

REPORT

MARKET STUDY

July 29, 2020

**Harmony at Stonecrest
6600 Old Hillandale Drive
Lithonia, GA 30058**

For

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Suite 135
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And

**Georgia Department of Community Affairs
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B. EXECUTIVE SUMMARY**1. Description**

The project is a new construction development of Housing for Older Persons (HFOP) age 55+ that will be built with LIHTC financing.

1. The site is located on the north side of Old Hillandale Dr. with an address of 6600 Old Hillandale Drive, Lithonia, DeKalb County, GA 30058.
2. Project Construction Type: New Construction
3. Occupancy Type: HFOP age 55+
4. Special Population Target: HFOP age 55+
5. Units by bedroom type and income targeting (AMI)

Bedrooms	Baths	# of Units	AMI Level *
1	1	20	60%
2	1	102	60%
TOTAL		122	

6. Unit size, number of bedrooms and structure type:

Bedrooms	Baths	# of Units	Sq. Feet
1	1	20	812
2	1	102	977
TOTAL		122	
STRUCTURE TYPE: elevator			

7. Rents and Utility allowances

UNIT CONFIGURATION							
Bedrooms	Baths	# of Units	AMI Level *	Sq. Feet	Net Rents	Utility Allow.	Gross Rents
1BR	1	20	60%	812	850	61	911
2BR	1	102	60%	977	1000	78	1078
TOTAL		122					

UTILITY RESPONSIBILITY

UTILITY RESPONSIBILITY (Check Box of Responsible Party)							
Party	Water/Sw	Trash	Electricity	Elec Heat	Gas Heat	Water Heat	Cooking (G/E)
Landlord	X	X					
Tenant			X	X		X	electric

8. Existing or proposed project based rental assistance: NONE
9. Proposed Development Amenities:

UNIT AND PROJECT AMENITIES				
Range (x)		W/D Hookups ()	Swimming Pool ()	Lake/Pond ()
Refrigerator (x)		Patio/Balcony ()	On-site Mgt. (x)	On-site Maint. (x)
Dishwasher (x)		Ceiling Fan (x)	Laundry Facility ()	Elevator (x)
Disposal (x)		Fireplace ()	Club House ()	Security Gate ()
Microwave Oven (x)		Basement ()	Community Facility (x)	Business Center ()
Carpet (x)		Intercom ()	Fitness Center (x)	Computer Center (x)
A/C-Wall ()		Security Syst. ()	Jacuzzi/Sauna ()	Car Wash Area ()
A/C-Central (x)		Furnishings ()	Playground ()	Picnic Area (x)
Window Blinds (x)		E-Call Button ()	Tennis Court ()	Craft Room (x)
Wash/Dryer (x)		Cable Sat Provided ()	Sports Court ()	Library ()
Wheelchair ramps (x)		Internet Provided ()	Vaulted Ceilings ()	Storage ()
Safety bars (x) if requested		Cable Sat Wired (x)	Internet Wired (x)	View ()
Pets Allowed (x 25 lbs or less)		Hardwood Flooring ()	Vinyl Flooring (x)	Other* ()
Pet Fee ()		*Detail "Other" Amenities:		
Pet Rent (x)	and deposit	100% of the units shall be accessible and adaptable		

The amenities are superior to the market.

10. Project is not rehab.

11. Projected placed in-service date: 5-1-2022

The units will be constructed using LIHTC financing and therefore the tenants will have income restrictions and there will be rent limits.

2. Site Description

The site is vacant partially wooded land. It is sloping. The area has residential, commercial and vacant land. There are no obvious environmental or other visible concerns. Adjoining east is White vacant property; adjoining north is vacant land and residential; adjoining west is vacant land and commercial; adjoining south is Old Hillandale Drive, followed by I-20.

The site will have frontage access on Old Hillandale Drive.

Access to east-west I-20 is within minutes.

The site will make a good location for affordable rental housing.

3. Market Area Definition

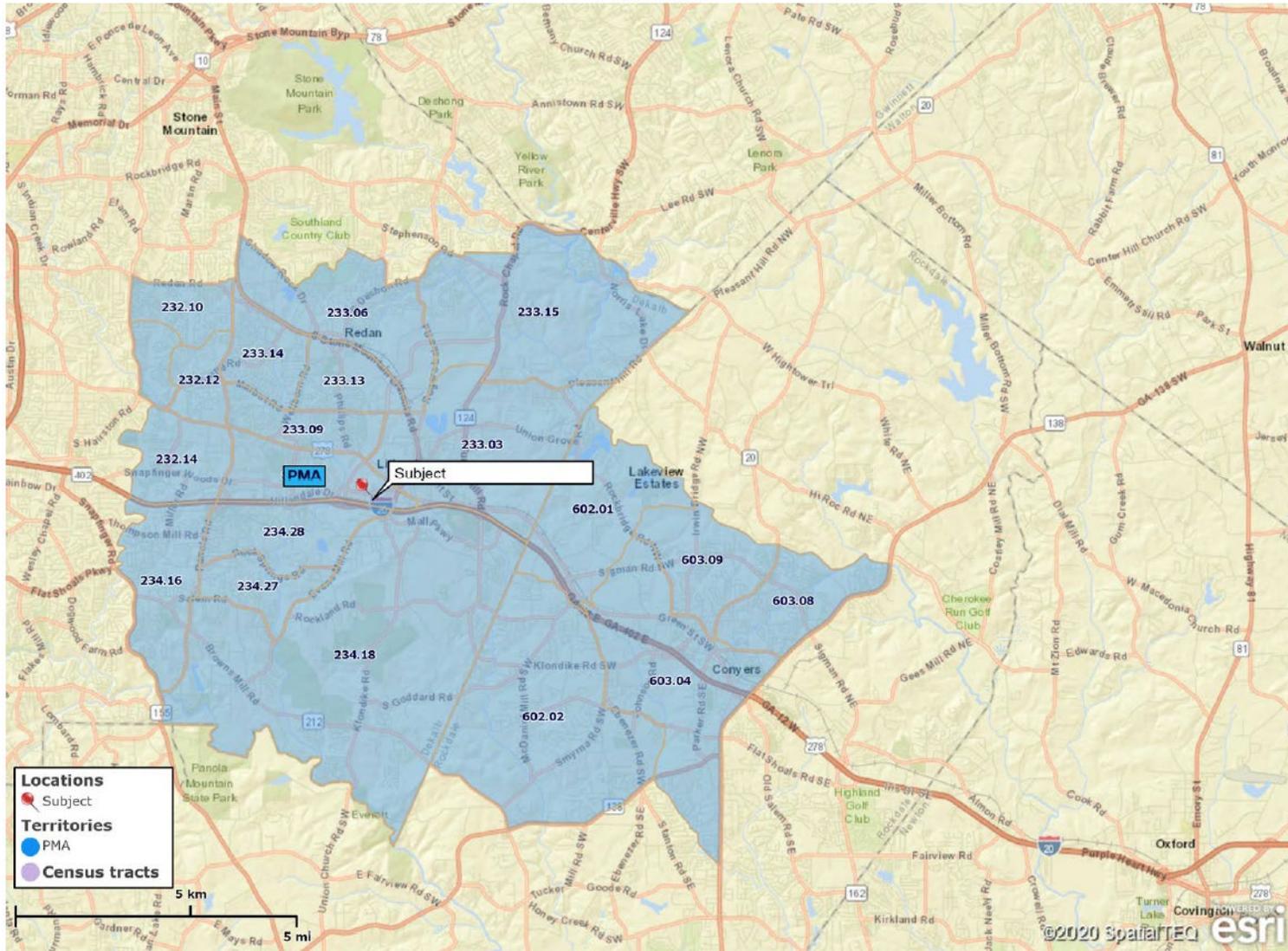
The Primary Market Area (PMA) is the geographic area from which the property is expected to draw 85% of its residents. We determined the PMA for the project to be an area encompassed by the boundaries of the following census tracts:

Tract	County	FIPS code
232.1	DeKalb County	13089023210
232.11	DeKalb County	13089023211
232.12	DeKalb County	13089023212
232.14	DeKalb County	13089023214
233.03	DeKalb County	13089023303
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602.02	Rockdale County	13247060202
603.04	Rockdale County	13247060304
603.08	Rockdale County	13247060308
603.09	Rockdale County	13247060309

The map below shows the boundaries of the PMA. The site is approximately 7 miles from the farthest boundary of the PMA. The use of census tracts is appropriate for this type of housing in this urban area. The site is located in the central part of the PMA and is expected to attract applicants from the entire county.

Primary Market Area Map

PMA MAP



4. Community Demographic Data

Households and population are both now increasing as shown in the charts in the body of the report. Rental rates are increasing, and household incomes are increasing in the area. There should be no impact to the project of foreclosed, abandoned and vacant single family and multi-family homes and commercial properties in the PMA.

5. Economic Data

The County unemployment rate has risen to 11.5% in May 2020, from 3.4% in 2019. The annualized total employment increased by 3.9% in 2017, by 1% in 2018 and 1.7% in 2019. The annualized unemployment rate decreased 1.0% in 2017, 0.7% in 2018 and 0.5% in 2019. Total employment in May 2020 has decreased by 44,944 over annualized 2019. The decrease in employment is due to the COVID-19 safer at home actions taken by the state.

The area has a concentration of employment in the retail, service, medical and manufacturing sectors. These jobs have incomes that would make the worker eligible for the proposed housing. Current employment is increasing in these areas.

A review of the commuting patterns shows that 72% of those working in DeKalb County do not live in DeKalb County. This may be due to a lack of decent affordable housing.

The increases in the numbers of employed will cause upward pressure on rents and occupancy levels as people are able to improve their housing situations. New households will be formed as a result of the increased employment. The employment conditions and trends are supportive of the need for more affordable housing.

6. Project Specific Affordability and Demand Analysis:

In the body of the report we provide detailed calculations of demand by unit size and income level. The affordability analysis shows the proposed project to be in compliance with LIHTC and DCA requirements for affordability. The capture rate analysis chart summarizes the demand.

7. Competitive Rental Analysis

In the demographics section of the report, we include detailed information on the existing housing stock for the PMA. The renter percentage is 40.12% which is higher than many rural areas but lower than many urban areas. One-unit detached homes make up 60.41% of the housing units, while units while structures with 5 or more units make up 24.4% of the housing units. Mobile Homes or Trailers make up 2.15% of the units.

We surveyed 19 complexes with a total of 3,772 units. This includes 12 reported LIHTC projects with a total of 1,835 units and 7 market rate and other subsidized units with a total of 1,937 units. The LIHTC complexes had occupancy of 99.56%, while the other units had occupancy of 95.66%. The overall occupancy rate is 97.56%. The amenities in many of the market rate units surveyed are inferior to the proposed units. Almost all of the complexes surveyed reported that they had waiting lists of applicants. Some of the rental units are aging with complexes built in the 1970s and 1980s. There are market rate multifamily units that are comparable to the subject. In order to establish the market rates, we used the surveyed complexes. This conservative method led us to conclude that the average market rent (adjusted for utilities) for one-bedroom units is \$1,109 for one-bedroom units and \$1,285 for two-bedroom unit. We contacted real estate agents and researched rental properties online and found that homes and mobile homes rent quickly. Based upon this information and assessing the amenities and features of the proposed complex, we have determined the market rates to be \$1,109 for one-bedroom units and \$1,285 for two-bedroom units. The chart below compares the subject rents to the LIHTC maximums and the net market rent.

UNIT	LIHTC MAX RENT	UA	NET LIHTC RENT	MAX PROPOSED LIHTC RENT	Net Market Rent	Advantage over market
1 Bedroom-60% AMI	930	\$61	869	\$850	1109	30.5%
2 Bedroom-60% AMI	1117	\$78	1039	\$1,000	1285	28.5%

The proposed project should not have any adverse impact on other affordable housing in the area, including DCA projects. All of the properties surveyed had sustaining occupancy and most had waiting lists.

In the last five years, rental rates and occupancy levels have been increasing. Rental trends in the area include rising rents and level occupancy in the 95-100% range. We project rents to increase 2% per year for the next two years and we project occupancy to be stable, with slight improvements. Foreclosures and abandoned homes are not a factor for this development due to the high rental occupancy in the area. There is no way at this point in time to determine the effect, if any, of the COVID-19 pandemic upon the economy and rental and occupancy rates. Generally, during economic downturns, the need for affordable housing increases.

There are multiple housing voids in the PMA. The first is new market rate and affordable housing for general occupancy. The income levels are sufficient to support this type of rental housing yet there has been insufficient development in the last several years. The second is affordable housing for persons age 55+. This project will help fill the void for decent affordable housing for older

persons as well as provide market rate rental housing for older persons. It will not address other voids in the market.

8. Absorption/Stabilization Estimate

We project the following absorption (i.e. leasing) of the new units:

Date	Total # Leased	%
Construction Completion	30	25%
30 Days Post Completion	42	34%
60 Days Post Completion	54	44%
90 Days Post Completion	66	54%
120 Days Post Completion	78	64%
150 Days Post Completion	90	74%
180 Days Post Completion	102	84%
210 Days Post Completion	114	93%
240 Days Post Completion	122	100%

The absorption rate is estimated to be 12 units per month, based upon the interviews with the property managers. Preleasing is projected to result in 30 units rented during construction. 93% occupancy should be achieved approximately 210 days after construction completion.

9. Overall Conclusion

We recommend that the proposed project be awarded an allocation of Low Income Housing Tax Credits based upon our review and analysis of current market conditions, economics, demographics, current occupancy of existing complexes and supply and demand estimates. The proposed design and amenities will enhance the relative marketability.

The site has no adverse conditions and is marketable. There are few comparable units in the area, so the complex will be able to operate as one of the nicest rental complexes for persons age 55+ available. The standard calculated capture rate for each type of unit is within DCA guidelines for feasibility in a rural area.

We project the units will be absorbed fully within 240 days of completion. The new units will have an advantage over other units in the area due to a superior amenities package.

The high occupancy rates, waiting lists, acceptable capture rates and interviews with local persons knowledgeable about the housing needs of the area were the major factors that led to these conclusions.

The proposed project when completed will have no appreciable impact on the tax credit and other existing affordable housing in the area. It will have a positive impact on those that are seeking affordable housing in that they will have an additional choice and availability that prior to the

completion they will not have. As with any new addition or newly rehabilitated units to a market, this complex may cause other properties to provide a better product and a higher level of customer service and appreciation.

C. PROJECT DESCRIPTION

The project is a new construction development of Housing for Older Persons (HFOP) age 55+ that will be built with LIHTC financing.

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UTILITY RESPONSIBILITY (Check Box of Responsible Party)							
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Tenant			X	X		X	electric

8. Existing or proposed project based rental assistance: NONE
9. Proposed Development Amenities:

UNIT AND PROJECT AMENITIES				
Range (x)		W/D Hookups ()	Swimming Pool ()	Lake/Pond ()
Refrigerator (x)		Patio/Balcony ()	On-site Mgt. (x)	On-site Maint. (x)
Dishwasher (x)		Ceiling Fan (x)	Laundry Facility ()	Elevator (x)
Disposal (x)		Fireplace ()	Club House ()	Security Gate ()
Microwave Oven (x)		Basement ()	Community Facility (x)	Business Center ()
Carpet (x)		Intercom ()	Fitness Center (x)	Computer Center (x)
A/C-Wall ()		Security Syst. ()	Jacuzzi/Sauna ()	Car Wash Area ()
A/C-Central (x)		Furnishings ()	Playground ()	Picnic Area (x)
Window Blinds (x)		E-Call Button ()	Tennis Court ()	Craft Room (x)
Wash/Dryer (x)		Cable Sat Provided ()	Sports Court ()	Library ()
Wheelchair ramps (x)		Internet Provided ()	Vaulted Ceilings ()	Storage ()
Safety bars (x) if requested		Cable Sat Wired (x)	Internet Wired (x)	View ()
Pets Allowed (x 25 lbs or less)		Hardwood Flooring ()	Vinyl Flooring (x)	Other* ()
Pet Fee ()		*Detail "Other" Amenities:		
Pet Rent (x)	and depos	100% of the units shall be accessible and adaptable		

The amenities are superior to the market.

10. Project is not rehab.

11. Projected placed in-service date: 5-1-2022

D. Site Evaluation

1. The site visit including comparable market area developments was made on July 22, 2020. by Debbie Amox.
2. The site is vacant partially wooded land. It is sloping. The area has residential, commercial and vacant land. There are no obvious environmental or other visible concerns. Adjoining east is White vacant property; adjoining north is vacant land and residential; adjoining west is vacant land and commercial; adjoining south is Old Hillandale Drive, followed by I-20.
3. The site will have frontage access on Old Hillandale Drive.
4. Access to east-west I-20 is within minutes.
5. The site will make a good location for affordable rental housing.

2. Site and Neighborhood Photos

All photographs were taken July 22, 2020.



View across west to east



View across east to west



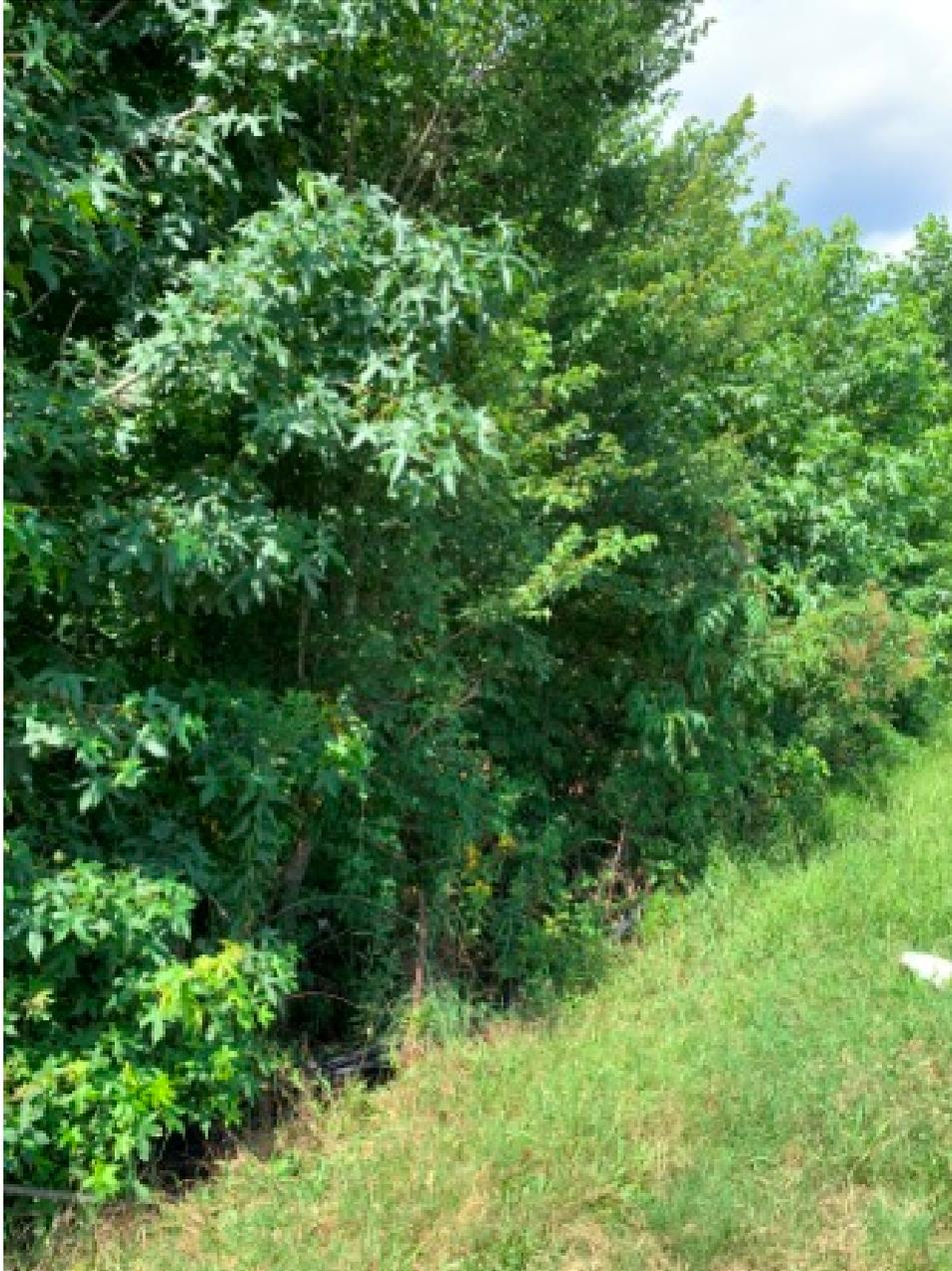
View South to North



North to south



Neighborhood view southwest



Neighborhood view adjacent east



Neighborhood view east line north to south



Neighborhood view south



Old Hillandale east to west



Old Hillendale west to east

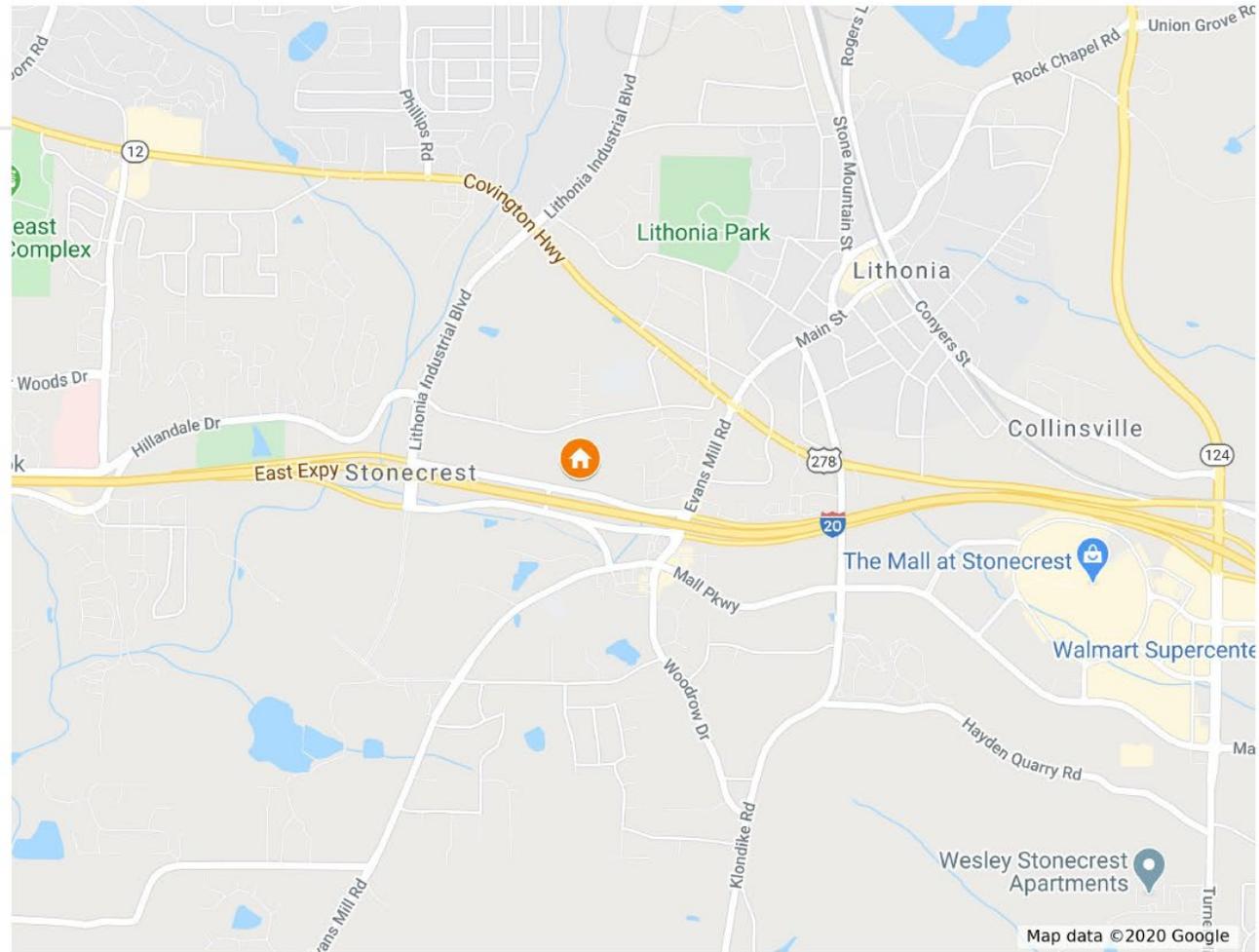
3. Maps and services.

Location Map

Harmony at Stonecrest

Untitled layer

 SUBJECT

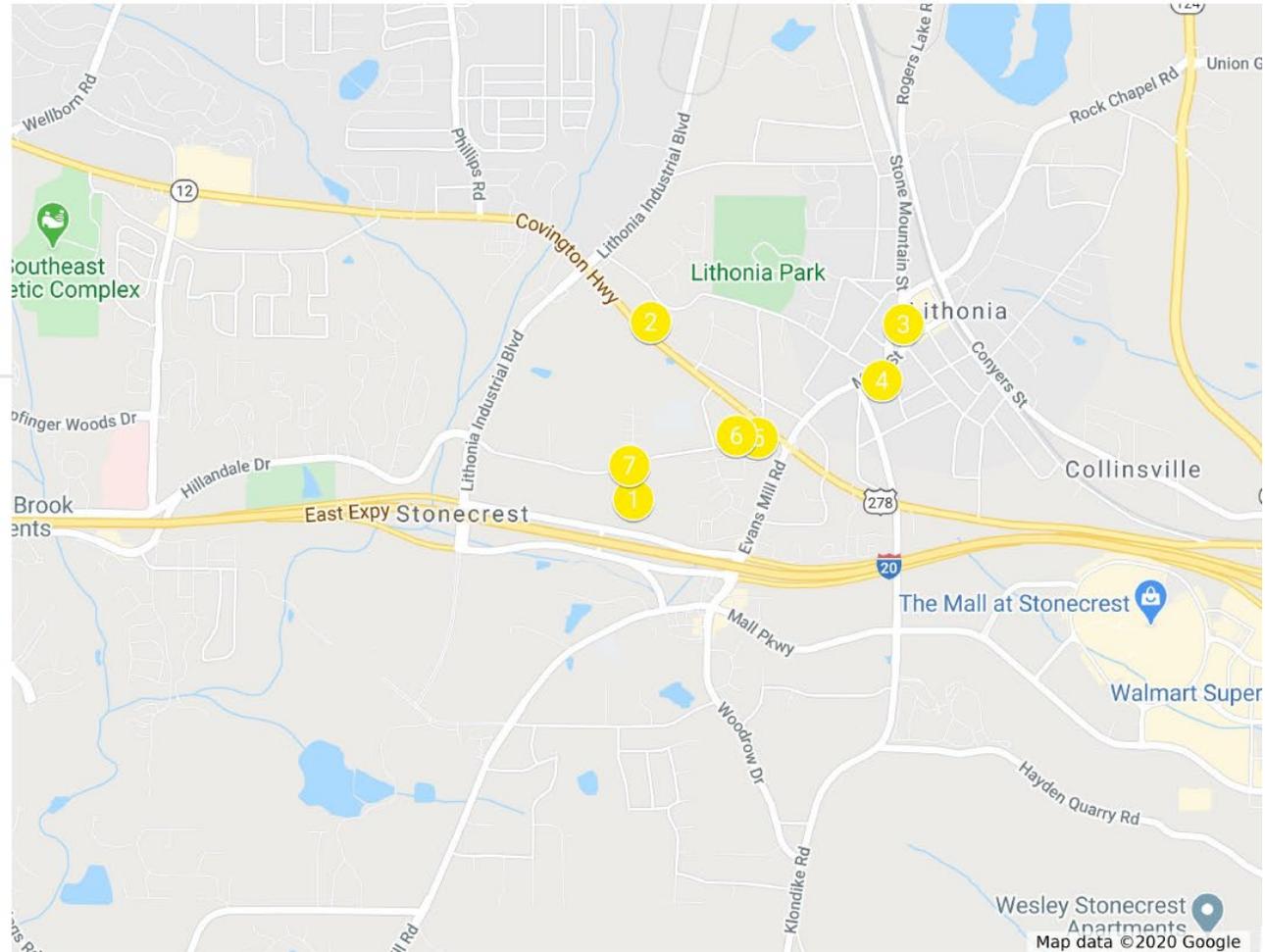


Services Map

Harmony at Stonecrest

Services

- 1 SUBJECT
- 2 Atlanta Senior Center
- 3 Wayfield Foods Inc
- 4 Family Dollar
- 5 Evans Mill Pharmacy
- 6 Morrow Mary A MD
- 7 BUS STOP



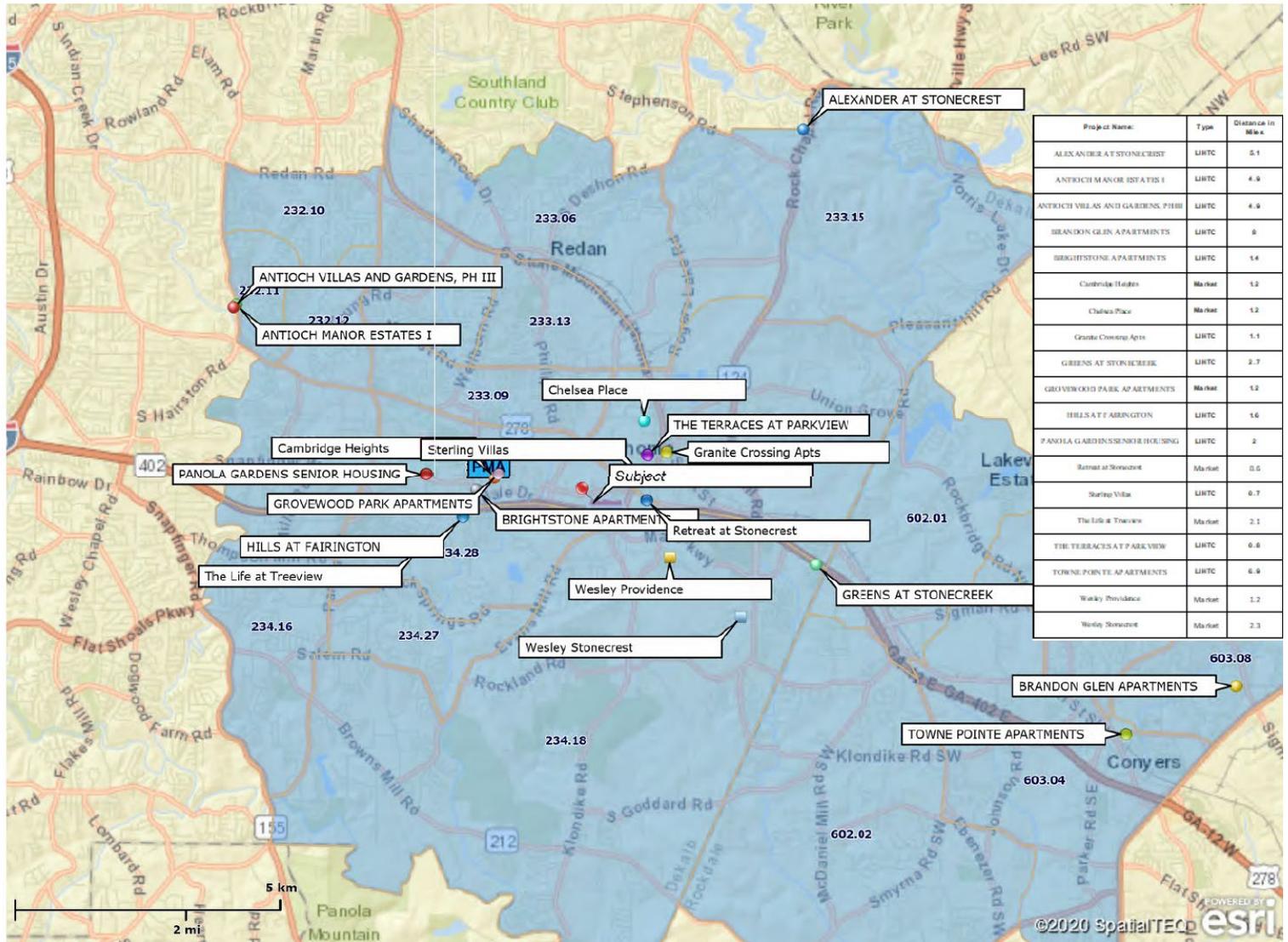
Service	Name/Address	Distance
Full-Service Grocery Store	Wayfield Foods 2636 Max Cleland Blvd. Lithonia	0.9
Pharmacy/Drug Store	Evans Mill Pharmacy 7525 Covington Highway Lithonia	0.4
Doctor's Office/Emergency Clinic/Urgent Care Facility/Hospital	Mary A Morrow, MD 7525 Covington Highway Lithonia	0.4
Shopping Center	Family Dollar 6871 Main ST. Lithonia	0.8
Senior Center	Atlanta Senior Center 7316 Covington Highway Lithonia	0.5
Bust Stop	Bus Stop Chupp Rd. Lithonia	0.1

All of the above services and amenities are also employment opportunities.

1. The site is vacant partially wooded land. It is sloping. The area has residential, commercial and vacant land. There are no obvious environmental or other visible concerns. Adjoining east is White vacant property; adjoining north is vacant land and residential; adjoining west is vacant land and commercial; adjoining south is Old Hillandale Drive, followed by I-20. The site will have frontage access on Old Hillandale Drive.
2. The site will make a good location for affordable rental housing. The development is consistent with the mixed uses of the land within one mile of the site.
3. According to information from neighborhoodscout.com, the crime index is 15. Smaller areas sometimes have worse crime scores due to the small population relative to the number of crimes.
4. See map below that shows existing low-income housing.

Surveyed Complexes Map Including Low Income

SURVEYED COMPLEXES MAP



5. There are no known road or infrastructure improvements planned or under construction in the area of the site.
6. Ingress and egress and access to the site is excellent via the hard-surfaced street that it faces. Pedestrian access is from the unpaved road right of way. Visibility from the access street will be excellent.
7. There are no obvious environmental or other visible concerns. The site is well located for an affordable housing development for older persons. Proximity to services is good and visibility is excellent. The site should attract those seeking this type of housing.

E. MARKET AREA

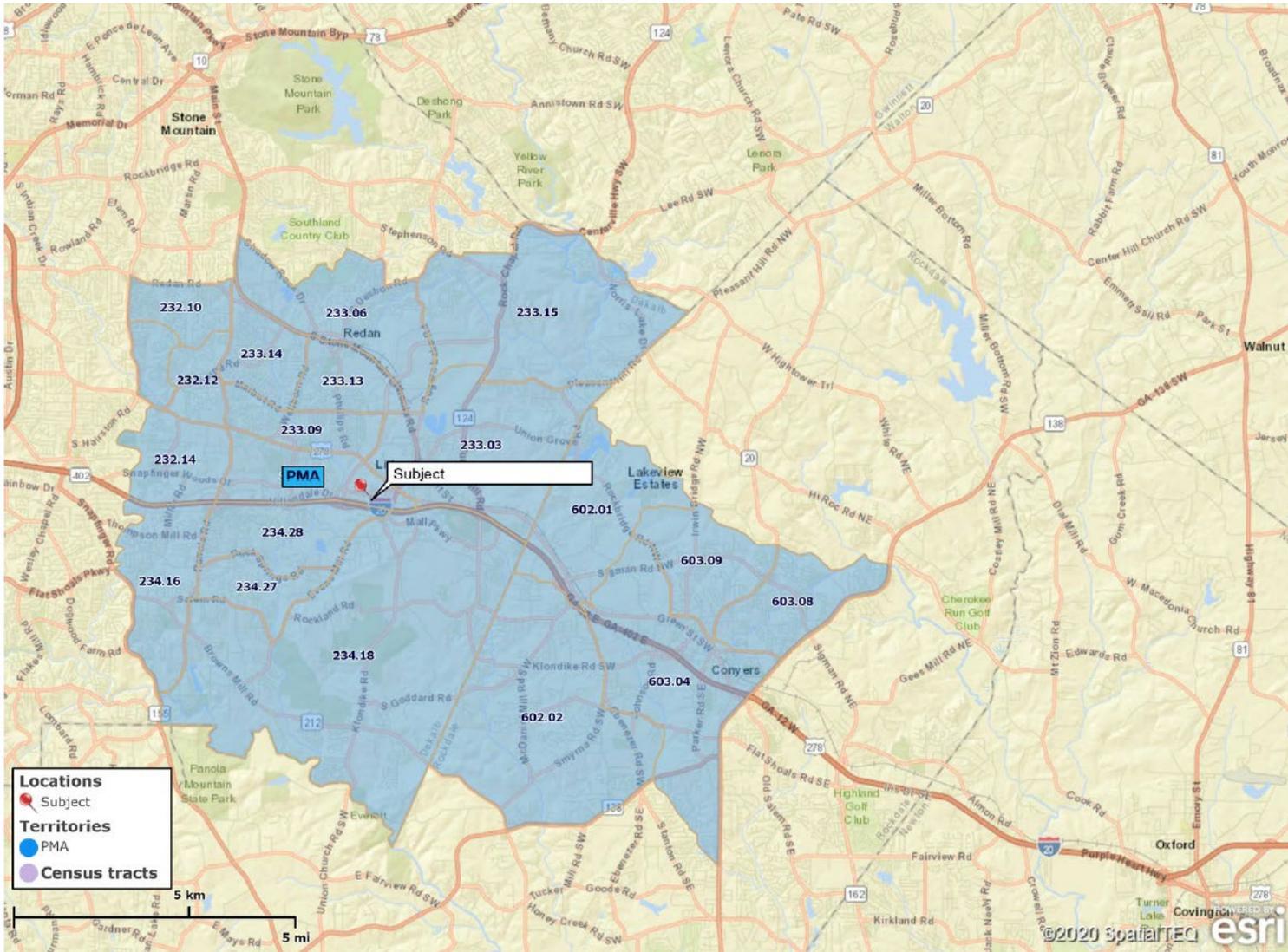
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The map below shows the boundaries of the PMA. The site is approximately 7 miles from the farthest boundary of the PMA. The use of census tracts is appropriate for this type of housing in this urban area. The site is located in the central part of the PMA and is expected to attract applicants from the entire county.

Primary Market Area Map

PMA MAP



F. COMMUNITY DEMOGRAPHIC DATA

Gibson Consulting, LLC, Phone Number (318) 524-0177 was retained by the developer to provide a market analysis that could be used to ascertain whether the project as proposed would have a likelihood of success.

In performing a market analysis, the analyst must perform a field study, the market must be defined, suitable data must be obtained from Census and other sources, interviews must be conducted, competing properties must be surveyed, and any special requirements of lenders or allocating agencies must be addressed. The report should be taken as a whole, which forms the basis of the opinion expressed by the analyst.

As an appendix we have attached a market study terminology section for the reader's use.

METHOD OF ANALYSIS

The purpose of a market analysis is to objectively and professionally analyze the potential success of a remodeled and refreshed or newly constructed housing development. Typically an affordable housing development must maintain approximately 85-90% occupancy in order to be successful. Income and rent restrictions placed upon the project by utilization of the LIHTC program make necessary a specific analysis of the affordable housing market, not simply a study of the general housing market. The general rental housing market in a market area may reveal that the existing rental units have low occupancy or high occupancy. Vacancy rates alone are not sufficient for analyzing the need for affordable housing. For example, vacancies may be high in a market area, but there may be an overwhelming need for additional affordable units. If the units with vacancies are not affordable to LIHTC qualified applicants, those units are not serving the target market. Therefore, introduction of additional affordable housing units may be advisable without affecting the vacancies at the existing units. Conversely, low vacancy rates themselves are not necessarily indicative of the need for additional affordable housing. The nature of the rental rates, occupancy demographics and other factors such as services and amenities are also contributing factors to the overall need for affordable housing. The mere existence of a property does not make it comparable or a factor in the analysis of the market. The characteristics of the property are the determinant of whether the review of it is relevant to the report.

The source of residents and the need for additional housing units may come from:

1. New Households

By definition, households need housing to be a household. Household creation in a market area will create a need for housing units. The trend in Georgia (as well as most other states) since 1970 has been that the household contains fewer persons. In other words, household size is decreasing. Because of this fact, even if a market area experiences negative population growth the number of households may increase due to the shrinking number of persons per household. The projected household growth, rather than simple population change is the factor that affects demand for housing.

2. Inadequate Supply of Existing Affordable Housing

A shortage of housing that is in the affordable range for LIHTC eligible renters may mean that these persons are living in households with other family members. The simple fact of unavailability of sufficient affordable housing means that an increase in supply of affordable housing will be utilized by those that are not currently able to acquire housing in the existing overpriced market. Lower income families generally pay a higher percentage of income for shelter when there is a shortage of affordable housing. They may be forced to accept rent overburden because of this factor. A comparison of the income characteristics of the market area universe with the rental rates of the market can signal pent-up demand for affordable housing.

3. Substandard and Overcrowded Housing Units

Persons living in overcrowded units or substandard housing are an excellent source of demand for new affordable housing. A unit may be substandard because of lack of adequate plumbing facilities, or other factors. An overcrowded unit is generally considered to be a unit that contains more than 1 person per room. Besides the traditional definitions of substandard, demand for affordable housing can come from those who simply wish to upgrade their housing conditions. For example, a family receiving housing assistance from a

Section 8 voucher may be living in a unit that is less desirable and convenient than the new or remodeled units. They might choose to move to the more desirable unit.

4. Special Needs

Large families, single parent households, elderly, disabled, homeless or handicapped persons are examples of special needs populations which may be a source of demand for new units. The units that address the special need may be more desirable than the housing they use now.

5. Population Growth

General population growth will cause a need for additional housing through creation of household growth (see 1 above).

6. Favorable Comparability of New or Renovated Units

In the first several years of a new or renovated project, there will be a source of demand that comes from households which would prefer the newer, more modern housing to the older, less modern place they live now. In every market there is a demand from this group. The market analyst uses the above sources to calculate a demand for new units in the market area for the proposed first year of operation. The demand calculated is only demand from income eligible persons. The units in the pipeline as determined from building permit information reduce the total demand. The penetration of this calculated demand that is necessary for the new and remodeled units to be successful is determined and used in the final recommendation.

7. Primary Market Area and Secondary Market Area

The market is further analyzed by the analysis of the Primary Market Area (PMA) (Submarket or Neighborhood) and the Secondary Market Area (SMA) (City, MSA or County). The major reasons for moving into the subject project are for affordability of the units, safer community environment and to be closer to new jobs. Demographic information and demand calculations from the PMA form the basis of the recommendations in the report. The comparable project data are mainly from the PMA since the majority of the renters in the proposed project should come from the PMA.

This section of the market study considers housing statistics with the subject's market area. The market area is defined as the area in which similar properties compete with the subject property for tenants or homeowners. The geographic boundaries are determined by physical factors such as highways, water bodies as well as socioeconomic factors such as traditional neighborhood composition recognized by local residents, average home prices, and established employment center.

The demographic data was obtained and compiled by Environics Analytics and the United States 2000 and 2010 Census. The current year update is a shorthand term for the massive set of demographic estimates and projections produced multiple times per year for the Environics Analytics products. Estimates consist of data prepared for the current year, and projections (sometimes called forecasts) are prepared for dates five years in the future.

American Community Survey (ACS) estimates are released every year by the Census, and Environics Analytics continues to make use of ACS estimates of median income and home value to guide estimates at these levels.

To take full advantage of methodological refinements and new data resources, each set of updates begins not with the previous year's estimates, but with data from the most recent decennial census. For this reason, the difference between estimates for consecutive years is not an estimate of change from one year to the next. Change is estimated with reference to the previous census numbers.

In the charts that follow, all 2023 projections (year of project entry) are interpolated from the 2020-2025 projections provided by Environics Analytics.

Demographic Summary

Pop-Facts® Executive Summary | Population & Household

ENVIRONICS
ANALYTICS

Trade Area: Lithonia, GA PMA

**POPULATION**

The population in this area is estimated to change from **134,236** to **152,418**, resulting in a growth of **13.5%** between 2010 and the current year. Over the next five years, the population is projected to grow by **6.0%**.

The population in the base area is estimated to change from **308,745,538** to **330,342,293**, resulting in a growth of **7.0%** between 2010 and the current year. Over the next five years, the population is projected to grow by **3.3%**.

The current year median age for this area is **35.2**, while the average age is **36.4**. Five years from now, the median age is projected to be **36.8**.

The current year median age for the base area is **38.7**, while the average age is **39.6**. Five years from now, the median age is projected to be **39.6**.

Of this area's current year estimated population:

9.3% are White Alone, **84.8%** are Black or African American Alone, **0.2%** are American Indian and Alaska Nat. Alone, **0.7%** are Asian Alone, **0.0%** are Nat. Hawaiian and Other Pacific Isl. Alone, **2.7%** are Some Other Race, and **2.2%** are Two or More Races.

Of the base area's current year estimated population:

69.4% are White Alone, **12.8%** are Black or African American Alone, **1.0%** are American Indian and Alaska Nat. Alone, **5.9%** are Asian Alone, **0.2%** are Nat. Hawaiian and Other Pacific Isl. Alone, **7.1%** are Some Other Race, and **3.5%** are Two or More Races.

This area's current estimated Hispanic or Latino population is **6.2%**, while the base area's current estimated Hispanic or Latino population is **19.0%**.

**HOUSEHOLD**

The number of households in this area is estimated to change from **49,307** to **56,600**, resulting in an increase of **14.8%** between 2010 and the current year. Over the next five years, the number of households is projected to increase by **6.3%**.

The number of household in the base area is estimated to change from **116,716,292** to **125,476,002**, resulting in an increase of **7.5%** between 2010 and the current year. Over the next five years, the number of households is projected to increase by **3.4%**.

Benchmark: USA

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Pop-Facts® Executive Summary | Education, Income & Housing

ENVIRONICS
ANALYTICS

Trade Area: Lithonia, GAPMA

**EDUCATION**

Currently, it is estimated that **7.0%** of the population age 25 and over in this area had earned a Master's Degree, **0.9%** had earned a Professional School Degree, **1.2%** had earned a Doctorate Degree and **18.0%** had earned a Bachelor's Degree.

In comparison, for the base area, it is estimated that for the population over age 25, **8.6%** had earned a Master's Degree, **2.1%** had earned a Professional School Degree, **1.4%** had earned a Doctorate Degree and **19.5%** had earned a Bachelor's Degree.

**INCOME**

The average household income is estimated to be **\$73,956.561** for the current year, while the average household income for the base area is estimated to be **\$93,707** for the same time frame.

The average household income in this area is projected to change over the next five years, from **\$73,956.561** to **\$85,110.328**.

The average household income in the base area is projected to change over the next five years, from **\$93,707** to **\$104,663**.

**HOUSING**

Most of the dwellings in this area (**59.9%**) are estimated to be **Owner-Occupied** for the current year. For the base area the majority of the housing units are **Owner-Occupied (65.1%)**.

The majority of dwellings in this area (**60.4%**) are estimated to be structures of **1 Unit Detached** for the current year. The majority of the dwellings in the base area (**61.5%**) are estimated to be structure of **1 Unit Detached** for the same year.

The majority of housing units in this area (**23.6%**) are estimated to have been **Built 2000 to 2009** for the current year.

The majority of housing units in the base area (**14.4%**) are estimated to have been **Built 1970 to 1979** for the current year.

Benchmark: USA

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Pop-Facts® Executive Summary | Labor

ENVIRONICS
ANALYTICS

Trade Area: Lithonia, GA PMA



LABOR

For this area, **Lithonia, GA PMA, 91.9%** of the labor force is estimated to be employed for the current year.

The employment status of the population age 16 and over is as follows:

0.1% are in the Armed Forces, **62.7%** are employed civilians, **5.5%** are unemployed civilians, and **31.6%** are not in the labor force.

The occupational classification for this area are as follows:

22.1% hold blue collar occupations, **60.0%** hold white collar occupations, and **17.9%** are occupied as service & farmworkers.

For the civilian employed population age 16 and over in this area, it is estimated that they are employed in the following occupational categories:

0.8% are in Architecture and Engineering, **0.8%** are in Arts, Entertainment and Sports, **4.1%** are in Business and Financial Operations, **2.0%** are in Computers and Mathematics, **6.3%** are in Education, Training and Libraries, **6.0%** are in Healthcare Practitioners and Technicians, **2.2%** are in Healthcare Support, **0.9%** are in Life, Physical and Social Sciences, **8.3%** are in Management, **17.6%** are in Office and Administrative Support.

2.2% are in Community and Social Services, **4.8%** are in Food Preparation and Serving, **0.7%** are in Legal Services, **3.2%** are in Protective Services, **10.4%** are in Sales and Related Services, **4.0%** are in Personal Care Services.

3.7% are in Building and Grounds Maintenance, **4.0%** are in Construction and Extraction, **0.0%** are in Farming, Fishing and Forestry, **2.5%** are in Maintenance and Repair, **6.6%** are in Production, **8.9%** are in Transportation and Moving.

For the base area, **USA, 94.5%** of the labor force is estimated to be employed for the current year.

The employment status of the population age 16 and over is as follows:

0.4% are in the Armed Forces, **59.3%** are employed civilians, **3.5%** are unemployed civilians, and **36.8%** are not in the labor force.

The occupational classification for the base area are as follows:

20.4% hold blue collar occupations, **61.0%** hold white collar occupations, and **18.6%** are occupied as service & farmworkers.

For the civilian employed population age 16 and over in the base area, it is estimated that they are employed in the following occupational categories:

1.8% are in Architecture and Engineering, **2.0%** are in Arts, Entertainment and Sports, **4.9%** are in Business and Financial Operations, **3.0%** are in Computers and Mathematics, **6.0%** are in Education, Training and Libraries, **6.0%** are in Healthcare Practitioners and Technicians, **2.3%** are in Healthcare Support, **0.9%** are in Life, Physical and Social Sciences, **10.4%** are in Management, **12.8%** are in Office and Administrative Support.

1.7% are in Community and Social Services, **5.8%** are in Food Preparation and Serving, **1.1%** are in Legal Services, **2.1%** are in Protective Services, **10.3%** are in Sales and Related Services, **3.8%** are in Personal Care Services.

3.9% are in Building and Grounds Maintenance, **5.1%** are in Construction and Extraction, **0.7%** are in Farming, Fishing and Forestry, **3.1%** are in Maintenance and Repair, **5.8%** are in Production, **6.4%** are in Transportation and Moving.

Benchmark: USA

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Source: Environics Analytics

1. POPULATION TRENDS

a. Total Population

TOTAL POPULATION

PMA

Population	
2000 Census	111154
2010 Census	134236
2020 Estimate	152418
2023 Projection	157,891
2025 Projection	161540
Percent Change: 2000 to 2010	20.77%
Percent Change: 2010 to 2020	13.54%
Percent Change: 2020 to 2023	3.59%
Percent Change: 2020 to 2025	5.99%
Annualized change: 2000-2010	2.08%
Annualized change: 2010-2020	1.50%
Annualized change: 2020-2023	1.20%
Annualized change: 2020-2025	1.20%
Change 2000-2010	23082
Change 2010-2020	18182
Change 2020-2023	5473
Change 2020-2025	9122

Source: US Census Database; Environics Analytics, Gibson Consulting, LLC

b. Population by age group

POPULATION DETAILS

PMA

	EST 2020		Proj. 2023
Population by Age	152,418		157,891
Age 0 - 4	10,619	7.0%	11,000
Age 5 - 9	10,701	7.0%	11,085
Age 10 - 14	10,491	6.9%	10,868
Age 15 - 17	6,603	4.3%	6,840
Age 18 - 20	6,044	4.0%	6,261
Age 21 - 24	8,229	5.4%	8,524
Age 25 - 34	23,163	15.2%	23,995
Age 35 - 44	20,591	13.5%	21,330
Age 45 - 54	20,633	13.5%	21,374
Age 55 - 64	18,413	12.1%	19,074
Age 65 - 74	11,562	7.6%	11,977
Age 75 - 84	4,064	2.7%	4,210
Age 85 and over	1,305	0.9%	1,352
Age 16 and over	118,435	77.7%	122,688
Age 18 and over	114,004	74.8%	118,098
Age 21 and over	107,960	70.8%	111,837
Age 65 and over	16,931	11.1%	17,539
Age 55 and over	35,344	29.84%	36,613

Source: US Census Database; Environics Analytics, Gibson Consulting, LLC

*Persons age 55+ are 29.84% of the total number of persons age 16+. Since persons under age 16 do not typically form households, we use this percentage to calculate age 55+ demand.

2010 Population by Age		
Age 0 - 4	9,999	7.45
Age 5 - 9	10,360	7.72
Age 10 - 14	11,137	8.30
Age 15 - 17	7,175	5.34
Age 18 - 20	5,950	4.43
Age 21 - 24	7,369	5.49
Age 25 - 34	19,065	14.20
Age 35 - 44	21,014	15.65
Age 45 - 54	19,750	14.71
Age 55 - 64	13,268	9.88
Age 65 - 74	5,509	4.10
Age 75 - 84	2,609	1.94
Age 85+	1,031	0.77
Age 15+	102,740	76.54
Age 16+	100,381	74.78
Age 18+	95,565	71.19
Age 21+	89,615	66.76
Age 25+	82,246	61.27
Age 65+	9,149	6.82

Source: US Census Database; Environics Analytics, Gibson Consulting, LLC

2. Household Trends

- a. Total number of households and average household size

PERSONS PER HOUSEHOLD PMA

2000 Census	2.89
2010 Census	2.72
2020 Estimate	2.69
2023 Projection	2.69
2025 Projection	2.69

Source: US Census Database; Environics Analytics, Gibson Consulting, LLC

HOUSEHOLD GROWTH**PMA**

Households	
2000 Census	38,407
2010 Census	49,307
2020 Estimate	56,600
2023 Projection	58,725
2025 Projection	60,142
Percent Change: 2000 to 2010	28.38%
Percent Change: 2010 to 2020	14.79%
Percent Change: 2020 to 2023	3.75%
Percent Change: 2020 to 2025	6.26%
Annualized change: 2000-2010	2.84%
Annualized change: 2010-2020	1.64%
Annualized change: 2020-2023	1.25%
Annualized change: 2020-2025	1.25%
Change 2000-2010	10,900
Change 2010-2020	7,293
Change 2020-2023	2,125
Change 2020-2025	3,542

Source: US Census Database; Environics Analytics, Gibson Consulting, LLC

b. Household by tenure

PMA

	2010		2020		2023
Total Households	49,307		56,600		58,725
Renter Occupied	19,565	39.68%	22,709	40.12%	23561
Owner Occupied	29,742	60.32%	33,891	59.88%	35165

Source: US Census Database; Environics Analytics, Gibson Consulting, LLC

c. Households by Income
HOUSEHOLDS BY HOUSEHOLD INCOME
PMA

PMA	2018	%	2020
Total:	51,326		56,600
Owner occupied:	26,683		33,891
Less than \$5,000	587	2.20%	746
\$5,000 to \$9,999	337	1.26%	428
\$10,000 to \$14,999	852	3.19%	1082
\$15,000 to \$19,999	1,327	4.97%	1685
\$20,000 to \$24,999	1,162	4.35%	1476
\$25,000 to \$34,999	2,364	8.86%	3003
\$35,000 to \$49,999	3,496	13.10%	4440
\$50,000 to \$74,999	5,690	21.32%	7227
\$75,000 to \$99,999	4,133	15.49%	5249
\$100,000 to \$149,999	4,467	16.74%	5674
\$150,000 or more	2,268	8.50%	2881
Renter occupied:	24,643		22,709
Less than \$5,000	1,446	5.87%	1333
\$5,000 to \$9,999	1,234	5.01%	1137
\$10,000 to \$14,999	2,088	8.47%	1924
\$15,000 to \$19,999	1,479	6.00%	1363
\$20,000 to \$24,999	1,808	7.34%	1666
\$25,000 to \$34,999	3,398	13.79%	3131
\$35,000 to \$49,999	4,910	19.92%	4525
\$50,000 to \$74,999	4,665	18.93%	4299
\$75,000 to \$99,999	1,800	7.30%	1659
\$100,000 to \$149,999	1,325	5.38%	1221
\$150,000 or more	490	1.99%	452

Source: U.S. Census Bureau, 2016 American Community Survey B25118, Gibson Consulting LLC

Households by HH Income	2010	
Total:	47,549	
Owner occupied:	30,147	
Less than \$5,000	789	2.62%
\$5,000 to \$9,999	575	1.91%
\$10,000 to \$14,999	965	3.20%
\$15,000 to \$19,999	986	3.27%
\$20,000 to \$24,999	1,218	4.04%
\$25,000 to \$34,999	2,971	9.86%
\$35,000 to \$49,999	4,744	15.74%
\$50,000 to \$74,999	7,659	25.41%
\$75,000 to \$99,999	4,829	16.02%
\$100,000 to \$149,999	3,936	13.06%
\$150,000 or more	1,475	4.89%
Renter occupied:	17,402	
Less than \$5,000	1,133	6.51%
\$5,000 to \$9,999	1,297	7.45%
\$10,000 to \$14,999	1,390	7.99%
\$15,000 to \$19,999	1,660	9.54%
\$20,000 to \$24,999	1,501	8.63%
\$25,000 to \$34,999	2,794	16.06%
\$35,000 to \$49,999	3,217	18.49%
\$50,000 to \$74,999	2,687	15.44%
\$75,000 to \$99,999	1,049	6.03%
\$100,000 to \$149,999	587	3.37%
\$150,000 or more	87	0.50%

Source: U.S. Census Bureau, 2010 American Community Survey b25118

d. Renter Households by number of persons in the household

**Renter Households by Household Size
PMA**

	2018	%	2020
Total:	51,326		56600
Owner occupied:	26,683		33891
1-person household	7,088	26.56%	9003
2-person household	8,352	31.30%	10608
3-person household	4,743	17.78%	6024
4-person household	3,842	14.40%	4880
5-person household	1,502	5.63%	1908
6-person household	807	3.02%	1025
7-or-more person household	349	1.31%	443
Renter occupied:	24,643		22709
1-person household	8,540	34.65%	7870
2-person household	6,016	24.41%	5544
3-person household	4,031	16.36%	3715
4-person household	3,253	13.20%	2998
5-person household	1,535	6.23%	1415
6-person household	811	3.29%	747
7-or-more person household	457	1.85%	421

Source: U.S. Census Bureau, 2018 5-Year American Community Survey B25009, Environics Analytics, Gibson Consulting, LLC

The chart below shows the age of existing housing in the PMA

**AGE OF HOUSING
PMA**

2020 Est. Housing Units by Year Structure Built		
Built 2014 or Later	7,131	11.25
Built 2010 to 2013	660	1.04
Built 2000 to 2009	14,957	23.60
Built 1990 to 1999	13,565	21.40
Built 1980 to 1989	12,825	20.23
Built 1970 to 1979	8,981	14.17
Built 1960 to 1969	2,646	4.17
Built 1950 to 1959	1,107	1.75
Built 1940 to 1949	635	1.00
Built 1939 or Earlier	875	1.38
2020 Est. Median Year Structure Built		1993

Source: US Census Database; Environics Analytics, Gibson Consulting, LLC

The chart below shows existing housing characteristics of the market area.

HOUSING UNIT CHARACTERISTICS

PMA

2020 Est. Housing Units by Units in Structure		
1 Unit Attached	4,616	7.28
1 Unit Detached	38,290	60.41
2 Units	1,302	2.05
3 or 4 Units	2,345	3.70
5 to 19 Units	11,788	18.60
20 to 49 Units	3,125	4.93
50 or More Units	551	0.87
Mobile Home or Trailer	1,365	2.15
Boat, RV, Van, etc.	0	0.00

Source: US Census Database; Environics Analytics, Gibson Consulting, LLC

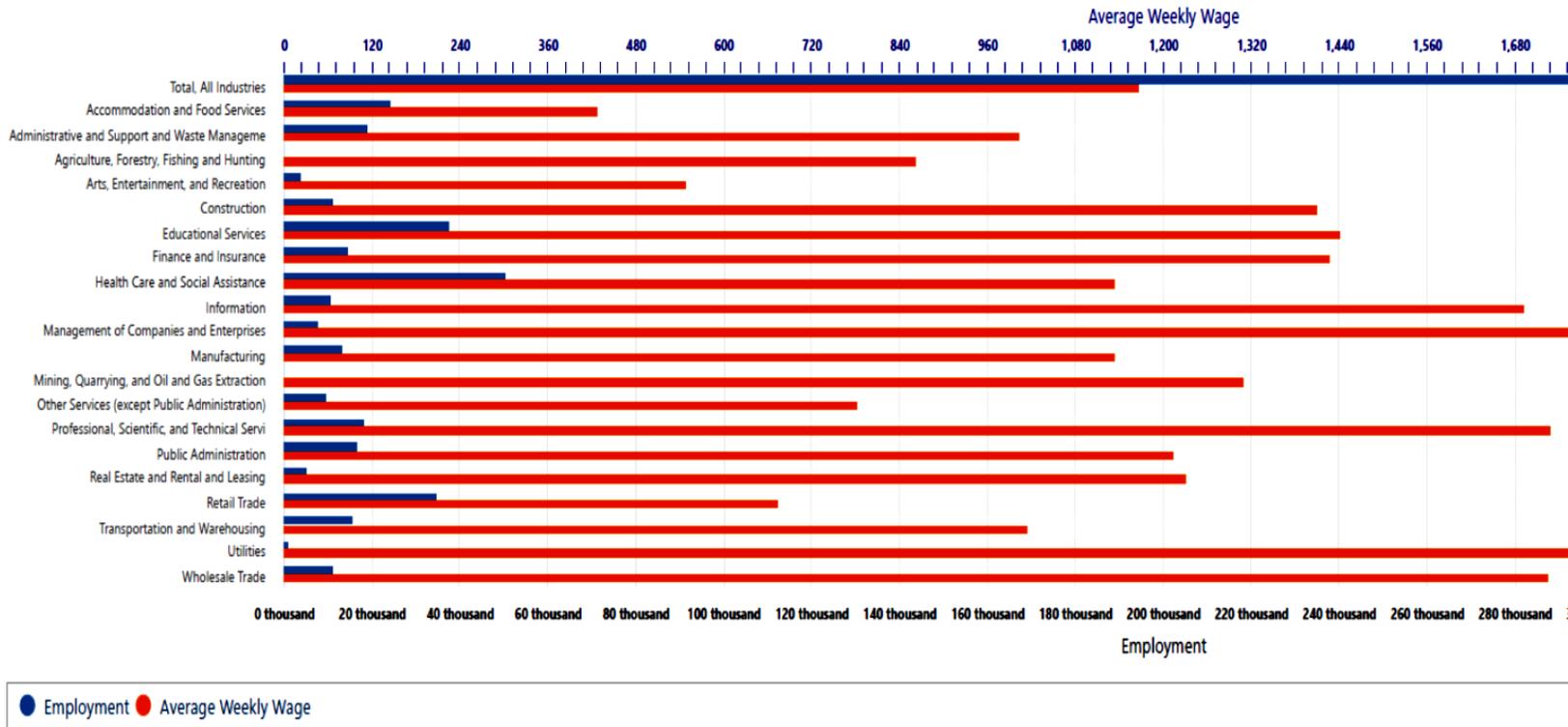
G. Employment Trend1. Total Jobs:
DeKalb County

Year	Total Employed
2010	323687
2011	327936
2012	335318
2013	337594
2014	341149
2015	349045
2016	361505
2017	375592
2018	379404
2019	385700

Source: Bureau of Labor Statistics (BLS)

2. Total Jobs by Industry:

Quarterly Census of Employment and Wages (QCEW) for Multiple Industries in DeKalb County in the fourth quarter of 2019



Source: Georgia Dept. of Labor, Workforce Statistics & Economic Research, Quarterly Census of Employment and Wages Program

Quarterly Census of Employment and Wages (QCEW) for Multiple Industries in Georgia in the fourth quarter of 2019

Industry Table

Fourth quarter of 2019 Quarterly Census of Employment and Wages, Multiple Industries data for Georgia, aggregate of all types ownership.

Industry	Industry Code	Establishments	Employment				Wages		Preliminary
			October	November	December	Average	Total Wage	Weekly Wage	
Total, All Industries	10	295,976	4,540,184	4,574,428	4,575,148	4,563,253	\$64,670,861,566	\$1,090	Yes
Accommodation and Food Services	72	21,894	442,697	442,862	442,988	442,849	\$2,217,200,141	\$385	Yes
Administrative and Support and Waste Manageme	56	17,851	351,268	351,757	348,805	350,610	\$3,720,422,751	\$816	Yes
Agriculture, Forestry, Fishing and Hunting	11	2,482	25,565	25,984	25,273	25,607	\$258,407,341	\$776	Yes
Arts, Entertainment, and Recreation	71	4,004	56,794	54,249	54,266	55,103	\$566,823,965	\$791	Yes
Construction	23	21,896	206,679	206,310	205,640	206,210	\$3,695,139,930	\$1,378	Yes
Educational Services	61	6,380	402,735	403,344	401,711	402,597	\$4,987,992,289	\$953	Yes
Finance and Insurance	52	15,237	172,006	172,341	172,530	172,292	\$4,115,694,866	\$1,838	Yes
Health Care and Social Assistance	62	27,775	566,877	568,510	569,439	568,275	\$8,004,257,173	\$1,083	Yes
Information	51	5,727	117,160	120,747	117,318	118,408	\$2,816,734,600	\$1,830	Yes
Management of Companies and Enterprises	55	1,502	90,173	90,380	90,479	90,344	\$2,587,090,692	\$2,203	Yes
Manufacturing	31-33	10,287	401,155	401,721	402,644	401,840	\$5,973,407,842	\$1,143	Yes
Mining, Quarrying, and Oil and Gas Extraction	21	239	5,358	5,389	5,375	5,374	\$92,274,219	\$1,321	Yes
Other Services (except Public Administration)	81	18,598	113,502	112,597	112,823	112,974	\$1,117,137,799	\$761	Yes
Professional, Scientific, and Technical Servi	54	38,635	286,656	287,955	289,531	288,047	\$7,077,039,922	\$1,890	Yes
Public Administration	92	3,407	238,798	240,425	237,706	238,976	\$3,421,814,403	\$1,101	Yes
Real Estate and Rental and Leasing	53	12,504	73,800	73,739	74,206	73,915	\$1,210,945,319	\$1,260	Yes
Retail Trade	44-45	33,016	495,727	512,663	514,899	507,763	\$4,109,836,861	\$623	Yes
Transportation and Warehousing	48-49	8,481	237,030	245,887	249,971	244,296	\$3,366,176,913	\$1,060	Yes
Utilities	22	456	19,459	19,547	19,673	19,560	\$437,116,467	\$1,719	Yes
Wholesale Trade	42	21,366	218,821	219,681	220,466	219,656	\$4,494,670,932	\$1,574	Yes

Source: Georgia Dept. of Labor, Workforce Statistics & Economic Research, Quarterly Census of Employment and Wages Program

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3. Major Employers: Top 25 Metro Atlanta Employers

Rank	Employer	Full-Time Equivalent (FTE) Headcount*	Primary Facility Type
1	Delta Air Lines	34,500	Corporate HQ/Airport (FORTUNE #75)
2	Emory University & Emory Healthcare	32,091	Educational Institution/Healthcare
3	The Home Depot	16,510	Corporate HQ (FORTUNE #23)
4	Northside Hospital	16,000+	Healthcare
5	Piedmont Healthcare	15,900	Healthcare
6	Publix Super Markets	15,591	Division HQ
7	WellStar Health System	15,353	Healthcare
8	The Kroger Co.	15,000+	Division HQ
9	AT&T	15,000	Division HQ/Regional HQ
10	UPS	14,594	Corporate HQ (FORTUNE #44)
11	Marriott International	12,000+	Hotels
12	Children's Healthcare of Atlanta	9,000	Healthcare
13	Cox Enterprises	8,894	Corporate HQ
14	Centers for Disease Control and Prevention (CDC)	8,403	Federal Government Agency HQ
15	The Coca-Cola Company	8,000	Corporate HQ (FORTUNE #87)
16	Southern Company (includes Georgia Power)	7,753	Corporate HQ (FORTUNE #126)
17	Grady Health System	7,600	Healthcare
18	SunTrust Bank	7,478	Corporate HQ (FORTUNE #303)
19	Georgia Institute of Technology (Georgia Tech)	7,139	Educational Institution
20 T	State Farm	6,000	Hub
20 T	Turner	6,000	Corporate HQ
22	Kennesaw State University	5,488	Educational Institution
23	Bank of America	5,130	Regional HQ
24	Metropolitan Atlanta Rapid Transit Authority (MARTA)	4,700	Corporate HQ
25	Allied Universal Security Services	4,570	Regional HQ

4. Unemployment Trends:

Employment Trends

DeKalb County Annualized Total Employment and Annualized Unemployment Rates

year	Total	Change	Unemployment Rate	Rate Change
2010	2010	323687	-5.7	10.8
2011	2011	327936	1.3	10.5
2012	2012	335318	2.3	9.4
2013	2013	337594	0.7	8.4
2014	2014	341149	1.1	7.2
2015	2015	349045	2.3	6.1
2016	2016	361505	3.6	5.4
2017	2017	375592	3.9	4.8
2018	2018	379404	1.0	4.0
2019	2019	385700	1.7	3.4

Source: Bureau of Labor Statistics

DeKalb County Monthly Total Employment and Monthly Unemployment Rates

Month	Total	Change	Unemployment Rate	Rate Change
Jan-19	379363	1.2	4.2	-0.4
Feb-19	382914	0.9	3.8	-0.7
Mar-19	383095	0.6	3.6	-0.5
Apr-19	381841	0.6	3.2	-0.7
May-19	383704	0.9	3.4	-0.5
Jun-19	384310	1.4	3.7	-0.6
Jul-19	386463	1.3	3.8	-0.5
Aug-19	383397	1.9	3.7	-0.5
Sep-19	388609	2.5	3.0	-0.6
Oct-19	390376	2.6	3.1	-0.7
Nov-19	391250	2.8	2.7	-0.7
Dec-19	393076	3.1	2.8	-1.0
Jan-20	389576	2.7	3.4	-0.8
Feb-20	391458	2.2	3.5	-0.3
Mar-20	385386	0.6	4.8	1.2
Apr-20	330081	-13.6	13.3	10.1
May-20	340756	-11.2	11.5	8.1

Commute Patterns:

PMA

2020 Est. Workers Age 16+ by Travel Time to Work		
Less than 15 Minutes	10,022	14.88
15 - 29 Minutes	16,392	24.33
30 - 44 Minutes	18,341	27.23
45 - 59 Minutes	8,834	13.11
60 or more Minutes	13,777	20.45
2020 Est. Avg Travel Time to Work in Minutes	--	39.73
2020 Est. Workers Age 16+ by Transp. to Work		
2020 Est. Workers Age 16+ by Transp. to Work	70,468	100.00
Drove Alone	53,283	75.61
Carpooled	7,782	11.04
Public Transport	4,281	6.08
Walked	495	0.70
Bicycle	109	0.15
Other Means	867	1.23
Worked at Home	3,651	5.18

Source: EnviroNics Analytics

OnTheMap

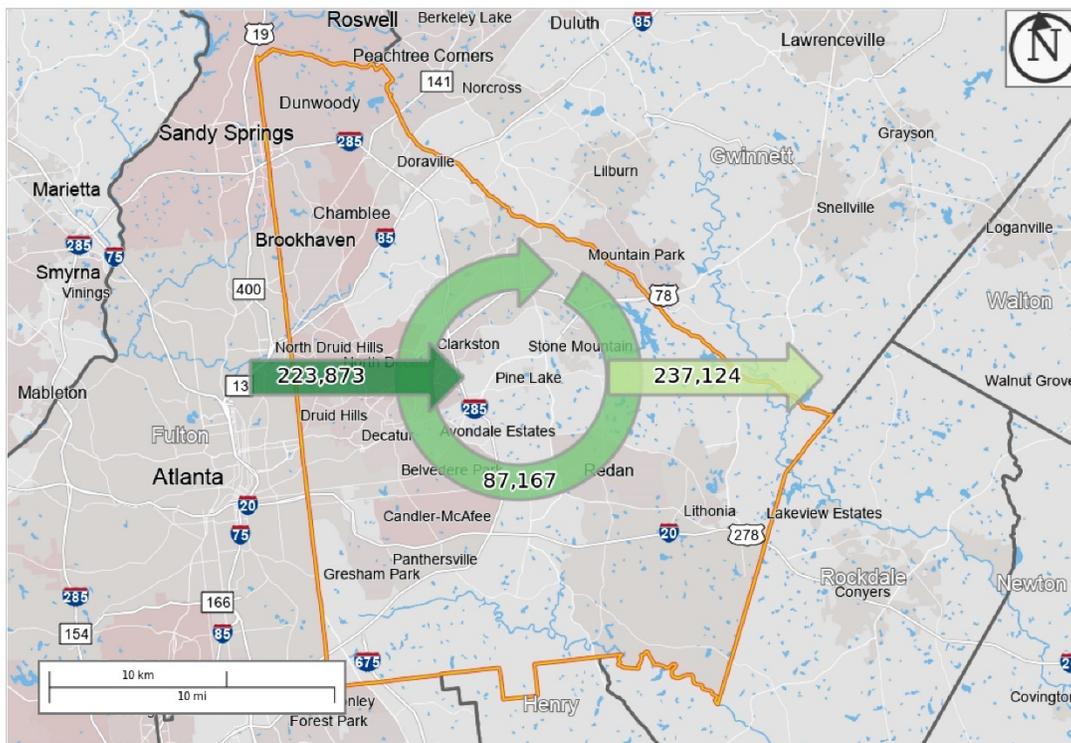
Inflow/Outflow Report

All Jobs for All Workers in 2017

Created by the U.S. Census Bureau's OnTheMap <https://onthemap.ces.census.gov> on 07/29/2020

Inflow/Outflow Counts of All Jobs for Selection Area in 2017

All Workers



Map Legend

Selection Areas

★ Analysis Selection

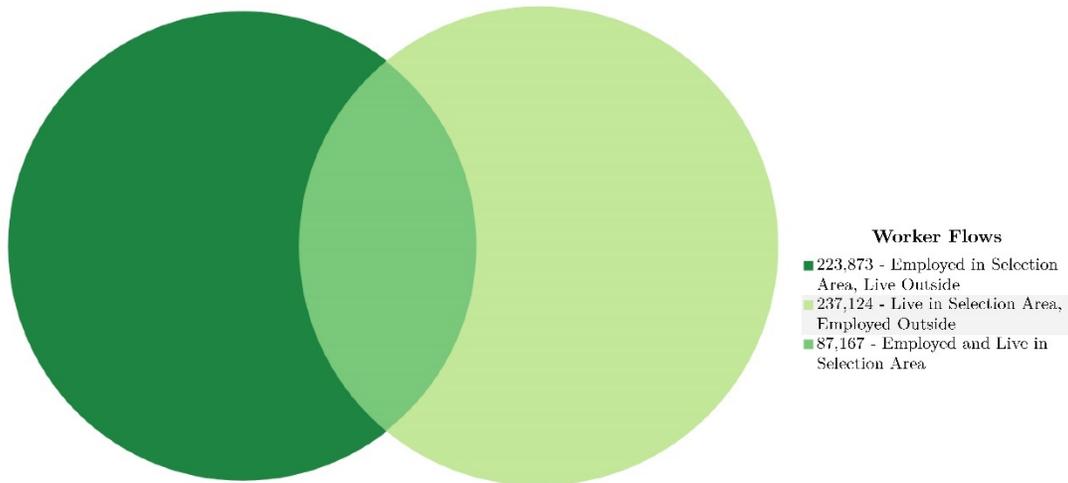
Inflow/Outflow

- ◆ Employed and Live in Selection Area
 - ◆ Employed in Selection Area, Live Outside
 - ◆ Live in Selection Area, Employed Outside
- Note: Overlay arrows do not indicate directionality of worker flow between home and employment locations.



Inflow/Outflow Counts of All Jobs for Selection Area in 2017

All Workers



Inflow/Outflow Counts of All Jobs for Selection Area in 2017

All Workers

Worker Totals and Flows	2017	
	Count	Share
Employed in the Selection Area	311,040	100.0
Employed in the Selection Area but Living Outside	223,873	72.0
Employed and Living in the Selection Area	87,167	28.0
Living in the Selection Area	324,291	100.0
Living in the Selection Area but Employed Outside	237,124	73.1
Living and Employed in the Selection Area	87,167	26.9

Additional Information

Analysis Settings

Analysis Type	Inflow/Outflow
Selection area as	N/A
Year(s)	2017
Job Type	All Jobs
Selection Area	DcKalb County, GA from Counties
Selected Census Blocks	7,592
Analysis Generation Date	07/29/2020 14:13 - OnTheMap 6.6
Code Revision	d7f8a300c9f4e458f61bc73d3099ca2cb8f8feaa
LODES Data Version	20170818

Data Sources

Source: U.S. Census Bureau, OnTheMap Application and LEHD Origin-Destination Employment Statistics (Beginning of Quarter Employment, 2nd Quarter of 2002-2017).

Notes

1. Race, Ethnicity, Educational Attainment, and Sex statistics are beta release results and are not available before 2009.
2. Educational Attainment is only produced for workers aged 30 and over.
3. Firm Age and Firm Size statistics are beta release results for All Private jobs and are not available before 2011.
4. Data on Federal employment are not available after 2015.

Inflow/Outflow Report

Selection Area Labor Market Size (All Jobs)

	2017	
	Count	Share
Employed in the Selection Area	311,040	100.0%
Living in the Selection Area	324,291	104.3%
Net Job Inflow (+) or Outflow (-)	-13,251	-

In-Area Labor Force Efficiency (All Jobs)

	2017	
	Count	Share
Living in the Selection Area	324,291	100.0%
Living and Employed in the Selection Area	87,167	26.9%
Living in the Selection Area but Employed Outside	237,124	73.1%

In-Area Employment Efficiency (All Jobs)

	2017	
	Count	Share
Employed in the Selection Area	311,040	100.0%
Employed and Living in the Selection Area	87,167	28.0%
Employed in the Selection Area but Living Outside	223,873	72.0%

Outflow Job Characteristics (All Jobs)

	2017	
	Count	Share
External Jobs Filled by Residents	237,124	100.0%
Workers Aged 29 or younger	56,611	23.9%
Workers Aged 30 to 54	138,508	58.4%
Workers Aged 55 or older	42,005	17.7%
Workers Earning \$1,250 per month or less	53,661	22.6%
Workers Earning \$1,251 to \$3,333 per month	75,471	31.8%
Workers Earning More than \$3,333 per month	107,992	45.5%
Workers in the "Goods Producing" Industry Class	19,319	8.1%
Workers in the "Trade, Transportation, and Utilities" Industry Class	52,188	22.0%
Workers in the "All Other Services" Industry Class	165,617	69.8%

Inflow Job Characteristics (All Jobs)

	2017	
	Count	Share
Internal Jobs Filled by Outside Workers	223,873	100.0%
Workers Aged 29 or younger	49,361	22.0%
Workers Aged 30 to 54	130,338	58.2%
Workers Aged 55 or older	44,174	19.7%
Workers Earning \$1,250 per month or less	48,593	21.7%
Workers Earning \$1,251 to \$3,333 per month	68,970	30.8%
Workers Earning More than \$3,333 per month	106,310	47.5%
Workers in the "Goods Producing" Industry Class	18,236	8.1%

Workers in the "Trade, Transportation, and Utilities" Industry Class	53,585	23.9%
Workers in the "All Other Services" Industry Class	152,052	67.9%

Interior Flow Job Characteristics (All Jobs)

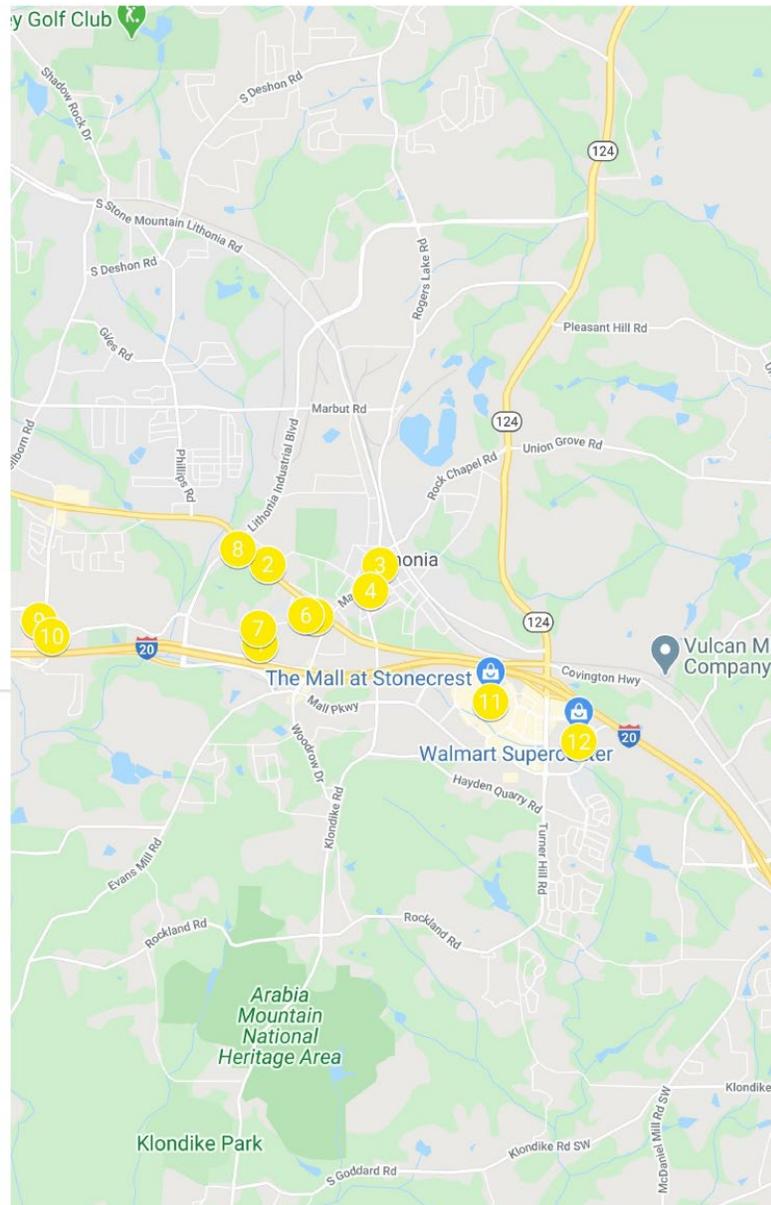
	2017	
	Count	Share
Internal Jobs Filled by Residents	87,167	100.0%
Workers Aged 29 or younger	19,156	22.0%
Workers Aged 30 to 54	49,078	56.3%
Workers Aged 55 or older	18,933	21.7%
Workers Earning \$1,250 per month or less	20,858	23.9%
Workers Earning \$1,251 to \$3,333 per month	31,500	36.1%
Workers Earning More than \$3,333 per month	34,809	39.9%
Workers in the "Goods Producing" Industry Class	5,667	6.5%
Workers in the "Trade, Transportation, and Utilities" Industry Class	14,911	17.1%
Workers in the "All Other Services" Industry Class	66,589	76.4%

5. Site Location and Major Employers:

Harmony at Stonecrest

Services

- 1 SUBJECT
- 2 Atlanta Senior Center
- 3 Wayfield Foods Inc
- 4 Family Dollar
- 5 Evans Mill Pharmacy
- 6 Morrow Mary A MD
- 7 BUS STOP
- 8
- 9 NAPA Auto Parts - Genuine Parts Company
- 10 DeKalb Medical at Hillandale: Emergency Room
- 11 Peachtree Immediate Care - Lithonia
- 12 The Mall at Stonecrest
- 13 Walmart Supercenter



6. Analysis and Conclusions:

The County unemployment rate has risen to 11.5% in May 2020, from 3.4% in 2019. The annualized total employment increased by 3.9% in 2017, by 1% in 2018 and 1.7% in 2019. The annualized unemployment rate decreased 1.0% in 2017, 0.7% in 2018 and 0.5% in 2019. Total employment in May 2020 has decreased by 44,944 over annualized 2019. The decrease in employment is due to the COVID-19 safer at home actions taken by the state.

The area has a concentration of employment in the retail, service, medical and manufacturing sectors. These jobs have incomes that would make the worker eligible for the proposed housing. Current employment is increasing in these areas.

A review of the commuting patterns shows that 72% of those working in DeKalb County do not live in DeKalb County. This may be due to a lack of decent affordable housing.

The increases in the numbers of employed will cause upward pressure on rents and occupancy levels as people are able to improve their housing situations. New households will be formed as a result of the increased employment. The employment conditions and trends are supportive of the need for more affordable housing.

There is no way at this point in time to determine the effect, if any, of the COVID-19 pandemic upon the economy and rental and occupancy rates. Generally, during economic downturns, the need for affordable housing increases.

H. PROJECT-SPECIFIC AFFORDABILITY & DEMAND ANALYSIS

1. Income Restrictions

The demand analysis must begin with a discussion of the requirements of the Low Income Housing Tax Credit program.

LIHTC Requirements

Section 42 of the Internal Revenue Code allows a credit against income tax for development of low-income housing. As such, the project developed, to be eligible for the credit, must meet certain requirements. Two of the requirements are:

1. Rent restriction
2. Income restrictions

These two restrictions impact upon the market needs when calculating demand for affordable housing. The universe of potential residents is limited by the above restrictions. Generally, the rent (including an allowance for utilities) is limited to 30% of the maximum income limit, adjusted for family size. The proposed development will have units targeted to 60% of the area median income, as determined by the Department of Housing and Urban Development, adjusted for family size. The charts below summarize these limits for the market area.

Maximum Rents

Bedrooms (People)	60.00%	FMR
Efficiency (1.0)	868	996
1 Bedroom (1.5)	930	1,025
2 Bedrooms (3.0)	1,117	1,167
3 Bedrooms (4.5)	1,290	1,489
4 Bedrooms (6.0)	1,440	1,824

Source: HUD 2020 Income Limits, Gibson Consulting, LLC

LIHTC Income Limits**% of Area Median**

LIHTC Income Limits for 2020 (Based on 2020 National Non-Metropolitan Median Income)	
	60.00%
1 Person	34,740
2 Person	39,720
3 Person	44,700
4 Person	49,620
5 Person	53,640
6 Person	57,600
7 Person	61,560
8 Person	65,520

Source: U. S. Department of HUD, 2020

Since 100% of the LIHTC units will be subject to the above rules, the universe for market calculations will include only those with incomes lower than the above amounts in our LIHTC demand calculation. The maximum allowable Area Median Level per household for all bedroom types is based upon a standard of 1.5 persons per bedroom, rounded up to the next whole number. HFOP occupancy is limited to two persons per unit. Therefore, the one-bedroom and two-bedroom units will have a maximum income based upon a two-person household.

2. Affordability

This market study is concerned with only the demand from income eligible households and therefore total demand is adjusted for the income eligible component, i.e those that can afford the rent. The demand from existing households includes demand from those that occupy substandard or overcrowded housing. Persons with special needs such as, handicapped, or disabled are also sources of demand that factor into the overall calculation. We calculate demand by utilizing data from the PMA. In this market there will be inward migration to the town from the other areas of the county because of the increase in availability of the quality affordable housing proposed by this developer. The minimum income for HFOP is calculated based upon a maximum of 40% of income for rent and utilities. This is conservative since the project can accept housing vouchers and can therefore rent to much lower income levels. DCA requires that the maximum allowable Area Median Level per household for all bedroom types is based upon a standard of 1.5 persons per bedroom, rounded up to the next whole number. HFOP occupancy is limited to two persons per unit. Therefore, the one-bedroom and two-bedroom units will have a maximum income based upon a two-person household.

Number of units	122	20	102	
		1BR	2BR	TOTAL
	%	60% AMI	60% AMI	LIHTC
MINIMUM INCOME		27330	32340	27330
MAXIMUM INCOME		39,720	39,720	39,720
Less than \$5,000	5.87%	0.00%	0.00%	0.00%
\$5,000 to \$9,999	5.01%	0.00%	0.00%	0.00%
\$10,000 to \$14,999	8.47%	0.00%	0.00%	0.00%
\$15,000 to \$19,999	6.00%	0.00%	0.00%	0.00%
\$20,000 to \$24,999	7.34%	0.00%	0.00%	0.00%
\$25,000 to \$34,999	13.79%	10.57%	3.67%	10.57%
\$35,000 to \$49,999	19.92%	6.27%	6.27%	6.27%
\$50,000 to \$74,999	18.93%	0.00%	0.00%	0.00%
\$75,000 to \$99,999	7.30%	0.00%	0.00%	0.00%
Income Eligible %		16.84%	9.94%	16.84%
Proposed Rent)		\$850	\$1,000	
Utility Allowance		\$61	\$78	
Total Housing Cost		\$911	\$1,078	
Divided by 40%		\$2,278	\$2,695	
Multiply by 12		12	12	
Minimum Income to Afford rent		\$27,330	\$32,340	
Maximum Income Limit		39,720	39,720	

3. Demand

a. Demand from New Household Growth

	1BR	2BR	TOTAL
	60% AMI	60% AMI	LIHTC
Households-2023	58,725	58,725	58,725
Households-2020	56,600	56,600	56,600
New Households	2,125	2,125	2,125
% Income Eligible	16.84%	9.94%	16.84%
% age eligible	29.84%	29.84%	29.84%
Income and age Eligible Households	144	85	144
Renter %	40.12%	40.12%	40.12%
Demand from new Households	43	34	58

b. Demand from Existing Households

The demand from existing households includes demand from those that occupy substandard or overcrowded housing.

Substandard Housing Data:

SELECTED CHARACTERISTICS	
Occupied housing units	51,326
Lacking complete plumbing facilities	191
Lacking complete kitchen facilities	304
No telephone service available	872
OCCUPANTS PER ROOM	
Occupied housing units	0
1.00 or less	51,326
1.01 to 1.50	50,032
1.51 or more	1,197

Source: U.S. Census Bureau, 2018 American Community Survey DP04

As shown on the chart above 191 units lack complete plumbing facilities, 304 units lack complete kitchen facilities and 1,294 units are overcrowded; therefore, substandard units total 1,789.

	1BR	2BR	TOTAL
	60% AMI	60% AMI	LIHTC
Total Substandard units	1,789	1,789	1,789
% Income Eligible	16.84%	9.94%	16.84%
% age eligible	29.84%	29.84%	29.84%
Demand From Substandard Units	90	53	90

Rent Overburden Information:

GROSS RENT AS A PERCENTAGE OF HOUSEHOLD INCOME (GRAPI)	Estimate	Percent
Occupied units paying rent (excluding units where GRAPI cannot be computed)	23,708	
Less than 15.0 percent	1,963	8.28%
15.0 to 19.9 percent	3,431	14.47%
20.0 to 24.9 percent	2,685	11.33%
25.0 to 29.9 percent	2,023	8.53%
30.0 to 34.9 percent	2,075	8.75%
35.0 percent or more	11,531	48.64%

Source: U.S. Census Bureau, American Community Survey DP04

The chart above indicates that 48.64% of the renters pay 35.0% or more of their income for rent.

	1BR	2BR	TOTAL
	60% AMI	60% AMI	LIHTC
Households-2023	58,725	58,725	58,725
% Income Eligible	16.84%	9.94%	16.84%
% age eligible	29.84%	29.84%	29.84%
Income and age Eligible Households	2,952	1,741	2,952
Renter %	40.12%	40.12%	40.12%
Income and age Eligible renters	1184	699	1184
% of Rent Overburdened	48.6%	48.6%	48.6%
Demand from Rent Overburdened	576	340	576

c. Elderly Homeowners likely to convert to rentership

Based upon our field research we have determined that 5% of income legible age 55+ homeowners will likely convert to rentership.

	1BR	2BR	TOTAL
	60% AMI	60% AMI	LIHTC
Homeowners age 55+	16,466	16,466	16,466
% likely to convert to rental	5%	5%	5%
% Income Eligible	16.84%	9.94%	16.84%
Eligible Homeowners likely to convert to rental (5%)	139	82	139

4. Net Demand, Capture Rate and Stabilization Calculations

	Total			
Number of units	122	20	102	0
		1BR	2BR	TOTAL
	%	60% AMI	60% AMI	LIHTC
MINIMUM INCOME		27330	32340	27330
MAXIMUM INCOME		39720	39720	39720
Less than \$5,000	5.87%	0.00%	0.00%	0.00%
\$5,000 to \$9,999	5.01%	0.00%	0.00%	0.00%
\$10,000 to \$14,999	8.47%	0.00%	0.00%	0.00%
\$15,000 to \$19,999	6.00%	0.00%	0.00%	0.00%
\$20,000 to \$24,999	7.34%	0.00%	0.00%	0.00%
\$25,000 to \$34,999	13.79%	10.57%	3.67%	10.57%
\$35,000 to \$49,999	19.92%	6.27%	6.27%	6.27%
\$50,000 to \$74,999	18.93%	0.00%	0.00%	0.00%
\$75,000 to \$99,999	7.30%	0.00%	0.00%	0.00%
Income Eligible		16.84%	9.94%	16.84%
Demand from New Households (to 2023):				
Rent		\$850	\$1,000	\$0
Utility Allowance		\$61	\$78	\$0
Total Housing Cost		\$911	\$1,078	\$0
Divided by 40%		\$2,278	\$2,695	\$0
Multiply by 12		\$12	\$12	\$0
Minimum Income to Afford rent		\$27,330	\$32,340	\$0
Maximum Income Limit		\$39,720	\$39,720	\$0
Household Growth Total 2020-2023		2,125	2,125	2,125
% Income Eligible		16.84%	9.94%	16.84%
% age eligible		29.84%	29.84%	29.84%
Income and age Eligible Households		107	63	107
Renter %		40.12%	40.12%	40.12%
		1BR	2BR	TOTAL
		60% AMI	60% AMI	LIHTC
DEMAND FROM NEW HOUSEHOLDS		43	25	43
Plus				
Demand from Substandard units		90	53	90
Plus				
DEMAND from RENT OVERBURDENED		576	340	576
Plus				
Demand from Elderly Homeowner Turnover (5%)		139	82	139
Equals				
Total Demand		847	500	847
Less				
Supply of Current Vacant Units, under construction and/or newly constructed in the past two years		0	0	0
Equals Net Demand		847	500	847
Proposed Subject Units		20	102	122
Proposed Subject Units Divided by Net Demand				
Capture Rate		2.36%	20.40%	14.40%

	HH at 60% AMI	LIHTC
MINIMUM INCOME	27,330	27,330
MAXIMUM INCOME	39,720	39,720
DEMAND FROM NEW HOUSEHOLDS	58	58
Plus		
Demand from Substandard units	90	90
Plus		
DEMAND from RENT OVERBURDENED	576	576
Plus		
Demand from Elderly Homeowner Turnover (5%)	139	139
Equals		
Total Demand	862	862
Less		
Supply of Current Vacant Units, under construction and/or newly constructed in the past two years	0	0
Equals Net Demand	862	862
Proposed Subject Units	122	122
Proposed Subject Units Divided by Net Demand		
Capture Rate	14.15%	14.15%

I. COMPETITIVE RENTAL ANALYSIS (EXISTING COMPETITIVE RENTAL ENVIRONMENT)

In the demographics section of the report, we include detailed information on the existing housing stock for the PMA. The renter percentage is 40.12% which is higher than many rural areas but lower than many urban areas. One-unit detached homes make up 60.41% of the housing units, while units while structures with 5 or more units make up 24.4% of the housing units. Mobile Homes or Trailers make up 2.15% of the units.

We surveyed 19 complexes with a total of 3,772 units. This includes 12 reported LIHTC projects with a total of 1,835 units and 7 market rate and other subsidized units with a total of 1,937 units. The LIHTC complexes had occupancy of 99.56%, while the other units had occupancy of 95.66%. The overall occupancy rate is 97.56%. The amenities in many of the market rate units surveyed are inferior to the proposed units. Almost all of the complexes surveyed reported that they had waiting lists of applicants. Some of the rental units are aging with complexes built in the 1970s and 1980s. There are market rate multifamily units that are comparable to the subject. In order to establish the market rates, we used the surveyed complexes. This conservative method led us to conclude that the average market rent (adjusted for utilities) for one-bedroom units is \$1,109 for one-bedroom units and \$1,285 for two-bedroom unit. We contacted real estate agents and researched rental properties online and found that homes and mobile homes rent quickly. Based upon this information and assessing the amenities and features of the proposed complex, we have determined the market rates to be \$1,109 for one-bedroom units and \$1,285 for two-bedroom units. The chart below compares the subject rents to the LIHTC maximums and the net market rent.

UNIT	LIHTC MAX RENT	UA	NET LIHTC RENT	MAX PROPOSED LIHTC RENT	Net Market Rent	Advantage over market
1 Bedroom—60% AMI	930	\$61	869	\$850	1109	30.5%
2 Bedroom—60% AMI	1117	\$78	1039	\$1,000	1285	28.5%

The proposed project should not have any adverse impact on other affordable housing in the area, including DCA projects. All of the properties surveyed had sustaining occupancy and most had waiting lists.

In the last five years, rental rates and occupancy levels have been increasing. Rental trends in the area include rising rents and level occupancy in the 95-100% range. We project rents to increase 2% per year for the next two years and we project occupancy to be stable, with slight improvements. Foreclosures and abandoned homes are not a factor for this development due to the high rental occupancy in the area. There is no way at this point in time to determine the effect, if any, of the COVID-19 pandemic upon the economy and rental and occupancy rates. Generally, during economic downturns, the need for affordable housing increases.

There are multiple housing voids in the PMA. The first is new market rate and affordable housing for general occupancy. The income levels are sufficient to support this type of rental housing yet there has been insufficient development in the last several years. The second is affordable housing for persons age 55+. This project will help fill the void for decent affordable housing for older persons as well as provide market rate rental housing for older persons. It will not address other voids in the market.

Map of Surveyed Complexes

SURVEYED COMPLEXES MAP

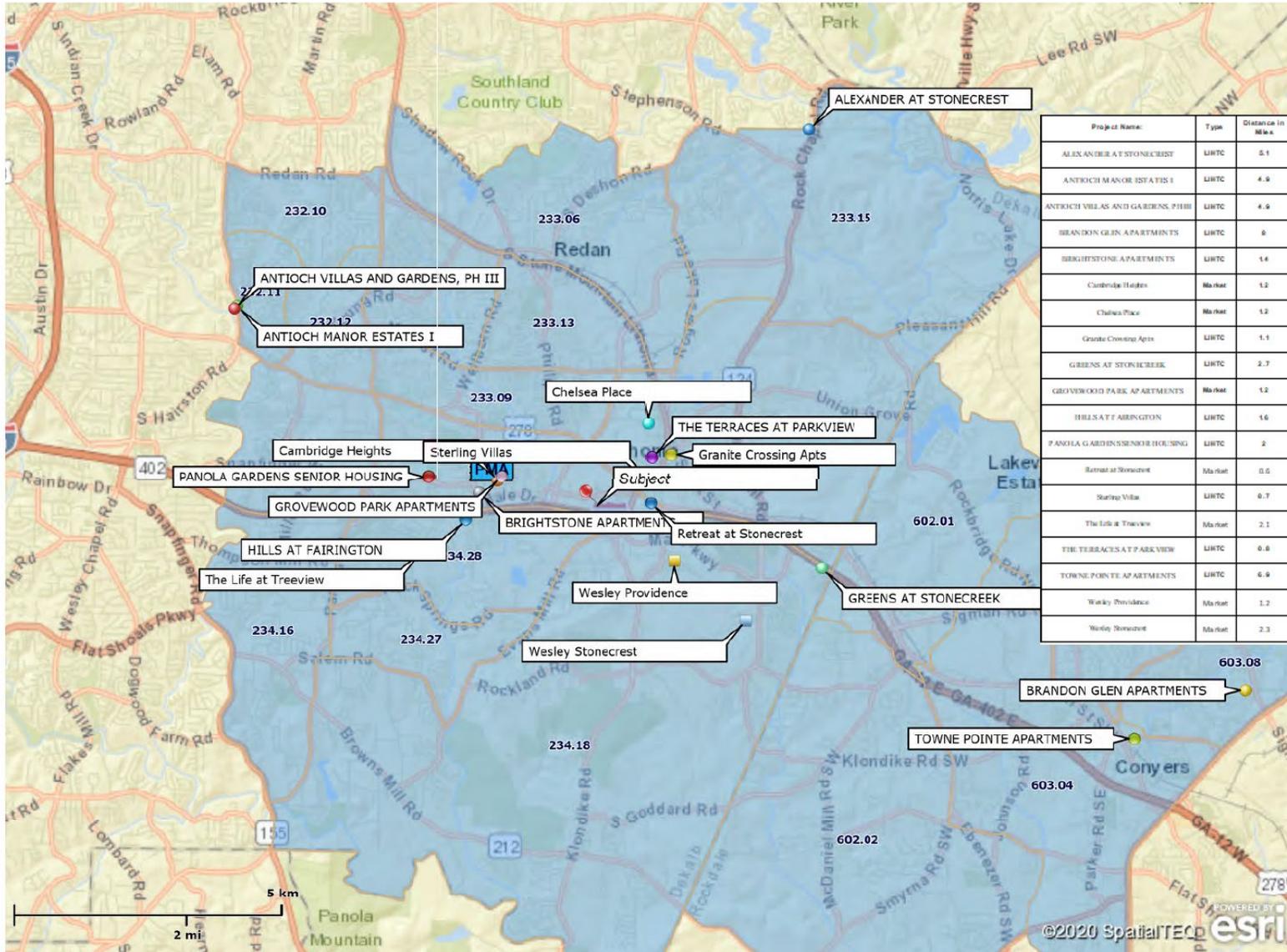


CHART OF SURVEYED COMPLEXES

Name	Type	units	# vacant	OCC %	eff rent	eff sf	\$per.sf.	1br rent	1br sf	\$per.sf.	2br rent	2br sf	\$per.sf.	3br rent	3br sf	\$per.sf.
THE TERRACES AT PARKVIEW	LIHTC	90	7	92.22%				745	900	\$ 0.83	860	1100	\$ 0.78	960	1400	\$ 0.69
GREENS AT STONECREEK	LIHTC	138	0	100.00%							1040	1234	\$ 0.84	1190	1470	\$ 0.81
BRIGHTSTONE APARTMENTS	LIHTC	175	0	100.00%				BOI	770		BOI	1139				
HILLS AT FAIRINGTON	LIHTC	406	0	100.00%				755	967	\$ 0.78	899	1492	\$ 0.60	975	1556	\$ 0.63
PANOLA GARDENS SENIOR HOUSING	LIHTC	85	0	100.00%				768	698	\$ 1.10						
ALEXANDER AT STONECREST	LIHTC	262	0	100.00%				1010	974	\$ 1.04	1130	1209	\$ 0.93	1340	1407	\$ 0.95
ANTIOCH MANOR ESTATES I	LIHTC	120	0	100.00%	775	450	\$ 1.72	975	600	\$ 1.63	975	800	\$ 1.22			
ANTIOCH VILLAS AND GARDENS, PH III	LIHTC	106	0	100.00%												
TOWNE POINTE APARTMENTS	LIHTC	108	0	100.00%				753	593	\$ 1.27	825	805	\$ 1.02	900	963	\$ 0.93
BRANDON GLEN APARTMENTS	LIHTC	180	1	99.44%				1027	792	\$ 1.30	1272	1032	\$ 1.23	1356	1234	\$ 1.10
Granite Crossing Apts	LIHTC	75	0	100.00%				856	775	\$ 1.10	1028	1069	\$ 0.96	1177	1276	\$ 0.92
Sterling Villas	LIHTC	90	0	100.00%				955	850	\$ 1.12	995	1000	\$ 1.00	1195	1200	\$ 1.00
LIHTC Totals		1835	8	99.56%												
Chelsea Place	Market	174	0	100.00%				845	596	\$ 1.42	1005	930	\$ 1.08	1075	1125	\$ 0.96
The Life at Treeview	Market	300	34	88.67%				1413	991	\$ 1.43	1552	1285	\$ 1.21	1400	1414	\$ 0.99
Wesley Stonecrest	Market	363	16	95.59%				1020	949	\$ 1.07	1255	1276	\$ 0.98	1450	1519	\$ 0.95
Wesley Providence	Market	579	20	96.55%				1060	955	\$ 1.11	1265	1276	\$ 0.99	1515	5159	\$ 0.29
Retreat at Stonecrest	Market	276	11	96.01%				1207	890	\$ 1.36	1577	1170	\$ 1.35	1537	1350	\$ 1.14
Cambridge Heights	Market	125	3	97.60%							1215	1000	\$ 1.22	1320	1200	\$ 1.10
GROVEWOOD PARK APARTMENTS	Market	120	0	100.00%							1129	1082	\$ 1.04	1345	1304	\$ 1.03
Market Totals		1937	84	95.66%												
Other Subsidized		0	0													
Totals-All units		3772	92	97.56%												
SUBJECT	LIHTC	122	0	100.00%				800	812	\$ 0.99	925	977	\$ 0.95			

Name	Type	AMENITIES															
		patio	Central AC	Stove	ref	MW	DW	WD conn	Laundry	carpet	vinyl	blinds	storage	fireplace	disposal	pool	clubhouse
THE TERRACES AT PARKVIEW	LIHTC		X	X	X	X			X	X	X	X					
GREENS AT STONECREEK	LIHTC		X	X	X				X	X	X	X					
BRIGHTSTONE APARTMENTS	LIHTC	X	X	X	X			X		X	X	X	X				
HILLS AT FAIRINGTON	LIHTC	X	X	X	X			X		X	X	X					
PANOLA GARDENS SENIOR HOUSING	LIHTC	X	X	X	X	X		X	X	X	X	X	X	x			
ALEXANDER AT STONECREST	LIHTC	X	X	X	X				X	X	X	X					
ANTIOCH MANOR ESTATES I	LIHTC		X	X	X					X	X	X					
ANTIOCH VILLAS AND GARDENS, PH III	LIHTC		X	X	X				X	X	X	X					
TOWNE POINTE APARTMENTS	LIHTC	X	X	X	X	X	X	X	X		X	X					X
BRANDON GLEN APARTMENTS	LIHTC		X	X	X				X	X	X	X	X				
Granite Crossing Apts	LIHTC	X	X	X	X	X	X	X	X		X	X					X
Sterling Villas	LIHTC		X	X	X				X	X	X	X					
Chelsea Place	Market	X	X	X	X	X	X	X	X		X	X				X	X
The Life at Treeview	Market		X	X	X				X	X	X	X				X	
Wesley Stonecrest	Market	X	X	X	X	X	X	X	X		X	X				X	X
Wesley Providence	Market		X	X	X				X	X	X	X				X	
Retreat at Stonecrest	Market	X	X	X	X	X	X	X	X		X	X				X	X
Cambridge Heights	Market		X	X	X				X	X	X	X				X	
GROVEWOOD PARK APARTMENTS	Market	X	X	X	X	X	X	X	X		X	X				X	X
SUBJECT	LIHTC	X	X	X	X	X	X	X	X	X	X	X	X				X

J. Absorption and Stabilization Rates

ABSORPTION ANALYSIS

The timeframe within which the new units are leased is the main component of the absorption analysis. The analyst must consider the existing rental occupancy and turnover rate of comparable units. Relative desirability of services, rates, facilities and amenities are also factors. It is common for any new units to receive an immediate surge of demand simply because they are new and the selection is greatest. Likewise, the final 5% of the units to be rented are typically the hardest to rent because they are, in effect, the least desirable units in the new complex.

The appearance of new units on the market will also cause competing properties to make changes in rates and amenities to attract and keep tenants. Due to the tight nature of the budgets of multifamily developments, there is not a huge permanent price reduction that is available to the competing properties. The new units will cause the competing existing units to provide better service. In a loose market, this is truer than in a tight market. In a tight market, the new units will be absorbed quickly and there may be a slightly increased turnover rate as a result of tenants attempting to upgrade their housing situation.

We project the following absorption (i.e. leasing) of the new units:

Date	Total # Leased	%
Construction Completion	30	25%
30 Days Post Completion	42	34%
60 Days Post Completion	54	44%
90 Days Post Completion	66	54%
120 Days Post Completion	78	64%
150 Days Post Completion	90	74%
180 Days Post Completion	102	84%
210 Days Post Completion	114	93%
240 Days Post Completion	122	100%

The absorption rate is estimated to be 12 units per month, based upon the interviews with the property managers. Preleasing is projected to result in 30 units rented during construction. 93% occupancy should be achieved approximately 210 days after construction completion.

MARKET IMPACT STATEMENT

The proposed project when completed will have no appreciable impact on the tax credit and other existing affordable housing in the area. It will have a positive impact on those that are seeking affordable housing in that they will have an additional choice and availability that prior to the completion they will not have. As with any new addition or newly rehabilitated units to a market, this complex may cause other properties to provide a better product and a higher level of customer service and appreciation.

K. INTERVIEWS

Anna, the manager of The Terraces, reported that occupancy generally stays full and vacancies are rented quickly.

Sandra, the manager of Grovewood Park reported more than 8 on the waiting list and that occupancy generally stays full and vacancies are rented quickly.

Ryan, the manager of Alexander at Stonecrest reported more than 10 on the waiting list and that occupancy generally stays full and vacancies are rented quickly.

L. CONCLUSIONS and RECOMMENDATION

We recommend that the proposed project be awarded an allocation of Low Income Housing Tax Credits based upon our review and analysis of current market conditions, economics, demographics, current occupancy of existing complexes and supply and demand estimates. The proposed design and amenities will enhance the relative marketability.

The site has no adverse conditions and is marketable. There is nothing comparable in the area, so the complex will be able to operate as the nicest rental complex available. The standard calculated capture rate for each type of unit is within DCA guidelines for feasibility.

We project the units will be absorbed fully within 240 days of completion. The new units will have an advantage over other units in the area due to a superior amenities package.

The high occupancy rates, long waiting lists, low capture rates and interviews with local persons knowledgeable about the housing needs of the area were the major factors that led to these conclusions.

The proposed project when completed will have no appreciable impact on the tax credit and other existing affordable housing in the area. It will have a positive impact on those that are seeking affordable housing in that they will have an additional choice and availability that prior to the completion they will not have. As with any new addition or newly rehabilitated units to a market, this complex may cause other properties to provide a better product and a higher level of customer service and appreciation.

M. Signed Statement Requirements

This market study has been prepared by Gibson Consulting, LLC, a member in good standing of the National Council of Housing Market Analysts (NCHMA). This study has been prepared in conformance with the standards adopted by NCHMA for the market analysts' industry. These standards include the Standard Definitions of Key Terms Used in Market Studies, and Model Content Standards for the Content of Market Studies. These Standards are designed to enhance the quality of market studies and to make them easier to prepare, understand, and use by market analysts and by the end users. These Standards are voluntary only, and no legal responsibility regarding their use is assumed by the National Council of Housing Market Analysts.

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

To the best of my knowledge, the market can 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.

Gibson Consulting, LLC

By: 

Jim Howell
Senior Market Analyst
1651 E. 70th Street
PMB 403
Shreveport, LA 71105-5115



By: 

Debbie J. Amox
Market Analyst

DATA SOURCES

Envionics Analytics
Census Bureau
Census American Fact Finder
<http://www.novoco.com>
<http://lihtc.huduser.org>
SOCDS Building Permit Database
Apartment management contacts
U.S. Bureau of Economic Analysis
Bureau of Labor Standards
City of Lithonia
DeKalb County
Real Estate Center at Texas A&M University
HUD
Georgia DCA
Neighborhoodscout.com
NCHMA

APPENDICES

Complexes Surveyed

The Terraces at Parkview

6800 Parkview Trail
Lithonia, GA 30058

Telephone: 770-482-2021

Contact: Anna



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	Target AMI	Rent Concessions
Studio							
1 BR	1	\$745	2	24	900		
2BR	2	\$860	2	52	1100		
2BR							
3 BR	2	\$960	3	14	1400		
4 BR							
Design/Location/Condition				Site Info:			
Structure/Stories				Total Units		Total Vacant	
3 story, brick/vinyl				90		7	
Year Built/Year Renovated				Section 8		Yes No	
2009				Yes		No	
Condition/Street Appeal				Accepts:		✓	
Good				# of Vouchers:			
Neighborhood Condition				Type of Financing:			
Good				LIHTC			
Unit Equipment/Amenities				Type of Structure:			
Yes	No	Type		Low Rise			
Balcony/Patio	✓			High Rise			
AC: Central/Wall	✓			Garden			
Range/Refrigerator	✓			Walk-up			
Microwave/Dishwasher		✓		SF			
Washer/Dryer Included		✓		Duplex			
Washer/Dryer Connections		✓		Triplex			
Floor Coverings	✓		carpet/vinyl	Quadplex			
Window Coverings	✓			Townhome			
Cable/Satellite/Internet READY	✓			Other:			
Special Features				Type of Occupancy:			
Site Equipment/Amenities				Yes	No	Type	
Parking (\$ _____ (Fee)	✓			Multifamily		✓	
Extra Storage		✓		Elderly (55+)			
Security		✓		Elderly (62+)			
Clubhouse/Meeting Room		✓		Other:			
Pool		✓		Notes:			
Recreation Areas	✓		Fitness Ctr	Mercy Housing Management Group			
Playground	✓						
Laundry Facility(ies)	✓						
Bus. Center/Nghbrhd Network	✓						
Service Coordinations		✓					
Utilities Included In Rent				Yes	No	Type	
Heat		✓	Electric				
Cooling		✓	Electric				
Cooking		✓	Electric				
Hot Water		✓	Electric				
Other Electric		✓	Electric				
Cold Water/Sewer	✓		Included				
Trash/Recycle	✓		Included				
Pest Control	✓		Included				

Cambridge Heights

FKA Hillandale Commons

**6136 Hillandale Dr
Lithonia, GA 30058**

Telephone: 855-963-2877

Contact: Jessica



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	Target AMI	Rent Concessions	
Studio								
1 BR								
2BR	2	\$1,215	1	125	1000	MKT		
2BR								
3 BR	2	\$1,320	2		1200	MKT		
4 BR								
Design/Location/Condition					Site Info: Total Units: 125 Total Vacant: 3 Section 8: Yes Accepts: ✓ # of Vouchers:	Total Units	Total Vacant	
Structure/Stories						2 story, brick / vinyl	Total Units	125
Year Built/Year Renovated						1989	Yes	No
Condition/Street Appeal						good	Accepts:	✓
Neighborhood Condition						good	# of Vouchers:	
Unit Equipment/Amenities						Type of Financing:		
Balcony/Patio	✓			LIHTC				
AC: Central/Wall	✓			RD				
Range/Refrigerator	✓			RD R/A				
Microwave/Dishwasher	✓		dishwasher	Market		✓		
Washer/Dryer Included		✓		HOME				
Washer/Dryer Connections	✓			Bonds				
Floor Coverings	✓		carpet	Section 8				
Window Coverings	✓			Other:				
Cable/Satellite/Internet READY	✓			Type of Structure:				
Special Features		✓		Low Rise	✓			
Site Equipment/Amenities					High Rise			
Parking (\$ _____ (Fee))	✓			Garden				
Extra Storage	✓			Walk-up				
Security		✓		SF				
Clubhouse/Meeting Room	✓			Duplex				
Pool	✓			Triplex				
Recreation Areas	✓		sport ct/fitness	Quadplex				
Playground	✓			Townhome				
Laundry Facility(ies)		✓		Other:				
Bus. Center/Nghbrhd Network	✓			Type of Occupancy:				
Service Coordinations		✓		Multifamily	✓			
Utilities Included In Rent					Elderly (55+)			
Heat		✓	Electric	Elderly (62+)				
Cooling		✓	Electric	Other:				
Cooking		✓	Electric	Notes:				
Hot Water		✓	Electric	Tenants need to make 3x rent				
Other Electric		✓	Electric					
Cold Water/Sewer	✓		Included					
Trash/Recycle	✓		Included					
Pest Control	✓		Included					

Greens at Stonecreek

100 Deer Creek Circle
Lithonia, GA 30038

Telephone: 770-484-9401

Contact: Abby



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	Target AMI	Rent Concessions	
Studio								
1 BR								
2BR	2	\$1005 - 1040	0	69	923-1234	60%		
2BR								
3 BR	2	\$1140 - 1190	0	69	1162-1470	60%		
4 BR								
Design/Location/Condition					Site Info:			
Structure/Stories		2 story, brick/vinyl			Total Units	138	Total Vacant	0
Year Built/Year Renovated		2003			Section 8			
Condition/Street Appeal		good			Yes	No		
Neighborhood Condition		good			Accepts:	✓		
Unit Equipment/Amenities					# of Vouchers:			
	Yes	No	Type		Type of Financing:			
Balcony/Patio	✓				LIHTC	✓		
AC: Central/Wall	✓				RD			
Range/Refrigerator	✓				RD R/A			
Microwave/Dishwasher	✓				Market	✓		
Washer/Dryer Included	✓				HOME			
Washer/Dryer Connections	✓				Bonds			
Floor Coverings	✓		carpet		Section 8	✓		
Window Coverings	✓				Other:			
Cable/Satellite/Internet READY	✓				Type of Structure:			
Special Features		✓			Low Rise	✓		
Site Equipment/Amenities					High Rise			
Parking (\$ _____ (Fee)	✓				Garden			
Extra Storage		✓			Walk-up			
Security	✓		gated		SF			
Clubhouse/Meeting Room	✓				Duplex			
Pool	✓				Triplex			
Recreation Areas	✓		fitness ctr		Quadplex			
Playground	✓				Townhome			
Laundry Facility(ies)		✓			Other:			
Bus. Center/Nghbrhd Network	✓				Type of Occupancy:			
Service Coordinations		✓			Multifamily	✓		
Utilities Included In Rent					Elderly (55+)			
Heat		✓	Electric		Elderly (62+)			
Cooling		✓	Electric		Other:			
Cooking		✓	Electric		Notes:			
Hot Water		✓	Electric		Mkt rate income - 2x rent			
Other Electric		✓	Electric					
Cold Water/Sewer	✓		Included					
Trash/Recycle	✓		Included					
Pest Control	✓		Included					

Groewood Park Apts

6170 Hillandale Dr
Lithonia, GA 30058

Telephone: 844-403-3959

Contact: Sandra



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	Target AMI	Rent Concessions
Studio							
1 BR							
2BR	2	1079-1129	0	56	1004-1082	MKT	
2BR							
3 BR	2	1245-1345	0	64	1153-1304	MKT	
4 BR							
Design/Location/Condition				Site Info:			
Structure/Stories		2 story, brick/vinyl		Total Units	120	Total Vacant	0
Year Built/Year Renovated		1995		Section 8		Yes	No
Condition/Street Appeal		Good		Accepts:			✓
Neighborhood Condition		Good		# of Vouchers:			
Unit Equipment/Amenities		Yes	No	Type of Financing:			
Balcony/Patio	✓			LIHTC			
AC: Central/Wall	✓			RD			
Range/Refrigerator	✓			RD R/A			
Microwave/Dishwasher	✓		dishwasher	Market		✓	
Washer/Dryer Included	✓			HOME			
Washer/Dryer Connections	✓			Bonds			
Floor Coverings	✓		vinyl/carpet	Section 8			
Window Coverings	✓			Other:			
Cable/Satellite/Internet READY	✓			Type of Structure:			
Special Features		✓		Low Rise		✓	
Site Equipment/Amenities		Yes	No	Type of Occupancy:			
Parking (\$ _____ (Fee)	✓			Multifamily		✓	
Extra Storage		✓		Elderly (55+)			
Security		✓		Elderly (62+)			
Clubhouse/Meeting Room	✓			Other:			
Pool	✓			Notes:			
Recreation Areas	✓		fitness ctr	Tenants need to make 3x rent			
Playground	✓						
Laundry Facility(ies)		✓					
Bus. Center/Nghbrhd Network		✓					
Service Coordinations		✓					
Utilities Included In Rent		Yes	No				
Heat		✓	Electric				
Cooling		✓	Electric				
Cooking		✓	Electric				
Hot Water		✓	Electric				
Other Electric		✓	Electric				
Cold Water/Sewer	✓		Included				
Trash/Recycle	✓		Included				
Pest Control	✓		Included				

Brightstone Apts

2654 Dekalb Medical Pkwy
Lithonia, GA 30058

Telephone:(470) 268-5377

Contact:
Lacheryl



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	Target AMI	Rent Concessions
Studio							
1 BR	1	BOI	0	152	718-770	30%	
2BR	2	BOI	0	23	1039-1139	30%	
2BR							
3 BR							
4 BR							
Design/Location/Condition				Site Info:			
Structure/Stories		4 story, brick/vinyl		Total Units	175	Total Vacant	0
Year Built/Year Renovated		2019		Section 8	Yes	No	
Condition/Street Appeal		good		Accepts:	✓		
Neighborhood Condition		good		# of Vouchers:			
Unit Equipment/Amenities		Yes	No	Type	Type of Financing:		
Balcony/Patio		✓		congregate	LIHTC		✓
AC: Central/Wall	✓				RD		
Range/Refrigerator	✓				RD R/A		
Microwave/Dishwasher	✓				Market		
Washer/Dryer Included	✓				HOME		
Washer/Dryer Connections	✓				Bonds		
Floor Coverings	✓			carpet/tile	Section 8		
Window Coverings	✓				Other:		PBRA
Cable/Satellite/Internet READY	✓				Type of Structure:		
Special Features	✓			elevators	Low Rise		✓
Site Equipment/Amenities		Yes	No	Type	High Rise		
Parking (\$ _____ (Fee)	✓				Garden		
Extra Storage		✓			Walk-up		
Security	✓				SF		
Clubhouse/Meeting Room	✓				Duplex		
Pool		✓			Triplex		
Recreation Areas	✓			fitness	Quadplex		
Playground		✓			Townhome		
Laundry Facility(ies)	✓				Other:		
Bus. Center/Nghbrhd Network	✓				Type of Occupancy:		
Service Coordinations	✓				Multifamily		
Utilities Included In Rent		Yes	No	Type	Elderly (55+)		✓
Heat		✓		Electric	Elderly (62+)		
Cooling		✓		Electric	Other:		
Cooking		✓		Electric	Notes:		
Hot Water		✓		Electric	wait list		
Other Electric		✓		Electric			
Cold Water/Sewer	✓			Included			
Trash/Recycle	✓			Included			
Pest Control	✓			Included			

Hills at Fairington/Highland Place

5959 Fairington Rd
Lithonia, GA 30038

Telephone: 770-981-8233

Contact: Constance



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	Target AMI	Rent Concessions
Studio							
1 BR	1	\$755	0	56	967	60%	
2BR	2	810-899	0	301	1314-1492	60%	
2BR							
3 BR	2.5	925-975	0	49	1496-1556	60%	
4 BR							
Design/Location/Condition				Site Info:			
Structure/Stories				Total Units		Total Vacant	
3 story, vinyl siding				406		0	
Year Built/Year Renovated				Section 8		Yes No	
1971, 2010 rehab				Accepts:		✓	
Condition/Street Appeal				# of Vouchers:			
good							
Neighborhood Condition				Type of Financing:			
good				LIHTC			
Unit Equipment/Amenities				Type of Structure:			
Yes	No	Type		Low Rise			
Balcony/Patio	✓			High Rise			
AC: Central/Wall	✓			Garden			
Range/Refrigerator	✓			Walk-up			
Microwave/Dishwasher	✓		dishwasher	SF			
Washer/Dryer Included		✓		Duplex			
Washer/Dryer Connections	✓			Triplex			
Floor Coverings	✓		carpet/vinyl	Quadplex			
Window Coverings	✓			Townhome			
Cable/Satellite/Internet READY	✓			Other:			
Special Features		✓		Type of Occupancy:			
Site Equipment/Amenities				Type of Occupancy:			
Yes	No	Type		Multifamily			
Parking (\$ _____ (Fee))	✓			Elderly (55+)			
Extra Storage		✓		Elderly (62+)			
Security		✓		Other:			
Clubhouse/Meeting Room	✓						
Pool	✓						
Recreation Areas	✓						
Playground	✓						
Laundry Facility(ies)	✓						
Bus. Center/Nghbrhd Network	✓						
Service Coordinations		✓					
Utilities Included In Rent				Notes:			
Yes	No	Type		Working from wait list; Mercy Housing Management Group			
Heat		✓	Electric				
Cooling		✓	Electric				
Cooking		✓	Electric				
Hot Water		✓	Electric				
Other Electric		✓	Electric				
Cold Water/Sewer	✓		Included				
Trash/Recycle	✓		Included				
Pest Control	✓		Included				

Panola Gardens Senior Housing

5710 Snapfinger Woods Dr
Lithonia, GA 30058

Telephone: 470-223-3319

Contact:



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	Target AMI	Rent Concessions
Studio							
1 BR	1	\$768	0	85	698		
2BR							
2BR							
3 BR							
4 BR							
Design/Location/Condition					Site Info:		
Structure/Stories					Total Units		
2 story, brick/vinyl					85		
Year Built/Year Renovated					Total Vacant		
2015					0		
Condition/Street Appeal					Section 8		
good					Yes		
Neighborhood Condition					No		
good					Accepts:		
					✓		
Unit Equipment/Amenities					# of Vouchers:		
Balcony/Patio					Type of Financing:		
					LIHTC		
AC: Central/Wall					✓		
Range/Refrigerator					RD		
✓					RD R/A		
Microwave/Dishwasher					Market		
✓					HOME		
Washer/Dryer Included					Bonds		
					Section 8		
Washer/Dryer Connections					Other:		
✓							
Floor Coverings					Type of Structure:		
✓					Low Rise		
Window Coverings					✓		
✓					High Rise		
Cable/Satellite/Internet READY					Garden		
✓					Walk-up		
Special Features					SF		
✓					Duplex		
					Triplex		
Site Equipment/Amenities					Quadplex		
Yes					Townhome		
No					Other:		
Type					Type of Occupancy:		
Parking (\$ _____ (Fee))					Multifamily		
✓					Elderly (55+)		
Extra Storage					✓		
					Elderly (62+)		
Security					Other:		
Clubhouse/Meeting Room					Notes:		
✓							
Pool							
Recreation Areas							
✓							
Playground							
Laundry Facility(ies)							
✓							
Bus. Center/Nghbrhd Network							
✓							
Service Coordinations							
Utilities Included In Rent							
Yes							
No							
Type							
Heat					Electric		
					✓		
Cooling					Electric		
					✓		
Cooking					Electric		
					✓		
Hot Water					Electric		
					✓		
Other Electric					Electric		
					✓		
Cold Water/Sewer					Included		
✓							
Trash/Recycle					Included		
✓							
Pest Control					Included		
✓							

Alexander at Stonecrest

100 Leslie Oaks Dr
Lithona, GA 30058

Telephone: 877-731-7850

Contact: Ryan



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	Target AMI	Rent Concessions
Studio							
1 BR	1	\$1,010	?	94	974		
2BR	2	\$1,130	?	56	1209		
2BR							
3 BR	2	\$1,340	?	112	1407		
4 BR							
Design/Location/Condition				Site Info:			
Structure/Stories		3 story, brick/vinyl		Total Units	262	Total Vacant	0
Year Built/Year Renovated		2003		Section 8			
Condition/Street Appeal		good		Accepts:	Yes	No	
Neighborhood Condition		good		# of Vouchers:			
Unit Equipment/Amenities		Yes	No	Type of Financing:			
Balcony/Patio	✓			LIHTC		✓	
AC: Central/Wall	✓			RD			
Range/Refrigerator	✓			RD R/A			
Microwave/Dishwasher	✓			Market			
Washer/Dryer Included		✓		HOME			
Washer/Dryer Connections	✓			Bonds			
Floor Coverings	✓		carpet/vinyl	Section 8			
Window Coverings	✓			Other:			
Cable/Satellite/Internet READY	✓			Type of Structure:			
Special Features		✓		Low Rise		✓	
Site Equipment/Amenities		Yes	No	Type of Occupancy:			
Parking (\$ _____ (Fee)	✓			Multifamily		✓	
Extra Storage		✓		Elderly (55+)			
Security		✓	intusion alarm	Elderly (62+)			
Clubhouse/Meeting Room	✓			Other:			
Pool	✓			Notes:			
Recreation Areas	✓		fitness center	unable to provide current rents and vacancies due to computer transitioning to new system. Under new management - Sundance; all information from website			
Playground	✓						
Laundry Facility(ies)		✓					
Bus. Center/Nghbrhd Network		✓					
Service Coordinations		✓					
Utilities Included In Rent		Yes	No				
Heat		✓	Electric				
Cooling		✓	Electric				
Cooking		✓	Electric				
Hot Water		✓	Electric				
Other Electric		✓	Electric				
Cold Water/Sewer	✓		Included				
Trash/Recycle	✓		Included				
Pest Control	✓		Included				

Antioch Manor Estates

4711 Bishop Ming Blvd
Stone Mountain, GA 30088

Telephone: 770-332-8839

Contact: Sandra



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	Target AMI	Rent Concessions
Studio	1	BOI/ 387-775	0	6	450	30/50/60 %	
1 BR	1	BOI/ 415-975	0	48	600	30/50/60 %	
2BR	1	BOI/ 415-975	0	48	800	30/50/60 %	
2BR	2	BOI/ 498-1395	0	18	850	30/50/60 %	
3 BR							
4 BR							
Design/Location/Condition				Site Info:			
Structure/Stories		3 story/ brick, vinyl		Total Units	120	Total Vacant	0
Year Built/Year Renovated		2005		Section 8			
Condition/Street Appeal		good		Yes	No		
Neighborhood Condition		good		Accepts:	✓		
Unit Equipment/Amenities				Type of Financing:			
Balcony/Patio	Yes	No	Type	LIHTC	✓		
AC: Central/Wall	✓			RD			
Range/Refrigerator	✓			RD R/A			
Microwave/Dishwasher		✓		Market	✓		
Washer/Dryer Included		✓		HOME			
Washer/Dryer Connections	✓			Bonds			
Floor Coverings	✓		carpet/tile	Section 8			
Window Coverings	✓			Other:			
Cable/Satellite/Internet READY	✓			Type of Structure:			
Special Features		✓		Low Rise	✓		
Site Equipment/Amenities				High Rise			
Parking (\$ _____ (Fee)	✓			Garden			
Extra Storage		✓		Walk-up			
Security	✓		gated	SF			
Clubhouse/Meeting Room	✓			Duplex			
Pool		✓		Triplex			
Recreation Areas	✓		fitness	Quadplex			
Playground		✓		Townhome			
Laundry Facility(ies)	✓			Other:			
Bus. Center/Nghbrhd Network	✓			Type of Occupancy:			
Service Coordinations		✓		Multifamily			
Utilities Included In Rent				Elderly (55+)	✓		
Heat		✓	Electric	Elderly (62+)			
Cooling		✓	Electric	Other:			
Cooking		✓	Electric	Notes:			
Hot Water		✓	Electric	average about a 3year waitlist			
Other Electric		✓	Electric				
Cold Water/Sewer	✓		Included				
Trash/Recycle	✓		Included				
Pest Control	✓		Included				

Antioch Villas and Gardens

4735 Bishop Ming Blvd
Stone Mountain, GA 30088

Telephone: 678-367-2918

Contact: No Response



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	Target AMI	Rent Concessions
Studio	1			4	450		
1 BR	1			58	850		
2BR	1			16	850		
2BR	2			28	950		
3 BR							
4 BR							
Design/Location/Condition				Site Info:			
Structure/Stories		3 story, brick/vinyl		Total Units	106	Total Vacant	
Year Built/Year Renovated		2012		Total Units	106	0	
Condition/Street Appeal		good		Section 8			
Neighborhood Condition		good		Accepts:	Yes	No	
Unit Equipment/Amenities				# of Vouchers:			
	Yes	No	Type	Type of Financing:			
Balcony/Patio		✓		LIHTC		✓	
AC: Central/Wall	✓			RD			
Range/Refrigerator	✓			RD R/A			
Microwave/Dishwasher		✓		Market			
Washer/Dryer Included		✓		HOME			
Washer/Dryer Connections	✓			Bonds			
Floor Coverings	✓		carpet, tile	Section 8			
Window Coverings	✓			Other:			
Cable/Satellite/Internet READY	✓			Type of Structure:			
Special Features				Low Rise		✓	
Site Equipment/Amenities				High Rise			
Parking (\$ _____ (Fee))	✓			Garden			
Extra Storage		✓		Walk-up			
Security		✓		SF			
Clubhouse/Meeting Room	✓			Duplex			
Pool		✓		Triplex			
Recreation Areas	✓			Quadplex			
Playground		✓		Townhome			
Laundry Facility(ies)	✓			Other:			
Bus. Center/Nghbrhd Network	✓			Type of Occupancy:			
Service Coordinations		✓		Multifamily			
Utilities Included In Rent				Elderly (55+)		✓	
Heat		✓	Electric	Elderly (62+)			
Cooling		✓	Electric	Other:			
Cooking		✓	Electric	Notes:			
Hot Water		✓	Electric	MERCY HOUSING			
Other Electric		✓	Electric				
Cold Water/Sewer	✓		Included				
Trash/Recycle	✓		Included				
Pest Control	✓		Included				

Towne Pointe Apts

1043 Pine Log Road NE
Conyers, GA 30012

Telephone: 770-483-1517

Contact: Carol



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	Target AMI	Rent Concessions		
Studio									
1 BR	1	\$753	0	8	593	60%			
2BR	1	\$825	0	80	805	60%			
2BR	1	\$900	0	20	963	60%			
3 BR									
4 BR									
Design/Location/Condition					Site Info:				
Structure/Stories		2 story, brick/vinyl			Total Units	108	Total Vacant	0	
Year Built/Year Renovated		1971, updated 2003			Section 8			Yes	No
Condition/Street Appeal		good			Accepts:	✓			
Neighborhood Condition		good			# of Vouchers:				
Unit Equipment/Amenities		Yes	No	Type	Type of Financing:				
Balcony/Patio			✓		LIHTC	✓			
AC: Central/Wall	✓				RD				
Range/Refrigerator	✓				RD R/A				
Microwave/Dishwasher	✓			dishwasher	Market				
Washer/Dryer Included			✓		HOME				
Washer/Dryer Connections			✓		Bonds				
Floor Coverings	✓			carpet/vinyl	Section 8	✓			
Window Coverings	✓				Other:				
Cable/Satellite/Internet READY	✓				Type of Structure:				
Special Features			✓		Low Rise	✓			
Site Equipment/Amenities		Yes	No	Type	High Rise				
Parking (\$ _____ (Fee)	✓				Garden				
Extra Storage			✓		Walk-up				
Security			✓		SF				
Clubhouse/Meeting Room			✓		Duplex				
Pool	✓				Triplex				
Recreation Areas			✓		Quadplex				
Playground	✓				Townhome				
Laundry Facility(ies)	✓				Other:				
Bus. Center/Nghbrhd Network			✓		Type of Occupancy:				
Service Coordinations			✓		Multifamily	✓			
Utilities Included In Rent		Yes	No	Type	Elderly (55+)				
Heat			✓	Electric	Elderly (62+)				
Cooling			✓	Electric	Other:				
Cooking			✓	Electric	Notes:				
Hot Water			✓	Electric					
Other Electric			✓	Electric					
Cold Water/Sewer	✓			Included					
Trash/Recycle	✓			Included					
Pest Control	✓			Included					

Brandon Glen Apts

1500 Brandon Glen Way NE
Conyers, GA 30012

Telephone: 770-728-6910

Contact: Brittany



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	Target AMI	Rent Concessions	
Studio				180				
1 BR	1	966-1027	1		792	BOI		
2BR	2	1272-1447	0		1032	BOI		
2BR								
3 BR	2	1356-1397	0		1234	BOI		
4 BR								
Design/Location/Condition					Site Info:			
Structure/Stories		2 story, vinyl			Total Units	180	Total Vacant	1
Year Built/Year Renovated		1996			Section 8			
Condition/Street Appeal		good			Yes	No		
Neighborhood Condition		good			Accepts:	✓		
Unit Equipment/Amenities					# of Vouchers:			
	Yes	No	Type		Type of Financing:			
Balcony/Patio	✓				LIHTC			
AC: Central/Wall	✓				RD			
Range/Refrigerator	✓				RD R/A			
Microwave/Dishwasher	✓				Market			
Washer/Dryer Included		✓			HOME			
Washer/Dryer Connections		✓			Bonds			
Floor Coverings	✓		carpet/vinyl		Section 8			
Window Coverings	✓				Other:			
Cable/Satellite/Internet READY	✓				Type of Structure:			
Special Features		✓			Low Rise			
Site Equipment/Amenities					High Rise			
Parking (\$ _____ (Fee)	✓				Garden			
Extra Storage		✓			Walk-up			
Security		✓			SF			
Clubhouse/Meeting Room	✓				Duplex			
Pool	✓				Triplex			
Recreation Areas		✓			Quadplex			
Playground	✓				Townhome			
Laundry Facility(ies)	✓				Other:			
Bus. Center/Nghbrhd Network		✓			Type of Occupancy:			
Service Coordinations		✓			Multifamily			
Utilities Included In Rent					Elderly (55+)			
Heat		✓	Electric		Elderly (62+)			
Cooling		✓	Electric		Other:			
Cooking		✓	Electric		Notes:			
Hot Water		✓	Electric		*RENT PRICING CHANGES DAILY			
Other Electric		✓	Electric					
Cold Water/Sewer	✓		Included					
Trash/Recycle	✓		Included					
Pest Control	✓		Included					

Granite Crossing Apts

6887 Max Cleland Blvd
Lithonia, GA 30058

Telephone: 770-484-4776

Contact: Melody



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	Target AMI	Rent Concessions
Studio							
1 BR	1	\$701-856	0	24	775	50-60%	
2BR	2	\$842-1028	0	45	1069	50-60%	
2BR							
3 BR	2	\$962-1177	0	6	1276	50-60%	
4 BR							
Design/Location/Condition				Site Info:			
Structure/Stories		4 story, brick/vinyl		Total Units	75	Total Vacant	
Year Built/Year Renovated		2018		Section 8		Yes	No
Condition/Street Appeal		good		Accepts:		✓	
Neighborhood Condition		good		# of Vouchers:			
Unit Equipment/Amenities				Type of Financing:			
	Yes	No	Type	LIHTC		✓	
Balcony/Patio		✓	congregate	RD			
AC: Central/Wall	✓			RD R/A			
Range/Refrigerator	✓			Market			
Microwave/Dishwasher	✓			HOME			
Washer/Dryer Included	✓			Bonds			
Washer/Dryer Connections	✓			Section 8			
Floor Coverings	✓		carpet, vinyl plank	Other:			
Window Coverings	✓			Type of Structure:			
Cable/Satellite/Internet READY	✓			Low Rise		✓	
Special Features				High Rise			
Site Equipment/Amenities				Garden			
	Yes	No	Type	Walk-up		✓	
Parking (\$ _____ (Fee)	✓			SF			
Extra Storage		✓		Duplex			
Security		✓		Triplex			
Clubhouse/Meeting Room	✓			Quadplex			
Pool		✓		Townhome			
Recreation Areas	✓		fitness ctr	Other:			
Playground		✓		Type of Occupancy:			
Laundry Facility(ies)		✓		Multifamily		✓	
Bus. Center/Nghbrhd Network	✓			Elderly (55+)			
Service Coordinations		✓		Elderly (62+)			
Utilities Included In Rent				Other:			
	Yes	No	Type	Notes:			
Heat		✓	Electric				
Cooling		✓	Electric				
Cooking		✓	Electric				
Hot Water		✓	Electric				
Other Electric		✓	Electric				
Cold Water/Sewer	✓		Included				
Trash/Recycle	✓		Included				
Pest Control	✓		Included				

Chelsea Place

2361 Parc Chateau Dr
Lithonia, GA 30058

Telephone: 770-482-2530

Contact: Quita



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	Target AMI	Rent Concessions	
Studio								
1 BR	1	\$795-845	0	18	596	MRKT		
2BR	1.5	\$919-1005	0	102	930	MRKT		
2BR								
3 BR	1.5	\$1019-1075	0	54	1125	MRKT		
4 BR								
Design/Location/Condition					Site Info:			
Structure/Stories		2 story, brick/vinyl			Total Units	174	Total Vacant	0
Year Built/Year Renovated		1973			Section 8			
Condition/Street Appeal		good			Yes	No		
Neighborhood Condition		good			Accepts:			
Unit Equipment/Amenities					# of Vouchers:			
	Yes	No	Type		Type of Financing:			
Balcony/Patio		✓			LIHTC			
AC: Central/Wall	✓				RD			
Range/Refrigerator	✓				RD R/A			
Microwave/Dishwasher	✓		dishwasher		Market			
Washer/Dryer Included		✓			HOME			
Washer/Dryer Connections	✓				Bonds			
Floor Coverings	✓		carpet, vinyl		Section 8			
Window Coverings	✓				Other:			
Cable/Satellite/Internet READY	✓				Type of Structure:			
Special Features		✓			Low Rise			
Site Equipment/Amenities					High Rise			
Parking (\$ _____ (Fee)	✓				Garden			
Extra Storage		✓			Walk-up			
Security		✓			SF			
Clubhouse/Meeting Room	✓				Duplex			
Pool		✓			Triplex			
Recreation Areas		✓			Quadplex			
Playground	✓				Townhome			
Laundry Facility(ies)	✓				Other:			
Bus. Center/Nghbrhd Network		✓			Type of Occupancy:			
Service Coordinations		✓			Multifamily			
Utilities Included In Rent					Elderly (55+)			
Heat		✓	Electric		Elderly (62+)			
Cooling		✓	Electric		Other:			
Cooking		✓	Gas		Notes:			
Hot Water		✓	Gas		working from wait list; some units are renovated			
Other Electric		✓	Electric					
Cold Water/Sewer	✓		Included					
Trash/Recycle	✓		Included					
Pest Control	✓		Included					

Sterling Villas

6813 Main Street
Lithonia, GA 30058

Telephone: 770-482-7557

Contact: Debra



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	Target AMI	Rent Concessions
Studio				90			
1 BR	1	\$955	0		850	60%	
2BR	1.5	\$995	0		1000	60%	
2BR							
3 BR	1.5	1175-1195	0		1200	60%	
4 BR							
Design/Location/Condition					Site Info:	Total Units	Total Vacant
Structure/Stories				2 story, brick/vinyl	Total Units	90	0
Year Built/Year Renovated				1969	Section 8	Yes	No
Condition/Street Appeal				Good	Accepts:	✓	
Neighborhood Condition				Good	# of Vouchers:		
Unit Equipment/Amenities		Yes	No	Type	Type of Financing:		
Balcony/Patio	✓				LIHTC		✓
AC: Central/Wall	✓				RD		
Range/Refrigerator	✓				RD R/A		
Microwave/Dishwasher	✓				Market		
Washer/Dryer Included		✓			HOME		
Washer/Dryer Connections	✓				Bonds		
Floor Coverings	✓		carpet, vinyl		Section 8		
Window Coverings	✓				Other:		
Cable/Satellite/Internet READY	✓				Type of Structure:		
Special Features					Low Rise		
					High Rise		
Site Equipment/Amenities		Yes	No	Type	Garden		
Parking (\$ _____ (Fee))	✓				Walk-up		✓
Extra Storage		✓			SF		
Security		✓			Duplex		
Clubhouse/Meeting Room		✓			Triplex		
Pool	✓				Quadplex		
Recreation Areas		✓			Townhome		
Playground		✓			Other:		
Laundry Facility(ies)	✓				Type of Occupancy:		
Bus. Center/Nghbrhd Network		✓			Multifamily		✓
Service Coordinations		✓			Elderly (55+)		
Utilities Included In Rent		Yes	No	Type	Elderly (62+)		
Heat		✓	Electric		Other:		
Cooling		✓	Electric		Notes:		
Cooking		✓	Electric				
Hot Water		✓	Electric				
Other Electric		✓	Electric				
Cold Water/Sewer	✓		Included				
Trash/Recycle	✓		Included				
Pest Control	✓		Included				

The Life at Treeview

37 Treeview Dr
Lithonia, GA 30038

Telephone:
678-607-9307

Contact:
Joey



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	Target AMI	Rent Concessions
Studio				300			
1 BR	1	\$971-1413	4		750-991	MKT	
2BR	1	\$1067-1552	11		1091-1285	MKT	
2BR		\$1097-1065	17				
3 BR	2	\$1222-1400	2		1414	MKT	
4 BR							
Design/Location/Condition					Site Info:	Total Units	Total Vacant
Structure/Stories		2 story, brick/vinyl			Total Units	300	34
Year Built/Year Renovated		1972/ reno 2008 & 2020			Section 8	Yes	No
Condition/Street Appeal		good			Accepts:		✓
Neighborhood Condition		good			# of Vouchers:		
Unit Equipment/Amenities		Yes	No	Type	Type of Financing:		
Balcony/Patio	✓				LIHTC		
AC: Central/Wall	✓				RD		
Range/Refrigerator	✓				RD R/A		
Microwave/Dishwasher	✓		dishwasher		Market		✓
Washer/Dryer Included		✓			HOME		
Washer/Dryer Connections	✓				Bonds		
Floor Coverings	✓		carpet, vinyl plank		Section 8		
Window Coverings	✓				Other:		
Cable/Satellite/Internet READY	✓				Type of Structure:		
Special Features		✓			Low Rise		✓
Site Equipment/Amenities		Yes	No	Type	High Rise		
Parking (\$ _____ (Fee)	✓				Garden		
Extra Storage	✓		some models		Walk-up		
Security	✓		patrol		SF		
Clubhouse/Meeting Room	✓		being renovated		Duplex		
Pool	✓				Triplex		
Recreation Areas	✓		sport courts		Quadplex		
Playground	✓				Townhome		
Laundry Facility(ies)	✓				Other:		
Bus. Center/Nghbrhd Network		✓	being renovated		Type of Occupancy:		
Service Coordinations		✓			Multifamily		✓
Utilities Included In Rent		Yes	No	Type	Elderly (55+)		
Heat		✓	Electric		Elderly (62+)		
Cooling		✓	Electric		Other:		
Cooking		✓	Electric		Notes:		
Hot Water		✓	Electric				
Other Electric		✓	Electric				
Cold Water/Sewer	✓		Included				
Trash/Recycle	✓		Included				
Pest Control	✓		Included				

Wesley Stonecrest

100 Wesley Stonecrest Cir
Stonecrest, GA 30038

Telephone:

678-616-9835

Contact:

Sidney



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	Target AMI	Rent Concessions	
Studio								
1 BR	1	975-1020	5	363	918-949	MKT		
2BR	2	1185-1255	7					
2BR						1253-1276	MKT	
3 BR	2	1450-1390	4					
4 BR						1512-1519	MKT	
Design/Location/Condition					Site Info:			
Structure/Stories		3 story, brick/vinyl			Total Units	363	Total Vacant	
Year Built/Year Renovated		2002			Section 8			
Condition/Street Appeal		good			Yes	No		
Neighborhood Condition		good			Accepts:	✓		
Unit Equipment/Amenities					# of Vouchers:			
	Yes	No	Type		Type of Financing:			
Balcony/Patio	✓				LIHTC			
AC: Central/Wall	✓				RD			
Range/Refrigerator	✓				RD R/A			
Microwave/Dishwasher	✓		dishwasher		Market			
Washer/Dryer Included		✓			HOME			
Washer/Dryer Connections	✓				Bonds			
Floor Coverings	✓		carpet, vinyl, vinyl plank		Section 8			
Window Coverings	✓				Other:			
Cable/Satellite/Internet READY	✓				Type of Structure:			
Special Features		✓			Low Rise			
Site Equipment/Amenities					High Rise			
Parking (\$ _____ (Fee)	✓				Garden			
Extra Storage		✓			Walk-up			
Security		✓			SF			
Clubhouse/Meeting Room	✓				Duplex			
Pool	✓				Triplex			
Recreation Areas	✓		fitness ctr		Quadplex			
Playground		✓			Townhome			
Laundry Facility(ies)	✓				Other:			
Bus. Center/Nghbrhd Network	✓				Type of Occupancy:			
Service Coordinations		✓			Multifamily			
Utilities Included In Rent					Elderly (55+)			
Heat		✓	Electric		Elderly (62+)			
Cooling		✓	Electric		Other:			
Cooking		✓	Electric		Notes:			
Hot Water		✓	Electric		Tenants need to make 3.5x rent			
Other Electric		✓	Electric					
Cold Water/Sewer	✓		Included					
Trash/Recycle	✓		Included					
Pest Control	✓		Included					

Wesley Providence

100 Wesley Providence Pkwy
Stonecrest, GA 30038

Telephone: 678-582-2307

Contact: Amanda



Unit Size	# Baths	Last Rent	Vacant Units for Unit Type	Number Units per size	Square Footage per size	Target AMI	Rent Concessions	
Studio								
1 BR	1	1015-1060	6	579	918-955	MKT		
2BR	2	1235-1265	9					
2BR						1272-1276	MKT	
3 BR	2	1445-1515	5			1512-1519	MKT	
4 BR								
Design/Location/Condition					Site Info:			
Structure/Stories		3 story, brick/vinyl			Total Units	579	Total Vacant	20
Year Built/Year Renovated		2006			Section 8	Yes	No	
Condition/Street Appeal		good			Accepts:			✓
Neighborhood Condition		good			# of Vouchers:			
Unit Equipment/Amenities		Yes	No		Type	Type of Financing:		
Balcony/Patio	✓					LIHTC		
AC: Central/Wall	✓					RD		
Range/Refrigerator	✓					RD R/A		
Microwave/Dishwasher	✓		dishwasher			Market		✓
Washer/Dryer Included	✓				HOME			
Washer/Dryer Connections	✓				Bonds			
Floor Coverings	✓		carpet, vinyl plank, vinyl		Section 8			
Window Coverings	✓				Other:			
Cable/Satellite/Internet READY	✓				Type of Structure:			
Special Features	✓		fireplaces		Low Rise		✓	
Site Equipment/Amenities		Yes	No	Type	High Rise			
Parking (\$ _____ (Fee)	✓		garage \$120		Garden			
Extra Storage	✓				Walk-up			
Security		✓			SF			
Clubhouse/Meeting Room	✓				Duplex			
Pool	✓				Triplex			
Recreation Areas	✓		fitness, sport court		Quadplex			
Playground		✓			Townhome			
Laundry Facility(ies)		✓			Other:			
Bus. Center/Nghbrhd Network	✓				Type of Occupancy:			
Service Coordinations		✓			Multifamily		✓	
Utilities Included In Rent		Yes	No	Type	Elderly (55+)			
Heat		✓	Electric		Elderly (62+)			
Cooling		✓	Electric		Other:			
Cooking		✓	Electric		Notes:			
Hot Water		✓	Electric					
Other Electric		✓	Electric					
Cold Water/Sewer	✓		Included					
Trash/Recycle	✓		Included					
Pest Control	✓		Included					

Market Study Terminology



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Market Study Terminology

Effective January 1, 2007, all affordable housing market studies performed by NCHMA members incorporate the member certification, market study index, the market study terminology and market study standards.

State Housing Finance Agencies and other industry members are welcome to incorporate the information below in their own standards. NCHMA only requests written notification of use.

I. Common Market Study Terms

The terms in this section are definitions agreed upon by NCHMA members. Market studies for affordable housing prepared by NCNCHMAHMA members should use these definitions in their studies except where other definitions are specifically identified.

Terminology	Definition
Absorption period	The period of time necessary for a newly constructed or renovated property to achieve the <i>stabilized level of occupancy</i> . The absorption period begins when the first certificate of occupancy is issued and ends when the last unit to reach the <i>stabilized level of occupancy</i> has a signed lease. Assumes a typical pre-marketing period, prior to the issuance of the certificate of occupancy, of about three to six months. The month that leasing is assumed to begin should accompany all absorption estimates.
Absorption rate	The average number of units rented each month during the <i>absorption period</i> .
Acceptable <i>rent burden</i>	The rent-to-income ratio used to qualify tenants for both income-restricted and non-income restricted units. The acceptable rent burden varies depending on the requirements of funding sources, government funding sources, target markets, and local conditions.
Achievable Rents	See <i>Market Rent, Achievable Restricted Rent</i> .
Affordable housing	Housing affordable to low or very low-income tenants.
Amenity	Tangible or intangible benefits offered to a tenant. Typical amenities include on-site recreational facilities, planned programs,

services and activities.

Annual demand	The total estimated demand present in the market in any one year for the type of units proposed.
Assisted housing	Housing where federal, state or other programs <i>subsidize</i> the monthly costs to the tenants.
Bias	A proclivity or preference, particularly one that inhibits or entirely prevents an impartial judgment.
Capture rate	The percentage of age, size, and income qualified renter households in the <i>primary market area</i> that the property must capture to fill the units. Funding agencies may require restrictions to the qualified households used in the calculation including age, income, living in substandard housing, mover-ship and other comparable factors. The <i>Capture Rate</i> is calculated by dividing the total number of units at the property by the total number of age, size and income qualified renter households in the <i>primary market area</i> . See also: penetration rate.
Comparable property	A property that is representative of the rental housing choices of the subject's <i>primary market area</i> and that is similar in construction, size, amenities, location, and/or age. Comparable and <i>competitive</i> properties are generally used to derive market rent and to evaluate the subject's position in the market. See the NCHMA white paper <i>Selecting Comparable Properties</i>
Competitive property	A property that is comparable to the subject and that competes at nearly the same rent levels and tenant profile, such as age, family or income.
Comprehensive Market Study	NCHMA defines a comprehensive market study for the purposes of IRS Section 42 as a market study compliant with its Model Content Standards for Market Studies for Rental Housing. Additionally, use of the suggested wording in the NCHMA certification without limitations regarding the comprehensive nature of the study, shows compliance with the IRS Section 42 request for completion of a market study by a 'disinterested party.'
Concession	Discount given to a prospective tenant to induce the tenant to sign a lease. Concessions typically are in the form of reduced rent or free rent for a specific lease term, or for free amenities, which are normally charged separately (i.e. washer/dryer, parking).
Demand	The total number of households in a defined market area that would potentially move into the proposed new or renovated housing units. These households must be of the appropriate age, income, tenure and size for a specific proposed development. Components of

demand vary and can include household growth; turnover, those living in substandard conditions, rent over-burdened households, and demolished housing units. Demand is project specific.

Effective rents	Contract rent less concessions.
Household trends	Changes in the number of households for a particular area over a specific period of time, which is a function of new household formations (e.g. at marriage or separation), changes in average household size, and net <i>migration</i> .
Income band	The range of incomes of households that can afford to pay a specific rent but do not have below any applicable program-specific maximum income limits. The minimum household income typically is based on a defined <i>acceptable rent burden</i> percentage and the maximum typically is pre-defined by specific program requirements or by general market parameters.
Infrastructure	Services and facilities including roads, highways, water, sewerage, emergency services, parks and recreation, etc. Infrastructure includes both public and private facilities.
Market advantage	The difference, expressed as a percentage, between the estimated market rent for an apartment property without income restrictions and the lesser of (a) the owner's proposed rents or (b) the maximum rents permitted by the financing program for the same apartment property. $(\text{market rent} - \text{proposed rent}) / \text{market rent} * 100$
Market analysis	A study of real estate market conditions for a specific type of property.
Market area	See <i>primary market area</i> .
Market demand	The total number of households in a defined market area that would potentially move into any new or renovated housing units. Market demand is not project specific and refers to the universe of tenure appropriate households, independent of income. The components of market demand are similar to those used in determining project-specific demand. A common example of market demand used by HUD's MAP program, which is based on three years of renter household growth, loss of existing units due to demolition, and market conditions.
Market rent	The rent that an apartment, without rent or income restrictions or rent subsidies, would command in the <i>primary market area</i> considering its location, features and amenities. Market rent should be adjusted for <i>concessions</i> and owner paid utilities included in the rent. See the NCHMA publication <i>Calculating Market Rent</i> .

Market study	A comprehensive study of a specific proposal including a review of the housing market in a defined market area. Project specific market studies are often used by developers, syndicators, and government entities to determine the appropriateness of a proposed development, whereas market specific market studies are used to determine what housing needs, if any, exist within a specific geography. The minimal content of a market study is shown in the NCHMA publication <i>Model Content for Market Studies for Rental Housing</i> .
Marketability	The manner in which the subject fits into the market; the relative desirability of a property (for sale or lease) in comparison with similar or competing properties in the area.
Market vacancy rate, economic	Percentage of rent loss due to concessions, vacancies, and non-payment of rent on occupied units.
Market vacancy rate, physical	Average number of apartment units in any market which are unoccupied divided by the total number of apartment units in the same market, excluding units in properties which are in the lease-up stage.
Migration	The movement of households into or out of an area, especially a <i>primary market area</i> .
Mixed income property	An apartment property containing (1) both income restricted and unrestricted units or (2) units restricted at two or more income limits (i.e. low income tax credit property with income limits of 30%, 50% and 60%).
Mobility	The ease with which people move from one location to another.
Move-up demand	An estimate of how many consumers are able and willing to relocate to more expensive or desirable units. Examples: tenants who move from class-C properties to class-B properties, or tenants who move from older tax credit properties to newer tax credit properties-
Multi-family	Structures that contain more than two housing units.
Neighborhood	An area of a city or town with common demographic and economic features that distinguish it from adjoining areas.
Net rent (also referred to as contract rent or lease rent)	Gross rent less <i>tenant paid utilities</i> .
Penetration rate	The percentage of age and income qualified renter households in the <i>primary market area</i> that all existing and proposed properties, to be completed within six months of the subject, and which are competitively priced to the subject that must be captured to

achieve the *stabilized level of occupancy*. Funding agencies may require restrictions to the qualified Households used in the calculation including age, income, living in substandard housing, mover ship and other comparable factors.

units in all proposals / households in market * 100

See also: capture rate.

Pent-up demand	A market in which there is a scarcity of supply and vacancy rates are very low.
Population trends	Changes in population levels for a particular area over a specific period of time—which is a function of the level of births, deaths, and net <i>migration</i> .
Primary market area	A geographic area from which a property is expected to draw the majority of its residents. See the NCHMA publication <i>Determining Market Area</i> .
Programmatic rents	See <i>restricted rents</i> .
Project based rent assistance	Rental assistance from any source that is allocated to the property or a specific number of units in the property and is available to each income eligible tenant of the property or an assisted unit.
Redevelopment	The redesign or rehabilitation of existing properties.
Rent burden	Gross rent divided by adjusted monthly household income.
Rent burdened households	Households with <i>rent burden</i> above the level determined by the lender, investor, or public program to be an acceptable rent-to-income ratio.
Restricted rent	The rent charged under the restrictions of a specific housing program or subsidy.
Restricted rent, Achievable	The rents that the project can attain taking into account both market conditions and rent in the <i>primary market area</i> and income restrictions.
Saturation	The point at which there is no longer demand to support additional units. Saturation usually refers to a particular segment of a specific market.
Secondary market area	The portion of a market area that supplies additional support to an apartment property beyond that provided by the primary market area.
Special needs population	Specific market niche that is typically not catered to in a conventional apartment property. Examples of special needs populations include: substance abusers, visually impaired person or

	persons with mobility limitations.
Stabilized level of occupancy	The underwritten or actual number of occupied units that a property is expected to maintain after the initial rent-up period, expressed as a percentage of the total units.
Subsidy	Monthly income received by a tenant or by an owner on behalf of a tenant to pay the difference between the apartment's <i>contract rent</i> and the amount paid by the tenant toward rent.
Substandard conditions	Housing conditions that are conventionally considered unacceptable which may be defined in terms of lacking plumbing facilities, one or more major systems not functioning properly, or overcrowded conditions.
Target income band	The <i>income band</i> from which the subject property will draw tenants.
Target population	The market segment or segments a development will appeal or cater to. State agencies often use target population to refer to various income set asides, elderly v. family, etc.
Tenant paid utilities	The cost of utilities (not including cable, telephone, or internet) necessary for the habitation of a dwelling unit, which are paid by the tenant.
Turnover turnover period	1. An estimate of the number of housing units in a market area as a percentage of total housing units in the market area that will likely change occupants in any one year. See also: vacancy period. Housing units with new occupants / housing units * 100 2. The percent of occupants in a given apartment complex that move in one year.
Unmet housing need	New units required in the market area to accommodate household growth, homeless people, and households in substandard conditions.
Unrestricted rents	Rents that are not subject to <i>restriction</i> .
Unrestricted units	Units that are not subject to any income or rent restrictions.
Vacancy period	The amount of time that an apartment remains vacant and available for rent.
Vacancy rate-economic vacancy rate - physical	Maximum potential revenue less actual rent revenue divided by maximum potential rent revenue. The number of total habitable units that are vacant divided by the total number of units in the property.

II. Other Useful Terms

The terms in this section are not defined by NCHMA.

Terminology	Definition
Area Median Income (AMI)	100% of the gross median household income for a specific Metropolitan Statistical Area, county or non-metropolitan area established annually by HUD.
Attached housing	Two or more dwelling units connected with party walls (e.g. townhouses or flats).
Basic Rent	The minimum monthly rent that tenants who do not have rental assistance pay to lease units developed through the USDA-RD Section 515 Program, the HUD Section 236 Program and HUD Section 223(d)(3) Below Market Interest Rate Program. The Basic Rent is calculated as the amount of rent required to operate the property, maintain debt service on a subsidized mortgage with a below-market interest rate, and provide a return on equity to the developer in accordance with the regulatory documents governing the property.
Below Market Interest Rate Program (BMIR)	Program targeted to renters with income not exceeding 80% of area median income by limiting rents based on HUD's BMIR Program requirements and through the provision of an interest reduction contract to subsidize the market interest rate to a below-market rate. Interest rates are typically subsidized to effective rates of one percent or three percent.
Census Tract	A small, relatively permanent statistical subdivision delineated by a local committee of census data users for the purpose of presenting data. Census tract boundaries normally follow visible features, but may follow governmental unit boundaries and other non-visible features; they always nest within counties. They are designed to be relatively homogeneous units with respect to population characteristics, economic status, and living conditions at the time of establishment. Census tracts average about 4,000 inhabitants.
Central Business District (CBD)	The center of commercial activity within a town or city; usually the largest and oldest concentration of such activity.
Community Development Corporation (CDC)	Entrepreneurial institution combining public and private resources to aid in the development of socio-economically disadvantaged areas.
Condominium	A form of joint ownership and control of property in which specified volumes of space (for example, apartments) are owned individually while the common elements of the property (for example, outside walls) are owned jointly.

Contract Rent	1.The actual monthly rent payable by the tenant, including any rent subsidy paid on behalf of the tenant, to the owner, inclusive of all terms of the lease. (HUD & RD) 2. The monthly rent agreed to between a tenant and a landlord (Census).
Difficult Development Area (DDA)	An area designated by HUD as an area that has high construction, land, and utility costs relative to the Area Median Gross Income. A project located in a DDA and utilizing the Low Income Housing Tax Credit may qualify for up to 130% of eligible basis for the purpose of calculating the Tax Credit allocation.
Detached Housing	A freestanding dwelling unit, typically single-family, situated on its own lot.
Elderly or Senior Housing	Housing where (1) all the units in the property are restricted for occupancy by persons 62 years of age or older or (2) at least 80% of the units in each building are restricted for occupancy by Households where at least one Household member is 55 years of age or older and the housing is designed with amenities and facilities designed to meet the needs of senior citizens.
Extremely Low Income	Person or Household with income below 30% of Area Median Income adjusted for Household size.
Fair Market Rent (FMR)	The estimates established by HUD of the Gross Rents (Contract Rent plus Tenant Paid Utilities) needed to obtain modest rental units in acceptable condition in a specific county or metropolitan statistical area. HUD generally sets FMR so that 40% of the rental units have rents below the FMR. In rental markets with a shortage of lower priced rental units HUD may approve the use of Fair Market Rents that are as high as the 50th percentile of rents.
Garden Apartments	Apartments in low-rise buildings (typically two to four stories) that feature low density, ample open-space around buildings, and on-site parking.
Gross Rent	The monthly housing cost to a tenant which equals the Contract Rent provided for in the lease plus the estimated cost of all Tenant Paid Utilities.
High-rise	A residential building having more than ten stories.
Household	One or more people who occupy a housing unit as their usual place of residence.
Housing Unit	House, apartment, mobile home, or group of rooms used as a separate living quarters by a single household.
Housing Choice Voucher (Section 8)	Federal rent subsidy program under Section 8 of the U.S. Housing Act, which issues rent vouchers to eligible Households to use in the

Program)	housing of their choice. The voucher payment subsidizes the difference between the Gross Rent and the tenant's contribution of 30% of adjusted income, (or 10% of gross income, whichever is greater). In cases where 30% of the tenants' income is less than the utility allowance, the tenant will receive an assistance payment. In other cases, the tenant is responsible for paying his share of the rent each month.
Housing Finance Agency (HFA)	State or local agencies responsible for financing housing and administering Assisted Housing programs.
HUD Section 8 Program	Federal program that provides project based rental assistance. Under the program HUD contracts directly with the owner for the payment of the difference between the Contract Rent and a specified percentage of tenants' adjusted income.
HUD Section 202 Program	Federal Program, which provides direct capital assistance (i.e. grant) and operating or rental assistance to finance housing designed for occupancy by elderly households who have income not exceeding 50% of Area Median Income. The program is limited to housing owned by 501(c)(3) nonprofit organizations or by limited partnerships where the sole general partner is a 501(c)(3) nonprofit organization. Units receive HUD project based rental assistance that enables tenants to occupy units at rents based on 30% of tenant income.
HUD Section 811 Program	Federal program, which provides direct capital assistance and operating or rental assistance to finance housing designed for occupancy by persons with disabilities who have income not exceeding 50% of Area Median Income. The program is limited to housing owned by 501(c)(3) nonprofit organizations or by limited partnerships where the sole general partner is a 501(c)(3) nonprofit organization.
HUD Section 236 Program	Federal program which provides interest reduction payments for loans which finance housing targeted to Households with income not exceeding 80% of area median income who pay rent equal to the greater of Basic Rent or 30 percent of their adjusted income. All rents are capped at a HUD approved market rent.
Income Limits	Maximum Household income by county or Metropolitan Statistical Area , adjusted for Household size and expressed as a percentage of the Area Median Income for the purpose of establishing an upper limit for eligibility for a specific housing program. Income Limits for federal, state and local rental housing programs typically are established at 30%, 50%, 60% or 80% of AMI. HUD publishes Income Limits each year for 30% median, Very Low Income (50%), and Low-Income (80%), for households with 1 through 8 people.
Low Income	Person or Household with gross Household income below 80% of Area Median Income adjusted for Household size.

Low Income Housing Tax Credit	A program to generate equity for investment in affordable rental housing authorized pursuant to Section 42 of the Internal Revenue Code, as amended. The program requires that a certain percentage of units built be restricted for occupancy to households earning 60% or less of Area Median Income, and that the rents on these units be restricted accordingly.
Low Rise Building	A building with one to three stories
Metropolitan Statistical Area (MSA)	A geographic entity defined by the federal Office of Management and Budget for use by federal statistical agencies, based on the concept of a core area with a large population nucleus, plus adjacent communities having a high degree of economic and social integration with that core. Qualification of an MSA requires the presence of a city with 50,000 or more inhabitants, or the presence of an Urbanized Area (UA) and a total population of at least 100,000 (75,000 in New England). The county or counties containing the largest city and surrounding densely settled territory are central counties of the MSA. Additional outlying counties qualify to be included in the MSA by meeting certain other criteria of metropolitan character, such as a specified minimum population density or percentage of the population that is urban.
Mid-rise	A building with four to ten stories.
Moderate Income	Person or Household with gross household income between 80 and 120 percent of area median income adjusted for Household size.
Public Housing or Low Income Conventional Public Housing	HUD program administered by local (or regional) Housing Authorities which serves Low- and Very-Low Income Households with rent based on the same formula used for HUD Section 8 assistance.
Qualified Census Tract (QCT)	Any census tract (or equivalent geographic area defined by the Bureau of the Census) in which at least 50% of Households have an income less than 60% of Area Median Income or where the poverty rate is at least 25%. A project located in a QCT and receiving Low Income Housing Tax Credits may qualify for up to 130% of the eligible basis for the purpose of calculating the Tax Credit allocation.
Rural Development (RD) Market Rent	A monthly rent that can be charged for an apartment under a specific USDA-RD housing program, that reflects the agency's estimate of the rent required to operate the property, maintain debt service on an un-subsidized mortgage and provide an adequate return to the property owner. This rent is the maximum rent that a tenant can pay at an RD Property.
Rural Development (RD) Program (Formerly the Farmers	Federal program which provides low interest loans to finance housing which serves low- and moderate-income persons in rural areas who pay 30 percent of their adjusted income on rent or the basic rent,

Home Administration Section 515 Rural Rental Housing Program)	whichever is the higher (but not exceeding the market rent). The Program may include property based rental assistance and interest reduction contracts to write down the interest on the loan to as low as one percent.
Single-Family Housing	A dwelling unit, either attached or detached, designed for use by one Household and with direct access to a street. It does not share heating facilities or other essential building facilities with any other dwelling.
State Data Center (SDC)	A state agency or university facility identified by the governor of each state to participate in the Census Bureau's cooperative network for the dissemination of the census data.
Tenant	One who rents real property from another.
Tenure	The distinction between owner-occupied and renter-occupied housing units.
Townhouse (or Row House)	Single-family attached residence separated from another by party walls, usually on a narrow lot offering small front and back-yards; also called a row house.
Very Low Income	Person or Household whose gross household income does not exceed 50% of Area Median Income adjusted for Household size.
Zoning	Classification and regulation of land by local governments according to use categories (zones); often also includes density designations.

Demographic Data

Pop-Facts® Demographic Snapshot | Summary

Trade Area: Lithonia, GA/PA

Population	
2000 Census	111,154
2010 Census	134,236
2020 Estimate	152,418
2025 Projection	161,540
Population Growth	
Percent Change: 2000 to 2010	20.77
Percent Change: 2010 to 2020	13.54
Percent Change: 2020 to 2025	5.99
Households	
2000 Census	38,407
2010 Census	49,307
2020 Estimate	56,600
2025 Projection	60,142
Household Growth	
Percent Change: 2000 to 2010	28.38
Percent Change: 2010 to 2020	14.79
Percent Change: 2020 to 2025	6.26
Family Households	
2000 Census	28,302
2010 Census	33,431
2020 Estimate	38,302
2025 Projection	40,679
Family Household Growth	
Percent Change: 2000 to 2010	18.12
Percent Change: 2010 to 2020	14.57
Percent Change: 2020 to 2025	6.21

Benchmark: USA

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Pop-Facts® Demographic Snapshot | Population & Race

Trade Area: Lithonia, GAPMA

Total Population: 152,418 | Total Households: 56,600

	Count	%
2020 Est. Population by Single-Classification Race		
White Alone	14,160	9.29
Black/African American Alone	129,212	84.78
American Indian/Alaskan Native Alone	341	0.22
Asian Alone	1,097	0.72
Native Hawaiian/Pacific Islander Alone	74	0.05
Some Other Race Alone	4,167	2.73
Two or More Races	3,367	2.21
2020 Est. Population by Hispanic or Latino Origin		
Not Hispanic or Latino	143,008	93.83
Hispanic or Latino	9,410	6.17
Mexican Origin	6,712	71.33
Puerto Rican Origin	850	9.03
Cuban Origin	291	3.09
All Other Hispanic or Latino	1,557	16.55
2020 Est. Pop by Race, Asian Alone, by Category		
Chinese, except Taiwanese	203	18.50
Filipino	223	20.33
Japanese	12	1.09
Asian Indian	297	27.07
Korean	44	4.01
Vietnamese	205	18.69
Cambodian	13	1.19
Hmong	0	0.00
Laotian	5	0.46
Thai	2	0.18
All Other Asian Races Including 2+ Category	93	8.48
2020 Est. Population by Ancestry		
Arab	28	0.02
Czech	12	0.01
Danish	29	0.02
Dutch	198	0.13
English	1,823	1.20
French (Excluding Basque)	279	0.18
French Canadian	99	0.07
German	1,633	1.07
Greek	121	0.08
Hungarian	6	0.00
Irish	1,799	1.18
Italian	1,018	0.67
Lithuanian	6	0.00
Norwegian	104	0.07
Polish	134	0.09
Portuguese	43	0.03
Russian	45	0.03
Scotch-Irish	462	0.30
Scottish	397	0.26
Slovak	0	0.00
Sub-Saharan African	9,691	6.36
Swedish	267	0.17
Swiss	16	0.01
Ukrainian	20	0.01
United States or American	4,246	2.79
Welsh	116	0.08
West Indian (Excluding Hispanic groups)	12,192	8.00
Other ancestries	97,934	64.25
Ancestries Unclassified	19,700	12.93
2020 Est. Pop Age 5+ by Language Spoken At Home		
Speak Only English at Home	126,209	89.01
Speak Asian/Pacific Isl. Lang. at Home	634	0.45
Speak Indo-European Language at Home	1,953	1.38
Speak Spanish at Home	9,414	6.64
Speak Other Language at Home	3,589	2.53
2020 Est. Hisp. or Latino Pop by Single-Class. Race		
White Alone	3,376	35.88
Black/African American Alone	1,390	14.77
American Indian/Alaskan Native Alone	91	0.97
Asian Alone	23	0.24
Native Hawaiian/Pacific Islander Alone	0	0.00
Some Other Race Alone	3,892	41.36
Two or More Races	638	6.78

Benchmark: USA

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Pop-Facts® Demographic Snapshot | Population & Race

Trade Area: Lithonia, GАПMA

Total Population: 152,418 | Total Households: 56,600

	Count	%
2020 Est. Population by Sex		
Male	68,823	45.15
Female	83,595	54.85
2020 Est. Population by Age		
Age 0 - 4	10,619	6.97
Age 5 - 9	10,701	7.02
Age 10 - 14	10,491	6.88
Age 15 - 17	6,603	4.33
Age 18 - 20	6,044	3.96
Age 21 - 24	8,229	5.40
Age 25 - 34	23,163	15.20
Age 35 - 44	20,591	13.51
Age 45 - 54	20,633	13.54
Age 55 - 64	18,413	12.08
Age 65 - 74	11,562	7.59
Age 75 - 84	4,064	2.67
Age 85 and over	1,305	0.86
Age 16 and over	118,435	77.70
Age 18 and over	114,004	74.80
Age 21 and over	107,960	70.83
Age 65 and over	16,931	11.11
Median Age	-	35.17
Average Age	-	36.38
2020 Est. Pop Age 15+ by Marital Status		
Total, Never Married	54,942	45.55
Male, Never Married	24,959	20.69
Female, Never Married	29,983	24.86
Married, Spouse Present	35,811	29.69
Married, Spouse Absent	7,325	6.07
Widowed	5,607	4.65
Male, Widowed	585	0.48
Female, Widowed	5,022	4.16
Divorced	16,922	14.03
Male, Divorced	6,189	5.13
Female, Divorced	10,733	8.90
2020 Est. Male Population by Age		
Male: Age 0 - 4	5,398	7.84
Male: Age 5 - 9	5,440	7.90
Male: Age 10 - 14	5,332	7.75
Male: Age 15 - 17	3,298	4.79
Male: Age 18 - 20	3,033	4.41
Male: Age 21 - 24	4,026	5.85
Male: Age 25 - 34	10,348	15.04
Male: Age 35 - 44	8,803	12.79
Male: Age 45 - 54	8,817	12.81
Male: Age 55 - 64	7,655	11.12
Male: Age 65 - 74	4,695	6.82
Male: Age 75 - 84	1,613	2.34
Male: Age 85 and over	365	0.53
Median Age, Male	-	32.54
Average Age, Male	-	34.43
2020 Est. Female Population by Age		
Female: Age 0 - 4	5,221	6.25
Female: Age 5 - 9	5,261	6.29
Female: Age 10 - 14	5,159	6.17
Female: Age 15 - 17	3,305	3.95
Female: Age 18 - 20	3,011	3.60
Female: Age 21 - 24	4,203	5.03
Female: Age 25 - 34	12,815	15.33
Female: Age 35 - 44	11,788	14.10
Female: Age 45 - 54	11,816	14.13
Female: Age 55 - 64	10,758	12.87
Female: Age 65 - 74	6,867	8.21
Female: Age 75 - 84	2,451	2.93
Female: Age 85 and over	940	1.13
Median Age, Female	-	37.34
Average Age, Female	-	37.96

Benchmark: USA

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Pop-Facts® Demographic Snapshot | Housing & Households

Trade Area: Lithonia, GAPMA

Total Population: 152,418 | Total Households: 56,600

	Count	%
2020 Est. Households by Household Type		
Family Households	38,302	67.67
NonFamily Households	18,298	32.33
2020 Est. Group Quarters Population		
2020 Est. Group Quarters Population	1,057	0.69
2020 HHs By Ethnicity, Hispanic/Latino		
2020 HHs By Ethnicity, Hispanic/Latino	2,323	4.10
2020 Est. Family HH Type by Presence of Own Child.		
Married Couple Family, own children	9,164	23.93
Married Couple Family, no own children	9,872	25.77
Male Householder, own children	1,586	4.14
Male Householder, no own children	1,777	4.64
Female Householder, own children	9,550	24.93
Female Householder, no own children	6,353	16.59
2020 Est. Households by Household Size		
1-Person Household	15,774	27.87
2-Person Household	15,142	26.75
3-Person Household	10,466	18.49
4-Person Household	7,768	13.72
5-Person Household	4,144	7.32
6-Person Household	2,012	3.56
7-or-more-person	1,294	2.29
2020 Est. Average Household Size	-	2.67
2020 Est. Households by Number of Vehicles		
No Vehicles	3,951	6.98
1 Vehicle	22,725	40.15
2 Vehicles	19,514	34.48
3 Vehicles	7,384	13.05
4 Vehicles	2,135	3.77
5 or more Vehicles	891	1.57
2020 Est. Average Number of Vehicles	-	1.72
2020 Est. Occupied Housing Units by Tenure		
Housing Units, Owner-Occupied	33,891	59.88
Housing Units, Renter-Occupied	22,709	40.12
2020 Owner Occ. HUs: Avg. Length of Residence		
2020 Owner Occ. HUs: Avg. Length of Residence	-	14.43
2020 Renter Occ. HUs: Avg. Length of Residence		
2020 Renter Occ. HUs: Avg. Length of Residence	-	5.49
2020 Est. Owner-Occupied Housing Units by Value		
Value Less Than \$20,000	632	1.86
Value \$20,000 - \$39,999	697	2.06
Value \$40,000 - \$59,999	797	2.35
Value \$60,000 - \$79,999	2,053	6.06
Value \$80,000 - \$99,999	3,278	9.67
Value \$100,000 - \$149,999	8,836	26.07
Value \$150,000 - \$199,999	6,629	19.56
Value \$200,000 - \$299,999	5,880	17.35
Value \$300,000 - \$399,999	1,974	5.83
Value \$400,000 - \$499,999	1,354	4.00
Value \$500,000 - \$749,999	755	2.23
Value \$750,000 - \$999,999	407	1.20
Value \$1,000,000 - \$1,499,999	340	1.00
Value \$1,500,000 - \$1,999,999	69	0.20
Value \$2,000,000 or more	190	0.56
2020 Est. Median All Owner-Occupied Housing Value	-	154,250.70

Benchmark: USA

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Pop-Facts® Demographic Snapshot | Housing & Households

Trade Area: Lithonia, GAPMA

Total Population: 152,418 | Total Households: 56,600

	Count	%
2020 Est. Housing Units by Units in Structure		
1 Unit Attached	4,616	7.28
1 Unit Detached	38,290	60.41
2 Units	1,302	2.05
3 to 4 Units	2,345	3.70
5 to 19 Units	11,788	18.60
20 to 49 Units	3,125	4.93
50 or More Units	551	0.87
Mobile Home or Trailer	1,365	2.15
Boat, RV, Van, etc.	0	0.00
2020 Est. Housing Units by Year Structure Built		
Built 2014 or Later	7,131	11.25
Built 2010 to 2013	660	1.04
Built 2000 to 2009	14,957	23.60
Built 1990 to 1999	13,565	21.40
Built 1980 to 1989	12,825	20.23
Built 1970 to 1979	8,981	14.17
Built 1960 to 1969	2,646	4.17
Built 1950 to 1959	1,107	1.75
Built 1940 to 1949	635	1.00
Built 1939 or Earlier	875	1.38
2020 Housing Units by Year Structure Built		
2020 Est. Median Year Structure Built	-	1,993.49
2020 Est. Households by Presence of People Under 18		
2020 Est. Households by Presence of People Under 18	23,795	42.04
Households with 1 or More People under Age 18		
Married Couple Family	10,214	42.92
Other Family, Male Householder	1,967	8.27
Other Family, Female Householder	11,402	47.92
NonFamily Household, Male Householder	140	0.59
NonFamily Household, Female Householder	72	0.30
2020 Est. Households with No People under Age 18		
Households with No People under Age 18	32,805	57.96
Households with No People under Age 18		
Married Couple Family	8,824	26.90
Other Family, Male Householder	1,395	4.25
Other Family, Female Householder	4,496	13.71
NonFamily, Male Householder	7,387	22.52
NonFamily, Female Householder	10,703	32.63

Benchmark: USA

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Pop-Facts® Demographic Snapshot | Affluence & Education

Trade Area: Lithonia, GA/PMA

Total Population: 152,418 | Total Households: 56,600

	Count	%
2020 Est. Pop Age 25+ by Edu. Attainment		
Less than 9th Grade	3,871	3.88
Some High School, No Diploma	6,715	6.73
High School Graduate (or GED)	28,560	28.64
Some College, No Degree	24,614	24.68
Associate's Degree	8,930	8.95
Bachelor's Degree	17,977	18.03
Master's Degree	6,998	7.02
Professional Degree	903	0.91
Doctorate Degree	1,163	1.17
2020 Est. Pop Age 25+ by Edu. Attain., Hisp./Lat.		
High School Diploma	1,934	40.36
High School Graduate	1,492	31.14
Some College or Associate's Degree	990	20.66
Bachelor's Degree or Higher	376	7.85
2020 Est. Households by HH Income		
Income < \$15,000	5,562	9.83
Income \$15,000 - \$24,999	5,119	9.04
Income \$25,000 - \$34,999	5,244	9.27
Income \$35,000 - \$49,999	8,579	15.16
Income \$50,000 - \$74,999	11,705	20.68
Income \$75,000 - \$99,999	7,777	13.74
Income \$100,000 - \$124,999	5,032	8.89
Income \$125,000 - \$149,999	2,941	5.20
Income \$150,000 - \$199,999	2,384	4.21
Income \$200,000 - \$249,999	1,093	1.93
Income \$250,000 - \$499,999	814	1.44
Income \$500,000+	350	0.62
2020 Est. Average Household Income	--	73,956.56
2020 Est. Median Household Income	--	57,330.77
2020 Median HH Inc. by Single-Class. Race or Eth.		
White Alone	--	47,930.51
Black or African American Alone	--	58,491.09
American Indian and Alaskan Native Alone	--	50,839.83
Asian Alone	--	48,841.56
Native Hawaiian and Other Pacific Islander Alone	--	19,576.33
Some Other Race Alone	--	48,997.74
Two or More Races	--	68,542.04
Hispanic or Latino	--	35,449.63
Not Hispanic or Latino	--	58,712.67
2020 Est. Families by Poverty Status		
2020 Families at or Above Poverty	33,203	86.69
2020 Families at or Above Poverty with children	17,083	44.60
2020 Families Below Poverty	5,099	13.31
2020 Families Below Poverty with children	4,073	10.63

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Pop-Facts® Demographic Snapshot | Education & Occupation

Trade Area: Lithonia, GAPMA

Total Population: 152,418 | Total Households: 56,600

	Count	%
2020 Est. Employed Civilian Population 16+ by Occupation Classification		
White Collar	43,367	60.03
Blue Collar	15,949	22.08
Service and Farming	12,924	17.89
2020 Est. Workers Age 16+ by Travel Time to Work		
Less than 15 Minutes	10,022	14.88
15 - 29 Minutes	16,392	24.33
30 - 44 Minutes	18,341	27.23
45 - 59 Minutes	8,834	13.11
60 or more Minutes	13,777	20.45
2020 Est. Avg Travel Time to Work in Minutes	-	39.73
2020 Est. Workers Age 16+ by Transp. to Work		
2020 Est. Workers Age 16+ by Transp. to Work	70,468	100.00
Drove Alone	53,283	75.61
Carpooled	7,782	11.04
Public Transport	4,281	6.08
Walked	495	0.70
Bicycle	109	0.15
Other Means	867	1.23
Worked at Home	3,651	5.18
2020 Est. Civ. Employed Pop 16+ by Class of Worker		
2020 Est. Civ. Employed Pop 16+ by Class of Worker	72,240	100.00
For-Profit Private Workers	50,898	70.46
Non-Profit Private Workers)	4,570	6.33
Local Government Workers	5,429	7.51
State Government Workers	2,917	4.04
Federal Government Workers	2,759	3.82
Self-Employed Workers	5,598	7.75
Unpaid Family Workers	69	0.10
2020 Est. Civ. Employed Pop 16+ by Occupation		
Architecture/Engineering	591	0.82
Arts/Design/Entertainment/Sports/Media	592	0.82
Building/Grounds Cleaning/Maintenance	2,653	3.67
Business/Financial Operations	2,935	4.06
Community/Social Services	1,588	2.20
Computer/Mathematical	1,416	1.96
Construction/Extraction	2,925	4.05
Education/Training/Library	4,525	6.26
Farming/Fishing/Forestry	23	0.03
Food Preparation/Serving Related	3,475	4.81
Healthcare Practitioner/Technician	4,355	6.03
Healthcare Support	1,572	2.18
Installation/Maintenance/Repair	1,821	2.52
Legal	483	0.67
Life/Physical/Social Science	673	0.93
Management	5,984	8.28
Office/Administrative Support	12,736	17.63
Production	4,779	6.62
Protective Services	2,303	3.19
Sales/Related	7,489	10.37
Personal Care/Service	2,898	4.01
Transportation/Material Moving	6,424	8.89
2020 Est. Pop Age 16+ by Employment Status		
In Armed Forces	123	0.10
Civilian - Employed	74,317	62.75
Civilian - Unemployed	6,535	5.52
Not in Labor Force	37,460	31.63

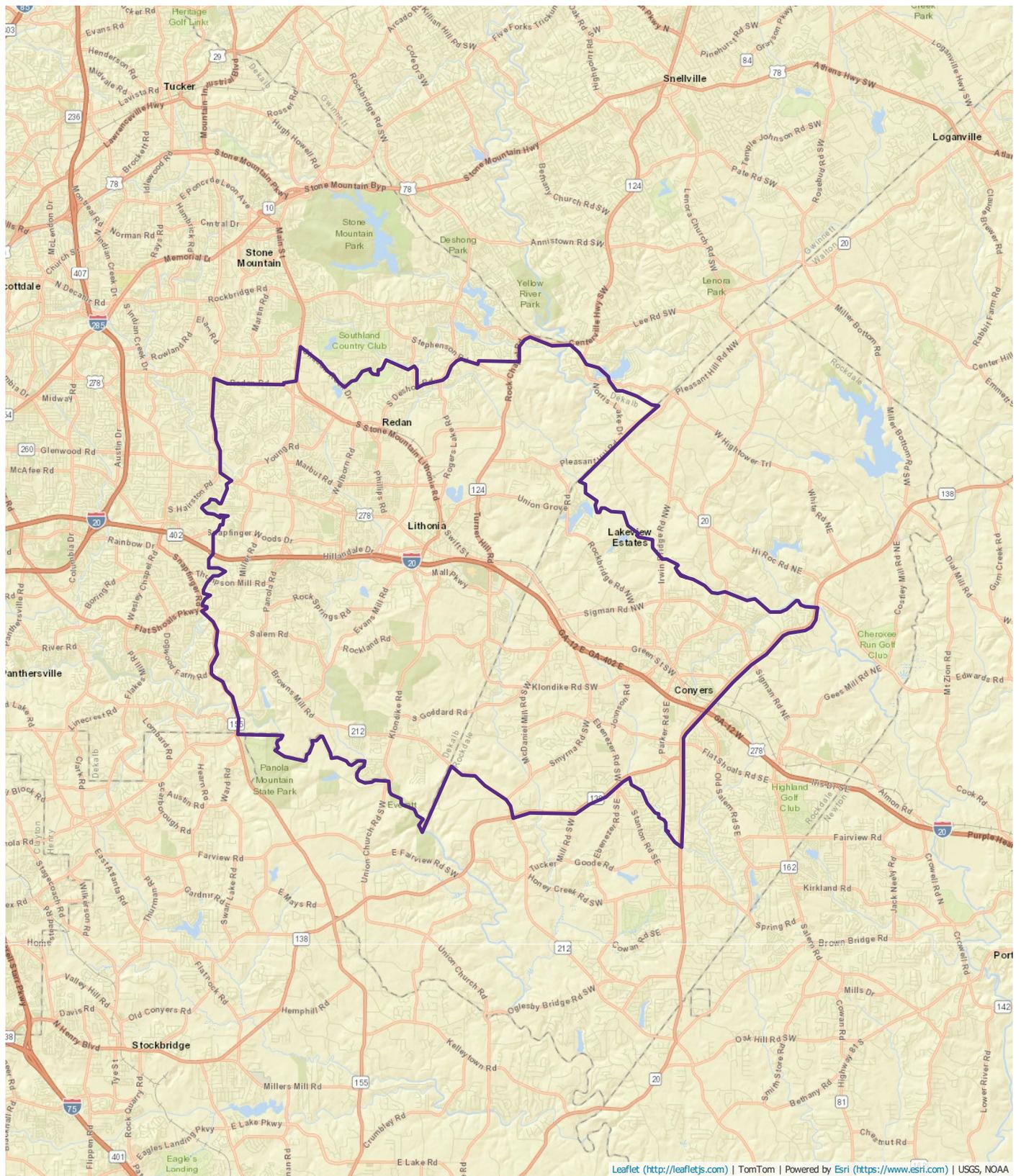
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Pop-Facts® Demographic Snapshot | Map

Trade Area: Lithonia, GAPMA

Total Population: 152,418 | Total Households: 56,600



Pop-Facts® Census Demographics | Summary

Trade Area: Lithonia, GAPMA

	Total	%
Population		
2000 Census	111,154	100.00
2010 Census	134,236	100.00
2020 Estimate	152,418	100.00
2025 Projection	161,540	100.00
Population Growth		
Percent Change: 2000 to 2010	--	20.77
Percent Change: 2010 to 2020	--	13.54
Percent Change: 2020 to 2025	--	5.99
Households		
2000 Census	38,407	100.00
2010 Census	49,307	100.00
2020 Estimate	56,600	100.00
2025 Projection	60,142	100.00
Household Growth		
Percent Change: 2000 to 2010	--	28.38
Percent Change: 2010 to 2020	--	14.79
Percent Change: 2020 to 2025	--	6.26
Family Households		
2000 Census	28,302	100.00
2010 Census	33,431	100.00
2020 Estimate	38,302	100.00
2025 Projection	40,679	100.00
Family Household Growth		
Percent Change: 2000 to 2010	--	18.12
Percent Change: 2010 to 2020	--	14.57
Percent Change: 2020 to 2025	--	6.21

Benchmark: USA

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Pop-Facts® Census Demographics | Population & Race

Trade Area: Lithonia, GA/PMA

Total Population: 152,418

	Count	%
2010 Population by Single Race Classification		
White Alone	16,392	12.21
Black/African American Alone	110,375	82.22
American Indian/Alaskan Native Alone	338	0.25
Asian Alone	902	0.67
Native Hawaiian/Pacific Islander Alone	54	0.04
Some Other Race Alone	3,677	2.74
Two or More Races	2,498	1.86
2010 Population by Ethnicity		
Hispanic/Latino	8,228	6.13
Not Hispanic/Latino	126,008	93.87
2010 Hispanic/Latino Population by Single-Classification Race		
White Alone	2,756	2.05
Black/African American Alone	1,363	1.01
American Indian/Alaskan Native Alone	84	0.06
Asian Alone	18	0.01
Native Hawaiian/Pacific Islander Alone	0	0.00
Some Other Race Alone	3,405	2.54
Two or More Races	602	0.45
2010 Population by Sex		
Male	60,882	45.35
Female	73,354	54.65
Male to Female Ratio	-	0.83
2010 Population by Age		
Age 0 - 4	9,999	7.45
Age 5 - 9	10,360	7.72
Age 10 - 14	11,137	8.30
Age 15 - 17	7,175	5.34
Age 18 - 20	5,950	4.43
Age 21 - 24	7,369	5.49
Age 25 - 34	19,065	14.20
Age 35 - 44	21,014	15.65
Age 45 - 54	19,750	14.71
Age 55 - 64	13,268	9.88
Age 65 - 74	5,509	4.10
Age 75 - 84	2,609	1.94
Age 85+	1,031	0.77
Age 15+	102,740	76.54
Age 16+	100,381	74.78
Age 18+	95,565	71.19
Age 21+	89,615	66.76
Age 25+	82,246	61.27
Age 65+	9,149	6.82
Median Age	-	33.00
2010 Male Population by Age		
Age 0 - 4	5,054	3.77
Age 5 - 9	5,308	3.95
Age 10 - 14	5,672	4.22
Age 15 - 17	3,614	2.69
Age 18 - 20	2,991	2.23
Age 21 - 24	3,529	2.63
Age 25 - 34	8,316	6.20
Age 35 - 44	8,990	6.70
Age 45 - 54	8,264	6.16
Age 55 - 64	5,646	4.21
Age 65 - 74	2,357	1.76
Age 75 - 84	917	0.68
Age 85+	224	0.17
Median Age, Male	-	30.14
2010 Female Population by Age		
Age 0 - 4	4,945	3.68
Age 5 - 9	5,052	3.76
Age 10 - 14	5,465	4.07
Age 15 - 17	3,561	2.65
Age 18 - 20	2,959	2.20
Age 21 - 24	3,840	2.86
Age 25 - 34	10,749	8.01
Age 35 - 44	12,024	8.96
Age 45 - 54	11,486	8.56
Age 55 - 64	7,622	5.68
Age 65 - 74	3,152	2.35
Age 75 - 84	1,692	1.26
Age 85+	807	0.60
Median Age, Female	-	35.09

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Pop-Facts® Census Demographics | Housing & Households

Trade Area: Lithonia, GAPMA

Total Households: 56,600

	Count	%
2010 Households by Household Type		
Family Households	33,431	67.80
NonFamily Households	15,876	32.20
2010 Group Quarters Population		
Group Quarters Population	1,200	0.89
2010 Hispanic or Latino Households		
Hispanic/Latino Households	2,005	4.07
2010 Households by Household Size		
1-Person Household	13,467	27.31
2-Person Household	13,224	26.82
3-Person Household	9,098	18.45
4-Person Household	6,924	14.04
5-Person Household	3,683	7.47
6-Person Household	1,668	3.38
7+ Person Household	1,243	2.52
2010 Family Households by Type by Presence of Children		
Married Couple Family, With Own Kids	8,012	23.97
Married Couple Family, Without Own Kids	8,713	26.06
Male Householder, With Own Kids	1,381	4.13
Male Householder, Without Own Kids	1,566	4.68
Female Householder, With Own Kids	8,231	24.62
Female Householder, Without Own Kids	5,528	16.54
2010 Households by Presence of People Under Age 18		
Households with People Under 18 Years old	20,680	41.94
Married Couple Family	8,935	18.12
Other Family Household, Male Householder	1,717	3.48
Other Family Household, Female Householder	9,845	19.97
NonFamily Household, Male Householder	120	0.24
NonFamily Household, Female Householder	63	0.13
2010 Occupied Housing Units by Tenure		
Renter-Occupied	19,565	39.68
Owner-Occupied	29,742	60.32

Benchmark: USA

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Report Details

Name: Executive Dashboard
Date / Time: 7/28/2020 11:10:52 AM
Workspace Vintage: 2020

Trade Area

Name	Level	Geographies
Lithonia, GA PMA	Census Tract	13089-023210; 13089-023211; 13089-023212; 13089-023214; 13089-023303; 13089-023306; 13089-023309; 13089-023310; 13089-023313; 13089-023314; 13089-023315; 13089-023416; 13089-023418; 13089-023427; 13089-023428; 13247-060201; 13247-060202; 13247-060304; 13247-060308; 13247-060309

Benchmark

Name	Level	Geographies
USA	Entire US	United States

DataSource

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