$1,136	Preston Hills At Mill Creek (Market)	\$1,389	Magnolia Village (Market)	\$1,330
	Summer Park Apartments (Market)	\$1,130	The Overlook At Gwinnett Stadium (Market)	\$1,377	Reserve At Ivy Creek (Market)	\$1,305
	Preserve At Mill Creek (Market)	\$1,095	Summer Park Apartments (Market)	\$1,372	Reserve At Ivy Creek (@60%)	\$1,275
	The Overlook At Gwinnett Stadium (Market)	\$1,071	Summer Park Apartments (Market)	\$1,367	Magnolia Village (@60%)	\$1,266
	Plantation Ridge (Market)	\$1,055	Preserve At Mill Creek (Market)	\$1,332	Oaks At New Hope (@60%)	\$1,230
	Reserve At Ivy Creek (Market)	\$1,025	Summer Park Apartments (Market)(1BA)	\$1,317	Plantation Ridge (@60%)	\$1,218
	Preserve At Mill Creek (Market)	\$1,022	Plantation Ridge (Market)	\$1,252	Mulberry Place (@60%)	\$1,208
	Magnolia Village (Market)	\$969	Summer Park Apartments (Market)(1BA)	\$1,242	Ivy Ridge (@60%)	\$1,192
	Reserve At Ivy Creek (@60%)	\$908	Magnolia Village (Market)	\$1,137	Ivy Ridge (@60%)	\$1,192
	Oaks At New Hope (@60%)	\$890	Reserve At Ivy Creek (Market)	\$1,082	The View At Sugarloaf (@60%)	\$1,145
	Magnolia Village (@60%)	\$881	Oaks At New Hope (@60%)	\$1,062	The View At Sugarloaf (@60%)	\$998
	Plantation Ridge (@60%)	\$880	Plantation Ridge (@60%)	\$1,057	Magnolia Village (@50%)	\$938
	Ivy Ridge (@60%)	\$870	Mulberry Place (@60%)	\$1,050	The View At Sugarloaf (@50%)	\$938
	Ivy Ridge (@60%)	\$870	Magnolia Village (@60%)	\$1,046		
	Magnolia Village (@50%)	\$727	Ivy Ridge (@60%)	\$1,040		
			The View At Sugarloaf (@60%)	\$1,000		
			Magnolia Village (@50%)	\$861		
			The View At Sugarloaf (@50%)	\$820		
SQUARE FOOTAGE	Magnolia Village (@50%)	975	Preston Hills At Mill Creek (Market)	1,287	Summer Park Apartments (Market)	1,451
	Magnolia Village (Market)	975	The Overlook At Gwinnett Stadium (Market)	1,257	The Terraces At Suwanee Gateway (Market)	1,427
	Reserve At Ivy Creek (@60%)	975	Summer Park Apartments (Market)	1,241	Preston Hills At Mill Creek (Market)	1,426
	Magnolia Village (@60%)	975	Summer Park Apartments (Market)	1,216	Summer Park Apartments (Market)	1,411
	Reserve At Ivy Creek (Market)	975	The Terraces At Suwanee Gateway (Market)	1,195	Preserve At Mill Creek (Market)	1,406
	Preston Hills At Mill Creek (Market)(1.5BA)	919	The Overlook At Gwinnett Stadium (Market)	1,190	The Overlook At Gwinnett Stadium (Market)	1,401
	Plantation Ridge (Market)	885	Preston Hills At Mill Creek (Market)	1,177	Magnolia Village (@60%)	1,375
	Plantation Ridge (@60%)	885	Magnolia Village (@60%)	1,175	Magnolia Village (Market)	1,375
	Summer Park Apartments (Market)	877	Reserve At Ivy Creek (Market)	1,175	Magnolia Village (@50%)	1,375
	Preserve At Mill Creek (Market)	866	The Overlook At Gwinnett Stadium (Market)	1,175	Reserve At Ivy Creek (Market)	1,350
	The Overlook At Gwinnett Stadium (Market)	837	Magnolia Village (@50%)	1,175	Reserve At Ivy Creek (@60%)	1,350
	Preston Hills At Mill Creek (Market)	828	Magnolia Village (Market)	1,175	Plantation Ridge (Market)	1,284
	Oaks At New Hope (@60%)	822	The Overlook At Gwinnett Stadium (Market)	1,174	Plantation Ridge (@60%)	1,284
	The Terraces At Suwanee Gateway (Market)	806	Preserve At Mill Creek (Market)	1,150	Mulberry Place (@60%)	1,280
	Summer Park Apartments (Market)	792	Summer Park Apartments (Market)(1BA)	1,100	Ivy Ridge (@60%)	1,247
	Ivy Ridge (@60%)	770	Mulberry Place (@60%)	1,094	Ivy Ridge (@60%)	1,226
	Ivy Ridge (@60%)	754	Plantation Ridge (Market)	1,086	Oaks At New Hope (@60%)	1,209
	The Overlook At Gwinnett Stadium (Market)	746	Oaks At New Hope (@60%)	1,086	The View At Sugarloaf (@50%)	1,197
	Summer Park Apartments (Market)	697	Plantation Ridge (@60%)	1,086	The View At Sugarloaf (@60%)	1,197
	Preserve At Mill Creek (Market)	697	Ivy Ridge (@60%)	1,076	The View At Sugarloaf (@50%)	1,143
	The Views At Coolray Field (Market)	695	The Views At Coolray Field (Market)(1BA)	1,061	The View At Sugarloaf (@60%)	1,143
	Summer Park Apartments (Market)	676	Summer Park Apartments (Market)(1BA)	1,053	The View At Sugarloaf (Non-Rental)	1,143
			The Overlook At Gwinnett Stadium (Market)	1,050		
			Reserve At Ivy Creek (@60%)	1,028		
			The View At Sugarloaf (@50%)	974		
		The View At Sugarloaf (@60%)	974			
RENT PER SQUARE FOOT	The Views At Coolray Field (Market)	\$1.97	The Views At Coolray Field (Market)(1BA)	\$2.05	The Terraces At Suwanee Gateway (Market)	\$1.55
	The Terraces At Suwanee Gateway (Market)	\$1.69	The Terraces At Suwanee Gateway (Market)	\$1.50	Preston Hills At Mill Creek (Market)	\$1.17
	Summer Park Apartments (Market)	\$1.69	The Overlook At Gwinnett Stadium (Market)	\$1.31	Plantation Ridge (Market)	\$1.17
	Summer Park Apartments (Market)	\$1.67	The Overlook At Gwinnett Stadium (Market)	\$1.23	The Overlook At Gwinnett Stadium (Market)	\$1.17
	Summer Park Apartments (Market)	\$1.51	The Overlook At Gwinnett Stadium (Market)	\$1.20	Summer Park Apartments (Market)	\$1.10
	Preston Hills At Mill Creek (Market)	\$1.48	Summer Park Apartments (Market)(1BA)	\$1.20	Preserve At Mill Creek (Market)	\$1.08
	Preserve At Mill Creek (Market)	\$1.47	Preston Hills At Mill Creek (Market)	\$1.19	Summer Park Apartments (Market)	\$1.04
	The Overlook At Gwinnett Stadium (Market)	\$1.44	The Overlook At Gwinnett Stadium (Market)	\$1.18	Oaks At New Hope (Market)	\$1.02
	Summer Park Apartments (Market)	\$1.38	Preston Hills At Mill Creek (Market)	\$1.18	The View At Sugarloaf (@60%)	\$1.00
	Preston Hills At Mill Creek (Market)(1.5BA)	\$1.37	Summer Park Apartments (Market)(1BA)	\$1.18	Ivy Ridge (@60%)	\$0.97
	The Overlook At Gwinnett Stadium (Market)	\$1.36	Preserve At Mill Creek (Market)	\$1.16	Magnolia Village (Market)	\$0.97
	Preserve At Mill Creek (Market)	\$1.26	Plantation Ridge (Market)	\$1.15	Reserve At Ivy Creek (Market)	\$0.97
	Plantation Ridge (Market)	\$1.19	Summer Park Apartments (Market)	\$1.12	The View At Sugarloaf (@60%)	\$0.96
	Ivy Ridge (@60%)	\$1.15	The Overlook At Gwinnett Stadium (Market)	\$1.12	Ivy Ridge (@60%)	\$0.96
	Ivy Ridge (@60%)	\$1.13	Summer Park Apartments (Market)	\$1.11	Plantation Ridge (@60%)	\$0.95
	Oaks At New Hope (@60%)	\$1.08	The View At Sugarloaf (@60%)	\$1.03	Reserve At Ivy Creek (@60%)	\$0.94
	Reserve At Ivy Creek (Market)	\$1.05	Oaks At New Hope (@60%)	\$0.98	Mulberry Place (@60%)	\$0.94
	Plantation Ridge (@60%)	\$0.99	Plantation Ridge (@60%)	\$0.97	Magnolia Village (@60%)	\$0.92
	Magnolia Village (Market)	\$0.99	Magnolia Village (Market)	\$0.97	The View At Sugarloaf (@50%)	\$0.82
	Reserve At Ivy Creek (@60%)	\$0.93	Ivy Ridge (@60%)	\$0.97	The View At Sugarloaf (@50%)	\$0.78
	Magnolia Village (@60%)	\$0.90	Mulberry Place (@60%)	\$0.96	Magnolia Village (@50%)	\$0.73
	Magnolia Village (@50%)	\$0.75	Reserve At Ivy Creek (Market)	\$0.92		
			Magnolia Village (@60%)	\$0.89		
			The View At Sugarloaf (@50%)	\$0.84		
			Magnolia Village (@50%)	\$0.73		

PROPERTY PROFILE REPORT

Magnolia Village

Effective Rent Date	7/13/2020
Location	287 East Crogan Street Lawrenceville, GA 30046 Gwinnett County
Distance	6.8 miles
Units	190
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	2002 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Mulberry Place
Tenant Characteristics	Mixed Tenancy
Contact Name	Angela
Phone	770-237-3910



Market Information

Program	@50%, @60%, Market
Annual Turnover Rate	25%
Units/Month Absorbed	8
HCV Tenants	5%
Leasing Pace	Within one week
Annual Chg. in Rent	Kept at max
Concession	None
Waiting List	Yes; 500 households

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	19	975	\$667	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Garden (3 stories)	8	975	\$821	\$0	@60%	Yes	0	0.0%	yes	None
1	1	Garden (3 stories)	9	975	\$909	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (3 stories)	47	1,175	\$794	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	47	1,175	\$979	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	24	1,175	\$1,070	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Garden (3 stories)	20	1,375	\$918	\$0	@50%	Yes	0	0.0%	no	None
3	2	Garden (3 stories)	8	1,375	\$1,186	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	8	1,375	\$1,250	\$0	Market	Yes	0	0.0%	N/A	None

Photos



PROPERTY PROFILE REPORT

Mulberry Place

Effective Rent Date	7/13/2020
Location	158 Paper Mill Road Lawrenceville, GA 30046 Gwinnett County
Distance	6.8 miles
Units	224
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	2003 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	1/07/2007
Major Competitors	Magnolia Village
Tenant Characteristics	Mixed tenancy, majority families, some seniors
Contact Name	Charlotte
Phone	678-407-9151



Market Information

Program	@60%
Annual Turnover Rate	38%
Units/Month Absorbed	N/A
HCV Tenants	23%
Leasing Pace	Pre-leased to one week
Annual Chg. in Rent	Increased to max
Concession	None
Waiting List	Yes; 25 households

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (3 stories)	168	1,094	\$998	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	56	1,280	\$1,143	\$0	@60%	Yes	0	0.0%	yes	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 2BA	\$998	\$0	\$998	\$52	\$1,050
3BR / 2BA	\$1,143	\$0	\$1,143	\$65	\$1,208

Mulberry Place, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	In-Unit Alarm	None
Carpeting	Central A/C	Patrol	
Coat Closet	Dishwasher		
Exterior Storage	Ceiling Fan		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Car Wash	None	None
Clubhouse/Meeting Room/Community	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Swimming Pool		

Comments

The contact reported that the property is charging maximum allowable rents and stated that there is a strong demand for affordable housing in the area.

Photos



PROPERTY PROFILE REPORT

Oaks At New Hope

Effective Rent Date	7/01/2020
Location	239 New Hope Road Lawrenceville, GA 30046 Gwinnett County
Distance	7.2 miles
Units	140
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	2003 / 2019
Marketing Began	1/01/2003
Leasing Began	3/01/2003
Last Unit Leased	11/01/2003
Major Competitors	Alexander Mill, The View at Sugarloaf
Tenant Characteristics	Mixed Tenancy
Contact Name	Princeton
Phone	770-963-6877



Market Information

Program	@60%
Annual Turnover Rate	25%
Units/Month Absorbed	18
HCV Tenants	30%
Leasing Pace	Within one month
Annual Chg. in Rent	Kept at max
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	32	822	\$845	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	58	1,086	\$1,010	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	24	1,209	\$1,165	\$0	@60%	Yes	0	0.0%	yes	None
4	3	Garden (3 stories)	26	1,460	\$1,294	\$0	@60%	Yes	0	0.0%	yes	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$845	\$0	\$845	\$45	\$890
2BR / 2BA	\$1,010	\$0	\$1,010	\$52	\$1,062
3BR / 2BA	\$1,165	\$0	\$1,165	\$65	\$1,230
4BR / 3BA	\$1,294	\$0	\$1,294	\$78	\$1,372

Amenities

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

Comments

This property was formerly known as Ashton Creek Apartments. The contact noted that the property is currently undergoing a renovation, which will include unit upgrades including new cabinets, countertops, appliances, lighting, hardware, security system, flooring, and plumbing. The renovation will also include new landscaping, playground, clubhouse, game room, picnic area, and swimming pool. During the COVID-19 pandemic, the property has experienced a decrease in collections. The contact reported that delinquency is at five percent, and returning to normal levels. Management has provided payment plans for tenants struggling with rent payments. Additionally, the property experienced a large increase in phone call inquiries during the pandemic. However, phone traffic has slowed recently due to no current vacancies and a slowdown of marketing efforts by management.

Photos



PROPERTY PROFILE REPORT

Plantation Ridge

Effective Rent Date	7/02/2020
Location	1022 Level Creek Road Sugar Hill, GA 30518 Gwinnett County
Distance	4.6 miles
Units	218
Vacant Units	3
Vacancy Rate	1.4%
Type	Garden (3 stories)
Year Built/Renovated	1998 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Reserve at Ivy Creek
Tenant Characteristics	Did not disclose
Contact Name	Maria
Phone	678.482.9800



Market Information

Program	@60%, Market
Annual Turnover Rate	22%
Units/Month Absorbed	N/A
HCV Tenants	8%
Leasing Pace	Pre-leased to one week
Annual Chg. in Rent	Increased 5 percent
Concession	None
Waiting List	Yes, five households for LIHTC units

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	20	885	\$835	\$0	@60%	Yes	N/A	N/A	yes	None
1	1	Garden (3 stories)	20	885	\$1,010	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	60	1,086	\$1,005	\$0	@60%	Yes	N/A	N/A	yes	None
2	2	Garden (3 stories)	40	1,086	\$1,200	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	50	1,284	\$1,153	\$0	@60%	Yes	N/A	N/A	yes	None
3	2	Garden (3 stories)	28	1,284	\$1,440	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$835	\$0	\$835	\$45	\$880	1BR / 1BA	\$1,010	\$0	\$1,010	\$45	\$1,055
2BR / 2BA	\$1,005	\$0	\$1,005	\$52	\$1,057	2BR / 2BA	\$1,200	\$0	\$1,200	\$52	\$1,252
3BR / 2BA	\$1,153	\$0	\$1,153	\$65	\$1,218	3BR / 2BA	\$1,440	\$0	\$1,440	\$65	\$1,505

Amenities

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

Comments

During the COVID-19 pandemic, the property has experienced a decrease in collections. Management reported a delinquency rate of six percent as of the date of this interview. Additionally, the contact reported a decrease in traffic during the pandemic. Despite this, the contact reported a strong demand for affordable housing in the area.

Photos



PROPERTY PROFILE REPORT

Reserve At Ivy Creek

Effective Rent Date	7/02/2020
Location	1869 Appaloosa Lane Buford, GA 30519 Gwinnett County
Distance	0.7 miles
Units	305
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	2004 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Amley Properties, Summer Park
Tenant Characteristics	Diverse mix
Contact Name	Sherry
Phone	770.831.7904



Market Information

Program	@60%, Market
Annual Turnover Rate	8%
Units/Month Absorbed	N/A
HCV Tenants	8%
Leasing Pace	Pre-leased to one week
Annual Chg. in Rent	Increased to max
Concession	None
Waiting List	Yes; over 200 households

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	38	975	\$848	\$0	@60%	Yes	0	0.0%	yes	None
1	1	Garden (3 stories)	4	975	\$965	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (3 stories)	189	1,028	\$1,028	N/A	@60%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	21	1,175	\$1,015	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Garden (3 stories)	25	1,350	\$1,195	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	28	1,350	\$1,225	\$0	Market	Yes	0	0.0%	N/A	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$848	\$0	\$848	\$60	\$908	1BR / 1BA	\$965	\$0	\$965	\$60	\$1,025
2BR / 2BA	\$1,028	\$0	N/A	\$67	N/A	2BR / 2BA	\$1,015	\$0	\$1,015	\$67	\$1,082
3BR / 2BA	\$1,195	\$0	\$1,195	\$80	\$1,275	3BR / 2BA	\$1,225	\$0	\$1,225	\$80	\$1,305

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	In-Unit Alarm	Afterschool Program
Carpeting	Central A/C	Limited Access	
Dishwasher	Garbage Disposal	Patrol	
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Basketball Court	Business Center/Computer Lab	None	None
Car Wash	Exercise Facility		
Garage(\$60.00)	Central Laundry		
Off-Street Parking	On-Site Management		
Playground	Swimming Pool		

Comments

During the COVID-19 pandemic, the property has experienced a decrease in collections. Management has provided payment plans for tenants struggling with rent payments. Traffic has also decreased during the pandemic. The property has closed its office for the past three months and is providing virtual tours. Despite this, the contact reported a demand for affordable housing in the area.

PROPERTY PROFILE REPORT

The View At Sugarloaf

Effective Rent Date	7/13/2020
Location	5355 Sugarloaf Parkway Lawrenceville, GA 30043 Gwinnett County
Distance	4.4 miles
Units	130
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	1994 / 2013
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Palisades Club, Herrington Woods, Magnolia Pointe
Tenant Characteristics	Mixed tenancy
Contact Name	Sonny
Phone	770-339-6800



Market Information

Program	@50%, @60%, Non-Rental
Annual Turnover Rate	2%
Units/Month Absorbed	N/A
HCV Tenants	15%
Leasing Pace	Within one month
Annual Chg. in Rent	Kept at max
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (2 stories)	8	974	\$820	\$0	@50%	No	0	0.0%	yes	None
2	2	Garden (2 stories)	44	974	\$1,000	\$0	@60%	No	0	0.0%	yes	None
3	2	Garden (2 stories)	5	1,143	\$938	\$0	@50%	No	0	0.0%	yes	None
3	2	Garden (2 stories)	8	1,197	\$938	\$0	@50%	No	0	0.0%	yes	None
3	2	Garden (2 stories)	25	1,143	\$1,145	\$0	@60%	No	0	0.0%	yes	None
3	2	Garden (2 stories)	39	1,197	\$1,145	\$0	@60%	No	0	0.0%	yes	None
3	2	Garden (2 stories)	1	1,143	N/A	\$0	Non-Rental	No	0	0.0%	N/A	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 2BA	\$820	\$0	\$820	\$0	\$820	2BR / 2BA	\$1,000	\$0	\$1,000	\$0	\$1,000
3BR / 2BA	\$938	\$0	\$938	\$0	\$938	3BR / 2BA	\$1,145	\$0	\$1,145	\$0	\$1,145
Non-Rental	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent						
3BR / 2BA	N/A	\$0	N/A	\$0	N/A						

The View At Sugarloaf, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	Afterschool Program
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Exterior Storage	Ceiling Fan		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Basketball Court	Business Center/Computer Lab	None	None
Clubhouse/Meeting Room/Community	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Swimming Pool		

Comments

The contact reported strong demand for affordable housing in the area. The property typically maintains a short waiting list although there are no households on the list at the moment. The property is providing virtual tours in response to the COVID-19 pandemic.

Photos



PROPERTY PROFILE REPORT

Preserve At Mill Creek

Effective Rent Date	7/02/2020
Location	1400 Mall Of Georgia Blvd Buford, GA 30519 Gwinnett County
Distance	0.9 miles
Units	400
Vacant Units	12
Vacancy Rate	3.0%
Type	Garden (4 stories)
Year Built/Renovated	2001 / 2020
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	The Glens @ Mill Creek, Summer Park, Preston Hills
Tenant Characteristics	Mixed tenancy, most come from locally
Contact Name	Jennifer
Phone	678.714.9333



Market Information

Program	Market
Annual Turnover Rate	18%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Ten days
Annual Chg. in Rent	Changes daily
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (4 stories)	30	697	\$962	\$0	Market	None	N/A	N/A	N/A	None
1	1	Garden (4 stories)	169	866	\$1,035	\$0	Market	None	N/A	N/A	N/A	None
2	2	Garden (4 stories)	171	1,150	\$1,265	\$0	Market	None	N/A	N/A	N/A	None
3	2	Garden (4 stories)	30	1,406	\$1,445	\$0	Market	None	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$962 - \$1,035	\$0	\$962 - \$1,035	\$60	\$1,022 - \$1,095
2BR / 2BA	\$1,265	\$0	\$1,265	\$67	\$1,332
3BR / 2BA	\$1,445	\$0	\$1,445	\$80	\$1,525

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpeting	Central A/C	Patrol	
Coat Closet	Dishwasher	Perimeter Fencing	
Exterior Storage	Ceiling Fan		
Fireplace	Garbage Disposal		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Exercise Facility	Garage(\$95.00)		
Off-Street Parking	On-Site Management		
Playground	Swimming Pool		
Tennis Court			

Comments

The property is renovating units as they become vacant. As of the date of this interview, 14 units have been renovated. Renovations include updated cabinets, flooring, carpet, countertops, and appliances. Renovated units are approximately \$35 more expensive than non renovated units. The rents in the profile reflect renovated units. During the COVID-19 pandemic, the property has experienced a decrease in collections. Management has provided payment plans for tenants unable to pay rent during this time. Traffic to the property decreased at the beginning of the pandemic in March, however, has returned to normal levels.

PROPERTY PROFILE REPORT

Preston Hills At Mill Creek

Effective Rent Date	7/10/2020
Location	2910 Buford Drive Buford, GA 30519 Gwinnett County
Distance	0.7 miles
Units	464
Vacant Units	13
Vacancy Rate	2.8%
Type	Garden
Year Built/Renovated	2000 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None Identified
Tenant Characteristics	Mixed tenancy
Contact Name	Tiffany
Phone	678-482-5995



Market Information

Program	Market
Annual Turnover Rate	48%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	One to two weeks
Annual Chg. in Rent	Increased six percent
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden	68	828	\$1,167	\$0	Market	No	3	4.4%	N/A	None
1	1.5	Garden	98	919	\$1,203	\$0	Market	No	3	3.1%	N/A	None
2	2	Garden	188	1,177	\$1,322	\$0	Market	No	3	1.6%	N/A	None
2	2	Garden	64	1,287	\$1,465	\$0	Market	No	1	1.6%	N/A	None
3	2	Garden	46	1,426	\$1,593	\$0	Market	No	3	6.5%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,167	\$0	\$1,167	\$60	\$1,227
1BR / 1.5BA	\$1,203	\$0	\$1,203	\$60	\$1,263
2BR / 2BA	\$1,322 - \$1,465	\$0	\$1,322 - \$1,465	\$67	\$1,389 - \$1,532
3BR / 2BA	\$1,593	\$0	\$1,593	\$80	\$1,673

Preston Hills At Mill Creek, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpeting	Central A/C	Perimeter Fencing	
Coat Closet	Dishwasher		
Ceiling Fan	Fireplace		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Car Wash	None	None
Clubhouse/Meeting Room/Community	Courtyard		
Exercise Facility	Garage		
Jacuzzi	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Swimming Pool	Tennis Court		
Volleyball Court			

Comments

Detached garage parking is available for an additional monthly fee of \$75; the contact did not know the number of garages the property offers but reported a utilization rate of 90 percent. This property does not accept Housing Choice Vouchers. The contact did not comment on the impact COVID-19 has had on the property.

PROPERTY PROFILE REPORT

Summer Park Apartments

Effective Rent Date	6/30/2020
Location	1525 Laurel Crossing Parkway Buford, GA 30519 Gwinnett County
Distance	N/A
Units	358
Vacant Units	7
Vacancy Rate	2.0%
Type	Garden (3 stories)
Year Built/Renovated	2001 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Preston Hills at Mill Creek
Tenant Characteristics	Mixed tenancy, most come from local area
Contact Name	Lilliana
Phone	678-482-1555



Market Information

Program	Market
Annual Turnover Rate	32%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	One to two weeks
Annual Chg. in Rent	Decreased 10 to increased 14 percent
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	52	676	\$1,070	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (3 stories)	4	697	\$1,115	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (3 stories)	44	792	\$1,135	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (3 stories)	12	877	\$1,150	\$0	Market	No	N/A	N/A	N/A	None
2	1	Garden (3 stories)	63	1,053	\$1,175	\$0	Market	No	N/A	N/A	N/A	None
2	1	Garden (3 stories)	3	1,100	\$1,250	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	104	1,216	\$1,300	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	36	1,241	\$1,305	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	30	1,411	\$1,390	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	10	1,451	\$1,515	\$0	Market	No	N/A	N/A	N/A	None

Summer Park Apartments, continued

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,070 - \$1,150	\$0	\$1,070 - \$1,150	\$60	\$1,130 - \$1,210
2BR / 1BA	\$1,175 - \$1,250	\$0	\$1,175 - \$1,250	\$67	\$1,242 - \$1,317
2BR / 2BA	\$1,300 - \$1,305	\$0	\$1,300 - \$1,305	\$67	\$1,367 - \$1,372
3BR / 2BA	\$1,390 - \$1,515	\$0	\$1,390 - \$1,515	\$80	\$1,470 - \$1,595

Amenities

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

Comments

During the COVID-19 pandemic, the property has experienced a slight decrease in collections. Management has provided payment plans, rent extensions, and waived late fees to assist tenants at this time. Additionally, the contact reported that traffic has slowed to the property over the last two months, but has returned to normal levels as of the date of this interview.

Photos



PROPERTY PROFILE REPORT

The Overlook At Gwinnett Stadium

Effective Rent Date	6/30/2020
Location	1600 Overlook Park Lane Lawrenceville, GA 30043 Gwinnett County
Distance	1.4 miles
Units	410
Vacant Units	5
Vacancy Rate	1.2%
Type	Garden (4 stories)
Year Built/Renovated	2009 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	The Views at Coolray Field
Tenant Characteristics	Mixed tenancy, most from surrounding counties
Contact Name	Alex
Phone	770.962.4533



Market Information

Program	Market
Annual Turnover Rate	29%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Two to three weeks
Annual Chg. in Rent	Changes daily
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (4 stories)	113	837	\$1,076	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (4 stories)	92	746	\$1,011	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (4 stories)	28	1,050	\$1,310	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (4 stories)	25	1,174	\$1,345	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (4 stories)	49	1,175	\$1,325	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (4 stories)	10	1,190	\$1,400	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (4 stories)	71	1,257	\$1,340	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (4 stories)	22	1,401	\$1,560	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,011 - \$1,076	\$0	\$1,011 - \$1,076	\$60	\$1,071 - \$1,136
2BR / 2BA	\$1,310 - \$1,400	\$0	\$1,310 - \$1,400	\$67	\$1,377 - \$1,467
3BR / 2BA	\$1,560	\$0	\$1,560	\$80	\$1,640

The Overlook At Gwinnett Stadium, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Cable/Satellite/Internet	Carpeting		
Central A/C	Dishwasher		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Elevators	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Swimming Pool		
Tennis Court			

Comments

According to the contact, the property has not experienced a decrease in collections or traffic during the COVID-19 pandemic.

PROPERTY PROFILE REPORT

The Terraces At Suwanee Gateway

Effective Rent Date	6/30/2020
Location	480 Northolt Pkwy Suwanee, GA 30024 Gwinnett County
Distance	4.3 miles
Units	335
Vacant Units	4
Vacancy Rate	1.2%
Type	Garden (4 stories)
Year Built/Renovated	2013 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Preserve at Mill Creek
Tenant Characteristics	Mostly families from surrounding counties
Contact Name	Alyssa
Phone	678-482-8686



Market Information

Program	Market
Annual Turnover Rate	15%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	One to two weeks
Annual Chg. in Rent	Changes daily
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (4 stories)	134	806	\$1,300	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (4 stories)	154	1,195	\$1,725	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (4 stories)	47	1,427	\$2,125	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,300	\$0	\$1,300	\$60	\$1,360
2BR / 2BA	\$1,725	\$0	\$1,725	\$67	\$1,792
3BR / 2BA	\$2,125	\$0	\$2,125	\$80	\$2,205

The Terraces At Suwanee Gateway, continued

Amenities

In-Unit		Security	Services
Blinds	Carpeting	In-Unit Alarm	None
Central A/C	Dishwasher	Patrol	
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Car Wash	None	Billiards room
Clubhouse/Meeting Room/Community	Courtyard		
Elevators	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Recreation Areas	Swimming Pool		

Comments

Garage parking is available for an additional monthly fee of \$125. This property includes additional premium amenities, including recreation areas, a billiards room, resident movie theater, a car wash, and in-unit alarms. Management reported a decrease in collections during the COVID-19 pandemic. To alleviate the financial pressures of the current economic climate, management has provided payment plans, rent extensions, and waived late fees for tenants struggling with rent payments. Additionally, the contact reported an increase in phone call inquiries during the pandemic. Foot traffic has stalled during the pandemic due to the office closing in alignment with social distancing guidelines. Management is allowing self guided tours of vacant units and virtual tours to potential tenants as of the date of this interview.

PROPERTY PROFILE REPORT

The Views At Coolray Field

Effective Rent Date	7/09/2020
Location	755 Braves Avenue Lawrenceville, GA 30043 Gwinnett County
Distance	1.1 miles
Units	206
Vacant Units	10
Vacancy Rate	4.9%
Type	Lowrise (4 stories)
Year Built/Renovated	2015 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	The Overlook at Gwinnett Stadium
Tenant Characteristics	Mostly singles from surrounding counties
Contact Name	Shaquala
Phone	404-596-8118



Market Information

Program	Market
Annual Turnover Rate	17%
Units/Month Absorbed	n/a
HCV Tenants	0%
Leasing Pace	Within one month
Annual Chg. in Rent	Increased 3.2 to 3.9%
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Lowrise (4 stories)	135	695	\$1,310	\$0	Market	No	N/A	N/A	N/A	None
2	1	Lowrise (4 stories)	71	1,061	\$2,105	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,310	\$0	\$1,310	\$60	\$1,370
2BR / 1BA	\$2,105	\$0	\$2,105	\$67	\$2,172

The Views At Coolray Field, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpet/Hardwood	Carpeting	Intercom (Phone)	
Central A/C	Coat Closet	Limited Access	
Dishwasher	Ceiling Fan	Video Surveillance	
Microwave	Oven		
Refrigerator	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	View	None
Courtyard	Elevators		
Exercise Facility	Garage(\$75.00)		
Off-Street Parking	On-Site Management		
Picnic Area	Recreation Areas		
Swimming Pool	Theatre		

Comments

This property does not accept Housing Choice Vouchers. The contact could not provide absorption information. This property offers exterior storage for an additional monthly fee of \$35 to \$75, depending on the size, however could not comment on the amount or utilization rate. The contact did not comment on the impact COVID-19 has had on the property.

Photos



2. Housing Choice Vouchers

We spoke with Ms. Valencia Jordan, Director of Operations with the Georgia Department of Community Affairs, who stated the Housing Choice Voucher waiting list is currently closed with 1,189 households on the waiting list in Gwinnett County. The waiting list was last opened on February 1, 2016 and closed on February 7, 2016. Georgia Department of Community Affairs is allocated over 16,000 vouchers for the 159 counties it serves in Georgia. There are 1,914 vouchers currently in use in Gwinnett County. The following table illustrates voucher usage at the comparables.

TENANTS WITH VOUCHERS		
Property Name	Rent Structure	Housing Choice Voucher Tenants
Magnolia Village*	LIHTC/ Market	5%
Mulberry Place*	LIHTC	23%
Oaks At New Hope*	LIHTC	30%
Plantation Ridge	LIHTC/ Market	8%
Reserve At Ivy Creek	LIHTC/ Market	8%
The View At Sugarloaf*	LIHTC	15%
Preserve At Mill Creek	Market	0%
Preston Hills At Mill Creek	Market	0%
Summer Park Apartments	Market	0%
The Overlook At Gwinnett Stadium	Market	0%
The Terraces At Suwanee Gateway	Market	0%
The Views At Coolray Field	Market	0%

*Located outside of the PMA

As illustrated above, Housing Choice Voucher usage in this market ranges from zero to 30 percent. All of the LIHTC properties reported having shares of Housing Choice Voucher tenants. None of the market rate properties reported currently having tenants utilizing Housing Choice Vouchers. The average percentage of voucher tenants at the LIHTC properties is 15 percent. Overall, the local market does not appear to be dependent on voucher tenants. Thus, it appears that the Subject will not need to rely on voucher residents in order to maintain a high occupancy level. We believe the Subject would maintain a voucher usage of 15 percent or less.

3. Phased Developments

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

Lease Up History

We were able to obtain absorption data from one of the comparables. However, this data was dated and has been excluded from our analysis. Therefore, we expanded our search for recent absorption data in Gwinnett County and neighboring Hall and DeKalb counties. Our absorption comparables are presented following.

ABSORPTION

Property Name	Rent Structure	Year Built	Number of Units	Units Absorbed / Month
Trees Of Gainesville	Market	2018	348	20
1760 Apartment Homes	Market	2016	239	17
The Point on Scott	Market	2016	250	13
The Reserve at Decatur	Market	2016	298	14
Station R Apartments	Market	2016	285	14
Columbia Mill	LIHTC	2014	100	20
Retreat at Edgewood Phase II	LIHTC	2012	40	12
Retreat at Edgewood Phase I	LIHTC	2011	100	20
Average			208	16

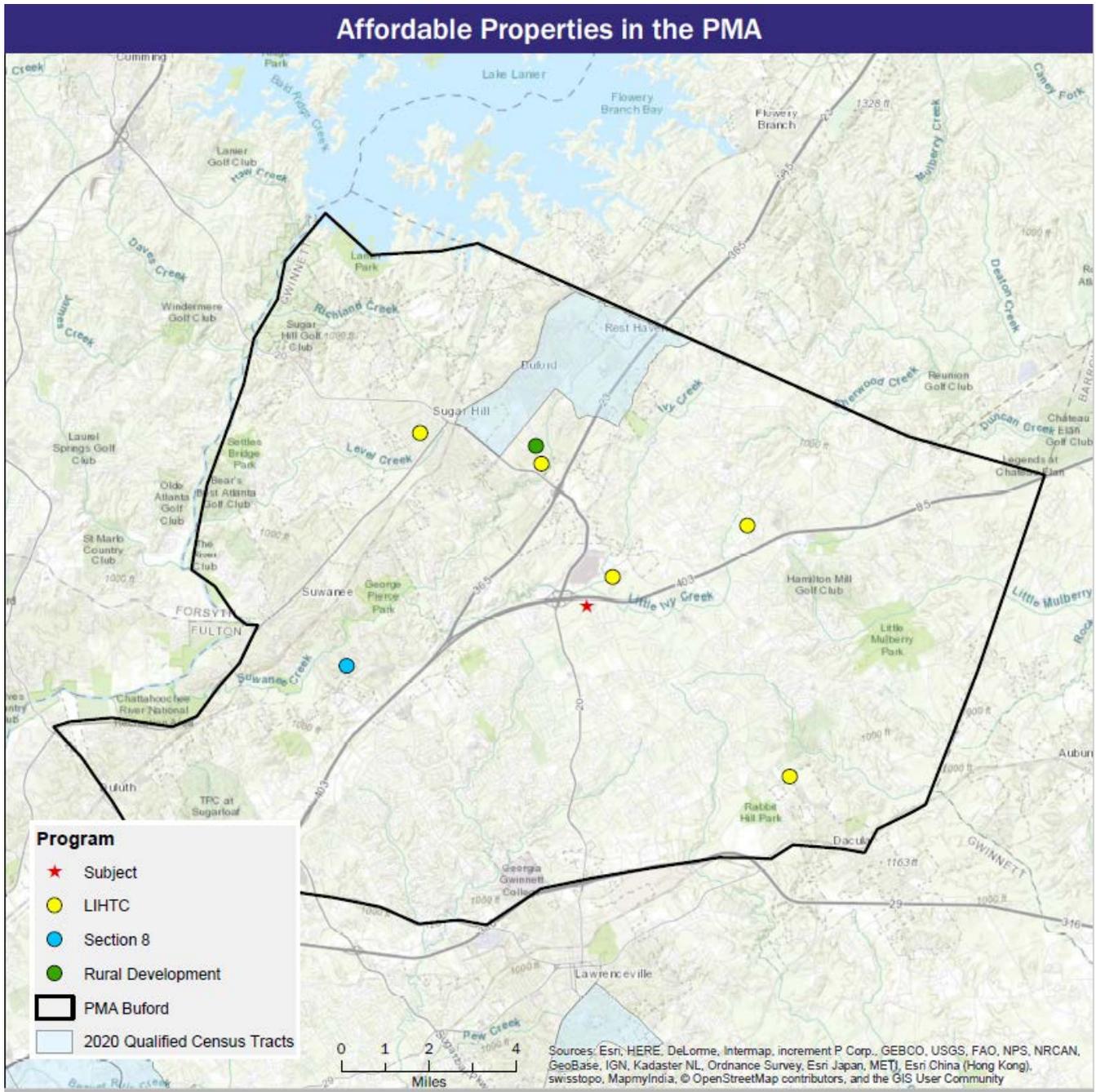
Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. The properties reporting absorption data experienced an average absorption pace of 16 units per month. It should be noted that property size does not appear to aid or harm unit absorption.

The most recently constructed LIHTC property, Columbia Mill, experienced an absorption pace of 20 units per month. This property reports occupancy of 100 percent. Based on the performance of this LIHTC development, we estimate the Subject would reach a stabilized occupancy of 95 percent within 12 to 13 months of the development’s completion, which equates to a pace of approximately 20 units per month. This estimate assumes that the Subject will be properly marketed and that pre-leasing begins within two to three months prior to completion of construction. It should be noted that construction on the Subject is not anticipated to be completed until November 2022, which is considered outside of the primary window from the COVID-19 pandemic.

4. Competitive Project Map

COMPETITIVE PROJECTS

Property Name	Program	Location	Tenancy	# of Units	Occupancy	Map Color
Ivy Ridge	LIHTC	Buford	Family	256	-	Star
Legends of Peachtree Shoals	LIHTC	Dacula	Senior	240	N/A	Yellow
Huntington Court	LIHTC/Market	Buford	Senior	152	100.0%	Yellow
Plantation Ridge	LIHTC/Market	Sugar Hill	Family	218	98.6%	Yellow
Reserve At Ivy Creek	LIHTC/Market	Buford	Family	305	100.0%	Yellow
Wisteria Place of Hamilton Mill	LIHTC/Market	Buford	Senior	100	N/A	Yellow
Winbridge Apartments	Rural Development	Buford	Family	48	100.0%	Green
Annandale Apartments, Inc.	Section 8	Suwanee	Family	12	100.0%	Blue



5. Amenities

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

IVY RIDGE APARTMENTS – BUFORD, GEORGIA – MARKET STUDY

AMENITY MATRIX

	Subject	Magnolia Village	Mulberry Place	Oaks At New Hope	Plantation Ridge	Reserve At Ivy Creek	The View At Sugarloaf	Preserve At Mill Creek	Preston Hills At Mill Creek	Summer Park Apartments	The Overlook At Gwinnett Stadium	The Terraces At Suwanee Gateway	The Views At Coolray Field
Rent Structure	LIHTC	LIHTC/Market	LIHTC	LIHTC	LIHTC/Market	LIHTC/Market	LIHTC	Market	Market	Market	Market	Market	Market
Building													
Property Type	Garden	Garden	Garden	Garden	Garden	Garden	Garden	Garden	Garden	Garden	Garden	Garden	Lowrise
# of Stories	4-stories	3-stories	3-stories	3-stories	3-stories	3-stories	2-stories	4-stories	1-stories	3-stories	4-stories	4-stories	4-stories
Year Built	2022	2002	2003	2003	1998	2004	1994	2001	2000	2001	2009	2013	2015
Year Renovated	n/a	n/a	n/a	2019	n/a	n/a	2013	n/a	n/a	n/a	n/a	n/a	n/a
Elevators	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
Courtyard	no	no	no	yes	no	no	no	no	yes	no	no	yes	yes
Utility Structure													
Cooking	no	no	no	no	no	no	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no	no	no	no	no	no
Water	yes	no	no	no	no	no	yes	no	no	no	no	no	no
Sewer	yes	no	no	no	no	no	yes	no	no	no	no	no	no
Trash	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no
Unit Amenities													
Balcony/Patio	yes	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	no	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Cable/Satellite	no	no	no	no	no	no	no	no	no	no	yes	no	no
Carpeting	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Hardwood	no	no	no	no	no	no	no	no	no	no	no	no	yes
Central A/C	yes	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	yes	yes
Ceiling Fan	no	no	yes	yes	yes	no	yes	yes	yes	yes	no	yes	yes
Coat Closet	yes	yes	yes	yes	yes	no	yes	yes	yes	no	no	no	yes
Exterior Storage	yes	yes	yes	no	yes	no	yes	yes	no	no	no	no	no
Fireplace	no	no	no	no	no	no	no	yes	yes	yes	no	no	no
Vaulted Ceilings	no	no	no	no	no	no	no	no	no	yes	no	no	no
Walk-In Closet	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no
Washer/Dryer	no	no	no	no	no	no	no	no	no	no	no	yes	no
W/D Hookup	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Kitchen													
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Disposal	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no
Microwave	yes	no	yes	yes	no	no	yes	no	yes	yes	yes	yes	yes
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Community													
Business Center	yes	no	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	yes
Community Room	yes	yes	yes	yes	yes	no	yes	yes	yes	yes	yes	yes	yes
Central Laundry	yes	yes	yes	no	yes	yes	yes	no	yes	yes	yes	yes	no
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Recreation													
Basketball Court	no	yes	no	no	no	yes	yes	no	no	no	no	no	no
Exercise Facility	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Playground	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	no	no
Swimming Pool	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Picnic Area	yes	yes	yes	yes	yes	no	yes	no	yes	yes	no	yes	yes
Sport Court	no	yes	no	no	no	no	no	no	no	no	no	no	no
Tennis Court	no	yes	no	no	no	no	no	yes	yes	yes	yes	no	no
Jacuzzi	no	no	no	no	no	no	no	no	yes	no	no	no	no
Hot Tub	no	no	no	no	no	no	no	no	yes	no	no	no	no
Theatre	no	no	no	no	no	no	no	no	no	no	no	no	yes
Recreational Area	yes	no	no	yes	no	no	no	no	no	no	no	yes	yes
Volleyball Court	no	no	no	no	no	no	no	no	yes	no	no	no	no
Security													
In-Unit Alarm	no	no	yes	no	yes	yes	no	no	no	no	no	yes	no
Limited Access	yes	yes	no	yes	no	yes	no	yes	yes	yes	yes	no	yes
Patrol	no	yes	yes	no	yes	yes	no	yes	no	yes	no	yes	no
Perimeter Fencing	no	yes	no	yes	no	no	no	yes	yes	yes	no	no	no
Video Surveillance	no	no	no	yes	no	no	no	no	no	no	no	no	yes
Parking													
Carport	yes	no	no	no	no	no	no	no	no	no	no	no	no
Carport Fee	\$25	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Garage	yes	no	no	no	no	yes	no	yes	yes	no	no	no	yes
Garage Fee	\$50	\$0	\$0	\$0	\$0	\$0	\$0	\$95	\$0	\$100	\$125	\$125	\$75
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes

The Subject will offer similar to slightly superior in-unit and property amenities in comparison to the LIHTC and market-rate comparable properties. The Subject will offer a business center/computer lab, clubhouse/community room, exercise facility, on-site management, picnic areas, recreation areas, playground, swimming pool, garage parking spaces, carport parking spaces, and central laundry facility. Several of the comparables do not include a business center/computer lab, central laundry facilities, picnic areas, or playgrounds, all of which will be offered at the Subject. Conversely, five of the comparables offer a car wash and five offer a tennis court, which the Subject will not offer. Overall we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market.

6. Comparable Tenancy

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

Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY				
Property Name	Rent Structure	Total Units	Vacant Units	Vacancy Rate
Magnolia Village*	LIHTC/ Market	190	0	0.0%
Mulberry Place*	LIHTC	224	0	0.0%
Oaks At New Hope*	LIHTC	140	0	0.0%
Plantation Ridge	LIHTC/ Market	218	3	1.4%
Reserve At Ivy Creek	LIHTC/ Market	305	0	0.0%
The View At Sugarloaf*	LIHTC	130	0	0.0%
Preserve At Mill Creek	Market	400	12	3.0%
Preston Hills At Mill Creek	Market	464	13	2.8%
Summer Park Apartments	Market	358	7	2.0%
The Overlook At Gwinnett Stadium	Market	410	5	1.2%
The Terraces At Suwanee Gateway	Market	335	4	1.2%
The Views At Coolray Field	Market	206	10	4.9%
Total LIHTC		1,207	3	0.2%
Total Market Rate		2,173	51	2.3%
Overall Total		3,380	54	1.6%

*Located outside of the PMA

Overall vacancy amongst the LIHTC comparables is minimal with a weighted average of 0.2 percent. The average weighted vacancy among the market rate comparables is low at 2.3 percent. None of the market rate comparables reported vacancy over five percent. Overall, the low vacancy rate among affordable and market rate properties suggests that the market is strong with demand for additional units such as those proposed at the Subject. Given the very low vacancy at both the LIHTC and market-rate comparables, we believe that the Subject development could maintain vacancy of five percent or less upon stabilization. Based on these factors, we believe that there is sufficient demand for additional affordable housing in the market. We do not believe that the Subject will impact the performance of the existing LIHTC properties if allocated.

7. Properties Under Construction and Proposed

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

Legends of Peachtree Shoals

- Location: 2201 Hurricane Shoals Road Northeast, Dacula, GA
- Owner: Dominion (Developer)
- Total number of units: 240 units
- Unit configuration: One, two, and three-bedroom units
- Rent structure: LIHTC
- Estimated market entry: 2021
- Relevant information: Will not directly compete with Subject given its dissimilar tenancy

Wisteria Place of Hamilton Mill

- Location: South side of Hamilton Mill Parkway, Buford, GA
- Owner: Beverly J. Searles Foundation
- Total number of units: 100 units

- k. Unit configuration: One and two-bedroom units
- l. Rent structure: LIHTC/Market
- m. Estimated market entry: 2021
- n. Relevant information: Will not directly compete with Subject given its dissimilar tenancy

2710 Meadow Church Rd

- a. Location: 2710 Meadow Church Rd, Suwanee, GA
- b. Owner: Brand Properties
- c. Total number of units: 390 units
- d. Unit configuration: Studio, one, and two-bedroom units
- e. Rent structure: Market
- f. Estimated market entry: 2021
- g. Relevant information: Will not directly compete with Subject as it offers market-rate units

Peachtree Industrial Blvd

- a. Location: Peachtree Industrial Blvd, Duluth, GA
- b. Owner: Watkins Real Estate Group, Inc
- c. Total number of units: 180 units
- d. Unit configuration: Studio, one, two, and three-bedroom units
- e. Rent structure: Market
- f. Estimated market entry: 2022
- g. Relevant information: Will not directly compete with Subject as it offers market-rate units

Revel

- a. Location: 6400 Sugarloaf Parkway, Duluth, GA
- b. Owner: North American Properties (developer)
- c. Total number of units: 701 units
- d. Unit configuration: Studio, one, two, and three-bedroom units
- e. Rent structure: Market
- f. Estimated market entry: 2022
- g. Relevant information: Will not directly compete with Subject as it offers market-rate units

Solis Suwanee II

- a. Location: 400 Highway 23, Suwanee, GA
- b. Owner: Terwilliger Pappas
- c. Total number of units: 242 units
- d. Unit configuration: Studio, one, two, and three-bedroom units
- e. Rent structure: Market
- f. Estimated market entry: 2020
- g. Relevant information: Will not directly compete with Subject as it offers market-rate units

Symphony at Suwanee Creek

- a. Location: 630 Peachtree Industrial Boulevard, Suwanee, GA
- b. Owner: Brand Properties (developer)
- c. Total number of units: 200 units
- d. Unit configuration: Studio, one, and two-bedroom units
- e. Rent structure: Market
- f. Estimated market entry: 2021
- g. Relevant information: Will not directly compete with Subject as it offers market-rate units

The Bower

- a. Location: 170 Hillcrest Dr, Sugar Hill, GA
- b. Owner: Prestwick Development Company
- c. Total number of units: 293 units
- d. Unit configuration: One, two, and three-bedroom units
- e. Rent structure: Market
- f. Estimated market entry: 2022
- g. Relevant information: Will not directly compete with Subject as it offers market-rate units

The Everett

- a. Location: 4255 Suwanee Dam Rd, Suwanee, GA
- b. Owner: RangeWater Real Estate (developer)
- c. Total number of units: 276 units
- d. Unit configuration: Studio, one, two, and three-bedroom units
- e. Rent structure: Market
- f. Estimated market entry: 2020
- g. Relevant information: Will not directly compete with Subject as it offers market-rate units

Of additional note, only two of the new additions to the market are LIHTC properties. These developments, Legends of Peachtree Shoals and Wisteria Place of Hamilton Mill, will target seniors. Thus, none of the proposed or under construction developments are considered directly competitive with the Subject. While the Subject will be insulated competitively from these units as the result of a significant rent differential, their development suggests the local market is viewed as a positive location for housing. Thus, we believe these developments the Subject will outperform the projections in the submarket. We believe the additions in supply are consistent with the growth in the area.

8. Rental Advantage

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

SIMILARITY MATRIX

#	Property Name	Program	Tenancy	Property Amenities	Unit Features	Location	Age / Condition	Unit Sizes	Overall Comparison
1	Magnolia Village	LIHTC/Market	Family	Inferior	Similar	Similar	Inferior	Superior	-10
2	Mulberry Place	LIHTC	Family	Slightly Inferior	Similar	Similar	Inferior	Similar	-15
3	Oaks At New Hope	LIHTC	Family	Slightly Inferior	Similar	Similar	Inferior	Similar	-15
4	Plantation Ridge	LIHTC/Market	Family	Inferior	Similar	Slightly Inferior	Inferior	Slightly Superior	-20
5	Reserve At Ivy Creek	LIHTC/Market	Family	Slightly Inferior	Slightly Inferior	Similar	Slightly Inferior	Superior	-5
6	The View At Sugarloaf	LIHTC	Family	Inferior	Similar	Slightly Inferior	Slightly Inferior	Slightly Inferior	-25
7	Preserve At Mill Creek	Market	Family	Inferior	Similar	Similar	Inferior	Superior	-10
8	Preston Hills At Mill Creek	Market	Family	Superior	Similar	Similar	Inferior	Superior	10
9	Summer Park Apartments	Market	Family	Slightly Inferior	Similar	Similar	Inferior	Superior	-5
10	The Overlook At Gwinnett Stadium	Market	Family	Inferior	Similar	Slightly Inferior	Slightly Inferior	Similar	-20
11	The Terraces At Suwanee Gateway	Market	Family	Superior	Similar	Superior	Slightly Inferior	Superior	25
12	The Views At Coolray Field	Market	Family	Similar	Similar	Slightly Inferior	Slightly Inferior	Slightly Inferior	-15

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

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

LIHTC RENT COMPARISON @60%

Property Name	County	1BR	2BR	3BR	Rents at Max?
Ivy Ridge	Gwinnett	\$870	\$1,040	\$1,192	Yes
2020 LIHTC Maximum Rent (Net)	Gwinnett	\$870	\$1,040	\$1,192	
Magnolia Village	Gwinnett	\$881	\$1,046	\$1,266	Yes
Mulberry Place	Gwinnett	-	\$1,050	\$1,208	Yes
Oaks At New Hope	Gwinnett	\$890	\$1,062	\$1,230	Yes
Plantation Ridge	Gwinnett	\$880	\$1,057	\$1,218	Yes
Reserve At Ivy Creek	Gwinnett	\$908	-	\$1,275	Yes
The View At Sugarloaf	Gwinnett	-	\$1,000	\$1,145	Yes
Average		\$890	\$1,043	\$1,224	

The Subject will offer one, two, and three-bedroom units at 60 percent AMI, all of which will be set at the 2020 maximum allowable levels. All of the comparables report achieving rents at the maximum allowable 60 percent AMI levels. Discrepancies between the rents at these properties and the 2020 LIHTC maximum allowable levels as presented in the table above are likely due to differing utility allowances. In terms of characteristics, the Subject will be similar to superior to the affordable comparables as the newest development in the market with market-oriented amenities and unit sizes.

Reserve at Ivy Creek is located 0.7 miles from the Subject and offers a similar location. This is the closest comparable to the Subject site and is considered the most similar comparable. Reserve at Ivy Creek was constructed in 2004 and exhibits average condition, which is considered inferior to the anticipated excellent condition of the Subject upon completion. This property offers slightly inferior in-unit amenities and property amenities, as it does not offer coat closets, exterior storage, microwaves, carports, a clubhouse/meeting room, a playground, or recreation areas, all of which the proposed Subject will offer. Reserve at Ivy Creek offers superior unit sizes to the proposed Subject. Overall, Reserve at Ivy Creek is considered slightly inferior to the proposed Subject. This property is currently achieving rents at 60 percent AMI maximum allowable levels and reports full occupancy and a waiting list of more than 200 households. Thus, we would anticipate that the Subject would be able to achieve 2020 maximum allowable rents for its one, two, and three-bedroom units.

Analysis of “Market Rents”

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

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

properties between rents at the two AMI levels, we have not included the 50 percent of AMI rents in the average comparable rent for the 60 percent of AMI comparison.

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

SUBJECT COMPARISON TO MARKET RENTS					
Unit Type	Subject Proposed Rents	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR @ 60%	\$870	\$880	\$1,370	\$1,098	26%
2BR @ 60%	\$1,040	\$1,000	\$2,172	\$1,330	28%
3BR @ 60%	\$1,192	\$1,145	\$2,205	\$1,421	19%

As illustrated the Subject’s proposed 60 percent rents are well below the surveyed average when compared to the comparables, both LIHTC and market-rate.

Summer Park Apartments was constructed in 2001 and exhibits average condition, which is considered inferior to the anticipated excellent condition of the Subject upon completion. This property is located adjacent to the Subject and offers a similar location. Summer Park Apartments offers similar unit amenities to those of the proposed Subject, but offers slightly inferior property amenities as it does not offer carport or garage parking and does not offer a recreation area, all of which the Subject will offer. However, this property offers superior unit sizes in comparison to those of the proposed Subject. Overall, Summer Park Apartments is considered slightly inferior to the proposed Subject. Summer Park Apartments reports current occupancy of 98.0 percent. The lowest one, two and three-bedroom rents at Summer Park Apartments are approximately 30, 19, and 23 percent higher than the Subject’s proposed rents at 60 percent of the AMI. Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer an advantage to the rents being achieved at comparable properties.

9. LIHTC Competition – DCA Funded Properties within the PMA

Capture rates for the Subject are considered low for all bedroom types and AMI levels. If allocated, the Subject will be slightly superior to superior to the existing LIHTC housing stock. Overall vacancy amongst the LIHTC comparables is minimal with a weighted average of 0.2 percent.

We researched the Georgia Department of Community Affairs (DCA) allocation list to determine if there have been any new affordable properties allocated funds within the past three years. According to the allocation lists from 2017, 2018, and 2019, there are two proposed LIHTC properties in the Subject’s PMA.

- Legends of Peachtree Shoals was allocated in 2019 for the new construction of 240 LIHTC units targeting seniors in Dacula. Because this property will target a senior tenancy, it is not considered directly competitive with the Subject. Thus, we have not deducted the units at this property from our analysis.
- Wisteria Place of Hamilton Mill was allocated in 2018 for the new construction of 100 mixed-income units targeting seniors in Buford. Because this property will target a senior tenancy, it is not considered directly competitive with the Subject. Thus, we have not deducted the units at this property from our analysis.

Given the low vacancy rates at existing LIHTC properties, as well as the presence of waiting lists, it appears that there is strong demand for additional LIHTC housing in the market. We do not believe that the addition

of the Subject to the market will impact the existing LIHTC properties that are in overall good condition and currently performing well.

10. Rental Trends in the PMA

The following table is a summary of the tenure patterns of the housing stock in the PMA.

TENURE PATTERNS PMA				
Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	42,534	86.6%	6,593	13.4%
2019	76,068	79.6%	19,519	20.4%
Projected Mkt Entry November 2022	81,501	80.0%	20,435	20.0%
2024	84,218	80.1%	20,893	19.9%

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

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

Historical Vacancy

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

Property Name	Program	Total Units	2017 Q2	2017 Q4	2018 Q4	2019 Q1	2019 Q2	2019 Q3	2019 Q4	2020 Q1	2020 Q2	2020 Q3
Ivy Ridge	LIHTC	256	N/A									
Magnolia Village	LIHTC/ Market	190	N/A	0.0%	1.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Mulberry Place	LIHTC	224	0.0%	2.2%	2.7%	1.8%	0.4%	0.4%	N/A	0.4%	0.0%	0.0%
Oaks At New Hope	LIHTC	140	0.0%	N/A	3.6%	3.6%	3.6%	3.6%	3.6%	0.0%	1.4%	0.0%
Plantation Ridge	LIHTC/ Market	218	N/A	2.3%	0.0%	0.0%	N/A	N/A	0.0%	N/A	N/A	1.4%
Reserve At Ivy Creek	LIHTC/ Market	305	N/A	0.0%	0.0%	N/A	N/A	N/A	N/A	0.0%	N/A	0.0%
The View At Sugarloaf	LIHTC	130	N/A	0.0%	2.3%	2.3%	0.0%	3.1%	0.0%	0.0%	0.0%	0.0%
Preserve At Mill Creek	Market	400	N/A	2.0%	1.3%	N/A	N/A	N/A	N/A	1.5%	N/A	3.0%
Preston Hills At Mill Creek	Market	464	N/A	5.4%	2.6%	N/A	N/A	N/A	N/A	2.8%	N/A	2.8%
Summer Park Apartments	Market	358	N/A	5.6%	2.0%	N/A	N/A	N/A	N/A	3.9%	2.0%	N/A
The Overlook At Gwinnett Stadium	Market	410	N/A	7.3%	2.4%	N/A	N/A	N/A	N/A	3.9%	1.2%	N/A
The Terraces At Suwanee Gateway	Market	335	N/A	2.4%	0.6%	N/A	N/A	N/A	N/A	4.8%	1.2%	N/A
The Views At Coolray Field	Market	206	N/A	6.8%	2.9%	N/A	N/A	N/A	N/A	4.9%	N/A	4.9%

As illustrated in the table, the LIHTC comparables have maintained low vacancy rates since second quarter 2017. Overall, we believe that the current performance of the LIHTC comparable properties, as well as their historically low vacancy rates, indicate demand for affordable rental housing in the Subject’s market.

Change in Rental Rates

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

RENT GROWTH		
Property Name	Rent Structure	Rent Growth
Magnolia Village*	LIHTC/ Market	Increased to maximum allowable levels
Mulberry Place*	LIHTC	Increased to maximum allowable levels
Oaks At New Hope*	LIHTC	Increased to maximum allowable levels
Plantation Ridge	LIHTC/ Market	Increased to maximum allowable levels
Reserve At Ivy Creek	LIHTC/ Market	Increased to maximum allowable levels
The View At Sugarloaf*	LIHTC	Increased to maximum allowable levels
Preserve At Mill Creek	Market	Changes daily
Preston Hills At Mill Creek	Market	Increased six percent
Summer Park Apartments	Market	Decreased 10 to increased 14 percent
The Overlook At Gwinnett Stadium	Market	Changes daily
The Terraces At Suwanee Gateway	Market	Changes daily
The Views At Coolray Field	Market	Increased 3.2 to 3.9%

*Located outside of the PMA

As illustrated in the preceding table, the affordable properties had significant rent increases in the past year. This is a result of an increase in the maximum allowable rents in Gwinnett County. All of the market rate properties reported rent growth in the past year. In general, we believe the Subject would be capable of achieving modest rent growth in the future.

11. Impact of Foreclosed, Abandoned and Vacant Structures

According to RealtyTrac statistics, one in every 15,443 housing units nationwide was in some stage of foreclosure as of May 2020. The city of Buford is experiencing a foreclosure rate of one in every 7,232 homes. This is higher than that of Gwinnett County which is 9,049, while Georgia experienced one foreclosure in every 12,473 housing units. Overall, Buford is experiencing a higher foreclosure rate than the county, state and the nation. The Subject’s neighborhood does not have a significant amount of abandoned or vacant structures that would impact the marketability of the Subject.

12. Effect of Subject on Other Affordable Units in Market

There are two proposed LIHTC developments in the PMA, Legends of Peachtree Shoals and Wisteria Place of Hamilton Mill, which will target seniors and will not directly compete with the proposed Subject. Five of the comparable LIHTC properties report waiting lists. We believe there is adequate demand for the addition of the Subject within the market. The vacancy rate among the existing LIHTC comparables is low at 0.2 percent. The current and historical vacancy rates at the LIHTC comparable properties, as well as the presence of waiting lists in the market, indicate unmet demand in the market for affordable housing. In summary, the performance of the comparable LIHTC properties and the existence of waiting lists for affordable units indicates that the Subject will not negatively impact the existing or proposed affordable rental units in the market.

Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. Upon completion, the Subject will offer competitive one, two, and three-bedroom units, which will be restricted at the 60 percent AMI level. According to our survey, the market for affordable rental developments within the PMA is strong. There are three LIHTC developments in the PMA. Two of these properties have been utilized as comparables in our analysis. The third property, Huntington Court, has been excluded as it targets seniors. Comparable properties reported vacancy rates ranging from zero to 4.9 percent with an average of 1.6 percent overall. In addition, the LIHTC comparables report a lower average vacancy rate of 0.2 percent, and several maintain extensive waiting lists. The Subject will be generally similar to slightly superior to the comparables in terms of in-unit amenities, and generally similar to superior with respect to property amenities. Additionally, as new construction, the Subject will be

considered superior to slightly superior to the comparable properties with respect to age and condition. The Subject will provide good quality housing with good street appeal and competitive amenities. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at several LIHTC comparable properties, we believe that the Subject is feasible as proposed. We believe that it will be met with strong demand in the market and will perform well. Further, we believe that the Subject's affordable operation will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments). The timing of the Subject's construction will further insulate it from the current COVID-19 pandemic.

J. ABSORPTION AND STABILIZATION RATES

ABSORPTION AND STABILIZATION RATES

We were able to obtain absorption data from one of the comparables. However, this data was dated and has been excluded from our analysis. Therefore, we expanded our search for recent absorption data in Gwinnett County and neighboring Hall and DeKalb counties. Our absorption comparables are presented following.

ABSORPTION

Property Name	Rent Structure	Year Built	Number of Units	Units Absorbed / Month
Trees Of Gainesville	Market	2018	348	20
1760 Apartment Homes	Market	2016	239	17
The Point on Scott	Market	2016	250	13
The Reserve at Decatur	Market	2016	298	14
Station R Apartments	Market	2016	285	14
Columbia Mill	LIHTC	2014	100	20
Retreat at Edgewood Phase II	LIHTC	2012	40	12
Retreat at Edgewood Phase I	LIHTC	2011	100	20
Average			208	16

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. The properties reporting absorption data experienced an average absorption pace of 16 units per month. It should be noted that property size does not appear to aid or harm unit absorption.

The most recently constructed LIHTC property, Columbia Mill, experienced an absorption pace of 20 units per month. This property reports occupancy of 100 percent. Based on the performance of this LIHTC development, we estimate the Subject would reach a stabilized occupancy of 95 percent within 12 to 13 months of the development’s completion, which equates to a pace of approximately 20 units per month. This estimate assumes that the Subject will be properly marketed and that pre-leasing begins within two to three months prior to completion of construction. It should be noted that construction on the Subject is not anticipated to be completed until November 2022, which is considered outside of the primary window from the COVID-19 pandemic.

K. INTERVIEWS

Georgia Department of Community Affairs, Norcross Regional Office

We spoke with Ms. Valencia Jordan, Director of Operations with the Georgia Department of Community Affairs, who stated the Housing Choice Voucher waiting list is currently closed with 1,189 households on the waiting list in Gwinnett County. The waiting list was last opened on February 1, 2016 and closed on February 7, 2016. Georgia Department of Community Affairs is allocated over 16,000 vouchers for the 159 counties it serves in Georgia. There are 1,914 vouchers currently in use in Gwinnett County. The 2020 payment standards for Gwinnett County are detailed in the table below.

PAYMENT STANDARDS

Unit Type	Standard
One-Bedroom	\$1,127
Two-Bedroom	\$1,283
Three-Bedroom	\$1,637

Source: Georgia Department of Community Affairs, July 2020

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

Planning

We made several attempts to contact the City of Buford’s planning department, however to this date none of our calls have been returned. We obtained a CoStar report to identify multifamily projects recently completed, under construction, planned, or proposed in the PMA. We also researched new additions online and through market participant interviews. Additionally, we utilized Georgia DCA LIHTC allocation lists to determine if there have been any LIHTC developments allocated within the Subject's PMA. Multifamily developments planned, proposed, or under construction in the PMA are summarized in the table below:

PLANNED DEVELOPMENT

Property Name	Rent Structure	Tenancy	Total Units	Competitive Units	LIHTC Allocation Year	Construction Status
Legends of Peachtree Shoals	LIHTC	Senior	240	0	2019	Proposed
Wisteria Place of Hamilton Mill	LIHTC/Market	Senior	100	0	2018	Proposed
2710 Meadow Church Rd	Market	Family	390	0	n/a	Proposed
Peachtree Industrial Blvd	Market	Senior	180	0	n/a	Under Construction
Revel	Market	Family	701	0	n/a	Proposed
Solis Suwanee II	Market	Family	233	0	n/a	Under Construction
Symphony at Suwanee Creek	Market	Senior	200	0	n/a	Under Construction
The Bower	Market	Family	293	0	n/a	Under Construction
The Everett	Market	Family	276	0	n/a	Under Construction
Totals			3,130	0		

Source: CoStar, July 2020

- Legends of Peachtree Shoals was allocated in 2019 for the new construction of 240 LIHTC units targeting seniors in Dacula. Because this property will target a senior tenancy, it is not considered directly competitive with the Subject. Thus, we have not deducted the units at this property from our analysis.
- Wisteria Place of Hamilton Mill was allocated in 2018 for the new construction of 100 mixed-income units targeting seniors in Buford. Because this property will target a senior tenancy, it is not considered directly competitive with the Subject.
- An unnamed market-rate multifamily project is proposed for development at 2710 Meadow Church Road in Suwanee, approximately 6.9 miles from the Subject site. This property will offer 390 units to families. Because this property will only offer market-rate units, it is not considered directly competitive with the Subject property.
- Peachtree Industrial Boulevard is an under construction 180-unit senior development. Because this property will target a senior tenancy, it is not considered directly competitive with the Subject.

- Revel is a proposed 701-unit market rate development located 7.6 miles from the proposed Subject. This property will target a family tenancy similar to the proposed Subject. However, given this property will operate with a market rate rent structure, we did not deduct any units from our demand analysis.
- Solis Suwanee II is an under construction 242-unit market rate development located 4.9 miles from the proposed Subject. This property will target a family tenancy similar to the proposed Subject. However, given this property will operate with a market rate rent structure, we did not deduct any units from our demand analysis.
- Symphony at Suwanee Lake is an under construction 200-unit senior development. Because this property will target a senior tenancy, it is not considered directly competitive with the Subject.
- The Bower is an under construction 293-unit market rate development located 5.0 miles from the proposed Subject. This property will target a family tenancy similar to the proposed Subject. However, given this property will operate with a market rate rent structure, we did not deduct any units from our demand analysis.
- The Everett is an under construction 276-unit market rate development located 5.1 miles from the proposed Subject. This property will target a family tenancy similar to the proposed Subject. However, given this property will operate with a market rate rent structure, we did not deduct any units from our demand analysis.

Of additional note, only two of the new additions to the market are LIHTC properties. These developments, Legends of Peachtree Shoals and Wisteria Place of Hamilton Mill, will target seniors. Thus, none of the proposed or under construction developments are considered directly competitive with the Subject. While the Subject will be insulated competitively from these units as the result of a significant rent differential, their development suggests the local market is viewed as a positive location for housing. Thus, we believe these developments the Subject will outperform the projections in the submarket. We believe the additions in supply are consistent with the growth in the area.

Gwinnett County Chamber of Commerce

We attempted to contact the Gwinnett County Chamber of Commerce and the Gwinnett County Economic Development Department to inquire about recent business expansions or contractions in the area, but to-date, our attempts have been unsuccessful. However, we utilized the Partnership Gwinnett website to find the following business expansions in Gwinnett County announced in 2017 through year-to-date 2020, most of which are located on lands identified through the Gwinnett County Village Community Improvement District (CID) initiative, an organization that works to promote redevelopment and infrastructure development in the area.

- Ironshield Brewing and Big Kettle Brewing announced on June 22, 2020 the opening of its operations in the City of Lawrenceville, Gwinnett County. The announcement represents 60 jobs and \$10M in capital investment for the community.
- Sonic Automotive, Inc., one of the largest retailers of new and pre-owned vehicles in the United States, announced on February 24, 2020 its plans to will locate a dealership and regional headquarters for EchoPark Automotive in the Gwinnett Place Community Improvement District (CID), creating 130 new jobs and investing \$20 million in the project.
- On January 21, 2020, MueKo Machinery, a German high-tech custom machine and automation builder, announced the location of its US headquarters in the City of Suwanee, Gwinnett County. MueKo invested more than \$250K in the new location on Tench Road in the City of Suwanee. The facility will serve as the company's US Headquarters and will house production and service capabilities. MueKo is planning to bring 20-30 new jobs to Gwinnett over the next few years. These jobs will include machine builders, mechatronics, PLC programmers, controls engineers and business development professionals.

- Exchange at Gwinnett, which will be adjacent to the Subject, is a 64-acre mixed-use development currently under construction. According to an article by The Atlanta Journal-Constitution dated December 20, 2019, the development is proposed to include 1.6 million square feet of offerings, including a hotel, food hall, brewery, CineBistro dine-in movie theatre, TopGolf location, and Andretti Indoor Karting and Games location. Construction is expected to be completed within approximately two years.
- Barco, a manufacturer of electronics for business, entertainment, and the medical field announced plans in August 2019 to add 50 jobs to its existing facility in Gwinnett.
- Rivacold, an Italian manufacturer of refrigeration systems, announced plans in August 2019 to create 140 new jobs and invest \$5 million in a new manufacturing facility in Buford.
- Zodiac Data Systems (Safran Aerosystems), a company that specializes in testing instrumentation, telemetry, and space communications, announced plans in July 2019 to relocate and expand to the city of Norcross. The number of new jobs that will be created was not available.
- Amazon announced plans in July 2019 to construct a new fulfillment center in Gwinnett County, which will create 1,000 new jobs.
- Elma Electronic Inc. opened a new manufacturing facility in Gwinnett County in July 2019, creating 93 new jobs.
- Elemaster opened a new manufacturing facility in Duluth in April 2019. The new facility created 40 new jobs and has the potential to create 20 additional jobs in 2019 and up to 50 additional new jobs by 2020.
- CarMax plans to create more than 300 new jobs in Peachtree Corners when the car retailer opens a new customer experience center in the city this summer, Gov. Brian Kemp's office announced March 5, 2019.
- Academy Sports + Outdoors announced March 5, 2019 that it plans to open a new store near Interstate 985 in Buford later this year. The new store is expected to employ 60 people when it opens.
- CMX Cinemas opened CMX CinéBistro Peachtree Corners in March 2019. It has long been viewed by city officials as the major anchor for the Town Center development, which is across Peachtree Parkway from The Forum shopping center.
- First American Bank and Trust held a groundbreaking on February 14, 2019 for its new branch, which will be located at the corner of West Crogan and Culver streets in Lawrenceville. Lawrenceville officials previously said the branch is expected to initially employ 10 people.
- German Grocery Store, Lidl, opened on January 30, 2019 on Stone Mountain Highway, Snellville, GA.
- Southlawn, a 32-acre, \$200-million mixed-use development, broke ground in late July of 2018 in Lawrenceville. The development will include more than 15,000 square feet of retail space, 600-plus residences (single-family homes and townhomes that will not directly compete with the Subject as they will be market rate), and a town green that will connect with Lawrenceville's City Hall, police station, and downtown. The development will be completed in phases over the next three to five years.
- Gezolan, a Swiss manufacturing company, opened a 60,000-square-foot facility off Hamilton Mill Road in Buford in June 2018, representing a \$12-million investment.
- Assurant, Inc., a global leader in risk management solutions, opened a technical support center in Duluth in May 2018, which created 335 new jobs and represented a \$2.2-million investment.
- GEBHARDT Logistic Solutions Inc., a market leader in storage and transport solutions for retail and trade industries, announced the expansion of its operations and relocation to Gwinnett County, metro Atlanta, Georgia. GEBHARDT's 30,000-square-foot facility, located at 1650 Horizon Parkway

Northeast approximately 4.4 miles north of the Subject site, will serve as a headquarters for the company's North American production and services for storage and transport solutions. The facility will house four full-time employees and 10 to 20 part-time employees including sales managers, customer service managers, engineers, logisticians and a general manager. The company seeks to actively increase its number of full-time employees as it expands into the North American market.

- Convergent Technologies, a worldwide leader in service-based systems integration, announced the expansion of its operations in Gwinnett County. The announcement represents 150 existing jobs, a projected 33 percent increase in new jobs in the coming years, and \$1 million in capital investment for the community. Convergent's 25,000-square-foot facility will be located at 1955 Evergreen Boulevard, approximately ten miles south of the Subject site.
- AZZ Inc., a provider of specialty electrical equipment and highly engineered services, announced in June 2017 plans to expand and relocate the company's specialty welding operation to a new 180,000 square-foot facility located at 560 Horizon Drive, 4.5 miles southwest of the Subject site. At the time of the announcement, there was no information for how many jobs the relocation is expected to add to the local economy.
- Carcoustics, a supplier to the automobile industry, plans to invest \$6 million to construct a 130,000 square-foot manufacturing facility that will produce acoustic and thermal components for the automobile industry. Over the next five years, the company intends to create 200 jobs at the facility.
- Liftmaster, a manufacturer of residential garage door openers, announced in April 2017 plans to move their distribution operations and customer experience and training centers to a newly constructed 96,000 square-foot facility. Liftmaster plans to increase full-time staff in the area by 30 percent when the distribution center is fully operational, though no numbers of jobs expected to be added were given.
- National Compressor Exchange (NCE), an ISO Certified compressor remanufacturer, announced in April 2017 that it plans to establish a southeastern and international division headquarters that will house the company's warehouse, sales operations, and customer showroom. The \$500,000 initial investment will immediately add four new jobs with plans to add an additional 40 jobs over the next five years.
- Crawford & Company, the world's largest publicly listed independent provider of claims management to insurance companies, announced in March 2017 plans to move their global headquarters to the city of Peachtree Corners in Gwinnett County. The project will include \$15 million in capital investment and is expected to add 500 new jobs over the next three years.

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

L. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

Demographics

The population and household annual growth rate in the PMA exceeded that of both the MSA and nation as a whole between 2010 and 2019. Over the next five years, this trend in annual population and household growth rate is expected to continue. The rate of population and household growth is projected to exceed the growth of both the MSA and nation through 2022. The current population of the PMA is 292,941 and is expected to be 312,365 in 2022. The Subject will target tenants earning between \$30,754 and \$51,660. As the table above depicts, approximately 35.7 percent of renter households in the PMA are earning incomes between \$30,000 and \$59,999, which is greater than the 31.2 percent of renter households in the MSA in 2019. For the projected market entry date of November 2022, these percentages are projected to slightly decrease to 34.9 percent in the PMA and 30.8 percent in the MSA. Overall, the PMA has demonstrated that it is an area of population and household growth. As the PMA continues to grow, the need for affordable housing is also expected to increase. This population and household growth bodes well for the Subject's proposed units.

Employment Trends

Employment in the PMA is greatest in the retail trade, healthcare/social assistance, and professional/scientific/technical services sectors. These industries alone account for 32.6 percent of total employment in the PMA. Compared to the nation as a whole, the retail trade, professional/scientific/technical services, and finance/insurance services sectors are overrepresented in the PMA. Conversely, the healthcare/social assistance, educational services, and accommodation/food services sectors are underrepresented in the PMA when compared to the nation.

Total employment in the MSA has increased every year since 2004 with the exception of 2008 through 2010 during the most recent national recession. While the MSA experienced a 6.9 percent decline in employment during between 2008 and 2010, which was greater than the nation over the same period, the MSA has experienced growth each year since. Furthermore, the MSA surpassed its pre-recessionary employment levels in 2014, the same year as the nation, and has continued to increase steadily. As of April 2020, MSA employment is below its post-recessionary high and was decreasing at a rate of 13.5 percent, compared to a 14.9 percent decrease across the overall nation. Thus, it appears the area has been negatively impacted as a result of the COVID-19 pandemic. Georgia has begun to reopen several businesses in the state as of April 2020, but a return to full economic potential is unlikely while the global health crisis continues. Trends in historical unemployment data generally mirrors employment; after 2009 at the peak of the recession, unemployment in the MSA has decreased every year since 2011. Between April 2019 and April 2020, the total unemployment rate increased 9.7 percent, compared to the national increase in unemployment rate of 11.1 percent during the same time period. As a result of the COVID-19 pandemic and stay-at-home orders, record national unemployment claims began in March 2020 and will likely continue in the near future. Overall, the local economy had fully recovered from the 2008 national recession and had entered into an expansionary phase prior to the COVID-19 pandemic, which is a positive indicator of demand for rental housing and, therefore, the Subject's proposed units.

Beginning in March 2020, the international pandemic caused by the COVID-19 coronavirus resulted in governments across the globe taking dramatic efforts to slow the spread and flatten the infection curve in order to reduce the strain on our health care system. Consequently, over the past two months there has been a sharp and dramatic increase in layoffs due to the economic restrictions related to the emergency response. However, governments have passed significant economic stimulus packages to help in offsetting the economic impact. Local governments have begun to lift or loosen restrictions and the stimulus passed thus far has blunted some of the impact from the emergency measures. It remains unclear as to how these measures will impact the housing market long term. However, based on the data available through two months, which indicates some multifamily real estate transactions have continued to close without

repricing and rent collection losses during this period have declined less than projected, the governmental response has offset a significant portion of the economic losses presented by the emergency. There is evidence that, despite the significant level of recent layoffs, many other area employers are hiring. Overall, we anticipate that the elevated layoff pace will subside now that economic restrictions have been loosened in the Subject’s market area. We believe that the Subject’s affordable operation will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments).

Capture Rates

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

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Proposed Rents
1BR @60%	\$31,886	\$39,720	112	657	0	657	17.0%	\$870
2BR @60%	\$38,297	\$44,700	128	736	0	736	17.4%	\$1,040
3BR @60%	\$44,229	\$53,640	16	413	0	413	3.9%	\$1,192
@60% Overall	\$31,886	\$53,640	256	1,806	0	1,806	14.2%	-

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

Absorption

We were able to obtain absorption data from one of the comparables. However, this data was dated and has been excluded from our analysis. Therefore, we expanded our search for recent absorption data in Gwinnett County and neighboring Hall and DeKalb counties. Our absorption comparables are presented following.

ABSORPTION

Property Name	Rent Structure	Year Built	Number of Units	Units Absorbed / Month
Trees Of Gainesville	Market	2018	348	20
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Average			208	16

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. The properties reporting absorption data experienced an average absorption pace of 16 units per month. It should be noted that property size does not appear to aid or harm unit absorption.

The most recently constructed LIHTC property, Columbia Mill, experienced an absorption pace of 20 units per month. This property reports occupancy of 100 percent. Based on the performance of this LIHTC development, we estimate the Subject would reach a stabilized occupancy of 95 percent within 12 to 13 months of the development’s completion, which equates to a pace of approximately 20 units per month. This estimate assumes that the Subject will be properly marketed and that pre-leasing begins within two to three months prior to completion of construction. It should be noted that construction on the Subject is not

anticipated to be completed until November 2022, which is considered outside of the primary window from the COVID-19 pandemic.

Vacancy Trends

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY				
Property Name	Rent Structure	Total Units	Vacant Units	Vacancy Rate
Magnolia Village*	LIHTC/ Market	190	0	0.0%
Mulberry Place*	LIHTC	224	0	0.0%
Oaks At New Hope*	LIHTC	140	0	0.0%
Plantation Ridge	LIHTC/ Market	218	3	1.4%
Reserve At Ivy Creek	LIHTC/ Market	305	0	0.0%
The View At Sugarloaf*	LIHTC	130	0	0.0%
Preserve At Mill Creek	Market	400	12	3.0%
Preston Hills At Mill Creek	Market	464	13	2.8%
Summer Park Apartments	Market	358	7	2.0%
The Overlook At Gwinnett Stadium	Market	410	5	1.2%
The Terraces At Suwanee Gateway	Market	335	4	1.2%
The Views At Coolray Field	Market	206	10	4.9%
Total LIHTC		1,207	3	0.2%
Total Market Rate		2,173	51	2.3%
Overall Total		3,380	54	1.6%

*Located outside of the PMA

Overall vacancy amongst the LIHTC comparables is minimal with a weighted average of 0.2 percent. The average weighted vacancy among the market rate comparables is low at 2.3 percent. None of the market rate comparables reported vacancy over five percent. Overall, the low vacancy rate among affordable and market rate properties suggests that the market is strong with demand for additional units such as those proposed at the Subject. Given the very low vacancy at both the LIHTC and market-rate comparables, we believe that the Subject development could maintain vacancy of five percent or less upon stabilization. Based on these factors, we believe that there is sufficient demand for additional affordable housing in the market. We do not believe that the Subject will impact the performance of the existing LIHTC properties if allocated.

Strengths of the Subject

Strengths of the Subject will include its location in close proximity to the Mall of Georgia, a major retail center, as well as Interstate 85, which provides access to downtown Atlanta. The Subject’s community is also a developing area with several multifamily properties constructed in the past 10 years. However, there is limited existing affordable housing in the PMA and all LIHTC properties in the PMA have reported low vacancy rates. Additionally, Reserve at Ivy Park, the most comparable and proximate property, reported a waiting list of over 200 households. The majority of the Subject’s units could be filled from this property’s waiting list alone. The Subject will also offer some amenities not present at all of the LIHTC comparable developments including microwaves, a business center and covered parking. Therefore, we believe the Subject will be successful and competitive in the market. Additionally, as the demand analysis in this report indicates, there is strong demand for the Subject based on our calculations for the 60 percent AMI units.

Conclusion

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. Upon completion, the Subject will offer competitive one, two, and three-bedroom units, which will be restricted at the 60 percent AMI level. According to our survey, the

market for affordable rental developments within the PMA is strong. There are three LIHTC developments in the PMA. Two of these properties have been utilized as comparables in our analysis. The third property, Huntington Court, has been excluded as it targets seniors. Comparable properties reported vacancy rates ranging from zero to 4.9 percent with an average of 1.6 percent overall. In addition, the LIHTC comparables report a lower average vacancy rate of 0.2 percent, and several maintain extensive waiting lists. The Subject will be generally similar to slightly superior to the comparables in terms of in-unit amenities, and generally similar to superior with respect to property amenities. Additionally, as new construction, the Subject will be considered superior to slightly superior to the comparable properties with respect to age and condition. The Subject will provide good quality housing with good street appeal and competitive amenities. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at several LIHTC comparable properties, we believe that the Subject is feasible as proposed. We believe that it will be met with strong demand in the market and will perform well. Further, we believe that the Subject's affordable operation will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments). The timing of the Subject's construction will further insulate it from the current COVID-19 pandemic.

Recommendations

We recommend the Subject as proposed.

M. SIGNED STATEMENT REQUIREMENTS

I affirm that I (or one of the persons signing below) 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 support the project as shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in DCA's rental housing programs. I also affirm that I have no interest in the project or relationship with the ownership entity and my compensation is not contingent on this project being funded.

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



Rebecca S. Arthur, MAI
Partner
Novogradac Consulting LLP
July 24, 2020
Date



Brian Neukam
Manager
Novogradac Consulting LLP
July 24, 2020
Date



Travis Jorgenson
Analyst
Novogradac Consulting LLP
July 24, 2020
Date

ADDENDUM A
Assumptions and Limiting Conditions

ASSUMPTIONS AND LIMITING CONDITIONS

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

firm, or professional organizations of which the market analyst is a member be identified without written consent of the market analyst.

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

ADDENDUM B
Subject and Neighborhood Photographs

Photographs of Subject Site and Neighborhood



Subject site east from Laurel Crossing Parkway



Subject site east from Laurel Crossing Parkway



View north Laurel Crossing Parkway



View south on Laurel Crossing Parkway



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood

ADDENDUM C
Qualifications

STATEMENT OF PROFESSIONAL QUALIFICATIONS
REBECCA S. ARTHUR, MAI

I. Education

University of Nebraska, Lincoln, Nebraska
Bachelor of Science in Business Administration – Finance

Appraisal Institute
Designated Member (MAI)

II. Licensing and Professional Affiliation

Member of Kansas Housing Association
 Vice President - Board of Directors; 2017 - Present
Designated Member of the Appraisal Institute (MAI)
 Kansas City Chapter of the Appraisal Institute Board of Directors: 2013 & 2014
Member of National Council of Housing Market Analysts (NCHMA)
Member of Commercial Real Estate Women (CREW) Network

State of Arkansas Certified General Real Estate Appraisal No. CG2682
State of Arizona Certified General Real Estate Appraisal No. 31992
State of California Certified General Real Estate Appraiser No. AG041010
State of Hawaii Certified General Real Estate Appraiser No. CGA-1047
State of Iowa Certified General Real Estate Appraiser No. CG03200
State of Indiana Certified General Real Estate Appraiser No. CG41300037
State of Kansas Certified General Real Estate Appraiser No. G-2153
State of Minnesota Certified General Real Estate Appraiser No. 40219655
State of Missouri Certified General Real Estate Appraiser No. 2004035401
State of Louisiana Certified General Real Estate Appraiser No. 4018
State of Texas Certified General Real Estate Appraiser No. TX-1338818-G

III. Professional Experience

Partner, Novogradac & Company LLP
Principal, Novogradac & Company LLP
Manager, Novogradac & Company LLP
Real Estate Analyst, Novogradac & Company LLP
Corporate Financial Analyst, Deloitte & Touche LLP

IV. Professional Training

Various Continuing Education Classes as required by licensing, ongoing
USPAP Update, January 2018
Forecasting Revenue, May 2019
Discounted Cash Flow Model, May 2019
Business Practices and Ethics, May 2019
HUD MAP Training – Ongoing
The Appraiser as an Expert Witness: Preparation & Testimony, April 2013
How to Analyze and Value Income Properties, May 2011
Appraising Apartments – The Basics, May 2011
HUD MAP Third Party Tune-Up Workshop, September 2010

HUD MAP Third Party Valuation Training, June 2010
HUD LEAN Third Party Training, January 2010
National Uniform Standards of Professional Appraisal Practice, April 2010
MAI Comprehensive Four Part Exam, July 2008
Report Writing & Valuation Analysis, December 2006
Advanced Applications, October 2006
Highest and Best Use and Market Analysis, July 2005
HUD MAP – Valuation Advance MAP Training, April 2005
Advanced Sales Comparison and Cost Approaches, April 2005
Advanced Income Capitalization, October 2004
Basic Income Capitalization, September 2003
Appraisal Procedures, October 2002
Appraisal Principals, September 2001

V. Real Estate Assignments

A representative sample of Valuation or Consulting Engagements includes:

- In general, have managed and conducted numerous market analyses and appraisals for various types of commercial real estate since 2001, with an emphasis on multifamily housing and land.
- Have managed and conducted numerous market and feasibility studies for multifamily housing. Properties types include Section 42 Low Income Housing Tax Credit (LIHTC) Properties, Public Housing for RAD conversion, Section 8, USDA and/or conventional. Local housing authorities, developers, syndicators, HUD and lenders have used these studies to assist in the financial underwriting and design of multifamily properties. Analysis typically includes; unit mix determination, demand projections, rental rate analysis, competitive property surveying, and overall market analysis. The Subjects include both new construction and rehabilitation properties in both rural and metro regions throughout the United States and its territories.
- Have managed and conducted numerous appraisals of multifamily housing. Appraisal assignments typically involved determining the as is, as if complete and the as if complete and stabilized values. Additionally, encumbered LIHTC and unencumbered values were typically derived. The three traditional approaches to value are developed with special methodologies included to value tax credit equity, below market financing and PILOT agreements.
- Performed market studies and appraisals of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing (MAP) program. These reports meet the requirements outlined in HUD Handbook 4465.1 and Chapter 7 of the HUD MAP Guide for 221(d)(4) and 223(f) programs, as well as the LIHTC PILOT Program.
- Performed numerous market study/appraisals assignments for USDA RD properties in several states in conjunction with acquisition rehabilitation redevelopments. Documents are used by states, FannieMae, USDA, and the developer in the underwriting process. Market studies are compliant to State, FannieMae, and USDA requirements. Appraisals are compliant to FannieMae and USDA HB-1-3560 Chapter 7 and Attachments.
- Completed numerous FannieMae and FreddieMac appraisals of affordable and market rate multi-family properties for DUS Lenders.
- Managed and completed numerous Section 8 Rent Comparability Studies in accordance with

HUD's Section 8 Renewal Policy and Chapter 9 for various property owners and local housing authorities.

- Managed and conducted various City and County-wide Housing Needs Assessments in order to determine the characteristics of existing housing, as well as determine the need for additional housing within designated areas.
- Performed numerous valuations of the General and/or Limited Partnership Interest in a real estate transaction, as well as LIHTC Year 15 valuation analysis.

VI. Speaking Engagements

A representative sample of industry speaking engagements follows:

- Institute for Professional Education and Development (IPED): LIHTC and Year 15 Seminars
- Institute for Responsible Housing Preservation (IRHP): Annual Meetings
- Western FHA Mortgage Lenders Conference: Annual Meetings
- Midwest FHA Mortgage Lenders Conference: Annual Meetings
- Southwest FHA Mortgage Association Lenders Conference: Annual Meetings
- National Council of Housing Market Analysts (NCHMA): Seminars and Workshops
- National Council of State Housing Agencies: Housing Credit Connect Conferences
- National Leased Housing Association: Annual Meeting
- Nebraska's County Assessors: Annual Meeting
- Novogradac & Company LLP: LIHTC, Developer and Bond Conferences
- AHF Live! Affordable Housing Finance Magazine Annual Conference
- Missouri Workforce Housing (MOWHA) Annual Conference
- Ohio Housing Council Symposium
- Kansas Housing Conference
- California Council for Affordable Housing (CCAH) Meetings

**STATEMENT OF PROFESSIONAL QUALIFICATIONS
BRIAN NEUKAM**

EDUCATION

Georgia Institute of Technology, Bachelor of Industrial Engineering, 1995

State of Georgia Certified General Real Property Appraiser No.329471

State of North Carolina Certified General Appraiser No. 8284

State of South Carolina Certified General Appraiser No. 7493

PROFESSIONAL TRAINING

National USPAP and USPAP Updates

General Appraiser Market Analysis and Highest & Best Use

General Appraiser Sales Comparison Approach

General Appraiser Site Valuation and Cost Approach

General Appraiser Income Capitalization Approach I and II

General Appraiser Report Writing and Case Studies

EXPERIENCE

Novogradac & Company LLP, Manager, December 2016-present

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

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

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

REAL ESTATE ASSIGNMENTS

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

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

STATEMENT OF PROFESSIONAL QUALIFICATIONS

Travis Jorgenson

I. Education

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

II. Professional Experience

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

III. Research Assignments

A representative sample of work on various types of projects:

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

ADDENDUM D
Summary Matrix

SUMMARY MATRIX

Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate
Subject	Ivy Ridge 1425 Laurel Crossing Parkway NE Buford, GA 30519 Gwinnett County		Garden 4-stories 2022 / n/a Family	@60%	1BR / 1BA	12	4.7%	754	@60%	\$870	Yes	N/A	N/A	N/A
					1BR / 1BA	100	39.1%	770	@60%	\$870	Yes	N/A	N/A	N/A
					2BR / 2BA	128	50.0%	1,076	@60%	\$1,040	Yes	N/A	N/A	N/A
					3BR / 2BA	8	3.1%	1,226	@60%	\$1,192	Yes	N/A	N/A	N/A
					3BR / 2BA	8	3.1%	1,247	@60%	\$1,192	Yes	N/A	N/A	N/A
					<u>256</u>							N/A	N/A	
1	Magnolia Village 287 East Crogan Street Lawrenceville, GA 30046 Gwinnett County	6.8 miles	Garden 3-stories 2002 / n/a Family	@50%, @60%, Market	1BR / 1BA	19	10.0%	975	@50%	\$727	Yes	Yes	0	0.0%
					1BR / 1BA	8	4.2%	975	@60%	\$881	Yes	Yes	0	0.0%
					1BR / 1BA	9	4.7%	975	Market	\$969	N/A	Yes	0	0.0%
					2BR / 2BA	47	24.7%	1,175	@50%	\$861	Yes	Yes	0	0.0%
					2BR / 2BA	47	24.7%	1,175	@60%	\$1,046	Yes	Yes	0	0.0%
					2BR / 2BA	24	12.6%	1,175	Market	\$1,137	N/A	Yes	0	0.0%
					3BR / 2BA	20	10.5%	1,375	@50%	\$998	No	Yes	0	0.0%
					3BR / 2BA	8	4.2%	1,375	@60%	\$1,266	Yes	Yes	0	0.0%
					3BR / 2BA	8	4.2%	1,375	Market	\$1,330	N/A	Yes	0	0.0%
					<u>190</u>							0	0.0%	
2	Mulberry Place 158 Paper Mill Road Lawrenceville, GA 30046 Gwinnett County	6.8 miles	Garden 3-stories 2003 / n/a Family	@60%	2BR / 2BA	168	75.0%	1,094	@60%	\$1,050	Yes	Yes	0	0.0%
					3BR / 2BA	56	25.0%	1,280	@60%	\$1,208	Yes	Yes	0	0.0%
					<u>224</u>							0	0.0%	
3	Oaks At New Hope 239 New Hope Road Lawrenceville, GA 30046 Gwinnett County	7.2 miles	Garden 3-stories 2003 / 2019 Family	@60%	1BR / 1BA	32	22.9%	822	@60%	\$890	Yes	Yes	0	0.0%
					2BR / 2BA	58	41.4%	1,086	@60%	\$1,062	Yes	Yes	0	0.0%
					3BR / 2BA	24	17.1%	1,209	@60%	\$1,230	Yes	Yes	0	0.0%
					4BR / 3BA	26	18.6%	1,460	@60%	\$1,372	Yes	Yes	0	0.0%
					<u>140</u>							0	0.0%	
4	Plantation Ridge 1022 Level Creek Road Sugar Hill, GA 30518 Gwinnett County	4.6 miles	Garden 3-stories 1998 / n/a Family	@60%, Market	1BR / 1BA	20	9.2%	885	@60%	\$880	Yes	Yes	N/A	N/A
					1BR / 1BA	20	9.2%	885	Market	\$1,055	N/A	No	N/A	N/A
					2BR / 2BA	60	27.5%	1,086	@60%	\$1,057	Yes	Yes	N/A	N/A
					2BR / 2BA	40	18.4%	1,086	Market	\$1,252	N/A	No	N/A	N/A
					3BR / 2BA	50	22.9%	1,284	@60%	\$1,218	Yes	Yes	N/A	N/A
3BR / 2BA	28	12.8%	1,284	Market	\$1,505	N/A	No	N/A	N/A					
					<u>218</u>							3	1.4%	
5	Reserve At Ivy Creek 1869 Appaloosa Lane Buford, GA 30519 Gwinnett County	0.7 miles	Garden 3-stories 2004 / n/a Family	@60%, Market	1BR / 1BA	38	12.5%	975	@60%	\$908	Yes	Yes	0	0.0%
					1BR / 1BA	4	1.3%	975	Market	\$1,025	N/A	Yes	0	0.0%
					2BR / 2BA	189	62.0%	1,028	@60%	-	Yes	Yes	0	0.0%
					2BR / 2BA	21	6.9%	1,175	Market	\$1,082	N/A	Yes	0	0.0%
					3BR / 2BA	25	8.2%	1,350	@60%	\$1,275	Yes	Yes	0	0.0%
3BR / 2BA	28	9.2%	1,350	Market	\$1,305	N/A	Yes	0	0.0%					
					<u>305</u>							0	0.0%	
6	The View At Sugarloaf 5355 Sugarloaf Parkway Lawrenceville, GA 30043 Gwinnett County	4.6 miles	Garden 2-stories 1994 / 2013 Family	@50%, @60%	2BR / 2BA	8	6.2%	974	@50%	\$820	Yes	No	0	0.0%
					2BR / 2BA	44	33.9%	974	@60%	\$1,000	Yes	No	0	0.0%
					3BR / 2BA	5	3.9%	1,143	@50%	\$938	Yes	No	0	0.0%
					3BR / 2BA	8	6.2%	1,197	@50%	\$938	Yes	No	0	0.0%
					3BR / 2BA	25	19.2%	1,143	@60%	\$1,145	Yes	No	0	0.0%
					3BR / 2BA	39	30.0%	1,197	@60%	\$1,145	Yes	No	0	0.0%
					3BR / 2BA	1	0.8%	1,143	Non-Rental	-	N/A	No	0	0.0%
					<u>130</u>							0	0.0%	
7	Preserve At Mill Creek 1400 Mall Of Georgia Blvd Buford, GA 30519 Gwinnett County	0.9 miles	Garden 4-stories 2001 / 2020 Family	Market	1BR / 1BA	30	7.5%	697	Market	\$1,022	N/A	None	N/A	N/A
					1BR / 1BA	169	42.3%	866	Market	\$1,095	N/A	None	N/A	N/A
					2BR / 2BA	171	42.8%	1,150	Market	\$1,332	N/A	None	N/A	N/A
					3BR / 2BA	30	7.5%	1,406	Market	\$1,525	N/A	None	N/A	N/A
					<u>400</u>							12	3.0%	
8	Preston Hills At Mill Creek 2910 Buford Drive Buford, GA 30519 Gwinnett County	0.7 miles	Garden 1-stories 2000 / n/a Family	Market	1BR / 1BA	68	14.7%	828	Market	\$1,227	N/A	No	3	4.4%
					1BR / 1.5BA	98	21.1%	919	Market	\$1,263	N/A	No	3	3.1%
					2BR / 2BA	188	40.5%	1,177	Market	\$1,389	N/A	No	3	1.6%
					2BR / 2BA	64	13.8%	1,287	Market	\$1,532	N/A	No	1	1.6%
					3BR / 2BA	46	9.9%	1,426	Market	\$1,673	N/A	No	3	6.5%
					<u>464</u>							13	2.8%	
9	Summer Park Apartments 1525 Laurel Crossing Parkway Buford, GA 30519 Gwinnett County	Adjacent	Garden 3-stories 2001 / n/a Family	Market	1BR / 1BA	52	14.5%	676	Market	\$1,130	N/A	No	N/A	N/A
					1BR / 1BA	4	1.1%	697	Market	\$1,175	N/A	No	N/A	N/A
					1BR / 1BA	44	12.3%	792	Market	\$1,195	N/A	No	N/A	N/A
					1BR / 1BA	12	3.4%	877	Market	\$1,210	N/A	No	N/A	N/A
					2BR / 1BA	63	17.6%	1,053	Market	\$1,242	N/A	No	N/A	N/A
					2BR / 1BA	3	0.8%	1,100	Market	\$1,317	N/A	No	N/A	N/A
					2BR / 2BA	104	29.1%	1,216	Market	\$1,367	N/A	No	N/A	N/A
					2BR / 2BA	36	10.1%	1,241	Market	\$1,372	N/A	No	N/A	N/A
					3BR / 2BA	30	8.4%	1,411	Market	\$1,470	N/A	No	N/A	N/A
3BR / 2BA	10	2.8%	1,451	Market	\$1,595	N/A	No	N/A	N/A					
					<u>358</u>							7	2.0%	
10	The Overlook At Gwinnett Stadium 1600 Overlook Park Lane Lawrenceville, GA 30043 Gwinnett County	1.4 miles	Garden 4-stories 2009 / n/a Family	Market	1BR / 1BA	113	27.6%	837	Market	\$1,136	N/A	No	N/A	N/A
					1BR / 1BA	92	22.4%	746	Market	\$1,071	N/A	No	N/A	N/A
					2BR / 2BA	28	6.8%	1,050	Market	\$1,377	N/A	No	N/A	N/A
					2BR / 2BA	25	6.1%	1,174	Market	\$1,412	N/A	No	N/A	N/A
					2BR / 2BA	49	12.0%	1,175	Market	\$1,392	N/A	No	N/A	N/A
					2BR / 2BA	10	2.4%	1,190	Market	\$1,467	N/A	No	N/A	N/A
					2BR / 2BA	71	17.3%	1,257	Market	\$1,407	N/A	No	N/A	N/A
					3BR / 2BA	22	5.4%	1,401	Market	\$1,640	N/A	No	N/A	N/A
					<u>410</u>							5	1.2%	
11	The Terraces At Suwanee Gateway 480 Northolt Pkwy Suwanee, GA 30024 Gwinnett County	4.3 miles	Garden 4-stories 2013 / n/a Family	Market	1BR / 1BA	134	40.0%	806	Market	\$1,360	N/A	No	N/A	N/A
					2BR / 2BA	154	46.0%	1,195	Market	\$1,792	N/A	No	N/A	N/A
					3BR / 2BA	47	14.0%	1,427	Market	\$2,205	N/A	No	N/A	N/A
					<u>335</u>							4	1.2%	
12	The Views At Coolray Field 755 Braves Avenue Lawrenceville, GA 30043 Gwinnett County	1.1 miles	Lowrise 4-stories 2015 / n/a Family	Market	1BR / 1BA	135	65.5%	695	Market	\$1,370	N/A	No	N/A	N/A
					2BR / 1BA	71	34.5%	1,061	Market	\$2,172	N/A	No	N/A	N/A
					<u>206</u>							10	4.9%	