

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

**HIGHLAND**

**TERRACE PHASE**

**II**

# **A MARKET CONDITIONS AND PROJECT EVALUATION SUMMARY OF: HIGHLAND TERRACE PHASE II**

705 35<sup>th</sup> Street  
Columbus, Muscogee County, Georgia 31904

Effective Date: May 28, 2020  
Report Date: September 18, 2020

Prepared for:  
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Decatur, Georgia 30030

Prepared by:  
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September 18, 2020

Sara Patenaude  
Project Manager  
Tapestry Development Group, Inc.  
708 Church Street  
Decatur, Georgia 30030

Re: Application Market Study for Highland Terrace Phase II, located in Columbus, Muscogee County, Georgia

Dear Ms. Patenaude:

At your request, Novogradac Consulting LLP performed a study of the multifamily rental market in the Columbus, Muscogee County, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project.

The purpose of this market study is to assess the viability of the proposed 132-unit family LIHTC project. It will be a newly constructed affordable LIHTC project, with 132 revenue generating units, restricted to households earning 50, 60, and 70 percent of the Area Median Income (AMI) or less. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions.

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

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

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

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

guidelines. We inform the reader that other users of this document may underwrite the LIHTC rents to a different standard than contained in this report.

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

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

- Clients and market participants throughout the country report April and May collections that were better than expected for all types of multifamily properties. Particularly for affordable housing.
- Based upon various conversations with market participants and published articles and webinars many believe that multi-family real estate will be impacted but significantly less so than other sectors. Further, the impact is expected to be shorter lived. Many view multi-family as a safer haven during this period of uncertainty.
- Novogradac maintains a proprietary database of operating results from our surveys of affordable and market rate properties. The database was implemented in 2005 and contains over 100,000 individual properties. The national occupancy rate for two-bedroom, 60 percent LIHTC properties dipped slightly during the Great Recession, but began a rebound after 2009. In 2008, the occupancy rate was at 96.3 percent and it dropped less than one percentage point during the slowdown, dropping to 95.4 percent in 2009 before beginning a gradual increase that slowed between 2016 and 2018 but continued through 2019. We do not suggest this prior recession will be the same as the current economic situation but this data supports the point made above and illustrates the resilience in the affordable housing sector.
- States are starting to plan the reopening over the next several weeks to a month. As of May 5, Georgia has loosened stay at home restrictions with the exception of those 65 and older and other at-risk individuals and has allowed many non-essential businesses to re-open. That should open various job segments creating more stability and demand.
- The Subject will likely avoid impact as it is affordable housing, which is somewhat insulated from economic drop. Additionally, construction on the Subject is not anticipated to be completed until June 2022, which is considered outside of the primary window from the pandemic.
- Finally, there have been transactions that were started prior to shutdown that have recently closed without adjustment.

The authors of this report certify that we are not part of the development team, owner of the Subject property, general contractor, nor are we affiliated with any member of the development team engaged in the

MS. SARA PATENAUDE  
TAPESTRY DEVELOPMENT GROUP, INC.  
SEPTEMBER 18, 2020

development of the Subject property or the development's partners or intended partners. Please do not hesitate to contact us if there are any questions regarding the report or if Novogradac Consulting LLP can be of further assistance. It has been our pleasure to assist you with this project.

Respectfully submitted,  
Novogradac Consulting LLP



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## **B. EXECUTIVE SUMMARY**

## EXECUTIVE SUMMARY

### 1. Project Description

Highland Terrace Phase II will be a newly constructed family property located at 705 35<sup>th</sup> Street in Columbus, Muscogee County, Georgia, which will consist of five, three and four-story, residential buildings in addition to one community building. The following table illustrates the proposed unit mix.

PROPOSED RENTS								
Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2020 LIHTC Maximum Allowable Gross Rent	2020 HUD Fair Market Rents	
@50%								
1BR / 1BA	750	5	\$525	\$60	\$585	\$585	\$670	
2BR / 2BA	900	18	\$623	\$78	\$701	\$701	\$790	
3BR / 2BA	1,100	9	\$702	\$108	\$810	\$810	\$1,062	
@60%								
1BR / 1BA	750	9	\$642	\$60	\$702	\$702	\$670	
2BR / 2BA	900	36	\$763	\$78	\$841	\$841	\$790	
3BR / 2BA	1,100	23	\$864	\$108	\$972	\$972	\$1,062	
@70%								
1BR / 1BA	750	4	\$759	\$60	\$819	\$819	\$670	
2BR / 2BA	900	18	\$903	\$78	\$981	\$981	\$790	
3BR / 2BA	1,100	10	\$1,026	\$108	\$1,134	\$1,134	\$1,062	
		<b>132</b>						

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

The Subject’s proposed rents are set at the maximum allowable levels for each unit type and AMI level. The Subject will offer inferior to similar in-unit amenities in comparison to the LIHTC and market rate comparable properties and inferior to superior property amenities. The Subject will offer walk-in closets, a business center, community room, and exercise facility, which many of the comparables will lack. However, the Subject will not offer balconies/patios, a playground, or a swimming pool, which are offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market.

### 2. Site Description/Evaluation

The Subject site is located on the north side of 35th Street. The Subject site is currently vacant land with vacant buildings set for demolition and removal. North of the Subject site is Highland Terrace Phase I, the Subject’s sister property. Highland Terrace Phase I is under construction and has been excluded as a comparable for this report given its dissimilar tenancy. Farther north are single-family homes in average condition. East of the Subject site are railroad tracks and commercial uses in average condition. The Subject site’s proximity to railroad tracks could be considered a negative attribute. However, this does not appear to be a detriment in the neighborhood given the high occupancy rates of single-family homes and multifamily developments in the area. Further, we did not experience excessive noise associated with the railroad tracks upon inspection. Farther east are single-family homes in average condition and commercial uses in average condition. South of the Subject site are commercial uses in average condition and Wilson Homes, a multifamily development in average condition that is excluded as a comparable as it offers subsidized rents. Farther south are single-family homes in average condition and commercial uses in average condition. West of the Subject site is Fox Elementary School in average condition. Farther west are single-family homes in average condition, houses of worship in average condition, and commercial uses in average condition. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. The Subject site is considered “Somewhat Walkable” by Walkscore with a rating of 56 out of 100. Total crime risk indices in the PMA are above the

surrounding MSA. Both geographic areas feature crime risk indices above the overall nation. In terms of security features, the proposed subject will offer perimeter fencing, limited access, and video surveillance. The majority of the comparable properties offer some form of security features. Thus, it appears the Subject's security features are market-oriented. The Subject site is considered a desirable building site for rental housing. The Subject site is located in a mixed-use neighborhood. The uses surrounding the Subject are in average condition and the site has good proximity to locational amenities, most of which are within 0.6 mile of the Subject site.

### **3. Market Area Definition**

The PMA is defined by Double Churches Road to the north, The Muscogee County Line to the west, U.S. Highway 27 and Andrews Road to the south, and Interstate 185 to the east. This area includes the cities of Columbus and Bibb City. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 4.1 miles  
East: 3.8 miles  
South: 3.5 miles  
West: 3.7 miles

The PMA is defined based on interviews with the local housing authority and property managers at comparable properties. Many property managers indicated that a significant portion of their tenants come from throughout Columbus and Muscogee County. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2020 market study guidelines, we do not account for leakage in our demand analysis found later in this report. The farthest PMA boundary from the Subject is approximately 4.1 miles. The SMA is defined as the Columbus, GA-AL Metropolitan Statistical Area (MSA), which consists of Russell, Chattahoochee, Marion, Muscogee, and Harris Counties in southwest Georgia and southeast Alabama, and encompasses 1,960 square miles.

### **4. Community Demographic Data**

Between 2010 and 2019, there was approximately 0.3 percent annual decline in population in the PMA, while the MSA and national population experienced growth over the same time period. Over the next five years, the population growth in the PMA is projected to stabilize, and remain below the MSA and national projections. The current population of the PMA is 51,266 and is expected to be 51,310 in 2022. The current number of households in the PMA is 21,551 and is expected to be 21,620 in 2022. Renter households are concentrated in the lowest income cohorts, with 36.3 percent of renters in the PMA earning between \$20,000 and \$49,999 annually. The Subject will target households earning between \$20,057 and \$47,110. Therefore, the Subject should be well-positioned to service this market. Overall, while population growth has been stagnant, the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

According to *RealtyTrac* statistics, one in every 9,569 housing units nationwide was in some stage of foreclosure as of April 2020. The City of Columbus is experiencing a foreclosure rate of one in every 8,991 homes, while Muscogee County is experiencing foreclosure rate of one in every 8,991 homes and Georgia is experiencing one foreclosure in every 11,360 housing units. Overall, Columbus is experiencing a higher foreclosure rate than the nation and Georgia, and similar to Muscogee County as a whole. The Subject's neighborhood does not have a significant amount of abandoned or vacant structures that would impact the marketability of the Subject.

## 5. Economic Data

Employment in the PMA is concentrated in the healthcare/social assistance, retail trade, and accommodation/food services industries, which collectively comprise 40.2 percent of local employment. The large share of PMA employment in retail trade and accommodation/food services is notable as both industries are historically volatile, and prone to contraction during recessionary periods. However, the PMA also has a significant share of employment in the healthcare industry, which is historically known to exhibit greater stability during recessionary periods. The PMA and the Columbus, GA-AL MSA are economically reliant on healthcare and Fort Benning, a major base. Employment is concentrated in industries relating to or supporting the base, which is the largest employer in the region. Industries related to hospitality also represent major employment sectors in the PMA. In February 2020, Fort Benning announcing that it is reactivating the 197th Infantry Brigade to meet the demand for infantry soldiers. More than 500 soldiers will be coming to Fort Benning when the brigade is activated. Relative to the overall nation, the PMA features comparatively greater employment in the accommodation/food services, finance/insurance, and retail trade industries. Conversely, the PMA is underrepresented in the manufacturing, professional/scientific/technology services, and transportation /warehousing industries. The overconcentration of accommodation/food services and retail trade employment may make the Subject area more susceptible to employment losses from the ongoing COVID-19 pandemic than the nation overall. However, the significant employment in the healthcare/social assistance sector should provide stability to the area workforce.

Since 2012, average employment growth in the MSA trailed the nation in all but one year. As of March 2020, MSA employment is below record levels and is declining at an annualized rate of 2.2 percent, compared to a 0.8 percent decrease across the overall nation. Thus, it appears the area has been negatively impacted as a result of the COVID-19 pandemic. Georgia has begun to reopen several businesses in the state as of April 2020, but a return to full economic potential is unlikely while the global health crisis continues. The most recent data show unemployment in the MSA at a higher level than the nation. The MSA was heavily impacted by the recession, and has yet to recover its recessionary job losses. As a result of the COVID- 19 pandemic and stay-at-home orders, record national unemployment claims began in March 2020 and will likely continue in the near future.

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

## 6. Project-Specific Affordability and Demand Analysis

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

**CAPTURE RATE ANALYSIS CHART**

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Proposed Rents
1BR @50%	\$20,057	\$24,950	5	616	5	611	0.8%	\$525
1BR @60%	\$24,069	\$29,940	9	654	0	654	1.4%	\$642
1BR @70%	\$28,080	\$34,930	4	644	0	644	0.6%	\$759
1BR Overall	\$20,057	\$34,930	18	1,038	5	1,033	1.7%	-
2BR @50%	\$24,034	\$28,050	18	508	2	506	3.6%	\$623
2BR @60%	\$28,834	\$33,660	36	539	17	522	6.9%	\$763
2BR @70%	\$33,634	\$39,270	18	531	0	531	3.4%	\$903
2BR Overall	\$24,034	\$39,270	72	856	19	837	8.6%	-
3BR @50%	\$27,771	\$33,650	9	232	2	230	3.9%	\$702
3BR @60%	\$33,326	\$40,380	23	246	18	228	10.1%	\$864
3BR @70%	\$38,880	\$47,110	10	242	0	242	4.1%	\$1,026
3BR Overall	\$27,771	\$47,110	42	390	20	370	11.4%	-
@50% Overall	\$20,057	\$33,650	32	1,356	9	1,347	2.4%	-
@60% Overall	\$24,069	\$40,380	68	1,439	35	1,404	4.8%	-
@70% Overall	\$28,080	\$47,110	32	1,417	0	1,417	2.3%	-
Overall	\$20,057	\$47,110	132	2,283	44	2,239	5.9%	-

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

## 7. Competitive Rental Analysis

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent structure. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes ten “true” comparable properties containing 2,231 units.

The availability of LIHTC data is considered average. We include five LIHTC and mixed-income developments, two of which are located in the PMA, between 0.7 and 1.5 miles of the proposed Subject. Three of the comparables, Arbor Pointe I And II, Avalon Apartments, and Springfield Crossing, are located outside of the PMA in Columbus, between 4.5 and 5.4 miles from the proposed Subject in slightly inferior locations with respect to median rents. These are reasonable proxies for the Subject as they are among the most proximate non-subsidized LIHTC developments that target families and agreed to participate in our survey. The LIHTC comparables were built between 2002 and 2020.

The availability of market rate data is considered average. The Subject is located in Columbus and there are several market rate properties in the area. We include five conventional properties in our analysis of the competitive market, three of which are located in the PMA, between 0.3 and 1.7 miles from the Subject site. Two of the comparables, Greystone At River Chase and Rock Island Ridges, are located outside of the PMA in Phenix City, between 1.6 and 2.8 miles from the proposed Subject in similar locations with respect to median rents. These are reasonable proxies for the Subject as they are among the most proximate market rate developments that offer a similar unit mix and condition to the proposed Subject that agreed to participate in our survey. These comparables were built or renovated between 2002 and 2016. Overall, we believe the market rate properties used in our analysis are the most comparable. Other market rate properties are excluded based on proximity, unit count, and condition. Of note, despite the challenges in interviewing property managers in-person due to the office restrictions related to COVID-19, we were able to personally interview all of the comparables utilized in this report over the phone. All of the comparable properties were interviewed since late April 2020. Eight of the ten surveyed property managers reported that market demand has not

softened as a result of the COVID-19 pandemic and state and local stay-at-home orders. One of the comparable properties, Avalon Apartments, reported an increase in vacancy among its three-bedroom units; however, none of the remaining comparable properties reported a similar trend. Johnston Mill Lofts reported an elevated vacancy rate as the property converted from LIHTC to market rate in 2019. The leasing of these units at market rate has been slowed as a result of the COVID-19 pandemic and the reluctance of tenants to move at this time.

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

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

<b>SUBJECT COMPARISON TO MARKET RENTS</b>					
<b>Unit Type</b>	<b>Subject Proposed Rent</b>	<b>Surveyed Min</b>	<b>Surveyed Max</b>	<b>Surveyed Average</b>	<b>Subject Rent Advantage</b>
1BR @50%	\$525	\$469	\$1,302	\$831	58%
2BR @50%	\$623	\$560	\$1,453	\$900	44%
3BR @50%	\$702	\$593	\$1,847	\$936	33%
1BR @60%	\$642	\$490	\$1,302	\$857	34%
2BR @60%	\$763	\$651	\$1,453	\$925	21%
3BR @60%	\$864	\$694	\$1,847	\$986	14%
1BR @70%	\$759	\$490	\$1,302	\$929	22%
2BR @70%	\$903	\$675	\$1,453	\$1,011	12%
3BR @70%	\$1,026	\$775	\$1,847	\$1,167	14%

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

Rock Island Ridges is achieving the highest one, two, and three-bedroom unrestricted rents in the market. The Subject will be inferior to Rock Island Ridges as a market rate property. Rock Island Ridges was built in 2016 and exhibits good condition, which is slightly inferior to the anticipated excellent condition of the Subject upon completion. Rock Island Ridges is located 1.6 miles from the Subject site and offers a similar location. Rock Island Ridges offers superior in-unit amenities compared to the Subject as it offers balconies/patios and in-unit washers and dryers, which the Subject will not offer, though it lacks ceiling fans, which the Subject will offer. This property offers slightly superior property amenities in comparison to the Subject as it offers a swimming pool, which the Subject will not offer. Rock Island Ridges offers superior unit sizes to the Subject. The lowest one, two, and three-bedroom rents at Rock Island Ridges are approximately 71, 73, and 114 percent higher than the Subject’s proposed rents at 60 percent of the AMI. Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer an advantage when compared to the average rents being achieved at comparable properties.

## 8. Absorption/Stabilization Estimate

We were able to obtain absorption data from two of the recently constructed comparables. Information regarding the absorption periods of these properties is illustrated in the following table.

**ABSORPTION**

Property Name	Rent Structure	Year Built	Number of Units	Units Absorbed / Month
Clafin School Apartments	LIHTC	2020	44	13
Rock Island Ridges	Market	2016	346	23

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. The Subject is proposed new construction. Clafin School Apartments is the most recently completed LIHTC apartment property we surveyed. This property was built in 2020, is 81.8 percent occupied, and has experienced an initial absorption rate of 13 units per month upon opening. Rock Island Ridges is a market rate development that opened in 2016 and experienced an absorption rate of 23 units per month. Based on the absorption pace reported by the comparable properties, the waiting lists at the LIHTC comparables, and the strong demand for affordable housing in the area, we anticipate that the Subject will absorb 15 units per month, for an absorption period of eight to nine months. It should be noted that construction on the Subject is not anticipated to be completed until June 2022, which is considered outside of the primary window from the COVID-19 pandemic.

**9. Overall Conclusion**

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The stabilized LIHTC comparables are experiencing a weighted average vacancy rate of 3.7 percent, which is considered moderate. However, excluding Avalon Apartments, whose elevated vacancy rate appears to be property-specific, vacancy rates at the LIHTC comparables are very low. Further, three of the LIHTC comparables maintain waiting lists, two of which are extensive in length. The low vacancy rates and presence of waiting lists at these properties indicates there is an unmet demand for affordable housing in the area. The Subject will offer inferior to similar in-unit amenities in comparison to the LIHTC and market rate comparable properties and inferior to superior property amenities. The Subject will offer walk-in closets, a business center, community room, and exercise facility, which many of the comparables will lack. However, the Subject will not offer balconies/patios, a playground, or a swimming pool, which are offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered similar to superior in terms of condition to the majority of the comparable properties. The Subject’s proposed unit sizes will be competitive with the comparable properties. Additionally, the Subject’s proposed rents are among the lowest in the market. Given the Subject’s anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at several LIHTC comparable properties, we believe that the Subject is reasonable as proposed. We believe that it will fill a void in the market and will perform well. Further, we believe that the Subject’s affordable operation will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments). The timing of the Subject’s construction will further insulate it from the current COVID-19 pandemic.

**HIGHLAND TERRACE PHASE II- COLUMBUS, GEORGIA – MARKET STUDY**

**Summary Table:**

(must be completed by the analyst and included in the executive summary)

Development Name:	<b>Highland Terrace Phase II</b>	Total # Units:	<b>132</b>
Location:	<u>705 35th Street Columbus, GA 31904</u>	# LIHTC Units:	<b>132</b>
PMA Boundary: <u>North: Double Churches Road; South: U.S. Highway 27 and Andrews Road; East: Interstate 185; West: The Muscogee County Line</u>			
Farthest Boundary Distance to Subject:			<u>4.1 miles</u>

**Rental Housing Stock (found on page 61)**

Type	# Properties*	Total Units	Vacant Units	Average Occupancy
All Rental Housing	47	7,138	191	97.3%
Market-Rate Housing	25	4,573	151	96.7%
<i>Assisted/Subsidized Housing not to include LIHTC</i>	13	1,901	18	99.1%
LIHTC	9	664	22	96.7%
Stabilized Comps	47	7,138	191	97.3%
Properties in Construction & Lease Up	2	204	N/Ap	N/Ap

\*Only includes properties in PMA

Subject Development					Average Market Rent*			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
5	1BR at 50% AMI	1	750	\$525	\$831	\$1.11	58%	\$1,302	\$1.40
18	2BR at 50% AMI	2	900	\$623	\$900	\$1.00	44%	\$1,453	\$1.12
9	3BR at 50% AMI	2	1,100	\$702	\$936	\$0.85	33%	\$1,847	\$1.14
9	1BR at 60% AMI	1	750	\$642	\$857	\$1.14	34%	\$1,302	\$1.40
36	2BR at 60% AMI	2	900	\$763	\$925	\$1.03	21%	\$1,453	\$1.12
23	3BR at 60% AMI	2	1,100	\$864	\$986	\$0.90	14%	\$1,847	\$1.14
4	1BR at 70% AMI	1	750	\$759	\$929	\$1.24	22%	\$1,302	\$1.40
18	2BR at 70% AMI	2	900	\$903	\$1,011	\$1.12	12%	\$1,453	\$1.12
10	3BR at 70% AMI	2	1,100	\$1,026	\$1,167	\$1.06	14%	\$1,847	\$1.14

**Capture Rates (found on page 59)**

Targeted Population	@50%	@60%	@70%	-	-	Overall
Capture Rate:	2.4%	4.8%	2.3%	-	-	5.9%

\*Includes LIHTC and unrestricted (when applicable)

## **C. PROJECT DESCRIPTION**

**PROJECT DESCRIPTION**

- 1. **Project Address and Development Location:** The Subject site is located at 705 35<sup>th</sup> Street in Columbus, Muscogee County, Georgia 31904. The Subject site is currently vacant land with vacant buildings set for demolition and removal.
- 2. **Construction Type:** The Subject will consist of five, three and four-story, residential buildings in addition to one community building. The Subject will be new construction.
- 3. **Occupancy Type:** Families.
- 4. **Special Population Target:** None.
- 5. **Number of Units by Bedroom Type and AMI Level:** See following property profile.
- 6. **Unit Size, Number of Bedrooms and Structure Type:** See following property profile.
- 7. **Rents and Utility Allowances:** See following property profile.
- 8. **Existing or Proposed Project-Based Rental Assistance:** See following property profile.
- 9. **Proposed Development Amenities:** See following property profile.

## HIGHLAND TERRACE PHASE II- COLUMBUS, GEORGIA – MARKET STUDY

Highland Terrace Phase II											
<b>Location</b>	705 35th Street Columbus, GA 31904 Muscogee County										
<b>Units</b>	132										
<b>Type</b>	Garden (Three and four-story)										
Market											
<b>Program</b>	@50%, @60%, @70%						<b>Leasing Pace</b>	n/a			
<b>Annual Turnover Rate</b>	n/a						<b>Change in Rent (Past Year)</b>	n/a			
<b>Units/Month Absorbed</b>	n/a						<b>Concession</b>	n/a			
<b>Section 8 Tenants</b>	n/a										
Utilities											
<b>A/C</b>	not included – central						<b>Other Electric</b>	not included			
<b>Cooking</b>	not included – electric						<b>Water</b>	included			
<b>Water Heat</b>	not included – electric						<b>Sewer</b>	included			
<b>Heat</b>	not included – electric						<b>Trash Collection</b>	included			
Unit Mix (face rent)											
Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?
1	1	Garden (Three and four-story)	5	750	\$525	\$0	@50%	n/a	n/a	n/a	yes
1	1	Garden (Three and four-story)	9	750	\$642	\$0	@60%	n/a	n/a	n/a	yes
1	1	Garden (Three and four-story)	4	750	\$759	\$0	@70%	n/a	n/a	n/a	yes
2	2	Garden (Three and four-story)	18	900	\$623	\$0	@50%	n/a	n/a	n/a	yes
2	2	Garden (Three and four-story)	36	900	\$763	\$0	@60%	n/a	n/a	n/a	yes
2	2	Garden (Three and four-story)	18	900	\$903	\$0	@70%	n/a	n/a	n/a	yes
3	2	Garden (Three and four-story)	9	1,100	\$702	\$0	@50%	n/a	n/a	n/a	yes
3	2	Garden (Three and four-story)	23	1,100	\$864	\$0	@60%	n/a	n/a	n/a	yes
3	2	Garden (Three and four-story)	10	1,100	\$1,026	\$0	@70%	n/a	n/a	n/a	yes
Amenities											
<b>In-Unit</b>	Blinds						<b>Security</b>	Limited Access			
	Carpeting							Perimeter Fencing			
	Central A/C							Video Surveillance			
	Coat Closet										
	Dishwasher										
	Ceiling Fan										
	Microwave										
	Oven										
	Refrigerator										
	Walk-In Closet										
Washer/Dryer hookup											
<b>Property</b>	Business Center/Computer Lab						<b>Premium</b>	none			
	Clubhouse/Meeting Room/Community Room										
	Courtyard										
	Exercise Facility										
	Central Laundry										
	Off-Street Parking										
	On-Site Management										
	Picnic Area										
Recreation Areas											
<b>Services</b>	Adult Education						<b>Other</b>	none			
Comments											
The property will consist of five, three and four-story, residential buildings and one community building targeting families. Construction is set to begin April 2021 and be completed June 2022. Utility allowances for the one, two, and three-bedroom units are \$60, \$78, and \$108, respectively.											

- 10. Scope of Renovations:** The Subject will be new construction.
- 11. Placed in Service Date:** Construction on the Subject is expected to begin in April 2021 and be completed in June 2022.
- Conclusion:** The Subject will be five, excellent-quality brick and vinyl siding three and four-story, apartment buildings, comparable to superior to most of the inventory in the area. As new construction, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical deterioration.

## **D.SITE EVALUATION**

1. **Date of Site Visit and Name of Inspector:** Brian Neukam visited the site on May 28, 2020.

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

**Frontage:** The Subject site has frontage along the north side of 35<sup>th</sup> Street.

**Visibility/Views:** The Subject will be located on the north side of 35<sup>th</sup> Street. Visibility of the site will be good from 35<sup>th</sup> Street. Views from the site will be average and will include Highland Terrace Phase I, the Subject's sister property, to the north. Highland Terrace Phase I is under construction and has been excluded as a comparable for this report given its dissimilar tenancy. Views consist of railroad tracks and commercial uses in average condition to the east. The Subject site's proximity to railroad tracks could be considered a negative attribute. However, this does not appear to be a detriment in the neighborhood given the high occupancy rates of single-family homes and multifamily developments in the area. Further, we did not experience excessive noise associated with the railroad tracks upon inspection. To the south, views consist of commercial uses in average condition and Wilson Homes, a multifamily development in average condition that is excluded as a comparable as it offers subsidized rents. Views to the west consist of Fox Elementary School in average condition.

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



Source: Google Earth, May 2020.

The Subject site is located on the north side of 35<sup>th</sup> Street. The Subject site is currently vacant land with vacant buildings set for demolition and removal. North of the Subject site is Highland Terrace Phase I, the Subject’s sister property. Highland Terrace Phase I is under construction and has been excluded as a comparable for this report given its dissimilar tenancy. East of the Subject site are railroad tracks and commercial uses in average condition. The Subject site’s proximity to railroad tracks could be considered a negative attribute. However, this does not appear to be a detriment in the neighborhood given the high occupancy rates of single-family homes and multifamily developments in the area. Further, we did not experience excessive noise associated with the railroad tracks upon inspection. South of the Subject site are commercial uses in average condition and Wilson Homes, a multifamily development in average condition that is excluded as a comparable as it offers subsidized rents. West of the Subject site is Fox Elementary School in average condition. Based on our inspection of the neighborhood, retail

appeared to be 90 percent occupied. The Subject site is considered “Somewhat Walkable” by Walkscore with a rating of 56 out of 100. The Subject site is considered a desirable building site for rental housing. The Subject site is located in a mixed-use neighborhood. The uses surrounding the Subject are in average condition and the site has good proximity to locational amenities, most of which are within 0.6 mile of the Subject site.

**Positive/Negative Attributes of Site:**

The Subject’s proximity to retail and other locational amenities, including Fox Elementary School, is considered a positive attribute. The Subject site’s proximity to railroad tracks could be considered a negative attribute. However, this does not appear to be a detriment in the neighborhood given the high occupancy rates of single-family homes and multifamily developments in the area. Further, we did not experience excessive noise associated with the railroad tracks upon inspection.

**3. Physical Proximity to Locational Amenities:**

The Subject site is located within 1.4 mile of all locational amenities, most of which are within 0.6 mile.

**4. Pictures of Site and Adjacent Uses:**

The following are pictures of the Subject site and adjacent uses.



View east along 35<sup>th</sup> Street



View west along 35<sup>th</sup> Street



View of Subject site



View of vacant building on Subject site to be demolished



View of vacant building on Subject site to be demolished



View of vacant building on Subject site to be demolished



Commercial use in the Subject's neighborhood



Bus stop in the Subject's neighborhood



House of Worship in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Fox Elementary School in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Highland Terrace Phase I – Under Construction



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood



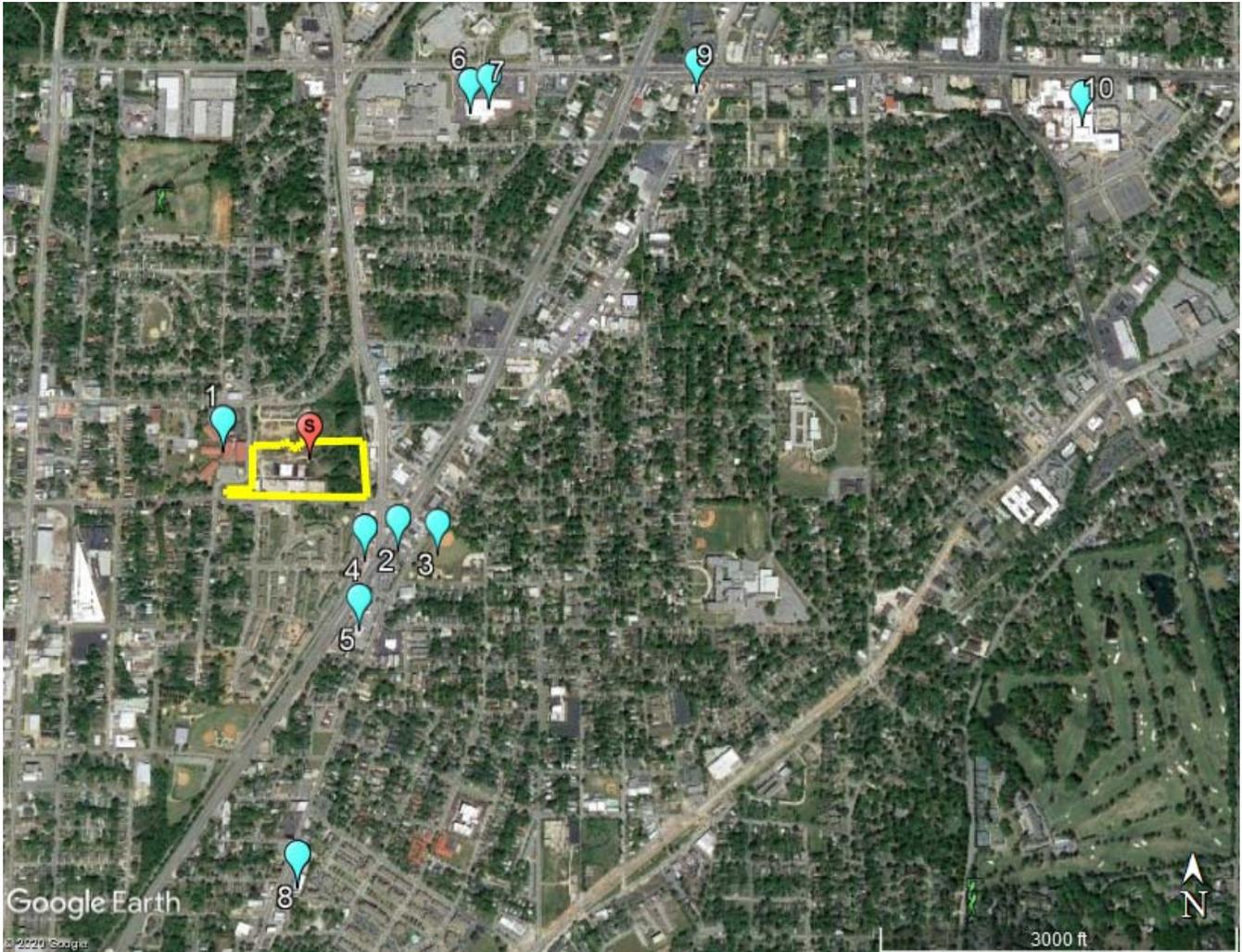
Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood

**5. Proximity to Locational Amenities:**

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



Source: Google Earth, May 2020.

**LOCATIONAL AMENITIES**

Map #	Service or Amenity	Distance from Subject (Crow)
1	Fox Elementary School	0.1 miles
2	Marathon Gas	0.2 miles
3	Rose Hill Playground	0.2 miles
4	Farmer's Corner Market	0.2 miles
5	Family Dollar	0.3 miles
6	Walmart Neighborhood Market	0.6 miles
7	Walmart Pharmacy	0.6 miles
8	Dollar General	0.7 miles
9	McDonald's	0.9 miles
10	St. Francis-Emory Healthcare	1.4 miles

**6. Description of Land Uses**

The Subject site is located on the north side of 35th Street. The Subject site is currently vacant land with vacant buildings set for demolition and removal. North of the Subject site is Highland Terrace Phase I, the Subject’s sister property. Highland Terrace Phase I is under construction and has been excluded as a comparable for this report given its dissimilar tenancy. Farther north are single-family homes in average condition. East of the Subject site are railroad tracks and commercial uses in average condition. The Subject site’s proximity to railroad tracks could be considered a negative attribute. However, this does not appear to be a detriment in the neighborhood given the high occupancy rates of single-family homes and multifamily developments in the area. Further, we did not experience excessive noise associated with the railroad tracks upon inspection. Farther east are single-family homes in average condition and commercial uses in average condition. South of the Subject site are commercial uses in average condition and Wilson Homes, a multifamily development in average condition that is excluded as a comparable as it offers subsidized rents. Farther south are single-family homes in average condition and commercial uses in average condition. West of the Subject site is Fox Elementary School in average condition. Farther west are single-family homes in average condition, houses of worship in average condition, and commercial uses in average condition. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. The Subject site is considered “Somewhat Walkable” by Walkscore with a rating of 56 out of 100. The Subject site is considered a desirable building site for rental housing. The Subject site is located in a mixed-use neighborhood. The uses surrounding the Subject are in average condition and the site has good proximity to locational amenities, most of which are within 0.6 mile of the Subject site.

**7. Crime:**

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

**2019 CRIME INDICES**

	PMA	Columbus, GA-AL Metropolitan Statistical Area
<b>Total Crime*</b>	<b>220</b>	<b>172</b>
<b>Personal Crime*</b>	<b>145</b>	<b>120</b>
Murder	188	165
Rape	85	94
Robbery	227	159
Assault	111	103
<b>Property Crime*</b>	<b>230</b>	<b>179</b>
Burglary	246	190
Larceny	227	178
Motor Vehicle Theft	206	158

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

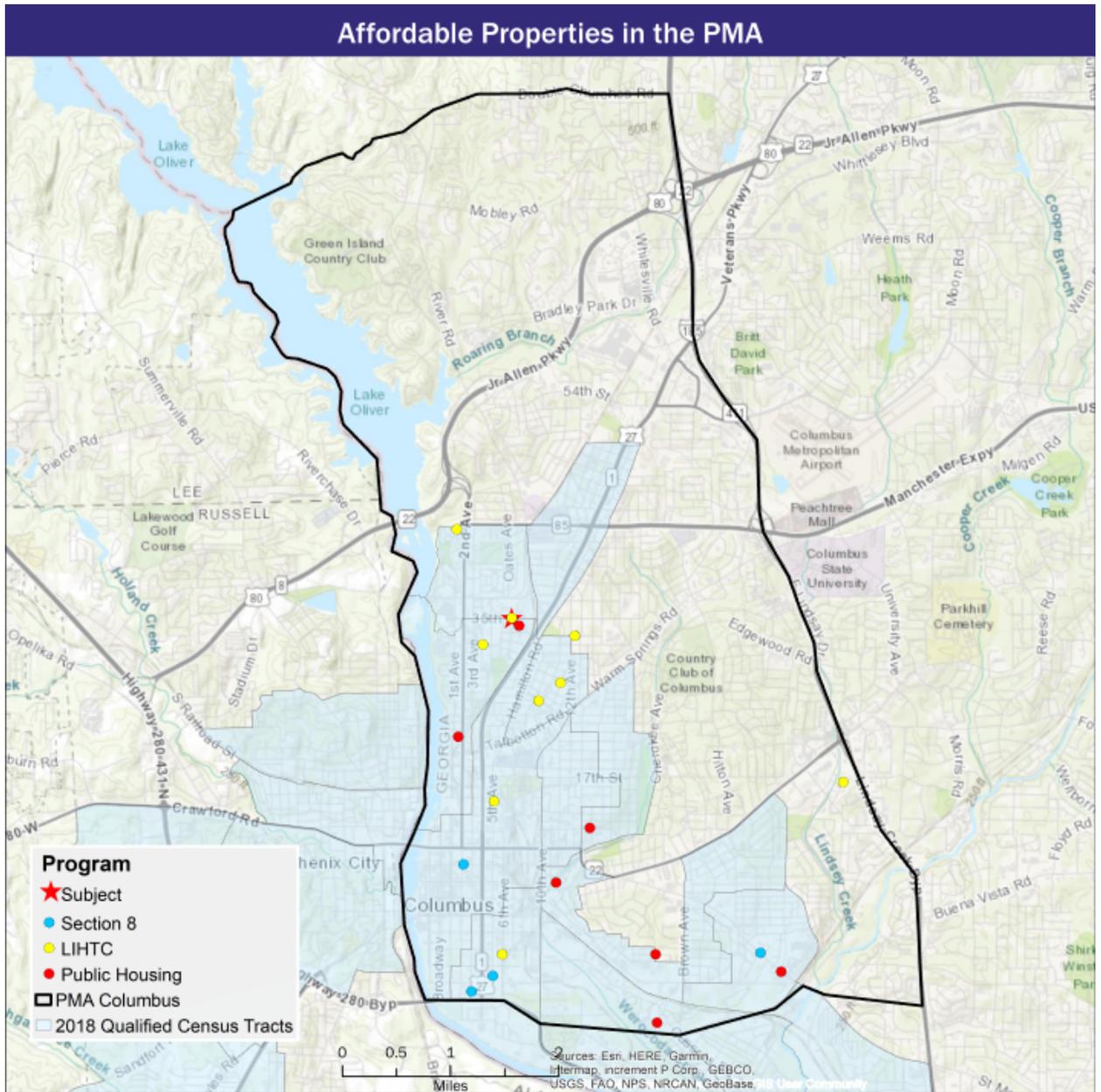
\*Unweighted aggregations

Total crime risk indices in the PMA are above the surrounding MSA. Both geographic areas feature crime risk indices above the overall nation. In terms of security features, the proposed subject will offer perimeter fencing, limited access, and video surveillance. The majority of the comparable properties offer some form of security features. Thus, it appears the Subject's security features are market-oriented.

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

**AFFORDABLE PROPERTIES IN THE PMA**

Property Name	Program	Location	Tenancy	# of Units	Distance from Subject	Map Color
Highland Terrace Phase II	LIHTC	Columbus	Family	132	-	Star
Clafin School Apartments	LIHTC	Columbus	Family	44	1.5 miles	Yellow
Highland Terrace	LIHTC	Columbus	Senior	102	Adjacent	
Liberty Gardens Townhomes	LIHTC	Columbus	Family	88	2.7 miles	
Lyndolyn Apartments	LIHTC	Columbus	Family	34	0.8 miles	
McLeod Square	LIHTC	Columbus	Family	40	0.4 miles	
Pear Tree Place	LIHTC	Columbus	Family	11	0.5 miles	
Waverly Terrace Apartments	LIHTC	Columbus	Senior	80	0.6 miles	
Ashley Station	LIHTC/Market/Section 8	Columbus	Mixed-	367	0.7 miles	
Mill Village	LIHTC/Market/Section 8	Columbus	Family	102	1.2 miles	
Willow Glen	Public Housing	Columbus	Disabled	28	3.5 miles	
Chase Homes	Public Housing	Columbus	Family	108	1.2 miles	
Luther C. Wilson Homes	Public Housing	Columbus	Family	306	0.3 miles	
Wilson Homes	Public Housing	Columbus	Family	289	0.2 miles	
Warren Williams Homes	Public Housing	Columbus	Family	160	2.2 miles	
Rivers Homes	Public Housing	Columbus	Senior	24	2.2 miles	
Nicholson Terrace	Public Housing	Columbus	Senior	100	1.9 miles	
Farley Homes	Public Housing	Columbus	Family	102	3.0 miles	
Elizabeth Carty Homes	Public Housing	Columbus	Family	249	3.4 miles	
Columbus Gardens I And II	Section 8	Columbus	Family	116	3.0 miles	
Ralston Towers	Section 8	Columbus	Senior	269	2.1 miles	
Renaissance Villa Apartments	Section 8	Columbus	Family	72	3.3 miles	
Columbus Commons	Section 8	Columbus	Family	106	2.9 miles	



**9. Road, Infrastructure or Proposed Improvements:**

We did not witness any road, infrastructure or proposed improvements during our field work.

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

The Subject site will be accessible from 35<sup>th</sup> Street, which is a two-lane moderately-trafficked road that provides access to River Road just east of the Subject site, which in turn provides access to Veterans Parkway. Veterans Parkway provides access to downtown Columbus approximately 2.8 miles south of the Subject site and to Interstate 185 approximately 2.3 miles northeast of the Subject site. Interstate 185 provides access to Interstate 85 approximately 40 miles north of the Subject site, which in turn provides access to Atlanta

approximately 100 miles northeast. Overall, access and visibility are considered good.

**11. Conclusion:**

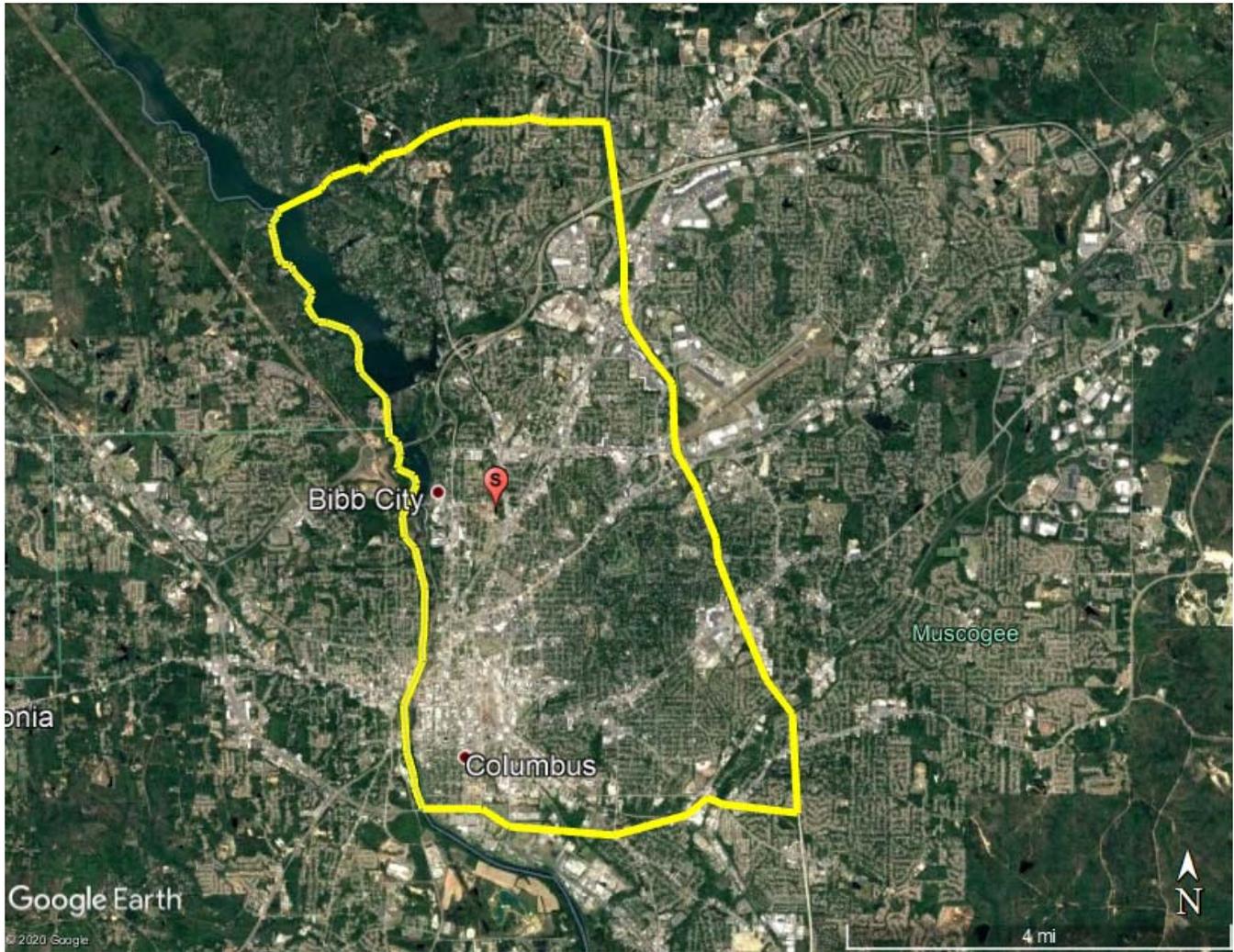
The Subject site is located on the north side of 35th Street. The Subject site is currently vacant land with vacant buildings set for demolition and removal. North of the Subject site is Highland Terrace Phase I, the Subject's sister property. Highland Terrace Phase I is under construction and has been excluded as a comparable for this report given its dissimilar tenancy. Farther north are single-family homes in average condition. East of the Subject site are railroad tracks and commercial uses in average condition. The Subject site's proximity to railroad tracks could be considered a negative attribute. However, this does not appear to be a detriment in the neighborhood given the high occupancy rates of single-family homes and multifamily developments in the area. Further, we did not experience excessive noise associated with the railroad tracks upon inspection. Farther east are single-family homes in average condition and commercial uses in average condition. South of the Subject site are commercial uses in average condition and Wilson Homes, a multifamily development in average condition that is excluded as a comparable as it offers subsidized rents. Farther south are single-family homes in average condition and commercial uses in average condition. West of the Subject site is Fox Elementary School in average condition. Farther west are single-family homes in average condition, houses of worship in average condition, and commercial uses in average condition. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. The Subject site is considered "Somewhat Walkable" by Walkscore with a rating of 56 out of 100. Total crime risk indices in the PMA are above the surrounding MSA. Both geographic areas feature crime risk indices above the overall nation. In terms of security features, the proposed subject will offer perimeter fencing, limited access, and video surveillance. The majority of the comparable properties offer some form of security features. Thus, it appears the Subject's security features are market-oriented. The Subject site is considered a desirable building site for rental housing. The Subject site is located in a mixed-use neighborhood. The uses surrounding the Subject are in average condition and the site has good proximity to locational amenities, most of which are within 0.6 mile of the Subject site.

## **E. MARKET AREA**

**PRIMARY MARKET AREA**

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

**Primary Market Area Map**



Source: Google Earth, May 2020.

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

The PMA is defined by Double Churches Road to the north, The Muscogee County Line to the west, U.S. Highway 27 and Andrews Road to the south, and Interstate 185 to the east. This area includes the cities of Columbus and Bibb City. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 4.1 miles  
East: 3.8 miles  
South: 3.5 miles  
West: 3.7 miles

The PMA is defined based on interviews with the local housing authority and property managers at comparable properties. Many property managers indicated that a significant portion of their tenants come from throughout Columbus and Muscogee County. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2020 market study guidelines, we do not account for leakage in our demand analysis found later in this report. The farthest PMA boundary from the Subject is approximately 4.1 miles. The SMA is defined as the Columbus, GA-AL Metropolitan Statistical Area (MSA), which consists of Russell, Chattahoochee, Marion, Muscogee, and Harris Counties in southwest Georgia and southeast Alabama, and encompasses 1,960 square miles.

# **F. COMMUNITY DEMOGRAPHIC DATA**

## COMMUNITY DEMOGRAPHIC DATA

The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied to determine if the Primary Market Area (PMA) and MSA are areas of growth or contraction. The discussions will also describe typical household size and will provide a picture of the health of the community and the economy. The following demographic tables are specific to the populations of the PMA and MSA. The Subject’s anticipated completion is in June 2022.

### 1. Population Trends

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

#### Total Population

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

Year	POPULATION					
	PMA		Columbus, GA-AL Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	61,292	-	289,023	-	281,250,431	-
2010	52,825	-1.4%	294,865	0.2%	308,745,538	1.0%
2019	51,266	-0.3%	305,871	0.4%	332,417,793	0.8%
Projected Mkt Entry June 2022	51,310	0.0%	310,199	0.5%	340,041,848	0.8%
2024	51,341	0.0%	313,290	0.5%	345,487,602	0.8%

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

Between 2010 and 2019, there was approximately 0.3 percent annual decline in population in the PMA, while the MSA and national population experienced growth over the same time period. Over the next five years, the population growth in the PMA is projected to stabilize, and remain below the MSA and national projections. Despite the projected decline in population, there is ample demand for the Subject’s proposed units as demonstrated through the low capture rates in the demand analysis.

#### Total Population by Age Group

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

**POPULATION BY AGE GROUP**

Age Cohort	PMA				
	2000	2010	2019	Projected Mkt Entry June 2022	2024
0-4	4,554	3,906	3,421	3,403	3,390
5-9	4,567	3,395	3,223	3,169	3,131
10-14	4,176	3,104	3,066	3,029	3,003
15-19	4,331	3,707	3,134	3,150	3,162
20-24	5,014	4,309	3,588	3,575	3,565
25-29	4,706	4,165	4,065	3,763	3,548
30-34	4,226	3,486	3,641	3,640	3,640
35-39	4,455	3,219	3,357	3,370	3,380
40-44	4,437	3,026	2,908	3,064	3,176
45-49	3,790	3,636	3,015	3,005	2,998
50-54	3,357	3,811	3,035	3,014	2,999
55-59	2,649	3,212	3,293	3,071	2,913
60-64	2,188	2,716	3,140	3,111	3,090
65-69	2,293	1,991	2,649	2,791	2,893
70-74	2,315	1,529	2,062	2,217	2,327
75-79	1,885	1,353	1,443	1,647	1,792
80-84	1,278	1,186	1,032	1,090	1,132
85+	1,072	1,074	1,193	1,197	1,200
<b>Total</b>	<b>61,293</b>	<b>52,825</b>	<b>51,265</b>	<b>51,308</b>	<b>51,339</b>

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

**POPULATION BY AGE GROUP**

Age Cohort	Columbus, GA-AL Metropolitan Statistical Area				
	2000	2010	2019	Projected Mkt Entry June 2022	2024
0-4	20,798	21,542	20,369	20,578	20,727
5-9	22,249	20,299	20,317	20,256	20,212
10-14	21,296	20,131	19,943	20,193	20,371
15-19	22,966	22,475	19,535	19,973	20,285
20-24	23,494	23,344	21,823	21,323	20,965
25-29	21,761	22,334	24,364	22,882	21,823
30-34	20,391	19,428	21,671	22,530	23,143
35-39	22,273	18,679	20,206	20,779	21,188
40-44	21,797	18,251	17,530	18,752	19,625
45-49	19,207	20,405	17,840	17,627	17,475
50-54	16,506	20,367	17,969	17,843	17,753
55-59	12,760	18,015	19,643	18,441	17,583
60-64	10,442	14,920	18,381	18,673	18,881
65-69	9,824	10,893	15,833	16,661	17,252
70-74	8,862	8,135	12,113	13,264	14,086
75-79	6,573	6,557	7,985	9,330	10,290
80-84	4,316	5,018	5,216	5,787	6,194
85+	3,523	4,072	5,133	5,310	5,437
<b>Total</b>	<b>289,038</b>	<b>294,865</b>	<b>305,871</b>	<b>310,199</b>	<b>313,290</b>

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

The largest age cohorts in the PMA are between 25 and 29 and 30 and 34, which indicates the presence of families.

## 2. Household Trends

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

### Total Number of Households and Average Household Size

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

#### HOUSEHOLDS

Year	PMA		Columbus, GA-AL Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	25,248	-	106,708	-	105,409,439	-
2010	22,138	-1.2%	113,221	0.6%	116,716,296	1.1%
2019	21,551	-0.3%	118,211	0.5%	125,168,557	0.8%
Projected Mkt Entry						
June 2022	21,620	0.1%	119,948	0.5%	127,747,477	0.7%
2024	21,670	0.1%	121,189	0.5%	129,589,563	0.7%

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

#### AVERAGE HOUSEHOLD SIZE

Year	PMA		Columbus, GA-AL Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.36	-	2.57	-	2.59	-
2010	2.32	-0.1%	2.49	-0.3%	2.58	-0.1%
2019	2.28	-0.2%	2.50	0.1%	2.59	0.1%
Projected Mkt Entry						
June 2022	2.27	-0.1%	2.50	0.0%	2.60	0.1%
2024	2.27	-0.1%	2.50	0.0%	2.60	0.1%

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

Between 2010 and 2019, the PMA experienced negative household growth, and lagged the MSA and the nation. Over the next five years, households in the PMA are expected to increase at 0.1 percent and the MSA is expected to increase at 0.5 percent, lagging the national household growth at 0.7 percent. The average household size in the PMA is smaller than the national average at 2.28 persons in 2019. Over the next five years, the average household size is projected to remain relatively similar.

### Households by Tenure

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

#### TENURE PATTERNS PMA

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
	2000	11,954	47.3%	13,294
2019	7,905	36.7%	13,646	63.3%
Projected Mkt Entry				
June 2022	8,007	37.0%	13,614	63.0%
2024	8,079	37.3%	13,591	62.7%

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

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

**Household Income**

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

**RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA**

Income Cohort	2019		Projected Mkt Entry June 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	2,895	21.2%	2,773	20.4%	2,685	19.8%
\$10,000-19,999	2,644	19.4%	2,553	18.8%	2,488	18.3%
\$20,000-29,999	2,285	16.7%	2,210	16.2%	2,156	15.9%
\$30,000-39,999	1,577	11.6%	1,557	11.4%	1,542	11.3%
\$40,000-49,999	1,085	8.0%	1,147	8.4%	1,192	8.8%
\$50,000-59,999	909	6.7%	896	6.6%	886	6.5%
\$60,000-74,999	836	6.1%	844	6.2%	850	6.3%
\$75,000-99,999	647	4.7%	705	5.2%	747	5.5%
\$100,000-124,999	312	2.3%	363	2.7%	399	2.9%
\$125,000-149,999	137	1.0%	178	1.3%	207	1.5%
\$150,000-199,999	168	1.2%	181	1.3%	191	1.4%
\$200,000+	151	1.1%	208	1.5%	248	1.8%
<b>Total</b>	<b>13,646</b>	<b>100.0%</b>	<b>13,614</b>	<b>100.0%</b>	<b>13,591</b>	<b>100.0%</b>

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

**RENTER HOUSEHOLD INCOME DISTRIBUTION - Columbus, GA-AL Metropolitan Statistical Area**

Income Cohort	2019		Projected Mkt Entry June 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	8,921	15.7%	8,634	15.1%	8,429	14.7%
\$10,000-19,999	8,889	15.6%	8,644	15.1%	8,469	14.8%
\$20,000-29,999	8,663	15.2%	8,349	14.6%	8,124	14.2%
\$30,000-39,999	7,129	12.5%	6,967	12.2%	6,851	12.0%
\$40,000-49,999	5,649	9.9%	5,948	10.4%	6,161	10.8%
\$50,000-59,999	4,949	8.7%	4,822	8.4%	4,732	8.3%
\$60,000-74,999	4,708	8.3%	4,815	8.4%	4,891	8.5%
\$75,000-99,999	4,133	7.3%	4,444	7.8%	4,666	8.2%
\$100,000-124,999	1,542	2.7%	1,750	3.1%	1,898	3.3%
\$125,000-149,999	735	1.3%	905	1.6%	1,027	1.8%
\$150,000-199,999	847	1.5%	930	1.6%	990	1.7%
\$200,000+	722	1.3%	874	1.5%	983	1.7%
<b>Total</b>	<b>56,887</b>	<b>100.0%</b>	<b>57,082</b>	<b>100.0%</b>	<b>57,221</b>	<b>100.0%</b>

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

The Subject will target tenants earning between \$20,057 and \$47,110. As the table above depicts, approximately 36.3 percent of renter households in the PMA are earning incomes between \$20,000 and \$49,999, which is less than the 37.6 percent of renter households in the MSA in 2019. For the projected market entry date of June 2022, these percentages are projected to slightly decrease to 36.0 percent and 37.2 percent for the PMA and MSA, respectively.

**Renter Households by Number of Persons in the Household**

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

**RENTER HOUSEHOLDS BY NUMBER OF PERSONS - PMA**

Household Size	2019		Projected Mkt Entry June 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
1 Person	6,071	44.5%	6,124	45.0%	6,161	45.3%
2 Persons	3,423	25.1%	3,379	24.8%	3,347	24.6%
3 Persons	1,989	14.6%	1,976	14.5%	1,967	14.5%
4 Persons	1,207	8.8%	1,202	8.8%	1,199	8.8%
5+ Persons	956	7.0%	933	6.9%	917	6.7%
<b>Total Households</b>	<b>13,646</b>	<b>100%</b>	<b>13,614</b>	<b>100%</b>	<b>13,591</b>	<b>100%</b>

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

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

**Conclusion**

Between 2010 and 2019, there was approximately 0.3 percent annual decline in population in the PMA, while the MSA and national population experienced growth over the same time period. Over the next five years, the population growth in the PMA is projected to stabilize, and remain below the MSA and national projections. The current population of the PMA is 51,266 and is expected to be 51,310 in 2022. The current number of households in the PMA is 21,551 and is expected to be 21,620 in 2022. Renter households are concentrated in the lowest income cohorts, with 36.3 percent of renters in the PMA earning between \$20,000 and \$49,999 annually. The Subject will target households earning between \$20,057 and \$47,110. Therefore, the Subject should be well-positioned to service this market. Overall, while population growth has been stagnant, the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

## **G. EMPLOYMENT TRENDS**

**Employment Trends**

The PMA and the Columbus, GA-AL MSA are economically reliant on healthcare and Fort Benning, a major military base. Employment is concentrated in industries relating to or supporting the base, which is the largest employer in the region. Industries related to hospitality also represent major employment sectors in the PMA. Employment levels decreased during the national recession and have not surpassed pre-recession highs, indicating that the local economy is still in a recovery phase.

**1. Covered Employment**

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

<b>COVERED EMPLOYMENT</b>		
<b>Muscogee County, Georgia</b>		
<b>Year</b>	<b>Total Employment</b>	<b>% Change</b>
2008	80,960	-
2009	78,276	-3.4%
2010	73,484	-6.5%
2011	74,559	1.4%
2012	75,432	1.2%
2013	75,375	-0.1%
2014	73,822	-2.1%
2015	72,808	-1.4%
2016	73,115	0.4%
2017	74,356	1.7%
2018	75,325	1.3%
2019 YTD Average	74,540	0.2%
Dec-18	75,522	-
Dec-19	74,741	-1.0%

Source: U.S. Bureau of Labor Statistics

YTD as of Mar 2019

As illustrated in the table above, Muscogee County experienced a weakening economy during the national recession. The county began feeling the effects of the downturn in 2008 with its first employment decrease of the decade. Employment growth quickly rebounded and Muscogee County exhibited employment growth in 2011 and 2012 before declining again through 2015. Total employment again grew from 2016 to 2019 year to date, however total employment in Muscogee County decreased 1.0 percent from December 2018 to December 2019. However, it is important to note that the above data is dated and does not reflect the impact from the COVID-19 pandemic, which is discussed and analyzed in further detail following in this section.

## 2. Total Jobs by Industry

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

**TOTAL JOBS BY INDUSTRY**  
Muscogee County, Georgia - Q2 2018

	Number	Percent
<b>Total, all industries</b>	<b>75,467</b>	<b>-</b>
Goods-producing	9,956	-
Natural resources and mining	117	0.2%
Construction	3,183	4.2%
Manufacturing	6,656	8.8%
Service-providing	65,511	-
Trade, transportation, and utilities	14,245	18.9%
Information	1,162	1.5%
Financial activities	11,344	15.0%
Professional and business services	11,113	14.7%
Education and health services	13,091	17.3%
Leisure and hospitality	12,057	16.0%
Other services	2,403	3.2%
Unclassified	96	0.1%

Source: Bureau of Labor Statistics, 2019

Trade, transportation, and utilities is the largest industry in Muscogee County, followed by education and health services, and leisure and hospitality. These industries are particularly vulnerable in economic downturns and are historically volatile industries, with the exception of utilities. As the country enters a recession as a result of the COVID-19 pandemic, volatile industries including accommodation/food services and retail trade pose an outsized risk to the local economy. The following table illustrates employment by industry for the PMA as of 2019 (most recent year available).

2019 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Healthcare/Social Assistance	3,233	15.2%	22,612,482	14.1%
Retail Trade	2,760	13.0%	17,127,172	10.7%
Accommodation/Food Services	2,546	12.0%	11,738,765	7.3%
Educational Services	1,651	7.8%	14,565,802	9.1%
Finance/Insurance	1,631	7.7%	7,377,311	4.6%
Manufacturing	1,355	6.4%	16,057,876	10.0%
Other Services	1,334	6.3%	8,141,078	5.1%
Construction	1,289	6.1%	11,245,975	7.0%
Public Administration	1,044	4.9%	7,828,907	4.9%
Prof/Scientific/Tech Services	905	4.3%	11,744,228	7.3%
Admin/Support/Waste Mgmt Svcs	861	4.1%	6,106,184	3.8%
Transportation/Warehousing	755	3.6%	7,876,848	4.9%
Real Estate/Rental/Leasing	588	2.8%	3,204,043	2.0%
Arts/Entertainment/Recreation	421	2.0%	3,332,132	2.1%
Information	373	1.8%	3,157,650	2.0%
Wholesale Trade	359	1.7%	4,183,931	2.6%
Utilities	83	0.4%	1,276,400	0.8%
Agric/Forestry/Fishing/Hunting	38	0.2%	1,915,709	1.2%
Mining	10	0.0%	819,151	0.5%
Mgmt of Companies/Enterprises	0	0.0%	237,307	0.1%
<b>Total Employment</b>	<b>21,236</b>	<b>100.0%</b>	<b>160,548,951</b>	<b>100.0%</b>

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

Employment in the PMA is concentrated in the healthcare/social assistance, retail trade, and accommodation/food services industries, which collectively comprise 40.2 percent of local employment. The large share of PMA employment in retail trade and accommodation/food services is notable as both industries are historically volatile, and prone to contraction during recessionary periods. However, the PMA also has a significant share of employment in the healthcare industry, which is historically known to exhibit greater stability during recessionary periods. Relative to the overall nation, the PMA features comparatively greater employment in the accommodation/food services, finance/insurance, and retail trade industries. Conversely, the PMA is underrepresented in the manufacturing, professional/scientific/technology services, and transportation /warehousing industries. The overconcentration of accommodation/food services and retail trade employment may make the Subject area more susceptible to employment losses from the ongoing COVID-19 pandemic than the nation overall. However, the significant employment in the healthcare/social assistance sector should provide stability to the area workforce.

### 3. Major Employers

The table below shows the largest employers in Columbus, GA-AL MSA.

**MAJOR EMPLOYERS**  
Columbus, GA-AL MSA

#	Employer Name	Industry	# Of Employees
1	Fort Benning	Military	42,870
2	TSYS	Technology	5,500
3	Muscogee County School District	Education	5,125
4	Aflac	Insurance	3,800
5	Columbus City Government	Government	3,000
6	Kia Motors Manufacturing	Manufacturing	2,700
7	Piedmont Columbus Regional	Healthcare	2,850
8	St. Francis-Emory Healthcare	Healthcare	2,500
9	Pratt & Whitney	Manufacturing	2,250
10	Anthem Blue Cross Blue Shield	Insurance	1,650
11	Synovus	Financial Services	1,385
12	Columbus State University	Education	1,200
13	WestRock	Manufacturing	900
<b>Totals</b>			<b>75,730</b>

Source: Choose Columbus, Retrieved May 2020

The largest employer in Columbus is Fort Benning, a United States Army base that supports more than 208,000 active-duty military, family members, reserve soldiers, retirees and civilian employees. According to the Greater Columbus Chamber of Commerce, Fort Benning generates an annual economic impact of \$4.75 billion. In February 2020, Fort Benning announcing that it is reactivating the 197th Infantry Brigade to meet the demand for infantry soldiers. More than 500 soldiers will be coming to Fort Benning when the brigade is activated.

**Expansions/Contractions**

The following table illustrates the layoffs and closures of significance that occurred or were announced since January 1, 2018 in Muscogee County according to the Georgia Department of Labor.

**WARN LISTINGS**

Muscogee County, GA

Company	Industry	Employees Affected	Lay off date
Aludyne Columbus	Manufacturing	166	4/27/2020
Vision Works	Retail	3	4/4/2020
Bloomin Brands	Restaurants	170	3/15/2020
TIYA Support Services	Maintenance	168	8/31/2019
Gildan Yarns	Retail	97	7/28/2019
Concentrix CVG Corporation	Telecommunications	106	4/30/2019
Exide Technologies	Manufacturing	251	3/1/2019
Childcare Network of GA LLC	Education	146	1/1/2019
NCR	Manufacturing	349	12/31/2018
First Data Remitco	Financial Services	83	3/31/2018
XPO Logistics Worldwide, Inc.	Logistics	75	2/28/2018
Denim North America, LLC	Manufacturing	125	1/28/2018
<b>Total</b>		<b>1,739</b>	

Source: Georgia Department of Labor, May 2020

As illustrated in the above table, there have been 1,739 employees in the area impacted by layoffs or closures since 2018. Despite these job losses, employment growth in the area has continued. We attempted to contact a representative with the Columbus Planning Division and Columbus Economic Development Department. Despite numerous attempts, our calls and emails have not been returned. We conducted internet research regarding employment expansions in the area. Details of these expansions are included in the following table.

**EXPANSIONS/NEW ADDITIONS - MUSCOGEE COUNTY, GA - 2017-2020 YTD**

Company	Industry	Jobs
First Credit Services	Customer Service	155
Califormulations	Retail	30
Daechang Seat Co	Manufacturing	100
Global Callcenter Solutions	Customer Service	600
InComm	Technology	55
Elwood Staffing	Human Resources	100
Gildan Yams	Manufacturing	80
Pratt & Whitney	Manufacturing	500
Heckler & Koch	Manufacturing	84

Source: Georgia Department of Economic Development, May 2020

- First Credit Services, which manages call center operations for other businesses, announced in December 2019 it will be expanding its Columbus location by adding 155 jobs and investing \$2 million by purchasing and renovating a new building.
- Califormulations, a business that helps food and beverage companies create innovative products, announced in November 2019 is coming to Columbus with the promise to create 30 jobs and invest more than \$5 million.
- Daechang Seat Co announced its plans in June 2019 to locate a manufacturing facility in Phenix City, AL at 903 Fontaine Road. This new manufacturing operation is expected to create 100 jobs and have an initial capital investment of more than \$9,000,000.
- In September 2018, Global Callcenter Solutions, a call center consulting company, announced plans to invest \$4.9 million in Muscogee County and create 600 new jobs.
- InComm, a technology company, announced plans in April 2018 to add 55 jobs at its Columbus location.
- Elwood Staffing, a staffing company, expanded its offices in Columbus and added approximately 100 new jobs in 2018.
- In 2018, Gildan Yarns, a yarn manufacturer, expanded its manufacturing facility in Columbus and created 80 new jobs.
- Pratt & Whitney, a manufacturer of aircraft engines and power units, announced in February 2017 that they plan to create more than 500 jobs and invest \$386 million to expand their Columbus facility over the next five years.
- Heckler & Koch, a manufacturer of firearms, announced in January 2017 that they plan to invest \$28.5 million to expand their Columbus facility. The expansion created 84 new jobs by January 2019.

As discussed, there have been 12 recent WARN notices filed in Muscogee County. However, beginning in March 2020, the international pandemic caused by the COVID-19 coronavirus resulted in governments across the globe taking dramatic efforts to slow the spread and flatten the infection curve in order to reduce the strain on our health care system. Consequently, over the past two months there has been a sharp and dramatic increase in layoffs due to the economic restrictions related to the emergency response. Governments have passed significant economic stimulus packages to help in offsetting the economic impact. Local governments have begun to lift or loosen restrictions and the stimulus passed thus far has blunted some of the impact from

the emergency measures. It remains unclear as to how these measures will impact the housing market long term. However, based on the data available through two months, which indicates some multifamily real estate transactions have continued to close without repricing and rent collection losses during this period have declined less than projected, the governmental response has offset a significant portion of the economic losses presented by the emergency. There is evidence that, despite the significant level of recent layoffs, many other area employers are hiring. Overall, we anticipate that the elevated layoff pace will subside now that economic restrictions have been loosened in the Subject's market area.

### Military

The military plays a large role in the Columbus economy. Muscogee County is home to Fort Benning, a United States Army base that supports more than 208,000 active-duty military, family members, reserve soldiers, retirees and civilian employees. The base is home to multiple tenant units include the United States Army Armor School, The United States Infantry School, and elements of the 75th Ranger Regiment. In February 2020, Fort Benning announcing that it is reactivating the 197th Infantry Brigade to meet the demand for infantry soldiers. More than 500 soldiers will be coming to Fort Benning when the brigade is activated.

## 4. Employment and Unemployment Trends

The following table details employment and unemployment trends for the MSA from 2004 to December 2019.

### EMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	Columbus, GA-AL Metropolitan Statistical Area			USA		
	Total Employment	% Change	Differential from peak	Total Employment	% Change	Differential from peak
2004	118,700	-	-2.7%	139,252,000	-	-11.6%
2005	119,930	1.0%	-1.7%	141,730,000	1.8%	-10.0%
2006	121,473	1.3%	-0.4%	144,427,000	1.9%	-8.3%
2007	121,762	0.2%	-0.2%	146,047,000	1.1%	-7.3%
2008	121,955	0.2%	0.0%	145,363,000	-0.5%	-7.7%
2009	117,614	-3.6%	-3.6%	139,878,000	-3.8%	-11.2%
2010	115,159	-2.1%	-5.6%	139,064,000	-0.6%	-11.7%
2011	117,213	1.8%	-3.9%	139,869,000	0.6%	-11.2%
2012	118,806	1.4%	-2.6%	142,469,000	1.9%	-9.6%
2013	118,698	-0.1%	-2.7%	143,929,000	1.0%	-8.6%
2014	116,905	-1.5%	-4.1%	146,305,000	1.7%	-7.1%
2015	115,275	-1.4%	-5.5%	148,833,000	1.7%	-5.5%
2016	115,579	0.3%	-5.2%	151,436,000	1.7%	-3.9%
2017	117,659	1.8%	-3.5%	153,337,000	1.3%	-2.7%
2018	118,743	0.9%	-2.6%	155,761,000	1.6%	-1.1%
2019	118,385	-0.3%	-2.9%	157,538,000	1.1%	0.0%
2020 YTD Average*	117,762	-0.5%	-	150,876,000	-4.2%	-
Mar-2019	119,266	-	-	156,441,000	-	-
Mar-2020	116,682	-2.2%	-	155,167,000	-0.8%	-

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

**UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)**

	Columbus, GA-AL Metropolitan Statistical Area			USA		
	Unemployment Rate	Change	Differential from peak	Unemployment Rate	Change	Differential from peak
2004	5.6%	-	1.6%	5.5%	-	1.9%
2005	6.0%	0.4%	2.0%	5.1%	-0.5%	1.4%
2006	5.4%	-0.6%	1.4%	4.6%	-0.5%	1.0%
2007	5.2%	-0.2%	1.2%	4.6%	0.0%	1.0%
2008	6.4%	1.2%	2.4%	5.8%	1.2%	2.1%
2009	9.5%	3.1%	5.5%	9.3%	3.5%	5.6%
2010	10.0%	0.4%	5.9%	9.6%	0.3%	6.0%
2011	9.8%	-0.2%	5.8%	9.0%	-0.7%	5.3%
2012	9.3%	-0.4%	5.3%	8.1%	-0.9%	4.4%
2013	8.6%	-0.7%	4.6%	7.4%	-0.7%	3.7%
2014	7.7%	-0.9%	3.7%	6.2%	-1.2%	2.5%
2015	7.0%	-0.8%	2.9%	5.3%	-0.9%	1.6%
2016	6.3%	-0.6%	2.3%	4.9%	-0.4%	1.2%
2017	5.4%	-1.0%	1.4%	4.4%	-0.5%	0.7%
2018	4.7%	-0.7%	0.6%	3.9%	-0.4%	0.2%
2019	4.0%	-0.6%	0.0%	3.7%	-0.2%	0.0%
2020 YTD Average*	4.2%	0.2%	-	6.7%	3.0%	-
Mar-2019	4.2%	-	-	3.9%	-	-
Mar-2020	4.8%	0.6%	-	4.5%	0.6%	-

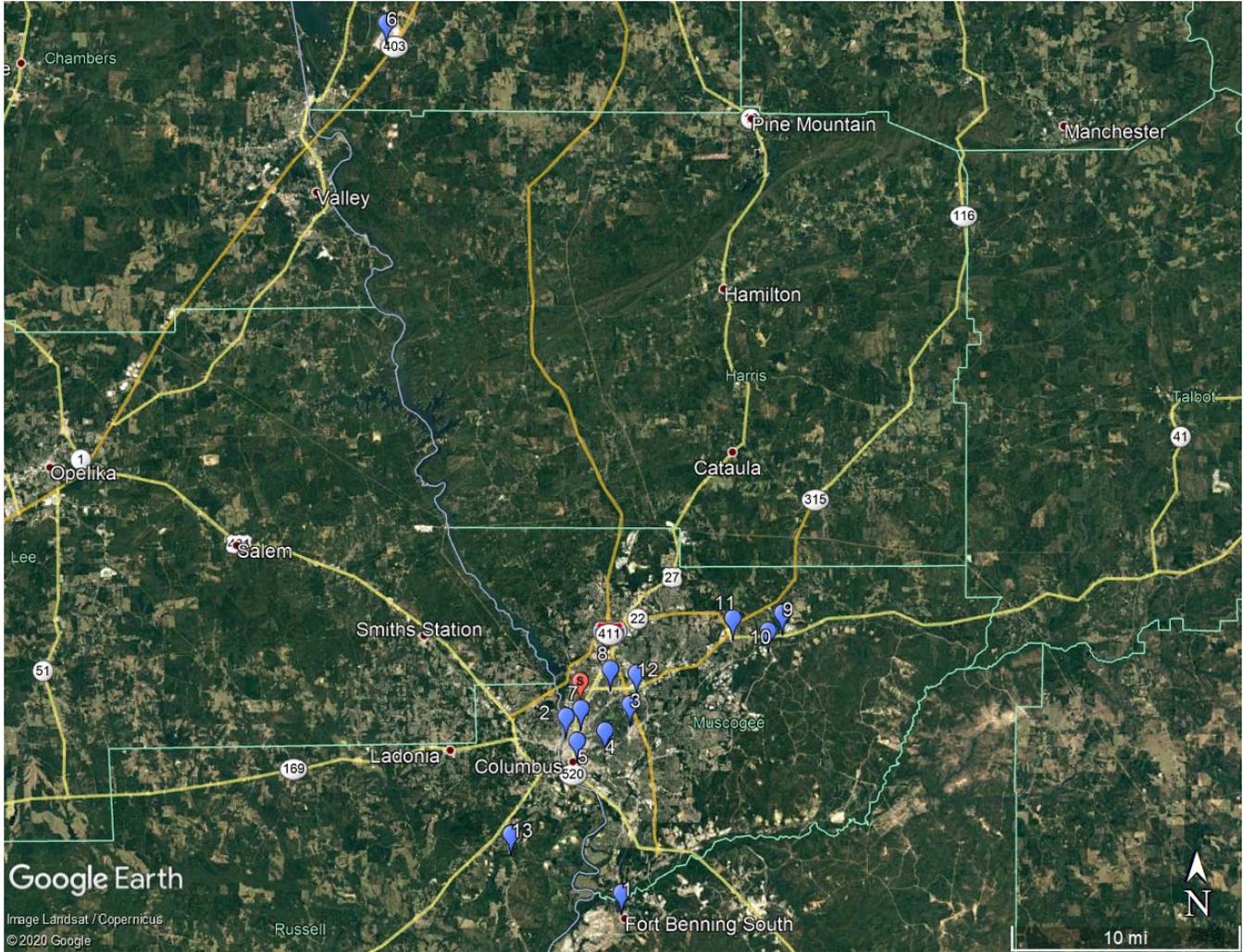
Source: U.S. Bureau of Labor Statistics, May 2020

Prior to the national recession, average employment growth in the MSA generally trailed the nation. Annual job growth in the MSA lagged the nation in all but one year between 2004 and 2008. The effects of the recession were particularly pronounced in the MSA, which experienced a 5.7 percent contraction in employment growth (2009-2010), well above the 4.9 percent contraction reported by the nation as a whole (2008-2010). Since 2012, average employment growth in the MSA trailed the nation in all but one year. As of March 2020, MSA employment is below record levels and is declining at an annualized rate of 2.2 percent, compared to a 0.8 percent decrease across the overall nation. Thus, it appears the area has been negatively impacted as a result of the COVID-19 pandemic. Georgia has begun to reopen several businesses in the state as of April 2020, but a return to full economic potential is unlikely while the global health crisis continues.

Historically, the MSA reported a higher unemployment rate relative to the nation. Unemployment in the MSA began increasing during 2008, and the MSA maintained a higher unemployment rate throughout the entire recession relative to the nation. The most recent data show unemployment in the MSA at a higher level than the nation. The MSA was heavily impacted by the recession, and has yet to recover its recessionary job losses. As a result of the COVID-19 pandemic and stay-at-home orders, record national unemployment claims began in March 2020 and will likely continue in the near future.

### 5. Map of Site and Major Employment Concentrations

The following map and table details the largest employers in Columbus, GA-AL MSA.



Source: Google Earth, May 2020

**MAJOR EMPLOYERS**  
Columbus, GA-AL MSA

#	Employer Name	Industry	# Of Employees
1	Fort Benning	Military	42,870
2	TSYS	Technology	5,500
3	Muscogee County School District	Education	5,125
4	Aflac	Insurance	3,800
5	Columbus City Government	Government	3,000
6	Kia Motors Manufacturing	Manufacturing	2,700
7	Piedmont Columbus Regional	Healthcare	2,850
8	St. Francis-Emory Healthcare	Healthcare	2,500
9	Pratt & Whitney	Manufacturing	2,250
10	Anthem Blue Cross Blue Shield	Insurance	1,650
11	Synovus	Financial Services	1,385
12	Columbus State University	Education	1,200
13	WestRock	Manufacturing	900
<b>Totals</b>			<b>75,730</b>

Source: Choose Columbus, Retrieved May 2020

## 6. Conclusion

Employment in the PMA is concentrated in the healthcare/social assistance, retail trade, and accommodation/food services industries, which collectively comprise 40.2 percent of local employment. The large share of PMA employment in retail trade and accommodation/food services is notable as both industries are historically volatile, and prone to contraction during recessionary periods. However, the PMA also has a significant share of employment in the healthcare industry, which is historically known to exhibit greater stability during recessionary periods. The PMA and the Columbus, GA-AL MSA are economically reliant on healthcare and Fort Benning, a major base. Employment is concentrated in industries relating to or supporting the base, which is the largest employer in the region. Industries related to hospitality also represent major employment sectors in the PMA. In February 2020, Fort Benning announcing that it is reactivating the 197th Infantry Brigade to meet the demand for infantry soldiers. More than 500 soldiers will be coming to Fort Benning when the brigade is activated. Relative to the overall nation, the PMA features comparatively greater employment in the accommodation/food services, finance/insurance, and retail trade industries. Conversely, the PMA is underrepresented in the manufacturing, professional/scientific/technology services, and transportation /warehousing industries. The overconcentration of accommodation/food services and retail trade employment may make the Subject area more susceptible to employment losses from the ongoing COVID-19 pandemic than the nation overall. However, the significant employment in the healthcare/social assistance sector should provide stability to the area workforce.

Since 2012, average employment growth in the MSA trailed the nation in all but one year. As of March 2020, MSA employment is below record levels and is declining at an annualized rate of 2.2 percent, compared to a 0.8 percent decrease across the overall nation. Thus, it appears the area has been negatively impacted as a result of the COVID-19 pandemic. Georgia has begun to reopen several businesses in the state as of April 2020, but a return to full economic potential is unlikely while the global health crisis continues. The most recent data show unemployment in the MSA at a higher level than the nation. The MSA was heavily impacted by the recession, and has yet to recover its recessionary job losses. As a result of the COVID-19 pandemic and stay-at-home orders, record national unemployment claims began in March 2020 and will likely continue in the near future.

Beginning in March 2020, the international pandemic caused by the COVID-19 coronavirus resulted in governments across the globe taking dramatic efforts to slow the spread and flatten the infection curve in

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

# **H. PROJECT-SPECIFIC AFFORDABILITY AND DEMAND ANALYSIS**

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

### 1. Income Restrictions

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

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

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

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

### 2. Affordability

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

**FAMILY INCOME LIMITS**

Unit Type	Minimum	Maximum	Minimum	Maximum	Minimum	Maximum
	Allowable	Allowable	Allowable	Allowable	Allowable	Allowable
	Income	Income	Income	Income	Income	Income
	@50%		@60%		@70%	
1BR	\$20,057	\$24,950	\$24,069	\$29,940	\$28,080	\$34,930
2BR	\$24,034	\$28,050	\$28,834	\$33,660	\$33,634	\$39,270
3BR	\$27,771	\$33,650	\$33,326	\$40,380	\$38,880	\$47,110

### 3. Demand

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

#### Demand from New Households

The number of new households entering the market is the first level of demand calculated. We utilized 2022, the anticipated date of market entry, as the base year for the analysis. Therefore, 2019 household population estimates are inflated to 2022 by interpolation of the difference between 2019 estimates and 2024 projections. This change in households is considered the gross potential demand for the Subject property. This

number is adjusted for income eligibility and renter tenure. This is calculated as an annual demand number. In other words, this calculates the anticipated new households in 2022. This number takes the overall growth from 2019 to 2022 and applies it to its respective income cohorts by percentage. This number does not reflect lower income households losing population, as this may be a result of simple dollar value inflation.

### **Demand from Existing Households**

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

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

### **Demand from Elderly Homeowners likely to Convert to Rentership**

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

### **3d. Other**

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

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

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

## **Net Demand**

The following pages will outline the overall demand components added together (3(a), 3(b) and 3(c)) less the supply of competitive developments awarded and/or constructed or placed in service from 2016 to the present.

### **Additions to Supply**

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

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

Per GA DCA guidelines, competitive units are defined as those units that are of similar size and configuration and provide alternative housing to a similar tenant population, at rent levels comparative to those proposed for the Subject development.

**COMPETITIVE SUPPLY 2017 - PRESENT**

Property Name	Program	Location	Tenancy	Status	# of Competitive
Mill Village	LIHTC/Section 8/Market	Columbus	Family	Proposed	0
Highland Terrace	LIHTC	Columbus	Senior	Under construction	0
Claflin School	LIHTC	Columbus	Family	Complete	44

- Mill Village was awarded tax credits in 2019 for the new construction of 102 mixed-income units targeted towards family households. The property will offer one, two and three-bedroom units restricted to the 30, 60 and 80 percent of AMI levels as well as market rate units. However, all 60 units at the 30 and 60 percent of AMI levels will operate with a subsidy. Thus, none of the units at this property will directly compete with the Subject. Therefore, none of the units at this property will be deducted from our demand analysis.
- Highland Terrace, the Subject’s sister property, was awarded tax credits in 2017. This development will offer 102 one and two-bedroom units to senior households aged 62 and over earning 50 and 60 percent of the AMI. Construction began in fall 2018 and is anticipated to be completed in summer 2020. As this property will target senior households, none of the units at this property will be deducted from our demand analysis.
- Claflin School Apartments was awarded tax credits in 2017. This development is an adaptive re-use of an old school building that will offer 44 one, two, and three-bedroom units at 50 and 60 percent of the AMI. Construction began in fall 2018 and was completed in 2020. The property began leasing in March 2020 and is 81.8 percent occupied. However, we have conservatively deducted all 44 units in our demand analysis.

The following table illustrates the total number of units removed based on existing properties as well as new properties to the market area that have been allocated or are not yet stabilized. Note that this table may illustrate non-competitive units and competitive properties that are not deducted from our demand analysis.

**ADDITIONS TO SUPPLY**

Unit Type	50% AMI	60% AMI	70% AMI	Overall
1BR	5	0	0	5
2BR	2	17	0	19
3BR	2	18	0	20
<b>Total</b>	<b>9</b>	<b>35</b>	<b>0</b>	<b>44</b>

**Rehab Developments and PBRA**

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

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

## Capture Rates

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

### RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA

Income Cohort	2019		Projected Mkt Entry June 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	2,895	21.2%	2,773	20.4%	2,685	19.8%
\$10,000-19,999	2,644	19.4%	2,553	18.8%	2,488	18.3%
\$20,000-29,999	2,285	16.7%	2,210	16.2%	2,156	15.9%
\$30,000-39,999	1,577	11.6%	1,557	11.4%	1,542	11.3%
\$40,000-49,999	1,085	8.0%	1,147	8.4%	1,192	8.8%
\$50,000-59,999	909	6.7%	896	6.6%	886	6.5%
\$60,000-74,999	836	6.1%	844	6.2%	850	6.3%
\$75,000-99,999	647	4.7%	705	5.2%	747	5.5%
\$100,000-124,999	312	2.3%	363	2.7%	399	2.9%
\$125,000-149,999	137	1.0%	178	1.3%	207	1.5%
\$150,000-199,999	168	1.2%	181	1.3%	191	1.4%
\$200,000+	151	1.1%	208	1.5%	248	1.8%
<b>Total</b>	<b>13,646</b>	<b>100.0%</b>	<b>13,614</b>	<b>100.0%</b>	<b>13,591</b>	<b>100.0%</b>

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

**50% AMI**

**NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @50%**

Minimum Income Limit		\$20,057		Maximum Income Limit		\$33,650	
Income Category	New Renter Households - Total Change in Households PMA 2019 to Prj Mrkt Entry June 2022		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	\$0-9,999	-123			381.8%	\$0	0.0%
\$10,000-19,999	-91	283.6%	\$0	0.0%	0		
\$20,000-29,999	-75	234.5%	\$9,942	99.4%	-75		
\$30,000-39,999	-20	63.6%	\$3,650	36.5%	-7		
\$40,000-49,999	62	-194.5%	\$0	0.0%	0		
\$50,000-59,999	-13	41.8%	\$0	0.0%	0		
\$60,000-74,999	8	-25.5%	\$0	0.0%	0		
\$75,000-99,999	58	-181.8%	\$0	0.0%	0		
\$100,000-124,999	51	-158.2%	\$0	0.0%	0		
\$125,000-149,999	41	-127.3%	\$0	0.0%	0		
\$150,000-199,999	13	-41.8%	\$0	0.0%	0		
\$200,000+	57	-176.4%	\$0	0.0%	0		
<b>Total</b>	<b>-32</b>	<b>100.0%</b>		<b>256.4%</b>	<b>-82</b>		

**POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @50%**

Minimum Income Limit		\$20,057		Maximum Income Limit		\$33,650	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households within Bracket		
	\$0-9,999	2,895			21.2%	\$0	0.0%
\$10,000-19,999	2,644	19.4%	\$0	0.0%	0		
\$20,000-29,999	2,285	16.7%	\$9,942	99.4%	2,272		
\$30,000-39,999	1,577	11.6%	\$3,650	36.5%	576		
\$40,000-49,999	1,085	8.0%	\$0	0.0%	0		
\$50,000-59,999	909	6.7%	\$0	0.0%	0		
\$60,000-74,999	836	6.1%	\$0	0.0%	0		
\$75,000-99,999	647	4.7%	\$0	0.0%	0		
\$100,000-124,999	312	2.3%	\$0	0.0%	0		
\$125,000-149,999	137	1.0%	\$0	0.0%	0		
\$150,000-199,999	168	1.2%	\$0	0.0%	0		
\$200,000+	151	1.1%	\$0	0.0%	0		
<b>Total</b>	<b>13,646</b>	<b>100.0%</b>		<b>20.9%</b>	<b>2,848</b>		

**ASSUMPTIONS - @50%**

Tenancy		Family		% of Income towards Housing		35%	
Rural/Urban		Urban		Maximum # of Occupants		5	
Persons in Household	OBR	1BR	2BR	3BR	4BR+		
1	0%	90%	10%	0%	0%		
2	0%	20%	80%	0%	0%		
3	0%	0%	60%	40%	0%		
4	0%	0%	50%	50%	0%		
5+	0%	0%	0%	100%	0%		

**Demand from New Renter Households 2019 to June 2022**

Income Target Population	@50%
New Renter Households PMA	-32
Percent Income Qualified	256.4%
<b>New Renter Income Qualified Households</b>	<b>-82</b>

**Demand from Existing Households 2019**

**Demand from Rent Overburdened Households**

Income Target Population	@50%
Total Existing Demand	13,646
Income Qualified	20.9%
Income Qualified Renter Households	2,848
Percent Rent Overburdened Prj Mrkt Entry June 2022	45.2%
<b>Rent Overburdened Households</b>	<b>1,287</b>

**Demand from Living in Substandard Housing**

Income Qualified Renter Households	2,848
Percent Living in Substandard Housing	5.3%
<b>Households Living in Substandard Housing</b>	<b>151</b>

**Senior Households Converting from Homeownership**

Income Target Population	@50%
Total Senior Homeowners	0
Rural Versus Urban	2.0%
<b>Senior Demand Converting from Homeownership</b>	<b>0</b>

**Total Demand**

Total Demand from Existing Households	1,438
Total New Demand	-82
<b>Total Demand (New Plus Existing Households)</b>	<b>1,356</b>

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

**By Bedroom Demand**

One Person	45.0%	610
Two Persons	24.8%	337
Three Persons	14.5%	197
Four Persons	8.8%	120
Five Persons	6.9%	93
<b>Total</b>	<b>100.0%</b>	<b>1,356</b>

**To place Person Demand into Bedroom Type Units**

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	90%	549
Of two-person households in 1BR units	20%	67
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	61
Of two-person households in 2BR units	80%	269
Of three-person households in 2BR units	60%	118
Of four-person households in 2BR units	50%	60
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	79
Of four-person households in 3BR units	50%	60
Of five-person households in 3BR units	100%	93
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	0%	0
Of five-person households in 4BR units	0%	0
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
<b>Total Demand</b>		<b>1,356</b>

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	616	-	5	=	611
2 BR	508	-	2	=	506
3 BR	232	-	2	=	230
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
<b>Total</b>	<b>1,356</b>		<b>9</b>		<b>1,347</b>

	Developer's Unit Mix		Net Demand	Capture Rate	
0 BR	-	/	-	=	-
1 BR	5	/	611	=	0.8%
2 BR	18	/	506	=	3.6%
3 BR	9	/	230	=	3.9%
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
<b>Total</b>	<b>32</b>		<b>1,347</b>		<b>2.4%</b>

**60% AMI**

**NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60%**

Minimum Income Limit		\$24,069		Maximum Income Limit		\$40,380	
Income Category	New Renter Households - Total Change		Income Brackets	Percent within Cohort	Renter		
	in Households PMA 2019 to Prj Mrkt Entry June 2022				Households within Bracket		
\$0-9,999	-123	381.8%	\$0	0.0%	0		
\$10,000-19,999	-91	283.6%	\$0	0.0%	0		
\$20,000-29,999	-75	234.5%	\$5,930	59.3%	-45		
\$30,000-39,999	-20	63.6%	\$9,999	100.0%	-20		
\$40,000-49,999	62	-194.5%	\$380	3.8%	2		
\$50,000-59,999	-13	41.8%	\$0	0.0%	0		
\$60,000-74,999	8	-25.5%	\$0	0.0%	0		
\$75,000-99,999	58	-181.8%	\$0	0.0%	0		
\$100,000-124,999	51	-158.2%	\$0	0.0%	0		
\$125,000-149,999	41	-127.3%	\$0	0.0%	0		
\$150,000-199,999	13	-41.8%	\$0	0.0%	0		
\$200,000+	57	-176.4%	\$0	0.0%	0		
<b>Total</b>	<b>-32</b>	<b>100.0%</b>		<b>195.4%</b>	<b>-63</b>		

**POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60%**

Minimum Income Limit		\$24,069		Maximum Income Limit		\$40,380	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households within Bracket		
	\$0-9,999	2,895			21.2%	\$0	0.0%
\$10,000-19,999	2,644	19.4%	\$0	0.0%	0		
\$20,000-29,999	2,285	16.7%	\$5,930	59.3%	1,355		
\$30,000-39,999	1,577	11.6%	\$9,999	100.0%	1,577		
\$40,000-49,999	1,085	8.0%	\$380	3.8%	41		
\$50,000-59,999	909	6.7%	\$0	0.0%	0		
\$60,000-74,999	836	6.1%	\$0	0.0%	0		
\$75,000-99,999	647	4.7%	\$0	0.0%	0		
\$100,000-124,999	312	2.3%	\$0	0.0%	0		
\$125,000-149,999	137	1.0%	\$0	0.0%	0		
\$150,000-199,999	168	1.2%	\$0	0.0%	0		
\$200,000+	151	1.1%	\$0	0.0%	0		
<b>Total</b>	<b>13,646</b>	<b>100.0%</b>		<b>21.8%</b>	<b>2,973</b>		

**ASSUMPTIONS - @60%**

Tenancy		Family	% of Income towards Housing			35%
Rural/Urban		Urban	Maximum # of Occupants			5
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	0%	90%	10%	0%	0%	
2	0%	20%	80%	0%	0%	
3	0%	0%	60%	40%	0%	
4	0%	0%	50%	50%	0%	
5+	0%	0%	0%	100%	0%	

**Demand from New Renter Households 2019 to June 2022**

Income Target Population	@60%
New Renter Households PMA	-32
Percent Income Qualified	195.4%
<b>New Renter Income Qualified Households</b>	<b>-63</b>

**Demand from Existing Households 2019**

**Demand from Rent Overburdened Households**

Income Target Population	@60%
Total Existing Demand	13,646
Income Qualified	21.8%
Income Qualified Renter Households	2,973
Percent Rent Overburdened Prj Mrkt Entry June 2022	45.2%
<b>Rent Overburdened Households</b>	<b>1,344</b>

**Demand from Living in Substandard Housing**

Income Qualified Renter Households	2,973
Percent Living in Substandard Housing	5.3%
<b>Households Living in Substandard Housing</b>	<b>158</b>

**Senior Households Converting from Homeownership**

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

**Total Demand**

Total Demand from Existing Households	1,502
Total New Demand	-63
<b>Total Demand (New Plus Existing Households)</b>	<b>1,439</b>

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

**By Bedroom Demand**

One Person	45.0%	647
Two Persons	24.8%	357
Three Persons	14.5%	209
Four Persons	8.8%	127
Five Persons	6.9%	99
<b>Total</b>	<b>100.0%</b>	<b>1,439</b>

**To place Person Demand into Bedroom Type Units**

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	90%	583
Of two-person households in 1BR units	20%	71
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	65
Of two-person households in 2BR units	80%	286
Of three-person households in 2BR units	60%	125
Of four-person households in 2BR units	50%	64
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	84
Of four-person households in 3BR units	50%	64
Of five-person households in 3BR units	100%	99
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	0%	0
Of five-person households in 4BR units	0%	0
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
<b>Total Demand</b>		<b>1,439</b>

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	654	-	0	=	654
2 BR	539	-	17	=	522
3 BR	246	-	18	=	228
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
<b>Total</b>	<b>1,439</b>		<b>35</b>		<b>1,404</b>

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	9	/	654	=	1.4%
2 BR	36	/	522	=	6.9%
3 BR	23	/	228	=	10.1%
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
<b>Total</b>	<b>68</b>		<b>1,404</b>		<b>4.8%</b>

**70% AMI**

**NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @70%**

Minimum Income Limit		\$28,080		Maximum Income Limit		\$47,110	
Income Category	New Renter Households - Total Change in Households PMA 2019 to Prj Mrkt Entry June 2022		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	\$0-9,999	-123			381.8%	\$0	0.0%
\$10,000-19,999	-91	283.6%	\$0	0.0%	0		
\$20,000-29,999	-75	234.5%	\$1,919	19.2%	-14		
\$30,000-39,999	-20	63.6%	\$9,999	100.0%	-20		
\$40,000-49,999	62	-194.5%	\$7,110	71.1%	44		
\$50,000-59,999	-13	41.8%	\$0	0.0%	0		
\$60,000-74,999	8	-25.5%	\$0	0.0%	0		
\$75,000-99,999	58	-181.8%	\$0	0.0%	0		
\$100,000-124,999	51	-158.2%	\$0	0.0%	0		
\$125,000-149,999	41	-127.3%	\$0	0.0%	0		
\$150,000-199,999	13	-41.8%	\$0	0.0%	0		
\$200,000+	57	-176.4%	\$0	0.0%	0		
<b>Total</b>	<b>-32</b>	<b>100.0%</b>		<b>-29.7%</b>	<b>10</b>		

**POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @70%**

Minimum Income Limit		\$28,080		Maximum Income Limit		\$47,110	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households within Bracket		
	\$0-9,999	2,895			21.2%	\$0	0.0%
\$10,000-19,999	2,644	19.4%	\$0	0.0%	0		
\$20,000-29,999	2,285	16.7%	\$1,919	19.2%	439		
\$30,000-39,999	1,577	11.6%	\$9,999	100.0%	1,577		
\$40,000-49,999	1,085	8.0%	\$7,110	71.1%	772		
\$50,000-59,999	909	6.7%	\$0	0.0%	0		
\$60,000-74,999	836	6.1%	\$0	0.0%	0		
\$75,000-99,999	647	4.7%	\$0	0.0%	0		
\$100,000-124,999	312	2.3%	\$0	0.0%	0		
\$125,000-149,999	137	1.0%	\$0	0.0%	0		
\$150,000-199,999	168	1.2%	\$0	0.0%	0		
\$200,000+	151	1.1%	\$0	0.0%	0		
<b>Total</b>	<b>13,646</b>	<b>100.0%</b>		<b>20.4%</b>	<b>2,787</b>		

**ASSUMPTIONS - @70%**

Tenancy		Family		% of Income towards Housing		35%	
Rural/Urban		Urban		Maximum # of Occupants		5	
Persons in Household	OBR	1BR	2BR	3BR	4BR+		
1	0%	90%	10%	0%	0%		
2	0%	20%	80%	0%	0%		
3	0%	0%	60%	40%	0%		
4	0%	0%	50%	50%	0%		
5+	0%	0%	0%	100%	0%		

**Demand from New Renter Households 2019 to June 2022**

Income Target Population	@70%
New Renter Households PMA	-32
Percent Income Qualified	-29.7%
<b>New Renter Income Qualified Households</b>	<b>10</b>

**Demand from Existing Households 2019**

**Demand from Rent Overburdened Households**

Income Target Population	@70%
Total Existing Demand	13,646
Income Qualified	20.4%
Income Qualified Renter Households	2,787
Percent Rent Overburdened Prj Mrkt Entry June 2022	45.2%
<b>Rent Overburdened Households</b>	<b>1,260</b>

**Demand from Living in Substandard Housing**

Income Qualified Renter Households	2,787
Percent Living in Substandard Housing	5.3%
<b>Households Living in Substandard Housing</b>	<b>148</b>

**Senior Households Converting from Homeownership**

Income Target Population	@70%
Total Senior Homeowners	0
Rural Versus Urban	2.0%
<b>Senior Demand Converting from Homeownership</b>	<b>0</b>

**Total Demand**

Total Demand from Existing Households	1,408
Total New Demand	10
<b>Total Demand (New Plus Existing Households)</b>	<b>1,417</b>

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

**By Bedroom Demand**

One Person	45.0%	638
Two Persons	24.8%	352
Three Persons	14.5%	206
Four Persons	8.8%	125
Five Persons	6.9%	97
<b>Total</b>	<b>100.0%</b>	<b>1,417</b>

**To place Person Demand into Bedroom Type Units**

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	90%	574
Of two-person households in 1BR units	20%	70
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	64
Of two-person households in 2BR units	80%	281
Of three-person households in 2BR units	60%	123
Of four-person households in 2BR units	50%	63
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	82
Of four-person households in 3BR units	50%	63
Of five-person households in 3BR units	100%	97
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	0%	0
Of five-person households in 4BR units	0%	0
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
<b>Total Demand</b>		<b>1,417</b>

Total Demand (Subject Unit Types)		Additions to Supply		Net Demand	
0 BR	-	-	-	=	-
1 BR	644	-	0	=	644
2 BR	531	-	0	=	531
3 BR	242	-	0	=	242
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
<b>Total</b>	<b>1,417</b>		<b>0</b>		<b>1,417</b>

Developer's Unit Mix		Net Demand		Capture Rate	
0 BR	-	/	-	=	-
1 BR	4	/	644	=	0.6%
2 BR	18	/	531	=	3.4%
3 BR	10	/	242	=	4.1%
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
<b>Total</b>	<b>32</b>		<b>1,417</b>		<b>2.3%</b>

**Overall**

**NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall**

Minimum Income Limit		\$20,057		Maximum Income Limit		\$47,110	
Income Category	New Renter Households - Total Change in Households PMA 2019 to Prj Mrkt Entry June 2022		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	\$0-9,999	-123			381.8%	\$0	0.0%
\$10,000-19,999	-91	283.6%	\$0	0.0%	0		
\$20,000-29,999	-75	234.5%	\$9,942	99.4%	-75		
\$30,000-39,999	-20	63.6%	\$9,999	100.0%	-20		
\$40,000-49,999	62	-194.5%	\$7,110	71.1%	44		
\$50,000-59,999	-13	41.8%	\$0	0.0%	0		
\$60,000-74,999	8	-25.5%	\$0	0.0%	0		
\$75,000-99,999	58	-181.8%	\$0	0.0%	0		
\$100,000-124,999	51	-158.2%	\$0	0.0%	0		
\$125,000-149,999	41	-127.3%	\$0	0.0%	0		
\$150,000-199,999	13	-41.8%	\$0	0.0%	0		
\$200,000+	57	-176.4%	\$0	0.0%	0		
<b>Total</b>	<b>-32</b>	<b>100.0%</b>		<b>158.5%</b>	<b>-51</b>		

**POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall**

Minimum Income Limit		\$20,057		Maximum Income Limit		\$47,110	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households within Bracket		
	\$0-9,999	2,895			21.2%	\$0	0.0%
\$10,000-19,999	2,644	19.4%	\$0	0.0%	0		
\$20,000-29,999	2,285	16.7%	\$9,942	99.4%	2,272		
\$30,000-39,999	1,577	11.6%	\$9,999	100.0%	1,577		
\$40,000-49,999	1,085	8.0%	\$7,110	71.1%	772		
\$50,000-59,999	909	6.7%	\$0	0.0%	0		
\$60,000-74,999	836	6.1%	\$0	0.0%	0		
\$75,000-99,999	647	4.7%	\$0	0.0%	0		
\$100,000-124,999	312	2.3%	\$0	0.0%	0		
\$125,000-149,999	137	1.0%	\$0	0.0%	0		
\$150,000-199,999	168	1.2%	\$0	0.0%	0		
\$200,000+	151	1.1%	\$0	0.0%	0		
<b>Total</b>	<b>13,646</b>	<b>100.0%</b>		<b>33.9%</b>	<b>4,620</b>		

**ASSUMPTIONS - Overall**

Tenancy		Family		% of Income towards Housing		35%	
Rural/Urban		Urban		Maximum # of Occupants		5	
Persons in Household	OBR	1BR	2BR	3BR	4BR+		
1	0%	90%	10%	0%	0%		
2	0%	20%	80%	0%	0%		
3	0%	0%	60%	40%	0%		
4	0%	0%	50%	50%	0%		
5+	0%	0%	0%	100%	0%		

**Demand from New Renter Households 2019 to June 2022**

Income Target Population	Overall
New Renter Households PMA	-32
Percent Income Qualified	158.5%
<b>New Renter Income Qualified Households</b>	<b>-51</b>

**Demand from Existing Households 2019**

**Demand from Rent Overburdened Households**

Income Target Population	Overall
Total Existing Demand	13,646
Income Qualified	33.9%
Income Qualified Renter Households	4,620
Percent Rent Overburdened Prj Mrkt Entry June 2022	45.2%
<b>Rent Overburdened Households</b>	<b>2,089</b>

**Demand from Living in Substandard Housing**

Income Qualified Renter Households	4,620
Percent Living in Substandard Housing	5.3%
<b>Households Living in Substandard Housing</b>	<b>245</b>

**Senior Households Converting from Homeownership**

Income Target Population	Overall
Total Senior Homeowners	0
Rural Versus Urban	2.0%
<b>Senior Demand Converting from Homeownership</b>	<b>0</b>

**Total Demand**

Total Demand from Existing Households	2,334
Total New Demand	-51
<b>Total Demand (New Plus Existing Households)</b>	<b>2,283</b>

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

**By Bedroom Demand**

One Person	45.0%	1,027
Two Persons	24.8%	567
Three Persons	14.5%	331
Four Persons	8.8%	202
Five Persons	6.9%	157
<b>Total</b>	<b>100.0%</b>	<b>2,283</b>

**To place Person Demand into Bedroom Type Units**

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	90%	924
Of two-person households in 1BR units	20%	113
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	103
Of two-person households in 2BR units	80%	453
Of three-person households in 2BR units	60%	199
Of four-person households in 2BR units	50%	101
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	133
Of four-person households in 3BR units	50%	101
Of five-person households in 3BR units	100%	157
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	0%	0
Of five-person households in 4BR units	0%	0
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
<b>Total Demand</b>		<b>2,283</b>

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	1,038	-	5	=	1,033
2 BR	856	-	19	=	837
3 BR	390	-	20	=	370
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
<b>Total</b>	<b>2,283</b>		<b>44</b>		<b>2,239</b>

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	18	/	1,033	=	1.7%
2 BR	72	/	837	=	8.6%
3 BR	42	/	370	=	11.4%
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
<b>Total</b>	<b>132</b>		<b>2,239</b>		<b>5.9%</b>

**CAPTURE RATE ANALYSIS CHART**

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

- The number of households in the PMA is expected to increase 0.1 percent between 2019 and 2022.
- This demand analysis does not measure the PMA’s or Subject’s ability to attract additional or latent demand into the market from elsewhere by offering an affordable option. We believe this to be moderate and therefore the demand analysis is somewhat conservative in its conclusions because this demand is not included.

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

**DEMAND AND NET DEMAND**

DCA Conclusion Tables (Family)	HH at @50% AMI (\$20,057 to \$33,650)	HH at @60% AMI (\$24,069 to \$40,380)	HH at @70% AMI (\$28,080 to \$47,110)	All Tax Credit Households
Demand from New Households (age and income appropriate)	-82	-63	10	-51
<b>PLUS</b>	+	+	+	+
Demand from Existing Renter Households - Substandard Housing	151	158	148	245
<b>PLUS</b>	+	+	+	+
Demand from Existing Renter Housholds - Rent Overburdened Households	1,287	1,344	1,260	2,089
Sub Total	1,356	1,439	1,417	2,283
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 2% where	0	0	0	0
<b>Equals Total Demand</b>	1,356	1,439	1,417	2,283
<b>Less</b>	-	-	-	-
Competitive New Supply	9	35	0	44
<b>Equals Net Demand</b>	1,347	1,404	1,417	2,239

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Average Market Rents	Minimum Market Rent	Maximum Market Rent	Proposed Rents
1BR @50%	\$20,057	\$24,950	5	616	5	611	0.8%	\$831	\$469	\$1,302	\$525
1BR @60%	\$24,069	\$29,940	9	654	0	654	1.4%	\$857	\$490	\$1,302	\$642
1BR @70%	\$28,080	\$34,930	4	644	0	644	0.6%	\$929	\$490	\$1,302	\$759
1BR Overall	\$20,057	\$34,930	18	1,038	5	1,033	1.7%	-	-	-	-
2BR @50%	\$24,034	\$28,050	18	508	2	506	3.6%	\$900	\$560	\$1,453	\$623
2BR @60%	\$28,834	\$33,660	36	539	17	522	6.9%	\$925	\$651	\$1,453	\$763
2BR @70%	\$33,634	\$39,270	18	531	0	531	3.4%	\$1,011	\$675	\$1,453	\$903
2BR Overall	\$24,034	\$39,270	72	856	19	837	8.6%	-	-	-	-
3BR @50%	\$27,771	\$33,650	9	232	2	230	3.9%	\$936	\$593	\$1,847	\$702
3BR @60%	\$33,326	\$40,380	23	246	18	228	10.1%	\$986	\$694	\$1,847	\$864
3BR @70%	\$38,880	\$47,110	10	242	0	242	4.1%	\$1,167	\$775	\$1,847	\$1,026
3BR Overall	\$27,771	\$47,110	42	390	20	370	11.4%	-	-	-	-
@50% Overall	\$20,057	\$33,650	32	1,356	9	1,347	2.4%	-	-	-	-
@60% Overall	\$24,069	\$40,380	68	1,439	35	1,404	4.8%	-	-	-	-
@70% Overall	\$28,080	\$47,110	32	1,417	0	1,417	2.3%	-	-	-	-
Overall	\$20,057	\$47,110	132	2,283	44	2,239	5.9%	-	-	-	-

As the analysis illustrates, the Subject’s capture rates at the 50 percent AMI level will range from 0.8 to 3.9 percent, with an overall capture rate of 2.4 percent. The Subject’s 60 percent AMI capture rates range from 1.4 to 10.1 percent, with an overall capture rate of 4.8 percent. The Subject’s 70 percent AMI capture rates range from 0.6 to 4.1 percent, with an overall capture rate of 2.3 percent. The overall capture rate for the project’s 50, 60, and 70 percent units is 5.9 percent. Therefore, we believe there is adequate demand for the Subject. All capture rates are within Georgia DCA thresholds.

# **I. EXISTING COMPETITIVE RENTAL ENVIRONMENT**

## Survey of Comparable Projects

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent structure. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes ten “true” comparable properties containing 2,231 units.

The availability of LIHTC data is considered average. We include five LIHTC and mixed-income developments, two of which are located in the PMA, between 0.7 and 1.5 miles of the proposed Subject. Three of the comparables, Arbor Pointe I And II, Avalon Apartments, and Springfield Crossing, are located outside of the PMA in Columbus, between 4.5 and 5.4 miles from the proposed Subject in slightly inferior locations with respect to median rents. These are reasonable proxies for the Subject as they are among the most proximate non-subsidized LIHTC developments that target families and agreed to participate in our survey. The LIHTC comparables were built between 2002 and 2020.

The availability of market rate data is considered average. The Subject is located in Columbus and there are several market rate properties in the area. We include five conventional properties in our analysis of the competitive market, three of which are located in the PMA, between 0.3 and 1.7 miles from the Subject site. Two of the comparables, Greystone At River Chase and Rock Island Ridges, are located outside of the PMA in Phenix City, between 1.6 and 2.8 miles from the proposed Subject in similar locations with respect to median rents. These are reasonable proxies for the Subject as they are among the most proximate market rate developments that offer a similar unit mix and condition to the proposed Subject that agreed to participate in our survey. These comparables were built or renovated between 2002 and 2016. Overall, we believe the market rate properties used in our analysis are the most comparable. Other market rate properties are excluded based on proximity, unit count, and condition. Of note, despite the challenges in interviewing property managers in-person due to the office restrictions related to COVID-19, we were able to personally interview all of the comparables utilized in this report over the phone. All of the comparable properties were interviewed since late April 2020. Eight of the ten surveyed property managers reported that market demand has not softened as a result of the COVID-19 pandemic and state and local stay-at-home orders. One of the comparable properties, Avalon Apartments, reported an increase in vacancy among its three-bedroom units; however, none of the remaining comparable properties reported a similar trend. Johnston Mill Lofts reported an elevated vacancy rate as the property converted from LIHTC to market rate in 2019. The leasing of these units at market rate has been slowed as a result of the COVID-19 pandemic and the reluctance of tenants to move at this time.

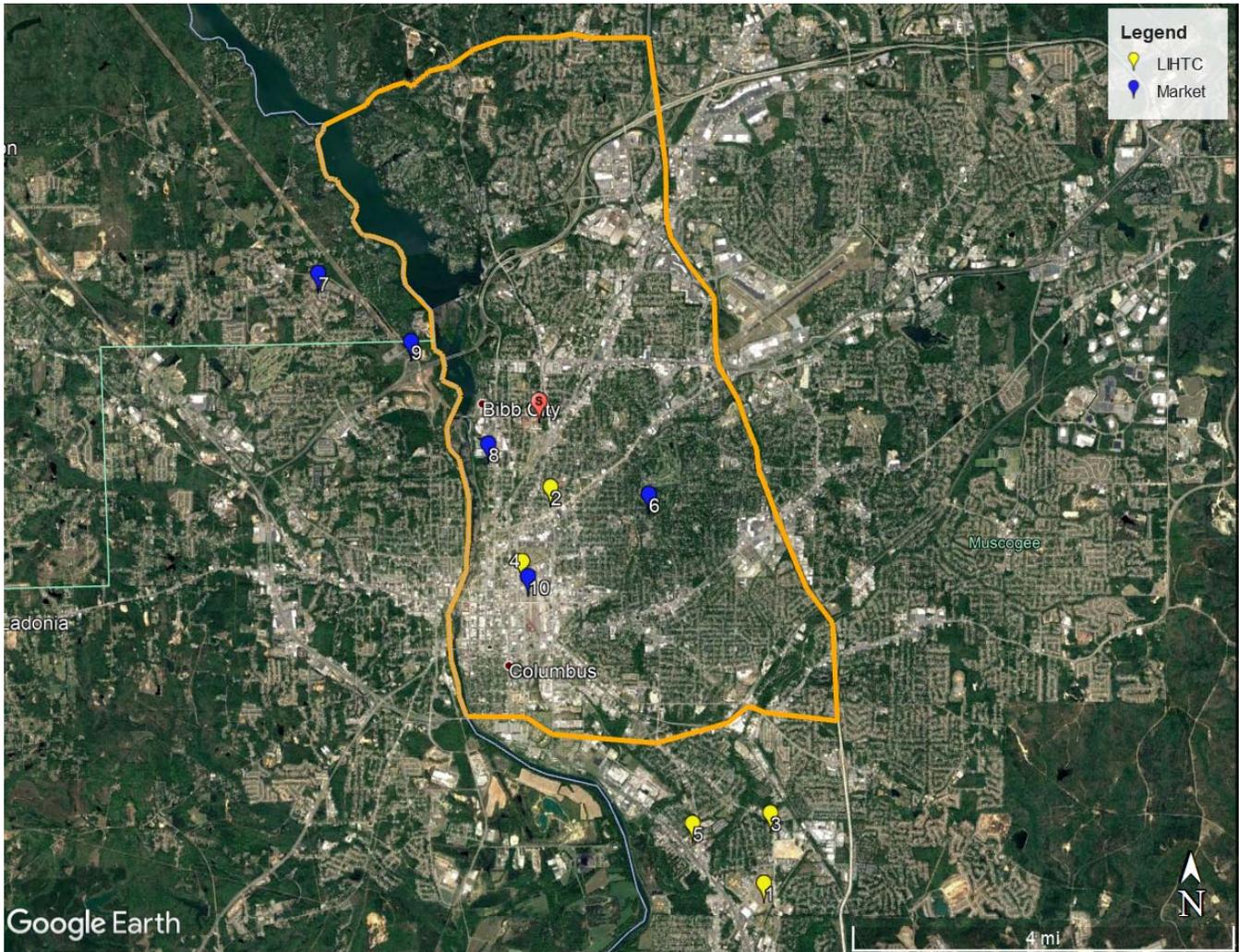
A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided on the following pages. A map illustrating the location of the Subject in relation to comparable properties is also provided on the following pages. The properties are further profiled in the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

## Excluded Properties

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

EXCLUDED PROPERTIES					
Property Name	Program	Location	Tenancy	# of Units	Reason for Exclusion
Highland Terrace	LIHTC	Columbus	Senior	102	Dissimilar tenancy
Liberty Gardens Townhomes	LIHTC	Columbus	Family	88	Inferior condition
Lyndolyn Apartments	LIHTC	Columbus	Family	34	Inferior condition
McLeod Square	LIHTC	Columbus	Family	40	Inferior condition
Pear Tree Place	LIHTC	Columbus	Family	11	Low number of units
Waverly Terrace Apartments	LIHTC	Columbus	Senior	80	Dissimilar tenancy
Mill Village	LIHTC/Market/Section 8	Columbus	Family	102	Proposed
Willow Glen	Public Housing	Columbus	Disabled	28	Subsidized
Chase Homes	Public Housing	Columbus	Family	108	Subsidized
Luther C. Wilson Homes	Public Housing	Columbus	Family	306	Subsidized
Wilson Homes	Public Housing	Columbus	Family	289	Subsidized
Warren Williams Homes	Public Housing	Columbus	Family	160	Subsidized
Rivers Homes	Public Housing	Columbus	Senior	24	Subsidized
Nicholson Terrace	Public Housing	Columbus	Senior	100	Subsidized
Farley Homes	Public Housing	Columbus	Family	102	Subsidized
Elizabeth Carty Homes	Public Housing	Columbus	Family	249	Subsidized
Columbus Gardens I And II	Section 8	Columbus	Family	116	Subsidized
Ralston Towers	Section 8	Columbus	Senior	269	Subsidized
Renaissance Villa Apartments	Section 8	Columbus	Family	72	Subsidized
Columbus Commons	Section 8	Columbus	Family	106	Subsidized
Lofts at Riverwalk	Market	Columbus	Family	334	More comparable properties
Greenleaf	Market	Phenix City	Family	448	Inferior condition
Cloister Apartments	Market	Columbus	Family	112	Inferior condition
Northwood Apartments	Market	Columbus	Family	80	Inferior condition
Parkview at Britt David	Market	Columbus	Family	68	More comparable properties
Brittwood	Market	Columbus	Family	368	Inferior condition
Overlook Crossing Apartments	Market	Columbus	Family	164	Inferior condition
The Village on Cherokee	Market	Columbus	Family	84	Inferior condition
Riverfront Place	Market	Columbus	Family	226	More comparable properties
Gardenbrook	Market	Columbus	Family	72	Inferior condition
Carriage Hill Apartments	Market	Columbus	Family	194	Inferior condition
Overlook Club Apartments	Market	Columbus	Family	72	Inferior condition
Greystone Woodlands and Oaks	Market	Columbus	Family	253	More comparable properties
Steeple Crest Apartments	Market	Phenix City	Family	200	More comparable properties
Summertree Apartments	Market	Phenix City	Family	158	More comparable properties
Clover Leaf Apartment Homes	Market	Phenix City	Family	236	Inferior condition
The Garden on Stadium	Market	Phenix City	Family	190	More comparable properties
Springwood Apartments	Market	Columbus	Family	64	Inferior condition
Club Hill Apartments	Market	Columbus	Family	232	Inferior condition
2000 Wynnton Road	Market	Columbus	Family	72	Inferior condition

1. Comparable Rental Property Map



Source: Google Earth, May 2020.

COMPARABLE PROPERTIES

#	Comparable Property	City	Rent Structure	Distance to Subject
<b>S</b>	<b>Highland Terrace Phase II</b>	<b>Columbus</b>	<b>LIHTC</b>	<b>-</b>
1	Arbor Pointe I And II*	Columbus	LIHTC/Market	5.4 miles
2	Ashley Station	Columbus	LIHTC/Market/Section 8	0.7 miles
3	Avalon Apartments*	Columbus	LIHTC	4.8 miles
4	Clafin School Apartments	Columbus	LIHTC	1.5 miles
5	Springfield Crossing*	Columbus	LIHTC/Market	4.5 miles
6	Greystone At Country Club	Columbus	Market	1.4 miles
7	Greystone At River Chase*	Phenix City	Market	2.8 miles
8	Johnston Mill Lofts	Columbus	Market	0.6 miles
9	Rock Island Ridges*	Phenix City	Market	1.6 miles
10	The Lofts At Swift Mill	Columbus	Market	1.7 miles

\*Located outside PMA

HIGHLAND TERRACE PHASE II- COLUMBUS, GEORGIA – MARKET STUDY

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

SUMMARY MATRIX

Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate
Subject	Highland Terrace Phase II 705 35th Street Columbus, GA 31904 Muscogee County		Garden 3-stories 2022 / n/a Family	@50%, @60%, @70%	1BR / 1BA	5	3.8%	750	@50%	\$525	Yes	N/A	N/A	N/A
					1BR / 1BA	9	6.8%	750	@60%	\$642	Yes	N/A	N/A	N/A
					1BR / 1BA	4	3.0%	750	@70%	\$759	Yes	N/A	N/A	N/A
					2BR / 2BA	18	13.6%	900	@50%	\$623	Yes	N/A	N/A	N/A
					2BR / 2BA	36	27.3%	900	@60%	\$763	Yes	N/A	N/A	N/A
					2BR / 2BA	18	13.6%	900	@70%	\$903	Yes	N/A	N/A	N/A
					3BR / 2BA	9	6.8%	1,100	@50%	\$702	Yes	N/A	N/A	N/A
					3BR / 2BA	23	17.4%	1,100	@60%	\$864	Yes	N/A	N/A	N/A
					3BR / 2BA	10	7.6%	1,100	@70%	\$1,026	Yes	N/A	N/A	N/A
										132				
1	Arbor Pointe I And II 1312 Gazebo Wy Columbus, GA 31903 Muscogee County	5.4 miles	Garden 2-stories 2009 / 2010 Family	@60%, Market	1BR / 1BA	84	28.4%	758	@60%	\$612	Yes	Yes	N/A	N/A
					1BR / 1BA	62	21.0%	758	Market	\$639	N/A	Yes	N/A	N/A
					2BR / 2BA	N/A	N/A	974	@60%	\$730	Yes	Yes	N/A	N/A
					2BR / 2BA	N/A	N/A	974	Market	\$771	N/A	Yes	N/A	N/A
					3BR / 2BA	N/A	N/A	1,206	@60%	\$830	Yes	Yes	N/A	N/A
					3BR / 2BA	N/A	N/A	1,206	Market	\$863	N/A	Yes	N/A	N/A
					296							6	2.0%	
2	Ashley Station 1040 Ashley Station Blvd Columbus, GA 31904 Muscogee County	0.7 miles	Garden 3-stories 2007 / n/a Family	@60%, Market, Section 8	1BR / 1BA	N/A	N/A	693	@60%	\$581	Yes	Yes	0	N/A
					1BR / 1BA	N/A	N/A	693	Section 8	-	N/A	Yes	0	N/A
					2BR / 1BA	N/A	N/A	930	@60%	\$694	Yes	Yes	0	N/A
					2BR / 1BA	N/A	N/A	930	Section 8	-	N/A	Yes	0	N/A
					2BR / 1.5BA	N/A	N/A	888	@60%	\$694	Yes	Yes	0	N/A
					2BR / 1.5BA	N/A	N/A	888	Section 8	-	N/A	Yes	0	N/A
					2BR / 2.5BA	N/A	N/A	1,232	@60%	\$680	Yes	Yes	0	N/A
					2BR / 2.5BA	73	19.9%	1,232	Market	\$996	N/A	No	N/A	N/A
					2BR / 2.5BA	N/A	N/A	1,232	Section 8	-	N/A	Yes	0	N/A
					3BR / 2BA	N/A	N/A	1,430	@60%	\$694	Yes	Yes	0	N/A
					3BR / 2BA	N/A	N/A	1,430	Section 8	-	N/A	Yes	0	N/A
					3BR / 2.5BA	N/A	N/A	1,512	@60%	\$788	Yes	Yes	0	N/A
					3BR / 2.5BA	74	20.2%	1,512	Market	\$1,015	N/A	No	N/A	N/A
3BR / 2.5BA	N/A	N/A	1,512	Section 8	-	N/A	Yes	0	N/A					
					367							12	3.3%	
3	Avalon Apartments 3737 Cusseta Rd Columbus, GA 31903 Muscogee County	4.8 miles	Garden 4-stories 2009 / n/a Family	@60%	1BR / 1BA	54	23.3%	682	@60%	\$592	Yes	Yes	0	0.0%
					2BR / 2BA	60	25.9%	949	@60%	\$694	Yes	Yes	0	0.0%
					3BR / 2BA	82	35.3%	1,100	@60%	\$801	Yes	No	18	22.0%
					4BR / 2BA	36	15.5%	1,280	@60%	\$869	Yes	Yes	0	0.0%
					232							18	7.8%	
4	Clafin School Apartments 1532 5th Avenue Columbus, GA 31901 Muscogee County	1.5 miles	Lowrise 2-stories 2020 / n/a Family	@50%, @60%	1BR / 1BA	5	11.4%	650	@50%	\$469	No	No	N/A	N/A
					2BR / 1BA	2	4.6%	850	@50%	\$560	No	No	N/A	N/A
					2BR / 1BA	18	40.9%	850	@60%	\$694	No	No	N/A	N/A
					3BR / 2BA	2	4.6%	1,100	@50%	\$633	No	No	N/A	N/A
					17	38.6%	1,100	@60%	\$788	No	No	N/A	N/A	
					44							8	18.2%	
5	Springfield Crossing 3320 N Lumpkin Rd Columbus, GA 31903 Muscogee County	4.5 miles	Garden 2-stories 2002 / n/a Family	@50%, @60%, Market	2BR / 2BA	4	3.3%	960	@50%	\$590	No	No	N/A	N/A
					2BR / 2BA	60	50.0%	960	@60%	\$651	No	No	N/A	N/A
					2BR / 2BA	16	13.3%	960	Market	\$675	N/A	No	N/A	N/A
					3BR / 2BA	2	1.7%	1,290	@50%	\$593	No	No	N/A	N/A
					3BR / 2BA	30	25.0%	1,290	@60%	\$748	No	No	N/A	N/A
					8	6.7%	1,290	Market	\$775	N/A	No	N/A	N/A	
					120							2	1.7%	
6	Greystone At Country Club 2001 Country Club Rd Columbus, GA 31906 Muscogee County	1.4 miles	Various 2-stories 1964 / 2009 Family	Market	1BR / 1BA	N/A	N/A	900	Market	\$630	N/A	Yes	N/A	N/A
					1BR / 1BA	N/A	N/A	900	Market	\$770	N/A	Yes	N/A	N/A
					1BR / 1BA	N/A	N/A	900	Market	\$490	N/A	Yes	N/A	N/A
					2BR / 1BA	N/A	N/A	878	Market	\$738	N/A	Yes	N/A	N/A
					2BR / 1BA	N/A	N/A	878	Market	\$780	N/A	Yes	N/A	N/A
					2BR / 1BA	N/A	N/A	878	Market	\$695	N/A	Yes	N/A	N/A
					2BR / 1.5BA	N/A	N/A	1,525	Market	\$805	N/A	Yes	N/A	N/A
					2BR / 2BA	N/A	N/A	1,250	Market	\$900	N/A	Yes	N/A	N/A
					2BR / 2BA	N/A	N/A	1,250	Market	\$945	N/A	Yes	N/A	N/A
					2BR / 2BA	N/A	N/A	1,250	Market	\$855	N/A	Yes	N/A	N/A
					200							0	0.0%	
7	Greystone At River Chase 5295 River Chase Drive Phenix City, AL 36867 Lee County	2.8 miles	Garden 2-stories 2014 / n/a Family	Market	1BR / 1BA	76	33.9%	1,075	Market	\$916	N/A	Yes	1	1.3%
					2BR / 2BA	74	33.0%	1,463	Market	\$1,110	N/A	Yes	0	0.0%
					3BR / 2BA	74	33.0%	1,716	Market	\$1,250	N/A	Yes	2	2.7%
					224							3	1.3%	
8	Johnston Mill Lofts 3201 First Ave Columbus, GA 31904 Muscogee County	0.6 miles	Conversion 4-stories 1900/2002 / n/a Family	Market	1BR / 1BA	105	31.3%	952	Market	\$798	N/A	No	N/A	N/A
					2BR / 1BA	71	21.2%	952	Market	\$997	N/A	No	N/A	N/A
					2BR / 2BA	155	46.3%	1,216	Market	\$1,127	N/A	No	N/A	N/A
					2BR / 2BA	2	0.6%	1,216	Market	\$1,257	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,216	Market	\$997	N/A	No	N/A	N/A
					2	0.6%	1,200	Market	\$1,476	N/A	No	N/A	N/A	
					335							35	10.4%	
9	Rock Island Ridges 4402 River Chase Drive Phenix City, AL 36867 Russell County	1.6 miles	Midrise 4-stories 2016 / n/a Family	Market	1BR / 1BA	5	1.5%	532	Market	\$1,101	N/A	Yes	N/A	N/A
					1BR / 1BA	50	14.5%	751	Market	\$1,122	N/A	Yes	N/A	N/A
					1BR / 1BA	100	28.9%	931	Market	\$1,302	N/A	Yes	N/A	N/A
					2BR / 2BA	64	18.5%	1,168	Market	\$1,318	N/A	Yes	N/A	N/A
					2BR / 2BA	39	11.3%	1,299	Market	\$1,453	N/A	Yes	N/A	N/A
					2BR / 2BA	43	12.4%	1,308	Market	\$1,426	N/A	Yes	N/A	N/A
					45	13.0%	1,625	Market	\$1,847	N/A	Yes	N/A	N/A	
					346							4	1.2%	
10	The Lofts At Swift Mill 1506 6th Ave Columbus, GA 31901 Muscogee County	1.7 miles	Conversion 3-stories 2012 / n/a Family	Market	0BR / 1BA	3	4.5%	968	Market	\$889	N/A	No	0	0.0%
					0BR / 1BA	1	1.5%	1,118	Market	\$1,050	N/A	No	0	0.0%
					1BR / 1BA	4	6.0%	1,733	Market	\$1,186	N/A	No	0	0.0%
					1BR / 1BA	43	64.2%	1,817	Market	\$1,262	N/A	No	1	2.3%
					2BR / 2BA	16	23.9%	2,190	Market	\$1,372	N/A	Yes	0	0.0%
					67							1	1.5%	

# HIGHLAND TERRACE PHASE II- COLUMBUS, GEORGIA – MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.						
	Units Surveyed:	2,231	Weighted Occupancy:	96.0%		
	Market Rate	1,172	Market Rate	96.3%		
	Tax Credit	1,059	Tax Credit	95.7%		
One Bedroom One Bath		Two Bedroom Two Bath		Three Bedroom Two Bath		
Property	Average	Property	Average	Property	Average	
<b>RENT</b>	Rock Island Ridges (Market)	\$1,302	Rock Island Ridges (Market)	\$1,453	Rock Island Ridges (Market)	\$1,847
	The Lofts At Swift Mill (Market)	\$1,262	Rock Island Ridges (Market)	\$1,426	Johnston Mill Lofts (Market)	\$1,476
	The Lofts At Swift Mill (Market)	\$1,186	The Lofts At Swift Mill (Market)	\$1,372	Greystone At River Chase (Market)	\$1,250
	Rock Island Ridges (Market)	\$1,122	Rock Island Ridges (Market)	\$1,318	Highland Terrace Phase II (@70%)	\$1,026
	Rock Island Ridges (Market)	\$1,101	Johnston Mill Lofts (Market)	\$1,257	Ashley Station (Market)(2.5BA)	\$1,015
	Greystone At River Chase (Market)	\$916	Johnston Mill Lofts (Market)	\$1,127	Greystone At Country Club (Market)	\$945
	Johnston Mill Lofts (Market)	\$798	Greystone At River Chase (Market)	\$1,110	Highland Terrace Phase II (@60%)	\$864
	Greystone At Country Club (Market)	\$770	Johnston Mill Lofts (Market)(1BA)	\$997	Arbor Pointe I And II (Market)	\$863
	Highland Terrace Phase II (@70%)	\$759	Johnston Mill Lofts (Market)	\$997	Arbor Pointe I And II (@60%)	\$830
	Highland Terrace Phase II (@60%)	\$642	Ashley Station (Market)(2.5BA)	\$996	Avalon Apartments (@60%)	\$801
	Arbor Pointe I And II (Market)	\$639	Greystone At Country Club (Market)	\$945	Clafin School Apartments (@60%)	\$788
	Greystone At Country Club (Market)	\$630	Highland Terrace Phase II (@70%)	\$903	Ashley Station (@60%)(2.5BA)	\$788
	Arbor Pointe I And II (@60%)	\$612	Greystone At Country Club (Market)	\$900	Springfield Crossing (Market)	\$775
	Avalon Apartments (@60%)	\$592	Greystone At Country Club (Market)	\$855	Springfield Crossing (@60%)	\$748
	Ashley Station (@60%)	\$581	Greystone At Country Club (Market)(1.5BA)	\$805	Highland Terrace Phase II (@50%)	\$702
	Highland Terrace Phase II (@50%)	\$525	Greystone At Country Club (Market)(1BA)	\$780	Ashley Station (@60%)	\$694
	Greystone At Country Club (Market)	\$490	Arbor Pointe I And II (Market)	\$771	Clafin School Apartments (@50%)	\$633
	Clafin School Apartments (@50%)	\$469	Highland Terrace Phase II (@60%)	\$763	Springfield Crossing (@50%)	\$593
			Greystone At Country Club (Market)(1BA)	\$738		
			Arbor Pointe I And II (@60%)	\$730		
			Greystone At Country Club (Market)(1BA)	\$695		
			Avalon Apartments (@60%)	\$694		
			Ashley Station (@60%)(1.5BA)	\$694		
			Clafin School Apartments (@60%)(1BA)	\$694		
			Ashley Station (@60%)(1BA)	\$694		
		Ashley Station (@60%)(2.5BA)	\$680			
		Springfield Crossing (Market)	\$675			
		Springfield Crossing (@60%)	\$651			
		Highland Terrace Phase II (@50%)	\$623			
		Springfield Crossing (@50%)	\$590			
		Clafin School Apartments (@50%)(1BA)	\$560			
<b>SQUARE FOOTAGE</b>	The Lofts At Swift Mill (Market)	1,817	The Lofts At Swift Mill (Market)	2,190	Greystone At River Chase (Market)	1,716
	The Lofts At Swift Mill (Market)	1,733	Greystone At Country Club (Market)(1.5BA)	1,525	Rock Island Ridges (Market)	1,625
	Greystone At River Chase (Market)	1,075	Greystone At River Chase (Market)	1,463	Greystone At Country Club (Market)	1,575
	Johnston Mill Lofts (Market)	952	Rock Island Ridges (Market)	1,308	Ashley Station (@60%)(2.5BA)	1,512
	Rock Island Ridges (Market)	931	Rock Island Ridges (Market)	1,299	Ashley Station (Section 8)(2.5BA)	1,512
	Greystone At Country Club (Market)	900	Greystone At Country Club (Market)	1,250	Ashley Station (Market)(2.5BA)	1,512
	Greystone At Country Club (Market)	900	Greystone At Country Club (Market)	1,250	Ashley Station (@60%)	1,430
	Greystone At Country Club (Market)	900	Greystone At Country Club (Market)	1,250	Ashley Station (Section 8)	1,430
	Arbor Pointe I And II (@60%)	758	Ashley Station (@60%)(2.5BA)	1,232	Springfield Crossing (@60%)	1,290
	Arbor Pointe I And II (Market)	758	Ashley Station (Market)(2.5BA)	1,232	Springfield Crossing (Market)	1,290
	Rock Island Ridges (Market)	751	Ashley Station (Section 8)(2.5BA)	1,232	Springfield Crossing (@50%)	1,290
	Highland Terrace Phase II (@70%)	750	Johnston Mill Lofts (Market)	1,216	Arbor Pointe I And II (@60%)	1,206
	Highland Terrace Phase II (@60%)	750	Johnston Mill Lofts (Market)	1,216	Arbor Pointe I And II (Market)	1,206
	Highland Terrace Phase II (@50%)	750	Johnston Mill Lofts (Market)	1,216	Johnston Mill Lofts (Market)	1,200
	Ashley Station (@60%)	693	Rock Island Ridges (Market)	1,168	Avalon Apartments (@60%)	1,100
	Ashley Station (Section 8)	693	Arbor Pointe I And II (Market)	974	Highland Terrace Phase II (@70%)	1,100
	Avalon Apartments (@60%)	682	Arbor Pointe I And II (@60%)	974	Highland Terrace Phase II (@50%)	1,100
	Clafin School Apartments (@50%)	650	Springfield Crossing (@50%)	960	Clafin School Apartments (@50%)	1,100
	Rock Island Ridges (Market)	532	Springfield Crossing (Market)	960	Clafin School Apartments (@60%)	1,100
			Springfield Crossing (@60%)	960	Highland Terrace Phase II (@60%)	1,100
			Johnston Mill Lofts (Market)(1BA)	952		
			Avalon Apartments (@60%)	949		
			Ashley Station (@60%)(1BA)	930		
			Ashley Station (Section 8)(1BA)	930		
			Highland Terrace Phase II (@60%)	900		
		Highland Terrace Phase II (@70%)	900			
		Highland Terrace Phase II (@50%)	900			
		Ashley Station (@60%)(1.5BA)	888			
		Ashley Station (Section 8)(1.5BA)	888			
		Greystone At Country Club (Market)(1BA)	878			
		Greystone At Country Club (Market)(1BA)	878			
		Greystone At Country Club (Market)(1BA)	878			
		Clafin School Apartments (@50%)(1BA)	850			
		Clafin School Apartments (@60%)(1BA)	850			
<b>RENT PER SQUARE FOOT</b>	Rock Island Ridges (Market)	\$2.07	Rock Island Ridges (Market)	\$1.13	Johnston Mill Lofts (Market)	\$1.23
	Rock Island Ridges (Market)	\$1.49	Rock Island Ridges (Market)	\$1.12	Rock Island Ridges (Market)	\$1.14
	Rock Island Ridges (Market)	\$1.40	Rock Island Ridges (Market)	\$1.09	Highland Terrace Phase II (@70%)	\$0.93
	Highland Terrace Phase II (@70%)	\$1.01	Johnston Mill Lofts (Market)(1BA)	\$1.05	Highland Terrace Phase II (@60%)	\$0.79
	Avalon Apartments (@60%)	\$0.87	Johnston Mill Lofts (Market)	\$1.03	Greystone At River Chase (Market)	\$0.73
	Highland Terrace Phase II (@60%)	\$0.86	Highland Terrace Phase II (@70%)	\$1.00	Avalon Apartments (@60%)	\$0.73
	Greystone At Country Club (Market)	\$0.86	Johnston Mill Lofts (Market)	\$0.93	Clafin School Apartments (@60%)	\$0.72
	Greystone At River Chase (Market)	\$0.85	Greystone At Country Club (Market)(1BA)	\$0.89	Arbor Pointe I And II (Market)	\$0.72
	Arbor Pointe I And II (Market)	\$0.84	Highland Terrace Phase II (@60%)	\$0.85	Arbor Pointe I And II (@60%)	\$0.69
	Ashley Station (@60%)	\$0.84	Greystone At Country Club (Market)(1BA)	\$0.84	Ashley Station (Market)(2.5BA)	\$0.67
	Johnston Mill Lofts (Market)	\$0.84	Johnston Mill Lofts (Market)	\$0.82	Highland Terrace Phase II (@50%)	\$0.64
	Arbor Pointe I And II (@60%)	\$0.81	Clafin School Apartments (@60%)(1BA)	\$0.82	Springfield Crossing (Market)	\$0.60
	Clafin School Apartments (@50%)	\$0.72	Ashley Station (Market)(2.5BA)	\$0.81	Greystone At Country Club (Market)	\$0.60
	Greystone At Country Club (Market)	\$0.70	Arbor Pointe I And II (Market)	\$0.79	Springfield Crossing (@60%)	\$0.58
	Highland Terrace Phase II (@50%)	\$0.70	Greystone At Country Club (Market)(1BA)	\$0.79	Clafin School Apartments (@50%)	\$0.58
	The Lofts At Swift Mill (Market)	\$0.69	Ashley Station (@60%)(1.5BA)	\$0.78	Ashley Station (@60%)(2.5BA)	\$0.52
	The Lofts At Swift Mill (Market)	\$0.68	Greystone At River Chase (Market)	\$0.76	Ashley Station (@60%)	\$0.49
	Greystone At Country Club (Market)	\$0.54	Greystone At Country Club (Market)	\$0.76	Springfield Crossing (@50%)	\$0.46
			Arbor Pointe I And II (@60%)	\$0.75		
			Ashley Station (@60%)(1BA)	\$0.75		
			Avalon Apartments (@60%)	\$0.73		
			Greystone At Country Club (Market)	\$0.72		
			Springfield Crossing (Market)	\$0.70		
			Highland Terrace Phase II (@50%)	\$0.69		
			Greystone At Country Club (Market)	\$0.68		
		Springfield Crossing (@60%)	\$0.68			
		Clafin School Apartments (@50%)(1BA)	\$0.66			
		The Lofts At Swift Mill (Market)	\$0.63			
		Springfield Crossing (@50%)	\$0.61			
		Ashley Station (@60%)(2.5BA)	\$0.55			
		Greystone At Country Club (Market)(1.5BA)	\$0.53			

# PROPERTY PROFILE REPORT

## Arbor Pointe I And II

Effective Rent Date	5/06/2020
Location	1312 Gazebo Wy Columbus, GA 31903 Muscookee County
Distance	5.4 miles
Units	296
Vacant Units	6
Vacancy Rate	2.0%
Type	Garden (2 stories)
Year Built/Renovated	2009 / 2010
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	None identified
Contact Name	N/A
Phone	N/A



### Market Information

Program	@60%, Market
Annual Turnover Rate	N/A
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	Within one to two weeks
Annual Chg. in Rent	N/A
Concession	None
Waiting List	Yes, 1,116 households

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	84	758	\$612	\$0	@60%	Yes	N/A	N/A	yes	None
1	1	Garden (2 stories)	62	758	\$639	\$0	Market	Yes	N/A	N/A	N/A	None
2	2	Garden (2 stories)	N/A	974	\$730	\$0	@60%	Yes	N/A	N/A	yes	None
2	2	Garden (2 stories)	N/A	974	\$771	\$0	Market	Yes	N/A	N/A	N/A	None
3	2	Garden (2 stories)	N/A	1,206	\$830	\$0	@60%	Yes	N/A	N/A	yes	None
3	2	Garden (2 stories)	N/A	1,206	\$863	\$0	Market	Yes	N/A	N/A	N/A	None

### Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$612	\$0	\$612	\$0	\$612	1BR / 1BA	\$639	\$0	\$639	\$0	\$639
2BR / 2BA	\$730	\$0	\$730	\$0	\$730	2BR / 2BA	\$771	\$0	\$771	\$0	\$771
3BR / 2BA	\$830	\$0	\$830	\$0	\$830	3BR / 2BA	\$863	\$0	\$863	\$0	\$863

Amenities

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

Comments

The contact reported six vacancies, none of which are pre-leased. The property maintains a waiting list of 1,116 households, stating that there is a dire need for affordable housing in the area. The contact stated that the tenants only pay for electricity. The contact stated that due to the CARES Act, they are not processing evictions although tenants are delinquent.

Photos



# PROPERTY PROFILE REPORT

## Ashley Station

Effective Rent Date	4/30/2020
Location	1040 Ashley Station Blvd Columbus, GA 31904 Muscogee County
Distance	0.7 miles
Units	367
Vacant Units	12
Vacancy Rate	3.3%
Type	Garden (3 stories)
Year Built/Renovated	2007 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed community; 63 units targeting seniors
Contact Name	Ray
Phone	(706) 510-3372



### Market Information

Program	@60%, Market, Section 8
Annual Turnover Rate	16%
Units/Month Absorbed	N/A
HCV Tenants	10%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased two to decreased 10 percent
Concession	None
Waiting List	Yes, 900 households

### Utilities

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

## Ashley Station, continued

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	N/A	693	\$581	\$0	@60%	Yes	0	N/A	yes	None
1	1	Garden (3 stories)	N/A	693	N/A	\$0	Section 8	Yes	0	N/A	N/A	None
2	1	Garden (3 stories)	N/A	930	\$694	\$0	@60%	Yes	0	N/A	yes	None
2	1	Garden (3 stories)	N/A	930	N/A	\$0	Section 8	Yes	0	N/A	N/A	None
2	1.5	Garden (3 stories)	N/A	888	\$694	\$0	@60%	Yes	0	N/A	yes	None
2	1.5	Garden (3 stories)	N/A	888	N/A	\$0	Section 8	Yes	0	N/A	N/A	None
2	2.5	Garden (3 stories)	N/A	1,232	\$680	\$0	@60%	Yes	0	N/A	yes	None
2	2.5	Garden (3 stories)	73	1,232	\$996	\$0	Market	No	N/A	N/A	N/A	None
2	2.5	Garden (3 stories)	N/A	1,232	N/A	\$0	Section 8	Yes	0	N/A	N/A	None
3	2	Garden (3 stories)	N/A	1,430	\$694	\$0	@60%	Yes	0	N/A	yes	None
3	2	Garden (3 stories)	N/A	1,430	N/A	\$0	Section 8	Yes	0	N/A	N/A	None
3	2.5	Garden (3 stories)	N/A	1,512	\$788	\$0	@60%	Yes	0	N/A	yes	None
3	2.5	Garden (3 stories)	74	1,512	\$1,015	\$0	Market	No	N/A	N/A	N/A	None
3	2.5	Garden (3 stories)	N/A	1,512	N/A	\$0	Section 8	Yes	0	N/A	N/A	None

### Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$581	\$0	\$581	\$0	\$581	2BR / 2.5BA	\$996	\$0	\$996	\$0	\$996
2BR / 1BA	\$694	\$0	\$694	\$0	\$694	3BR / 2.5BA	\$1,015	\$0	\$1,015	\$0	\$1,015
2BR / 1.5BA	\$694	\$0	\$694	\$0	\$694						
2BR / 2.5BA	\$680	\$0	\$680	\$0	\$680						
3BR / 2BA	\$694	\$0	\$694	\$0	\$694						
3BR / 2.5BA	\$788	\$0	\$788	\$0	\$788						
Section 8	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent						
1BR / 1BA	N/A	\$0	N/A	\$0	N/A						
2BR / 1BA	N/A	\$0	N/A	\$0	N/A						
2BR / 1.5BA	N/A	\$0	N/A	\$0	N/A						
2BR / 2.5BA	N/A	\$0	N/A	\$0	N/A						
3BR / 2BA	N/A	\$0	N/A	\$0	N/A						
3BR / 2.5BA	N/A	\$0	N/A	\$0	N/A						

## Ashley Station, continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	In-Unit Alarm	None
Carpeting	Central A/C	Limited Access	
Dishwasher	Ceiling Fan		
Garbage Disposal	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Concierge	None	None
Exercise Facility	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Swimming Pool			

### Comments

The contact reported 12 vacancies, five of which are pre-leased. The contact stated there is a closed waiting list with 900 households. The property has seen an increase in delinquencies due to the COVID-19 pandemic. The contact also estimated that ten percent of their tenants utilize Housing Choice Vouchers.

Photos



# PROPERTY PROFILE REPORT

## Avalon Apartments

Effective Rent Date	4/23/2020
Location	3737 Cusseta Rd Columbus, GA 31903 Muscookee County
Distance	4.8 miles
Units	232
Vacant Units	18
Vacancy Rate	7.8%
Type	Garden (4 stories)
Year Built/Renovated	2009 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Arbor Pointe, Eagle's Trace, Lumpkin Park
Tenant Characteristics	Predominately young families; no military
Contact Name	Kim
Phone	706-689-7883



### Market Information

Program	@60%
Annual Turnover Rate	16%
Units/Month Absorbed	N/A
HCV Tenants	65%
Leasing Pace	Within one week
Annual Chg. in Rent	Decrease of one percent
Concession	None
Waiting List	Yes, length unknown

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (4 stories)	54	682	\$592	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden (4 stories)	60	949	\$694	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden (4 stories)	82	1,100	\$801	\$0	@60%	No	18	22.0%	yes	None
4	2	Garden (4 stories)	36	1,280	\$869	\$0	@60%	Yes	0	0.0%	yes	None

### Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$592	\$0	\$592	\$0	\$592
2BR / 2BA	\$694	\$0	\$694	\$0	\$694
3BR / 2BA	\$801	\$0	\$801	\$0	\$801
4BR / 2BA	\$869	\$0	\$869	\$0	\$869

Amenities

<b>In-Unit</b>		<b>Security</b>	<b>Services</b>
Balcony/Patio	Blinds	Limited Access	None
Carpeting	Central A/C	Patrol	
Coat Closet	Dishwasher	Perimeter Fencing	
Ceiling Fan	Garbage Disposal	Video Surveillance	
Microwave	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
<b>Property</b>		<b>Premium</b>	<b>Other</b>
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Cyber cafe, cabana, walking
Courtyard	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Swimming Pool		

Comments

The contact reported 18 vacancies, five of which are pre-leased. The elevated vacancies were attributed to the COVID-19 pandemic and the team is working hard on leasing the vacancies. The contact stated the vacancies are all for their three-bedroom units, while the other units maintain a waiting list.

Photos



# PROPERTY PROFILE REPORT

## Clafin School Apartments

Effective Rent Date	5/22/2020
Location	1532 5th Avenue Columbus, GA 31901 Muscookee County
Distance	1.5 miles
Units	44
Vacant Units	8
Vacancy Rate	18.2%
Type	Lowrise (2 stories)
Year Built/Renovated	2020 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Ashley Station
Tenant Characteristics	Mixed tenancy from the surrounding Columbus area.
Contact Name	Gwynn
Phone	706.748.8677



### Market Information

Program	@50%, @60%
Annual Turnover Rate	20%
Units/Month Absorbed	13
HCV Tenants	N/A
Leasing Pace	N/A
Annual Chg. in Rent	None
Concession	None
Waiting List	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Lowrise (2 stories)	5	650	\$438	\$0	@50%	No	N/A	N/A	no	None
2	1	Lowrise (2 stories)	2	850	\$520	\$0	@50%	No	N/A	N/A	no	None
2	1	Lowrise (2 stories)	18	850	\$654	\$0	@60%	No	N/A	N/A	no	None
3	2	Lowrise (2 stories)	2	1,100	\$573	\$0	@50%	No	N/A	N/A	no	None
3	2	Lowrise (2 stories)	17	1,100	\$728	\$0	@60%	No	N/A	N/A	no	None

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$438	\$0	\$438	\$31	\$469	2BR / 1BA	\$654	\$0	\$654	\$40	\$694
2BR / 1BA	\$520	\$0	\$520	\$40	\$560	3BR / 2BA	\$728	\$0	\$728	\$60	\$788
3BR / 2BA	\$573	\$0	\$573	\$60	\$633						

## Clafin School Apartments, continued

### Amenities

In-Unit		Security	Services
Blinds	Dishwasher	Intercom (Buzzer)	Adult Education
Ceiling Fan	Oven	Limited Access	
Refrigerator	Washer/Dryer hookup	Video Surveillance	
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Courtyard	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Playground		

### Comments

The property began leasing in March 2020 and 36 out of 44 units have been leased.

Photos



# PROPERTY PROFILE REPORT

## Springfield Crossing

Effective Rent Date	4/23/2020
Location	3320 N Lumpkin Rd Columbus, GA 31903 Muscookee County
Distance	4.5 miles
Units	120
Vacant Units	2
Vacancy Rate	1.7%
Type	Garden (2 stories)
Year Built/Renovated	2002 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Eagle Trace, Lumpkin Park, Arbor Pointe
Tenant Characteristics	Local couples and families
Contact Name	Kiera
Phone	706-689-7717



### Market Information

Program	@50%, @60%, Market
Annual Turnover Rate	20%
Units/Month Absorbed	20
HCV Tenants	50%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased up to 13 percent
Concession	None
Waiting List	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (2 stories)	4	960	\$590	\$0	@50%	No	N/A	N/A	no	None
2	2	Garden (2 stories)	60	960	\$651	\$0	@60%	No	N/A	N/A	no	None
2	2	Garden (2 stories)	16	960	\$675	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (2 stories)	2	1,290	\$593	\$0	@50%	No	N/A	N/A	no	None
3	2	Garden (2 stories)	30	1,290	\$748	\$0	@60%	No	N/A	N/A	no	None
3	2	Garden (2 stories)	8	1,290	\$775	\$0	Market	No	N/A	N/A	N/A	None

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 2BA	\$590	\$0	\$590	\$0	\$590	2BR / 2BA	\$651	\$0	\$651	\$0	\$651
3BR / 2BA	\$593	\$0	\$593	\$0	\$593	3BR / 2BA	\$748	\$0	\$748	\$0	\$748
Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent						
2BR / 2BA	\$675	\$0	\$675	\$0	\$675						
3BR / 2BA	\$775	\$0	\$775	\$0	\$775						

## Springfield Crossing, continued

### Amenities

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

### Comments

The contact reported two vacancies, one of which is pre-leased. The property said there is no waiting list.

Photos



# PROPERTY PROFILE REPORT

## Greystone At Country Club

Effective Rent Date	4/27/2020
Location	2001 Country Club Rd Columbus, GA 31906 Muscogee County
Distance	1.4 miles
Units	200
Vacant Units	0
Vacancy Rate	0.0%
Type	Various (2 stories)
Year Built/Renovated	1964 / 2009
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Families and young professionals
Contact Name	Meredith
Phone	706-327-0268



### Market Information

Program	Market
Annual Turnover Rate	24%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Decrease of 15 to increase of one percent
Concession	None
Waiting List	Yes, six households

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	N/A	900	\$630	\$0	Market	Yes	N/A	N/A	N/A	AVG*
1	1	Garden (2 stories)	N/A	900	\$770	\$0	Market	Yes	N/A	N/A	N/A	HIGH*
1	1	Garden (2 stories)	N/A	900	\$490	\$0	Market	Yes	N/A	N/A	N/A	LOW*
2	1	Garden (2 stories)	N/A	878	\$738	\$0	Market	Yes	N/A	N/A	N/A	AVG*
2	1	Garden (2 stories)	N/A	878	\$780	\$0	Market	Yes	N/A	N/A	N/A	HIGH*
2	1	Garden (2 stories)	N/A	878	\$695	\$0	Market	Yes	N/A	N/A	N/A	LOW*
2	1.5	Townhouse (2 stories)	N/A	1,525	\$805	\$0	Market	Yes	N/A	N/A	N/A	AVG*
2	2	Garden (2 stories)	N/A	1,250	\$900	\$0	Market	Yes	N/A	N/A	N/A	AVG*
2	2	Garden (2 stories)	N/A	1,250	\$945	\$0	Market	Yes	N/A	N/A	N/A	HIGH*
2	2	Garden (2 stories)	N/A	1,250	\$855	\$0	Market	Yes	N/A	N/A	N/A	LOW*
3	2	Garden (2 stories)	N/A	1,575	\$945	\$0	Market	Yes	N/A	N/A	N/A	None

## Greystone At Country Club, continued

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$490 - \$770	\$0	\$490 - \$770	\$0	\$490 - \$770
2BR / 1BA	\$695 - \$780	\$0	\$695 - \$780	\$0	\$695 - \$780
2BR / 1.5BA	\$805	\$0	\$805	\$0	\$805
2BR / 2BA	\$855 - \$945	\$0	\$855 - \$945	\$0	\$855 - \$945
3BR / 2BA	\$945	\$0	\$945	\$0	\$945

### Amenities

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

### Comments

The contact reported one vacancy, which is pre-leased. The property maintains a waiting list of six households. The contact also stated that the impact from the COVID-19 pandemic has been small.

Photos



# PROPERTY PROFILE REPORT

## Greystone At River Chase

Effective Rent Date	5/26/2020
Location	5295 River Chase Drive Phenix City, AL 36867 Lee County
Distance	2.8 miles
Units	224
Vacant Units	3
Vacancy Rate	1.3%
Type	Garden (2 stories)
Year Built/Renovated	2014 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Military and families from the surrounding Columbus area.
Contact Name	Matthew
Phone	833.883.2649



### Market Information

Program	Market
Annual Turnover Rate	21%
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	Within one week
Annual Chg. in Rent	Increased one to two percent
Concession	None
Waiting List	Yes, 24 households

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	76	1,075	\$885	\$0	Market	Yes	1	1.3%	N/A	None
2	2	Garden (2 stories)	74	1,463	\$1,070	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Garden (2 stories)	74	1,716	\$1,190	\$0	Market	Yes	2	2.7%	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$885	\$0	\$885	\$31	\$916
2BR / 2BA	\$1,070	\$0	\$1,070	\$40	\$1,110
3BR / 2BA	\$1,190	\$0	\$1,190	\$60	\$1,250

## Greystone At River Chase, continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpeting	Central A/C	Perimeter Fencing	
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Exercise Facility	Garage(\$100.00)		
Off-Street Parking	On-Site Management		
Sauna			

### Comments

During the COVID-19 pandemic, the property has not experienced a decrease in collections. However, the property has seen a slow down in foot traffic to the property due to the office closing to follow social distancing guidelines. Additionally, the property closed its amenities and has been replying to inquiries virtually.

Photos



# PROPERTY PROFILE REPORT

## Johnston Mill Lofts

Effective Rent Date	4/27/2020
Location	3201 First Ave Columbus, GA 31904 Muscookee County
Distance	0.6 miles
Units	335
Vacant Units	35
Vacancy Rate	10.4%
Type	Conversion (4 stories)
Year Built/Renovated	1900/2002 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	60% of market rate occupants are military
Contact Name	Kiana
Phone	706-494-0388



### Market Information

Program	Market
Annual Turnover Rate	43%
Units/Month Absorbed	N/A
HCV Tenants	4%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased up to 43 percent
Concession	None
Waiting List	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Conversion (4 stories)	105	952	\$750	\$0	Market	No	N/A	N/A	N/A	None
2	1	Conversion (4 stories)	71	952	\$940	\$0	Market	No	N/A	N/A	N/A	None
2	2	Conversion (4 stories)	155	1,216	\$1,070	\$0	Market	No	N/A	N/A	N/A	AVG*
2	2	Conversion (4 stories)	2	1,216	\$1,200	\$0	Market	No	N/A	N/A	N/A	HIGH*
2	2	Conversion (4 stories)	N/A	1,216	\$940	\$0	Market	No	N/A	N/A	N/A	LOW*
3	2	Conversion (4 stories)	2	1,200	\$1,399	\$0	Market	No	N/A	N/A	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$750	\$0	\$750	\$48	\$798
2BR / 1BA	\$940	\$0	\$940	\$57	\$997
2BR / 2BA	\$940 - \$1,200	\$0	\$940 - \$1,200	\$57	\$997 - \$1,257
3BR / 2BA	\$1,399	\$0	\$1,399	\$77	\$1,476

Amenities

<b>In-Unit</b>		<b>Security</b>	<b>Services</b>
Blinds	Central A/C	Limited Access	None
Coat Closet	Dishwasher	Video Surveillance	
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator	Skylights		
Walk-In Closet	Washer/Dryer hookup		
<b>Property</b>		<b>Premium</b>	<b>Other</b>
Basketball Court	Exercise Facility	None	Concrete floors
Central Laundry	Off-Street Parking		
On-Site Management	Playground		
Swimming Pool	Tennis Court		

Comments

The contact reported 35 vacancies, four of which are pre-leased. The contact contributed the elevated vacancies to a shift in strategy at the complex. The property was 60 percent LIHTC and 40 percent market prior to August 21, 2019 and their forecast of military tenants moving in was disrupted by the COVID-19 pandemic. The contact reported a three percent increase in delinquencies as a result of the pandemic as well.

Photos



# PROPERTY PROFILE REPORT

## Rock Island Ridges

Effective Rent Date	5/26/2020
Location	4402 River Chase Drive Phenix City, AL 36867 Russell County
Distance	1.6 miles
Units	346
Vacant Units	4
Vacancy Rate	1.2%
Type	Midrise (4 stories)
Year Built/Renovated	2016 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Young professionals, small families, some retirees, one-third military tenants
Contact Name	Jennifer
Phone	334-448-6111



### Market Information

Program	Market
Annual Turnover Rate	68%
Units/Month Absorbed	23
HCV Tenants	0%
Leasing Pace	2-3 weeks
Annual Chg. in Rent	Increased 3.5 percent
Concession	None
Waiting List	12 households

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (4 stories)	5	532	\$1,053	\$0	Market	Yes	N/A	N/A	N/A	None
1	1	Midrise (4 stories)	50	751	\$1,074	\$0	Market	Yes	N/A	N/A	N/A	None
1	1	Midrise (4 stories)	100	931	\$1,254	\$0	Market	Yes	N/A	N/A	N/A	None
2	2	Midrise (4 stories)	64	1,168	\$1,261	\$0	Market	Yes	N/A	N/A	N/A	None
2	2	Midrise (4 stories)	39	1,299	\$1,396	\$0	Market	Yes	N/A	N/A	N/A	None
2	2	Midrise (4 stories)	43	1,308	\$1,369	\$0	Market	Yes	N/A	N/A	N/A	None
3	2	Midrise (4 stories)	45	1,625	\$1,770	\$0	Market	Yes	N/A	N/A	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,053 - \$1,254	\$0	\$1,053 - \$1,254	\$48	\$1,101 - \$1,302
2BR / 2BA	\$1,261 - \$1,396	\$0	\$1,261 - \$1,396	\$57	\$1,318 - \$1,453
3BR / 2BA	\$1,770	\$0	\$1,770	\$77	\$1,847

## Rock Island Ridges, continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpet/Hardwood	Central A/C	Limited Access	
Coat Closet	Dishwasher	Perimeter Fencing	
Garbage Disposal	Microwave		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Dog park, walking trail, on-site
Elevators	Exercise Facility		
Garage(\$150.00)	Off-Street Parking		
On-Site Management	Picnic Area		
Recreation Areas	Swimming Pool		

### Comments

This property does not accept Housing Choice Vouchers. The contact was unable to provide the breakdown of vacant units by square footage but did note that all four vacancies are one-bedroom units. The vacant units are being processed from the waiting list. The contact reported a 14 month initial lease-up period to reach 93 percent occupancy. The contact attributed the elevated turnover rate to the military presence at the property but noted the vacant units typically are leased quickly and current occupancy is typical at the property. According to the contact, there has been no decrease in collections at the property as a result of the COVID-19 pandemic. The contact noted prospective tenants have been using virtual tours but as of today (5/26/2020) the property has re-opened community amenities and is performing in-person tours in addition to virtual tours. Attached and detached garages are available for an additional \$150 per month.

Photos



# PROPERTY PROFILE REPORT

## The Lofts At Swift Mill

Effective Rent Date	5/26/2020
Location	1506 6th Ave Columbus, GA 31901 Muscookee County
Distance	1.7 miles
Units	67
Vacant Units	1
Vacancy Rate	1.5%
Type	Conversion (3 stories)
Year Built/Renovated	2012 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed-tenancy; young professionals, small families, military tenants
Contact Name	706-685-6087
Phone	Savannah



### Market Information

Program	Market
Annual Turnover Rate	36%
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	2-3 weeks
Annual Chg. in Rent	Increased 17 percent
Concession	None
Waiting List	Short waiting list for two-bedroom units

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Conversion (3 stories)	3	968	\$850	\$0	Market	No	0	0.0%	N/A	None
0	1	Conversion (3 stories)	1	1,118	\$1,011	\$0	Market	No	0	0.0%	N/A	None
1	1	Conversion (3 stories)	4	1,733	\$1,138	\$0	Market	No	0	0.0%	N/A	None
1	1	Conversion (3 stories)	43	1,817	\$1,214	\$0	Market	No	1	2.3%	N/A	None
2	2	Conversion (3 stories)	16	2,190	\$1,315	\$0	Market	Yes	0	0.0%	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$850 - \$1,011	\$0	\$850 - \$1,011	\$39	\$889 - \$1,050
1BR / 1BA	\$1,138 - \$1,214	\$0	\$1,138 - \$1,214	\$48	\$1,186 - \$1,262
2BR / 2BA	\$1,315	\$0	\$1,315	\$57	\$1,372

## The Lofts At Swift Mill, continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpet/Hardwood	Central A/C		
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator	Vaulted Ceilings		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Off-Street Parking	On-Site Management	None	None

### Comments

This property does not accept Housing Choice Vouchers. The contact reported no decrease in collections at the property due to COVID-19 and the same level of interest from prospective tenants. The contact noted the only change at the property as a result of the COVID-19 pandemic has been military tenants that were scheduled to move out have remained at the property.

Photos



## 2. Housing Choice Vouchers

We were able to speak with John Casteel, Chief Assistant Housing Officer of the Housing Authority of Columbus. Mr. Casteel reported that there are 3,183 tenant-based and project-based vouchers allocated in the Columbus area. Of that total, 2,516 are tenant-based vouchers being utilized by tenants across Muscogee County. Mr. Casteel stated that there is a dire need for affordable housing in the area. The following table illustrates voucher usage at the comparables.

### TENANTS WITH VOUCHERS

Property Name	Rent Structure	Housing Choice Voucher Tenants
Arbor Pointe I And II*	LIHTC/ Market	N/A
Ashley Station	LIHTC/Section 8/ Market	10%
Avalon Apartments*	LIHTC	65%
Clafin School Apartments	LIHTC	N/A
Springfield Crossing*	LIHTC/ Market	50%
Greystone At Country Club	Market	0%
Greystone At River Chase*	Market	N/A
Johnston Mill Lofts	Market	4%
Rock Island Ridges*	Market	0%
The Lofts At Swift Mill	Market	N/A

\*Located outside of the PMA

Housing Choice Voucher usage in this market ranges from zero to 65 percent. The LIHTC properties report a low to moderate reliance on tenants with vouchers. Note that while Arbor Pointe I And II could not report voucher usage, the contact reported 14 percent of tenants utilized vouchers in an interview previously conducted in 2017. Only one of the market rate properties reported any usage of Housing Choice Vouchers. Thus, it appears that the Subject will not need to rely solely on voucher residents in order to maintain a high occupancy level. We believe the Subject would maintain a voucher usage of approximately 25 percent or less upon completion.

## 3. Phased Developments

The Subject will be the second phase of the multi-phase development of Highland Terrace. The first phase of this development is under construction just north of the Subject and will contain 102 units restricted to senior households earning 50 and 60 percent of AMI, or less.

### Lease Up History

We were able to obtain absorption data from two of the recently constructed comparables. Information regarding the absorption periods of these properties is illustrated in the following table.

### ABSORPTION

Property Name	Rent Structure	Year Built	Number of Units	Units Absorbed / Month
Clafin School Apartments	LIHTC	2020	44	13
Rock Island Ridges	Market	2016	346	23

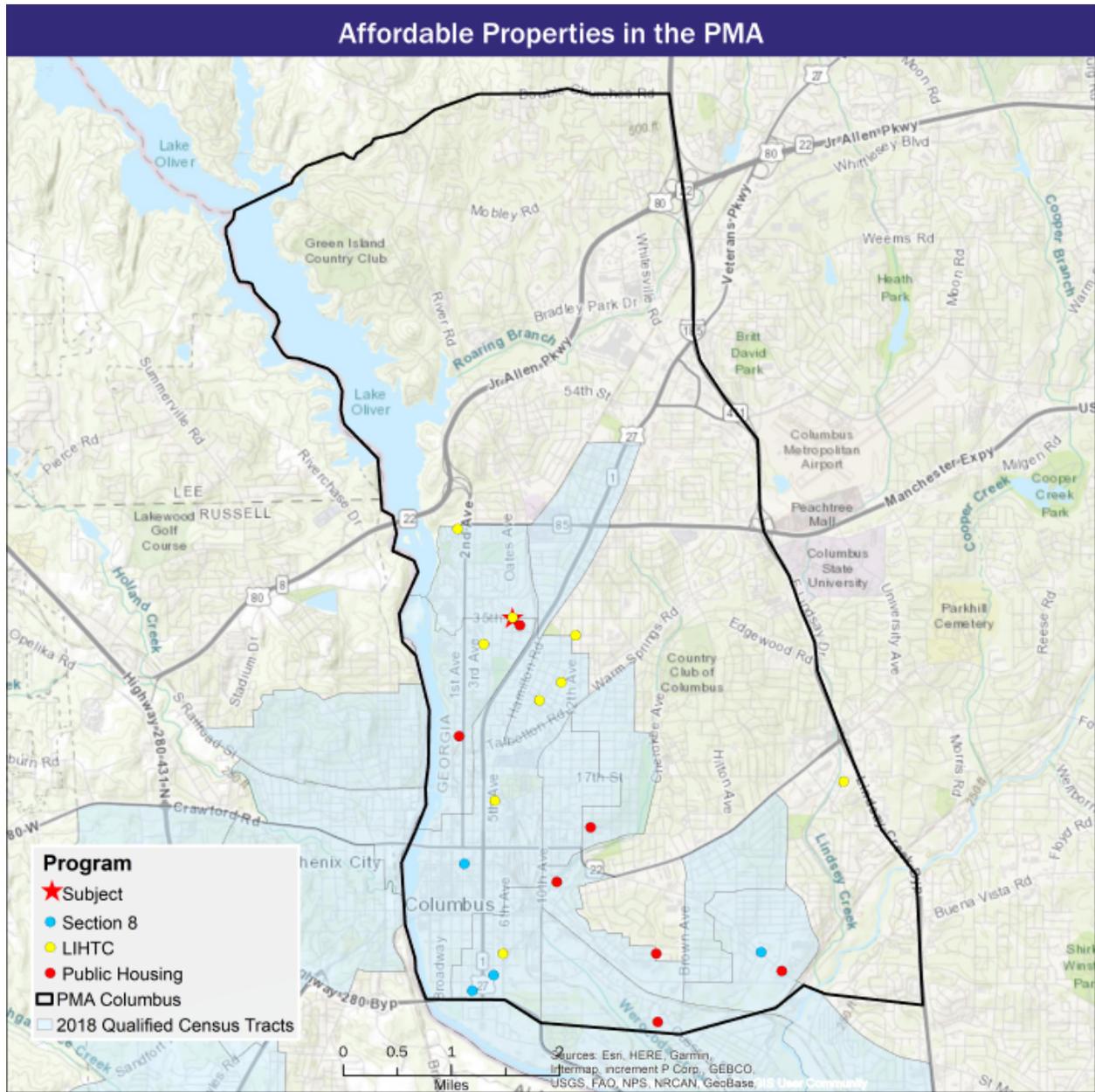
Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. The Subject is proposed new construction. Clafin School Apartments is the most recently completed LIHTC apartment property we surveyed. This property was built in 2020, is 81.8 percent occupied, and has experienced an initial absorption rate of 13 units per month upon opening. Rock Island Ridges is a market rate development that opened in 2016 and experienced an absorption rate of 23 units per month. Based on the absorption pace reported by the comparable properties, the waiting lists at the LIHTC comparables, and the strong demand for affordable

housing in the area, we anticipate that the Subject will absorb 15 units per month, for an absorption period of eight to nine months. It should be noted that construction on the Subject is not anticipated to be completed until June 2022, which is considered outside of the primary window from the COVID-19 pandemic.

#### 4. Competitive Project Map

##### COMPETITIVE PROJECTS

Property Name	Program	Location	Tenancy	# of Units	Occupancy	Map Color
<b>Highland Terrace Phase II</b>	<b>LIHTC</b>	<b>Columbus</b>	<b>Family</b>	<b>132</b>	<b>-</b>	<b>Star</b>
Clafin School Apartments	LIHTC	Columbus	Family	44	81.8%	Yellow
Highland Terrace	LIHTC	Columbus	Senior	102	N/A	
Liberty Gardens Townhomes	LIHTC	Columbus	Family	88	98.9%	
Lyndolyn Apartments	LIHTC	Columbus	Family	34	100.0%	
McLeod Square	LIHTC	Columbus	Family	40	97.5%	
Pear Tree Place	LIHTC	Columbus	Family	11	100.0%	
Waverly Terrace Apartments	LIHTC	Columbus	Senior	80	100.0%	
Ashley Station	LIHTC/Market/Section 8	Columbus	Mixed-	367	96.7%	
Mill Village	LIHTC/Market/Section 8	Columbus	Family	102	N/A	
Willow Glen	Public Housing	Columbus	Disabled	28	N/A	
Chase Homes	Public Housing	Columbus	Family	108	96.3%	
Luther C. Wilson Homes	Public Housing	Columbus	Family	306	98.7%	
Wilson Homes	Public Housing	Columbus	Family	289	100.0%	
Warren Williams Homes	Public Housing	Columbus	Family	160	100.0%	
Rivers Homes	Public Housing	Columbus	Senior	24	95.8%	
Nicholson Terrace	Public Housing	Columbus	Senior	100	100.0%	
Farley Homes	Public Housing	Columbus	Family	102	100.0%	
Elizabeth Canty Homes	Public Housing	Columbus	Family	249	100.0%	
Columbus Gardens I And II	Section 8	Columbus	Family	116	99.1%	Red
Ralston Towers	Section 8	Columbus	Senior	269	99.6%	
Renaissance Villa Apartments	Section 8	Columbus	Family	72	95.8%	
Columbus Commons	Section 8	Columbus	Family	106	96.2%	Blue



### 5. Amenities

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

HIGHLAND TERRACE PHASE II- COLUMBUS, GEORGIA – MARKET STUDY

AMENITY MATRIX

Subject	Arbor Pointe I And II	Ashley Station	Avalon Apartments	Clafin School Apartments	Springfield Crossing	Greystone At Country Club	Greystone At River Chase	Johnston Mill Lofts	Rock Island Ridges	The Lofts At Swift Mill	
<b>Rent Structure</b>	LIHTC	LIHTC/Market	LIHTC/Section 8/ Market	LIHTC	LIHTC	LIHTC/Market	Market	Market	Market	Market	
<b>Building</b>											
Property Type	Garden	Garden	Garden	Garden	Lowrise	Garden	Various	Garden	Conversion	Midrise	Conversion
# of Stories	3-4 stories	2-stories	3-stories	4-stories	2-stories	2-stories	2-stories	4-stories	4-stories	4-stories	3-stories
Year Built	2022	2009	2007	2009	2020	2002	1964	2014	1900/2002	2016	2012
Year Renovated	n/a	2010	n/a	n/a	n/a	n/a	2009	n/a	n/a	n/a	n/a
Elevators	no	no	no	no	no	no	no	no	no	yes	no
Courtyard	yes	yes	no	yes	yes	no	no	no	no	no	no
<b>Utility Structure</b>											
Cooking	no	no	no	no	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no	no	no	no
Water	yes	yes	yes	yes	no	yes	yes	no	no	no	no
Sewer	yes	yes	yes	yes	no	yes	yes	no	no	no	no
Trash	yes	yes	yes	yes	yes	yes	yes	yes	no	no	no
<b>Unit Amenities</b>											
Balcony/Patio	no	yes	yes	yes	no	yes	yes	yes	no	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Carpeting	yes	yes	yes	yes	yes	yes	yes	yes	no	no	no
Hardwood	no	no	no	no	no	no	no	no	no	yes	yes
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Ceiling Fan	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	yes
Coat Closet	yes	yes	no	yes	no	no	yes	yes	yes	yes	yes
Exterior Storage	no	yes	no	no	no	yes	no	no	no	no	no
Skylights	no	no	no	no	no	no	no	no	yes	no	no
Vaulted Ceilings	no	no	no	no	no	no	no	no	no	no	yes
Walk-In Closet	yes	no	yes	yes	no	no	no	no	yes	yes	yes
Washer/Dryer	no	no	no	no	no	no	no	no	no	yes	no
W/D Hookup	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes
<b>Kitchen</b>											
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Disposal	no	yes	yes	yes	no	yes	yes	yes	yes	yes	yes
Microwave	yes	yes	no	yes	no	no	yes	yes	yes	yes	yes
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Community</b>											
Business Center	yes	yes	yes	yes	yes	no	yes	yes	no	yes	no
Community Room	yes	yes	no	yes	yes	yes	yes	yes	no	yes	no
Central Laundry	yes	no	yes	yes	yes	yes	yes	no	yes	no	no
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Concierge	no	no	yes	no	no	no	no	no	no	no	no
<b>Recreation</b>											
Basketball Court	no	no	no	no	no	no	no	no	yes	no	no
Exercise Facility	yes	yes	yes	yes	yes	no	no	yes	yes	yes	no
Playground	no	yes	yes	yes	yes	yes	no	no	yes	no	no
Swimming Pool	no	yes	yes	yes	no	yes	yes	no	yes	yes	no
Picnic Area	yes	no	yes	yes	no	yes	no	no	no	yes	no
Tennis Court	no	no	no	no	no	no	no	no	yes	no	no
Sauna	no	no	no	no	no	no	no	yes	no	no	no
Recreational Area	yes	no	no	no	no	no	no	no	no	yes	no
Volleyball Court	no	no	no	no	no	yes	no	no	no	no	no
Adult Education	yes	no	no	no	yes	no	no	no	no	no	no
<b>Security</b>											
In-Unit Alarm	no	no	yes	no	no	yes	yes	no	no	no	no
Intercom (Buzzer)	no	no	no	no	yes	no	no	no	no	yes	no
Limited Access	yes	no	yes	yes	yes	yes	no	yes	yes	yes	yes
Patrol	no	no	no	yes	no	no	no	no	no	no	no
Perimeter Fencing	yes	no	no	yes	no	no	no	yes	no	yes	no
Video Surveillance	yes	no	no	yes	yes	no	no	no	yes	no	no
<b>Parking</b>											
Garage	no	no	no	no	no	no	no	yes	no	yes	no
Garage Fee	n/a	n/a	\$0	\$0	\$0	\$0	\$0	\$100	\$0	\$150	n/a
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes

The Subject will offer inferior to similar in-unit amenities in comparison to the LIHTC and market rate comparable properties and inferior to superior property amenities. The Subject will offer walk-in closets, a business center, community room, and exercise facility, which many of the comparables will lack. However, the Subject will not offer balconies/patios, a playground, or a swimming pool, which are offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market.

## 6. Comparable Tenancy

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

### Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY				
Property Name	Rent Structure	Total Units	Vacant Units	Vacancy Rate
Arbor Pointe I And II*	LIHTC/ Market	296	6	2.0%
Ashley Station	LIHTC/Section 8/ Market	367	12	3.3%
Avalon Apartments*	LIHTC	232	18	7.8%
Clafin School Apartments**	LIHTC	44	8	18.2%
Springfield Crossing*	LIHTC/ Market	120	2	1.7%
Greystone At Country Club	Market	200	0	0.0%
Greystone At River Chase*	Market	224	3	1.3%
Johnston Mill Lofts	Market	335	35	10.4%
Rock Island Ridges*	Market	346	4	1.2%
The Lofts At Swift Mill	Market	67	1	1.5%
<b>Total LIHTC</b>		<b>1,059</b>	<b>46</b>	<b>4.3%</b>
<b>Total LIHTC (Stabilized)</b>		<b>1,015</b>	<b>38</b>	<b>3.7%</b>
<b>Total Market Rate</b>		<b>1,172</b>	<b>43</b>	<b>3.7%</b>
<b>Overall Total</b>		<b>2,231</b>	<b>89</b>	<b>4.0%</b>
<b>Overall Total (Stabilized)</b>		<b>2,187</b>	<b>81</b>	<b>3.7%</b>

\*Located outside of the PMA

\*\*This property is in its initial lease-up phase

Clafin School Apartments opened in 2020, is in its initial lease-up phase, and has experienced an initial absorption pace of 13 units per month. Excluding Clafin School Apartments, overall vacancy among the stabilized properties in the market is moderate at 3.7 percent. Vacancy among the stabilized LIHTC comparables is also moderate, at 3.7 percent.

Avalon Apartments reported the highest vacancy rate of the comparable affordable properties. This development says it has 18 vacancies at this time, all of which are in the property's three-bedroom units. The contact reported the remaining unit types maintain waiting lists. The elevated vacancy was attributed to the COVID-19 pandemic as tenants are reluctant to relocate at this time. The remaining comparable properties offer three-bedroom units reported stable demand for affordable housing, which indicates there is not a lack of demand for three-bedroom units in the market. We believe property-specific issues may be attributed to the elevated vacancy rate in the three-bedroom units at Avalon Apartments.

Arbor Pointe I and II and Ashley Station both reported some vacancies at this time; however, these vacancies are expected to be leased from the properties' respective waiting lists. Arbor Pointe I and II maintains a waiting list of over 1,000 households and Ashley Station maintains a waiting list of 900 households. Additionally, our contact at Springfield Crossing stated that one of the two vacant units at the property is pre-leased. In conclusion, excluding Clafin School Apartments, which is in its initial lease-up phase, and Avalon Apartments, whose elevated vacancy rate appears to be property-specific, vacancy rates at the LIHTC comparables are very low. Further, three of the LIHTC comparables maintain waiting lists, two of which are extensive in length. The low vacancy rates and presence of waiting lists at these properties indicates there is an unmet demand for affordable housing in the area.

The vacancy rates among the market rate comparable properties range from zero to 10.4 percent, averaging 3.7 percent, which is considered moderate. Johnston Mill Lofts reported an elevated vacancy rate as the property converted from LIHTC to market rate in 2019. The leasing of these units at market rate has been slowed as a result of the COVID-19 pandemic and the reluctance of tenants to move at this time. The low vacancy rates among the remaining market rate comparable properties indicates that there is demand for rental housing in the Subject's PMA. Based on these factors, as well as the low capture rates as demonstrated in the demand analysis of this report, we believe that there is sufficient demand for additional affordable housing in the market. We do not believe that the Subject will impact the performance of the existing LIHTC properties if allocated.

## 7. Properties Under Construction and Proposed

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

### Mill Village

- a. Location: 120 20<sup>th</sup> Street, Columbus, GA 31901
- b. Owner: Columbia Residential (developer)
- c. Total number of units: 102 units
- d. Unit configuration: One, two and three bedroom units
- e. Rent structure: 30, 60, 80 percent AMI and market rate
- f. Estimated market entry: 2021
- g. Relevant information: Family tenancy

### Highland Terrace

- a. Location: Adjacent to Subject
- b. Owner: Van Dyke and Company
- c. Total number of units: 102 units
- d. Unit configuration: One and two bedroom units
- e. Rent structure: 50 and 60 percent AMI
- f. Estimated market entry: Summer 2020
- g. Relevant information: Senior tenancy, aged 62 and over

## 8. Rental Advantage

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

**HIGHLAND TERRACE PHASE II- COLUMBUS, GEORGIA – MARKET STUDY**

**SIMILARITY MATRIX**

#	Property Name	Program	Tenancy	Property Amenities	Unit Features	Location	Age / Condition	Unit Sizes	Overall Comparison
1	Arbor Pointe I And II	LIHTC/ Market	Family	Superior	Slightly Superior	Slightly Inferior	Inferior	Similar	0
2	Ashley Station	LIHTC/Section 8/ Market	Family	Slightly Superior	Slightly Superior	Similar	Inferior	Slightly Superior	5
3	Avalon Apartments	LIHTC	Family	Superior	Slightly Superior	Slightly Inferior	Inferior	Similar	0
4	Clafin School Apartments	LIHTC	Family	Similar	Similar	Slightly Inferior	Similar	Similar	-5
5	Springfield Crossing	LIHTC/ Market	Family	Slightly Superior	Slightly Superior	Slightly Inferior	Inferior	Similar	-5
6	Greystone At Country Club	Market	Family	Slightly Superior	Slightly Superior	Slightly Inferior	Inferior	Similar	-5
7	Greystone At River Chase	Market	Family	Similar	Slightly Superior	Similar	Slightly Inferior	Superior	10
8	Johnston Mill Lofts	Market	Family	Slightly Superior	Similar	Similar	Inferior	Slightly Superior	0
9	Rock Island Ridges	Market	Family	Slightly Superior	Superior	Similar	Slightly Inferior	Superior	20
10	The Lofts At Swift Mill	Market	Family	Inferior	Slightly Superior	Slightly Inferior	Slightly Inferior	Superior	-5

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

The rental rates at the LIHTC properties are compared to the Subject's proposed 50, 60, and 70 percent AMI rents in the following tables.

**LIHTC RENT COMPARISON @50%**

Property Name	County	1BR	2BR	3BR	Rents at Max?
<b>Highland Terrace Phase II</b>	<b>Muscogee</b>	<b>\$525</b>	<b>\$623</b>	<b>\$702</b>	<b>Yes</b>
<b>2020 LIHTC Maximum Rent (Net)</b>	<b>Muscogee</b>	<b>\$525</b>	<b>\$623</b>	<b>\$702</b>	
Clafin School Apartments	Muscogee	\$469	\$560	\$633	No
Springfield Crossing	Muscogee	-	\$590	\$593	No
<b>Average</b>		<b>\$469</b>	<b>\$575</b>	<b>\$613</b>	

**LIHTC RENT COMPARISON @60%**

Property Name	County	1BR	2BR	3BR	Rents at Max?
<b>Highland Terrace Phase II</b>	<b>Muscogee</b>	<b>\$642</b>	<b>\$763</b>	<b>\$864</b>	<b>No</b>
<b>2020 LIHTC Maximum Rent (Net)</b>	<b>Muscogee</b>	<b>\$642</b>	<b>\$763</b>	<b>\$864</b>	
Arbor Pointe I And II	Muscogee	\$612	\$730	\$830	Yes
Ashley Station	Muscogee	\$581	\$680	\$788	Yes
Avalon Apartments	Muscogee	\$592	\$694	\$801	Yes
Clafin School Apartments	Muscogee	-	\$694	\$788	No
Springfield Crossing	Muscogee	-	\$651	\$748	No
<b>Average</b>		<b>\$595</b>	<b>\$690</b>	<b>\$791</b>	

The AMI in Muscogee County reached its peak in 2020. Therefore, the comparables are held to the 2020 maximum allowable rents, similar to the Subject.

The Subject will offer one, two, and three-bedroom units at 50 and 60 percent AMI. The Subject's proposed rents are set at the maximum allowable levels for each unit type and AMI level. Neither of the comparables offering units at 50 percent AMI report achieving rents at the 2020 maximum allowable levels. However, Clafin School Apartments is experiencing a strong initial lease-up pace and Springfield Crossing is 98.3 percent occupied with one of two vacant units pre-leased. The strong performance at these two properties indicate higher rents are likely achievable. Further, three of the comparables offering units at 60 percent AMI report achieving rents at the 2020 maximum allowable levels. However, the rents at these properties appear to be

below 2020 maximum allowable levels in Muscogee County. This is most likely due to differing utility structures.

Clafin School Apartments is located 1.5 miles from the Subject and offers a slightly inferior location with respect to median rents. This property was constructed in 2020 and exhibits excellent condition, which is considered similar to the anticipated excellent condition of the Subject. Clafin School Apartments offers similar property amenities, in-unit amenities, and unit sizes compared to the Subject. Overall, Clafin School Apartments is considered slightly inferior to the proposed Subject.

Arbor Pointe I And II is located 5.4 miles from the Subject and offers a slightly inferior location with respect to median rents. This property was constructed in 2009 and 2010 and exhibits average condition, which is considered inferior to the anticipated excellent condition of the Subject. Arbor Pointe I And II offers superior property amenities compared to the Subject as it offers a playground and swimming pool, which the proposed Subject will not offer. This property is slightly superior in terms of in-unit amenities as it offers balconies/patios and exterior storage, which the Subject will not offer, though it lacks walk-in closets, which the proposed Subject will offer. Arbor Pointe I And II offers similar unit sizes compared to the Subject. Overall, Arbor Pointe I And II is considered similar to the proposed Subject.

Ashley Station is located 0.7 miles from the Subject and offers a similar location. This property was constructed in 2007 and exhibits average condition, which is considered inferior to the anticipated excellent condition of the Subject. Ashley Station offers slightly superior property amenities compared to the Subject as it offers a playground and swimming pool, which the proposed Subject will not offer, though it lacks a community room, which the proposed Subject will offer. This property is slightly superior in terms of in-unit amenities as it offers balconies/patios, which the Subject will not offer. Ashley Station offers slightly superior unit sizes compared to the Subject. Overall, Ashley Station is considered slightly superior to the proposed Subject.

Overall, we believe the Subject can achieve rents above those currently achieved at Clafin School Apartments, similar to those achieved at Arbor Pointe I And II, and slightly below those currently achieved at Ashley Station. Our contact at Arbor Pointe I And II reported achieving maximum allowable levels at 60 percent AMI. Our contacts at Arbor Pointe I and II and Ashley Station report waiting lists in excess 900 and 1,000 households, respectively. This indicates strong demand for affordable properties in the area and demonstrates maximum allowable rents are achievable. Therefore, we believe the Subject’s proposed rents are achievable as proposed.

The rental rates at the market rate properties are compared to the Subject’s proposed 70 percent AMI rents in the following tables.

**LIHTC RENT COMPARISON @70%**

<b>Property Name</b>	<b>County</b>	<b>1BR</b>	<b>2BR</b>	<b>3BR</b>	<b>Rents at Max?</b>
<b>Highland Terrace Phase II</b>	<b>Muscogee</b>	<b>\$759</b>	<b>\$903</b>	<b>\$1,026</b>	<b>No</b>
<b>2020 LIHTC Maximum Rent (Net)</b>	<b>Muscogee</b>	<b>\$759</b>	<b>\$903</b>	<b>\$1,026</b>	
Greystone At Country Club (Market)	Muscogee	\$770	\$855	\$945	-
Greystone At River Chase (Market)	Lee	\$916	\$1,110	\$1,250	-
Johnston Mill Lofts (Market)	Muscogee	\$798	\$997	\$1,476	-
Rock Island Ridges (Market)	Russell	\$1,302	\$1,426	\$1,847	-
The Lofts At Swift Mill (Market)	Muscogee	\$1,262	\$1,372	-	-
<b>Average</b>		<b>\$1,010</b>	<b>\$1,152</b>	<b>\$1,380</b>	

The Subject will offer one, two, and three-bedroom units at 70 percent AMI. None of the comparable properties offer rents at this moderate income level. Therefore, we believe the most comparable rents for the Subject’s

70 percent AMI units are market rate rents. The Subject's proposed rents at the 70 percent AMI level are below the surveyed average of the unrestricted rents in the market. The qualifying incomes for this unit type, as illustrated in our demand analysis, are above 60 percent of the median household income within a half-mile radius of the Subject site. This indicates that the majority of tenants who would qualify for the Subject's unit types are likely living in market rate housing and the Subject's units at the 70 percent of the AMI level would be in direct competition with these units.

Greystone At Country Club is located 1.4 miles from the Subject site and offers a slightly inferior location with respect to median rents. Greystone At Country Club was built in 1964, underwent minor renovations in 2009, and exhibits average condition, which is inferior to the anticipated excellent condition of the Subject upon completion. Greystone At Country Club offers slightly superior property amenities to the proposed Subject as it offers a swimming pool, which the proposed Subject will not offer, though it lacks an exercise facility, which the proposed Subject will offer. This property offers slightly superior in-unit amenities to the Subject as it offers balconies/patios, which the proposed Subject will not offer, though it lacks walk-in closets, which the Subject will offer. In terms of unit sizes, Greystone At Country Club is similar to the proposed Subject. Overall, Greystone At Country Club is considered slightly inferior to the Subject as proposed.

The qualifying incomes for this unit type, as illustrated in our demand analysis, are above 60 percent of the median household income within a half-mile radius of the Subject site. This indicates that the majority of tenants who would qualify for the Subject's unit types are likely living in market rate housing and the Subject's units at the 70 percent of the AMI level would be in direct competition with these units. Overall, we believe the Subject could achieve 70 percent AMI rents above the unrestricted rents currently achieved at Greystone At Country Club. As such, we believe the Subject's rents are reasonable and achievable as proposed.

#### **Analysis of "Market Rents"**

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

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

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

**SUBJECT COMPARISON TO MARKET RENTS**

Unit Type	Subject Proposed Rent	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR @50%	\$525	\$469	\$1,302	\$831	58%
2BR @50%	\$623	\$560	\$1,453	\$900	44%
3BR @50%	\$702	\$593	\$1,847	\$936	33%
1BR @60%	\$642	\$490	\$1,302	\$857	34%
2BR @60%	\$763	\$651	\$1,453	\$925	21%
3BR @60%	\$864	\$694	\$1,847	\$986	14%
1BR @70%	\$759	\$490	\$1,302	\$929	22%
2BR @70%	\$903	\$675	\$1,453	\$1,011	12%
3BR @70%	\$1,026	\$775	\$1,847	\$1,167	14%

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

Rock Island Ridges is achieving the highest one, two, and three-bedroom unrestricted rents in the market. The Subject will be inferior to Rock Island Ridges as a market rate property. Rock Island Ridges was built in 2016 and exhibits good condition, which is slightly inferior to the anticipated excellent condition of the Subject upon completion. Rock Island Ridges is located 1.6 miles from the Subject site and offers a similar location. Rock Island Ridges offers superior in-unit amenities compared to the Subject as it offers balconies/patios and in-unit washers and dryers, which the Subject will not offer, though it lacks ceiling fans, which the Subject will offer. This property offers slightly superior property amenities in comparison to the Subject as it offers a swimming pool, which the Subject will not offer. Rock Island Ridges offers superior unit sizes to the Subject. The lowest one, two, and three-bedroom rents at Rock Island Ridges are approximately 71, 73, and 114 percent higher than the Subject’s proposed rents at 60 percent of the AMI. Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer an advantage when compared to the average rents being achieved at comparable properties.

**9. LIHTC Competition – DCA Funded Properties within the PMA**

Capture rates for the Subject are considered low for all bedroom types and AMI levels. All of the Subject’s capture rates are within Georgia DCA thresholds. The stabilized LIHTC comparables are experiencing a weighted average vacancy rate of 3.7 percent, which is considered moderate. However, excluding Avalon Apartments, whose elevated vacancy rate appears to be property-specific, vacancy rates at the LIHTC comparables are very low. Further, three of the LIHTC comparables maintain waiting lists, two of which are extensive in length. The low vacancy rates and presence of waiting lists at these properties indicates there is an unmet demand for affordable housing in the area.

According to Georgia Department of Community Affairs LIHTC allocation lists, there have been three developments allocated within the Subject’s PMA since 2017.

- Mill Village was awarded tax credits in 2019 for the new construction of 102 mixed-income units targeted towards family households. The property will offer one, two and three-bedroom units restricted to the 30, 60 and 80 percent of AMI levels as well as market rate units. However, all 60 units at the 30 and 60 percent of AMI levels will operate with a subsidy. Thus, none of the units at this property will directly compete with the Subject. Therefore, none of the units at this property will be deducted from our demand analysis.
- Highland Terrace, the Subject’s sister property, was awarded tax credits in 2017. This development will offer 102 one and two-bedroom units to senior households aged 62 and over earning 50 and 60 percent of the AMI. Construction began in fall 2018 and is anticipated to be completed in summer 2020. As this

property will target senior households, none of the units at this property will be deducted from our demand analysis.

- Claflin School Apartments was awarded tax credits in 2017. This development is an adaptive re-use of an old school building that will offer 44 one, two, and three-bedroom units at 50 and 60 percent of the AMI. Construction began in fall 2018 and was completed in 2020. The property began leasing in March 2020 and is 81.8 percent occupied. However, we have conservatively deducted all 44 units in our demand analysis.

Given the low vacancy rates and presence of waiting lists at the comparable properties, we do not believe that the addition of the Subject to the market will impact the newly allocated LIHTC properties or the existing LIHTC properties that are in overall average condition and currently performing well.

## 10. Rental Trends in the PMA

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

TENURE PATTERNS PMA				
Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	11,954	47.3%	13,294	52.7%
2019	7,905	36.7%	13,646	63.3%
Projected Mkt Entry June 2022	8,007	37.0%	13,614	63.0%
2024	8,079	37.3%	13,591	62.7%

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

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

## Historical Vacancy

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

HISTORICAL VACANCY								
Comparable Property	Type	Total Units	2016 Q4	2017 Q1	2019 Q2	2019 Q3	2019 Q4	2020 Q2
Highland Terrace Phase II	LIHTC	130	N/A	N/A	N/A	N/A	N/A	N/A
Arbor Pointe I And II	LIHTC/ Market	296	N/A	N/A	N/A	N/A	N/A	2.0%
Ashley Station	LIHTC/Section 8/ Market	367	N/A	N/A	0.0%	2.7%	2.7%	3.3%
Avalon Apartments	LIHTC	232	0.9%	1.7%	0.0%	3.0%	N/A	7.8%
Claflin School Apartments	LIHTC	44	N/A	N/A	N/A	N/A	N/A	18.2%
Springfield Crossing	LIHTC/ Market	120	5.8%	N/A	N/A	2.5%	2.5%	1.7%
Greystone At Country Club	Market	200	N/A	2.5%	0.0%	N/A	N/A	0.0%
Greystone At River Chase	Market	224	N/A	N/A	N/A	N/A	N/A	1.3%
Johnston Mill Lofts	Market	335	N/A	6.3%	1.2%	5.7%	N/A	10.4%
Rock Island Ridges	Market	346	N/A	N/A	N/A	N/A	N/A	1.2%
The Lofts At Swift Mill	Market	67	N/A	N/A	N/A	N/A	N/A	1.5%

The historical vacancy rates at all of the comparable properties for several quarters in the past four years are illustrated in the previous table. In general, the comparable properties experienced very low vacancy from 2016 through 2020. Claflin School Apartments opened in 2020, is in its initial lease-up phase, and has experienced an initial absorption pace of 13 units per month. Avalon Apartments reported the highest vacancy rate of the comparable affordable properties. This development says it has 18 vacancies at this time, all of which are in the property’s three-bedroom units. The contact reported the remaining unit types

maintain waiting lists. The elevated vacancy was attributed to the COVID-19 pandemic as tenants are reluctant to relocate at this time. The remaining comparable properties offer three-bedroom units reported stable demand for affordable housing, which indicates there is not a lack of demand for three-bedroom units in the market. We believe property-specific issues may be attributed to the elevated vacancy rate in the three-bedroom units at Avalon Apartments. Johnston Mill Lofts reported an elevated vacancy rate as the property converted from LIHTC to market rate in 2019. The leasing of these units at market rate has been slowed as a result of the COVID-19 pandemic and the reluctance of tenants to move at this time. We believe that the current performance of the LIHTC comparable properties, as well as their historically low vacancy rates, indicate demand for affordable rental housing in the Subject’s market.

### Change in Rental Rates

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

RENT GROWTH		
Property Name	Rent Structure	Rent Growth
Arbor Pointe I And II*	LIHTC/ Market	Kept at max
Ashley Station	LIHTC/Section 8/ Market	Kept at max
Avalon Apartments*	LIHTC	Kept at max
Clafin School Apartments	LIHTC	None
Springfield Crossing*	LIHTC/ Market	Increased up to 13 percent
Greystone At Country Club	Market	Decrease of 15 to increase of one percent
Greystone At River Chase*	Market	Increased one to two percent
Johnston Mill Lofts	Market	Increased up to 43 percent
Rock Island Ridges*	Market	Increased 3.5 percent
The Lofts At Swift Mill	Market	Increased 17 percent

\*Located outside of the PMA

Clafin School Apartments opened in 2020 and was unable to report rent growth. Three of the LIHTC property reported that rents were increased to maximum allowable levels. The remaining LIHTC property reported strong rent growth. The market rate properties all reported rent growth. We anticipate that the Subject will be able to achieve moderate rent growth in the future as a LIHTC property.

### 11. Impact of Foreclosed, Abandoned and Vacant Structures

According to *RealtyTrac* statistics, one in every 9,569 housing units nationwide was in some stage of foreclosure as of April 2020. The City of Columbus is experiencing a foreclosure rate of one in every 8,991 homes, while Muscogee County is experiencing foreclosure rate of one in every 8,991 homes and Georgia is experiencing one foreclosure in every 11,360 housing units. Overall, Columbus is experiencing a higher foreclosure rate than the nation and Georgia, and similar to Muscogee County as a whole. The Subject’s neighborhood does not have a significant amount of abandoned or vacant structures that would impact the marketability of the Subject.

### 12. Effect of Subject on Other Affordable Units in Market

According to Georgia Department of Community Affairs LIHTC allocation lists, there have been three developments allocated within the Subject’s PMA since 2017.

- Mill Village was awarded tax credits in 2019 for the new construction of 102 mixed-income units targeted towards family households. The property will offer one, two and three-bedroom units restricted to the 30, 60 and 80 percent of AMI levels as well as market rate units. However, all 60 units at the 30 and 60 percent of AMI levels will operate with a subsidy. Thus, none of the units at this property will directly compete with the Subject. Therefore, none of the units at this property will be deducted from our demand analysis.

- Highland Terrace, the Subject's sister property, was awarded tax credits in 2017. This development will offer 102 one and two-bedroom units to senior households aged 62 and over earning 50 and 60 percent of the AMI. Construction began in fall 2018 and is anticipated to be completed in summer 2020. As this property will target senior households, none of the units at this property will be deducted from our demand analysis.
- Claflin School Apartments was awarded tax credits in 2017. This development is an adaptive re-use of an old school building that will offer 44 one, two, and three-bedroom units at 50 and 60 percent of the AMI. Construction began in fall 2018 and was completed in 2020. The property began leasing in March 2020 and is 81.8 percent occupied. However, we have conservatively deducted all 44 units in our demand analysis.

The stabilized LIHTC comparables are experiencing a weighted average vacancy rate of 3.7 percent, which is considered moderate. However, excluding Avalon Apartments, whose elevated vacancy rate appears to be property-specific, vacancy rates at the LIHTC comparables are very low. Further, three of the LIHTC comparables maintain waiting lists, two of which are extensive in length. The low vacancy rates and presence of waiting lists at these properties indicates there is an unmet demand for affordable housing in the area. In summary, the performance of the comparable LIHTC properties and the existence of waiting lists for affordable units indicates that the Subject will not negatively impact the existing or proposed affordable rental units in the market.

### Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The stabilized LIHTC comparables are experiencing a weighted average vacancy rate of 3.7 percent, which is considered moderate. However, excluding Avalon Apartments, whose elevated vacancy rate appears to be property-specific, vacancy rates at the LIHTC comparables are very low. Further, three of the LIHTC comparables maintain waiting lists, two of which are extensive in length. The low vacancy rates and presence of waiting lists at these properties indicates there is an unmet demand for affordable housing in the area. The Subject will offer inferior to similar in-unit amenities in comparison to the LIHTC and market rate comparable properties and inferior to superior property amenities. The Subject will offer walk-in closets, a business center, community room, and exercise facility, which many of the comparables will lack. However, the Subject will not offer balconies/patios, a playground, or a swimming pool, which are offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered similar to superior in terms of condition to the majority of the comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties. Additionally, the Subject's proposed rents are among the lowest in the market. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at several LIHTC comparable properties, we believe that the Subject is reasonable as proposed. We believe that it will fill a void in the market and will perform well. Further, we believe that the Subject's affordable operation will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments). The timing of the Subject's construction will further insulate it from the current COVID-19 pandemic.

# **J. ABSORPTION AND STABILIZATION RATES**

**ABSORPTION AND STABILIZATION RATES**

We were able to obtain absorption data from two of the recently constructed comparables. Information regarding the absorption periods of these properties is illustrated in the following table.

**ABSORPTION**

Property Name	Rent Structure	Year Built	Number of Units	Units Absorbed / Month
Clafin School Apartments	LIHTC	2020	44	13
Rock Island Ridges	Market	2016	346	23

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. The Subject is proposed new construction. Clafin School Apartments is the most recently completed LIHTC apartment property we surveyed. This property was built in 2020, is 81.8 percent occupied, and has experienced an initial absorption rate of 13 units per month upon opening. Rock Island Ridges is a market rate development that opened in 2016 and experienced an absorption rate of 23 units per month. Based on the absorption pace reported by the comparable properties, the waiting lists at the LIHTC comparables, and the strong demand for affordable housing in the area, we anticipate that the Subject will absorb 15 units per month, for an absorption period of eight to nine months. It should be noted that construction on the Subject is not anticipated to be completed until June 2022, which is considered outside of the primary window from the COVID-19 pandemic.

# **K. INTERVIEWS**

### Housing Authority of Columbus, Georgia

We were able to speak with John Casteel, Chief Assistant Housing Officer of the Housing Authority of Columbus. Mr. Casteel reported that there are 3,183 tenant-based and project-based vouchers allocated in the Columbus area. Of that total, 2,516 are tenant-based vouchers being utilized by tenants across Muscogee County. Mr. Casteel stated that there is a dire need for affordable housing in the area and provided the payment standards below.

#### PAYMENT STANDARDS

Unit Type	Standard
One-Bedroom	\$606
Two-Bedroom	\$711
Three-Bedroom	\$961

Source: Housing Authority of Columbus, Effective January 2020

The Subject’s one, two, and three-bedroom units at 50 percent AMI are set below the current payment standards. Additionally, the Subject’s three-bedroom units at 60 percent AMI are below the current payment standards. Therefore, tenants with Housing Choice Vouchers in these units will not pay out of pocket for rent. The remaining units at the Subject are set above the current payment standards. As such, tenants with Housing Choice Vouchers in these units will pay out of pocket for rent.

### Columbus Planning Department

We attempted to contact the Columbus Planning Department, regarding new development in the market. However, as of the date of this report our calls and emails have not been returned. We additionally consulted a May 2020 Costar Report of under construction properties in the PMA as well as the Georgia DCA Program Awards Database. The Following table illustrated the properties we identified that are under construction or proposed in the PMA.

#### COMPETITIVE SUPPLY 2017 - PRESENT

Property Name	Program	Location	Tenancy	Status	# of Competitive
Mill Village	LIHTC/Section 8/Market	Columbus	Family	Proposed	0
Highland Terrace	LIHTC	Columbus	Senior	Under construction	0
Clafin School	LIHTC	Columbus	Family	Complete	44

- Mill Village was awarded tax credits in 2019 for the new construction of 102 mixed-income units targeted towards family households. The property will offer one, two and three-bedroom units restricted to the 30, 60 and 80 percent of AMI levels as well as market rate units. However, all 60 units at the 30 and 60 percent of AMI levels will operate with a subsidy. Thus, none of the units at this property will directly compete with the Subject. Therefore, none of the units at this property will be deducted from our demand analysis.
- Highland Terrace, the Subject’s sister property, was awarded tax credits in 2017. This development will offer 102 one and two-bedroom units to senior households aged 62 and over earning 50 and 60 percent of the AMI. Construction began in fall 2018 and is anticipated to be completed in summer 2020. As this property will target senior households, none of the units at this property will be deducted from our demand analysis.
- Clafin School Apartments was awarded tax credits in 2017. This development is an adaptive re-use of an old school building that will offer 44 one, two, and three-bedroom units at 50 and 60 percent of the AMI. Construction began in fall 2018 and was completed in 2020. The property began leasing in March 2020 and is 81.8 percent occupied. However, we have conservatively deducted all 44 units in our demand analysis.

**Columbus Economic Development Department**

We attempted to contact a representative with the Columbus Planning Division and Columbus Economic Development Department. Despite numerous attempts, our calls and emails have not been returned. We conducted internet research regarding employment expansions in the area. Details of these expansions are included in the following table.

**EXPANSIONS/NEW ADDITIONS - MUSCOGEE COUNTY, GA - 2017-2020 YTD**

Company	Industry	Jobs
First Credit Services	Customer Service	155
Califormulations	Retail	30
Daechang Seat Co	Manufacturing	100
Global Callcenter Solutions	Customer Service	600
InComm	Technology	55
Elwood Staffing	Human Resources	100
Gildan Yams	Manufacturing	80
Pratt & Whitney	Manufacturing	500
Heckler & Koch	Manufacturing	84

Source: Georgia Department of Economic Development, May 2020

- First Credit Services, which manages call center operations for other businesses, announced in December 2019 it will be expanding its Columbus location by adding 155 jobs and investing \$2 million by purchasing and renovating a new building.
- Califormulations, a business that helps food and beverage companies create innovative products, announced in November 2019 is coming to Columbus with the promise to create 30 jobs and invest more than \$5 million.
- Daechang Seat Co announced its plans in June 2019 to locate a manufacturing facility in Phenix City, AL at 903 Fontaine Road. This new manufacturing operation is expected to create 100 jobs and have an initial capital investment of more than \$9,000,000.
- In September 2018, Global Callcenter Solutions, a call center consulting company, announced plans to invest \$4.9 million in Muscogee County and create 600 new jobs.
- InComm, a technology company, announced plans in April 2018 to add 55 jobs at its Columbus location.
- Elwood Staffing, a staffing company, expanded its offices in Columbus and added approximately 100 new jobs in 2018.
- In 2018, Gildan Yarns, a yarn manufacturer, expanded its manufacturing facility in Columbus and created 80 new jobs.
- Pratt & Whitney, a manufacturer of aircraft engines and power units, announced in February 2017 that they plan to create more than 500 jobs and invest \$386 million to expand their Columbus facility over the next five years.
- Heckler & Koch, a manufacturer of firearms, announced in January 2017 that they plan to invest \$28.5 million to expand their Columbus facility. The expansion created 84 new jobs by January 2019.

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

# **L. CONCLUSIONS AND RECOMMENDATIONS**

## CONCLUSIONS

### Demographics

Between 2010 and 2019, there was approximately 0.3 percent annual decline in population in the PMA, while the MSA and national population experienced growth over the same time period. Over the next five years, the population growth in the PMA is projected to stabilize, and remain below the MSA and national projections. The current population of the PMA is 51,266 and is expected to be 51,310 in 2022. The current number of households in the PMA is 21,551 and is expected to be 21,620 in 2022. Renter households are concentrated in the lowest income cohorts, with 36.3 percent of renters in the PMA earning between \$20,000 and \$49,999 annually. The Subject will target households earning between \$20,057 and \$47,110. Therefore, the Subject should be well-positioned to service this market. Overall, while population growth has been stagnant, the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

### Employment Trends

Employment in the PMA is concentrated in the healthcare/social assistance, retail trade, and accommodation/food services industries, which collectively comprise 40.2 percent of local employment. The large share of PMA employment in retail trade and accommodation/food services is notable as both industries are historically volatile, and prone to contraction during recessionary periods. However, the PMA also has a significant share of employment in the healthcare industry, which is historically known to exhibit greater stability during recessionary periods. The PMA and the Columbus, GA-AL MSA are economically reliant on healthcare and Fort Benning, a major base. Employment is concentrated in industries relating to or supporting the base, which is the largest employer in the region. Industries related to hospitality also represent major employment sectors in the PMA. In February 2020, Fort Benning announcing that it is reactivating the 197th Infantry Brigade to meet the demand for infantry soldiers. More than 500 soldiers will be coming to Fort Benning when the brigade is activated. Relative to the overall nation, the PMA features comparatively greater employment in the accommodation/food services, finance/insurance, and retail trade industries. Conversely, the PMA is underrepresented in the manufacturing, professional/scientific/technology services, and transportation /warehousing industries. The overconcentration of accommodation/food services and retail trade employment may make the Subject area more susceptible to employment losses from the ongoing COVID-19 pandemic than the nation overall. However, the significant employment in the healthcare/social assistance sector should provide stability to the area workforce.

Since 2012, average employment growth in the MSA trailed the nation in all but one year. As of March 2020, MSA employment is below record levels and is declining at an annualized rate of 2.2 percent, compared to a 0.8 percent decrease across the overall nation. Thus, it appears the area has been negatively impacted as a result of the COVID-19 pandemic. Georgia has begun to reopen several businesses in the state as of April 2020, but a return to full economic potential is unlikely while the global health crisis continues. The most recent data show unemployment in the MSA at a higher level than the nation. The MSA was heavily impacted by the recession, and has yet to recover its recessionary job losses. As a result of the COVID-19 pandemic and stay-at-home orders, record national unemployment claims began in March 2020 and will likely continue in the near future.

Beginning in March 2020, the international pandemic caused by the COVID-19 coronavirus resulted in governments across the globe taking dramatic efforts to slow the spread and flatten the infection curve in order to reduce the strain on our health care system. Consequently, over the past two months there has been a sharp and dramatic increase in layoffs due to the economic restrictions related to the emergency response. Governments have passed significant economic stimulus packages to help in offsetting the economic impact. Local governments have begun to lift or loosen restrictions and the stimulus passed thus far has blunted some of the impact from the emergency measures. It remains unclear as to how these measures will impact the housing market long term. However, based on the data available through two months, which indicates some

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

### Capture Rates

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

**CAPTURE RATE ANALYSIS CHART**

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Proposed Rents
1BR @50%	\$20,057	\$24,950	5	616	5	611	0.8%	\$525
1BR @60%	\$24,069	\$29,940	9	654	0	654	1.4%	\$642
1BR @70%	\$28,080	\$34,930	4	644	0	644	0.6%	\$759
1BR Overall	\$20,057	\$34,930	18	1,038	5	1,033	1.7%	-
2BR @50%	\$24,034	\$28,050	18	508	2	506	3.6%	\$623
2BR @60%	\$28,834	\$33,660	36	539	17	522	6.9%	\$763
2BR @70%	\$33,634	\$39,270	18	531	0	531	3.4%	\$903
2BR Overall	\$24,034	\$39,270	72	856	19	837	8.6%	-
3BR @50%	\$27,771	\$33,650	9	232	2	230	3.9%	\$702
3BR @60%	\$33,326	\$40,380	23	246	18	228	10.1%	\$864
3BR @70%	\$38,880	\$47,110	10	242	0	242	4.1%	\$1,026
3BR Overall	\$27,771	\$47,110	42	390	20	370	11.4%	-
@50% Overall	\$20,057	\$33,650	32	1,356	9	1,347	2.4%	-
@60% Overall	\$24,069	\$40,380	68	1,439	35	1,404	4.8%	-
@70% Overall	\$28,080	\$47,110	32	1,417	0	1,417	2.3%	-
Overall	\$20,057	\$47,110	132	2,283	44	2,239	5.9%	-

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

### Absorption

We were able to obtain absorption data from two of the recently constructed comparables. Information regarding the absorption periods of these properties is illustrated in the following table.

**ABSORPTION**

Property Name	Rent Structure	Year Built	Number of Units	Units Absorbed / Month
Clafin School Apartments	LIHTC	2020	44	13
Rock Island Ridges	Market	2016	346	23

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. The Subject is proposed new construction. Clafin School Apartments is the most recently completed LIHTC apartment property we surveyed. This property was built in 2020, is 81.8 percent occupied, and has experienced an initial absorption rate of 13 units per month upon opening. Rock Island Ridges is a market rate development that opened in 2016 and experienced an absorption rate of 23 units per month. Based on the absorption pace reported by

the comparable properties, the waiting lists at the LIHTC comparables, and the strong demand for affordable housing in the area, we anticipate that the Subject will absorb 15 units per month, for an absorption period of eight to nine months. It should be noted that construction on the Subject is not anticipated to be completed until June 2022, which is considered outside of the primary window from the COVID-19 pandemic.

### Vacancy Trends

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY				
Property Name	Rent Structure	Total Units	Vacant Units	Vacancy Rate
Arbor Pointe I And II*	LIHTC/ Market	296	6	2.0%
Ashley Station	LIHTC/Section 8/ Market	367	12	3.3%
Avalon Apartments*	LIHTC	232	18	7.8%
Clafin School Apartments**	LIHTC	44	8	18.2%
Springfield Crossing*	LIHTC/ Market	120	2	1.7%
Greystone At Country Club	Market	200	0	0.0%
Greystone At River Chase*	Market	224	3	1.3%
Johnston Mill Lofts	Market	335	35	10.4%
Rock Island Ridges*	Market	346	4	1.2%
The Lofts At Swift Mill	Market	67	1	1.5%
<b>Total LIHTC</b>		<b>1,059</b>	<b>46</b>	<b>4.3%</b>
<b>Total LIHTC (Stabilized)</b>		<b>1,015</b>	<b>38</b>	<b>3.7%</b>
<b>Total Market Rate</b>		<b>1,172</b>	<b>43</b>	<b>3.7%</b>
<b>Overall Total</b>		<b>2,231</b>	<b>89</b>	<b>4.0%</b>
<b>Overall Total (Stabilized)</b>		<b>2,187</b>	<b>81</b>	<b>3.7%</b>

\*Located outside of the PMA

\*\*This property is in its initial lease-up phase

Clafin School Apartments opened in 2020, is in its initial lease-up phase, and has experienced an initial absorption pace of 13 units per month. Excluding Clafin School Apartments, overall vacancy among the stabilized properties in the market is moderate at 3.7 percent. Vacancy among the stabilized LIHTC comparables is also moderate, at 3.7 percent.

Avalon Apartments reported the highest vacancy rate of the comparable affordable properties. This development says it has 18 vacancies at this time, all of which are in the property's three-bedroom units. The contact reported the remaining unit types maintain waiting lists. The elevated vacancy was attributed to the COVID-19 pandemic as tenants are reluctant to relocate at this time. The remaining comparable properties offer three-bedroom units reported stable demand for affordable housing, which indicates there is not a lack of demand for three-bedroom units in the market. We believe property-specific issues may be attributed to the elevated vacancy rate in the three-bedroom units at Avalon Apartments.

Arbor Pointe I and II and Ashley Station both reported some vacancies at this time; however, these vacancies are expected to be leased from the properties' respective waiting lists. Arbor Pointe I and II maintains a waiting list of over 1,000 households and Ashley Station maintains a waiting list of 900 households. Additionally, our contact at Springfield Crossing stated that one of the two vacant units at the property is pre-leased. In conclusion, excluding Clafin School Apartments, which is in its initial lease-up phase, and Avalon Apartments, whose elevated vacancy rate appears to be property-specific, vacancy rates at the LIHTC comparables are very low. Further, three of the LIHTC comparables maintain waiting lists, two of which are extensive in length. The low vacancy rates and presence of waiting lists at these properties indicates there is an unmet demand for affordable housing in the area.

The vacancy rates among the market rate comparable properties range from zero to 10.4 percent, averaging 3.7 percent, which is considered moderate. Johnston Mill Lofts reported an elevated vacancy rate as the property converted from LIHTC to market rate in 2019. The leasing of these units at market rate has been slowed as a result of the COVID-19 pandemic and the reluctance of tenants to move at this time. The low vacancy rates among the remaining market rate comparable properties indicates that there is demand for rental housing in the Subject's PMA. Based on these factors, as well as the low capture rates as demonstrated in the demand analysis of this report, we believe that there is sufficient demand for additional affordable housing in the market. We do not believe that the Subject will impact the performance of the existing LIHTC properties if allocated.

### **Strengths of the Subject**

The Subject will be the newest LIHTC development in the PMA upon completion. The Subject will exhibit excellent condition upon completion, which is similar to superior to the existing LIHTC housing stock in the PMA. The Subject will offer competitive amenity packages, which will include walk-in closets, a business center, community room, and exercise facility, which many of the comparables will lack. The Subject will offer a considerable rent advantage over the comparables; the Subject's proposed rents are among the lowest in the market. Therefore, we believe the Subject will be well received in the market given its competitive advantage over the existing housing stock, competitive amenity packages, and rent advantage over the LIHTC and market rate comparables.

### **Conclusion**

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The stabilized LIHTC comparables are experiencing a weighted average vacancy rate of 3.7 percent, which is considered moderate. However, excluding Avalon Apartments, whose elevated vacancy rate appears to be property-specific, vacancy rates at the LIHTC comparables are very low. Further, three of the LIHTC comparables maintain waiting lists, two of which are extensive in length. The low vacancy rates and presence of waiting lists at these properties indicates there is an unmet demand for affordable housing in the area. The Subject will offer inferior to similar in-unit amenities in comparison to the LIHTC and market rate comparable properties and inferior to superior property amenities. The Subject will offer walk-in closets, a business center, community room, and exercise facility, which many of the comparables will lack. However, the Subject will not offer balconies/patios, a playground, or a swimming pool, which are offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered similar to superior in terms of condition to the majority of the comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties. Additionally, the Subject's proposed rents are among the lowest in the market. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at several LIHTC comparable properties, we believe that the Subject is reasonable as proposed. We believe that it will fill a void in the market and will perform well. Further, we believe that the Subject's affordable operation will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments). The timing of the Subject's construction will further insulate it from the current COVID-19 pandemic.

### **Recommendations**

We recommend the Subject as proposed.

# **M. SIGNED STATEMENT REQUIREMENTS**

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

To the best of my knowledge, the market can support the project as shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in DCA's rental housing programs. I also affirm that I have no interest in the project or relationship with the ownership entity and my compensation is not contingent on this project being funded.

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



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H. Blair Kincer, MAI  
Partner  
Novogradac Consulting LLP

September 18, 2020



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Brian Neukam  
Manager  
Novogradac Consulting LLP

September 18, 2020



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Travis Jorgenson  
Analyst  
Novogradac Consulting LLP

September 18, 2020

**ADDENDUM A**  
**Assumptions and Limiting Conditions**

## **ASSUMPTIONS AND LIMITING CONDITIONS**

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

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

**ADDENDUM B**  
**Subject and Neighborhood Photographs**

**Photographs of Subject Site and Surrounding Uses**



View east along 35<sup>th</sup> Street



View west along 35<sup>th</sup> Street



View of Subject site



View of vacant building on Subject site to be demolished



View of vacant building on Subject site to be demolished



View of vacant building on Subject site to be demolished



Commercial use in the Subject's neighborhood



Bus stop in the Subject's neighborhood



House of Worship in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Fox Elementary School in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Highland Terrace Phase I - Under Construction



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood

**ADDENDUM C**  
**Qualifications**

# STATEMENT OF PROFESSIONAL QUALIFICATIONS

## H. BLAIR KINCER, MAI, CRE

### I. Education

Duquesne University, Pittsburgh, Pennsylvania  
Masters in Business Administration  
Graduated Summa Cum Laude

West Virginia University, Morgantown, West Virginia  
Bachelor of Science in Business Administration  
Graduated Magna Cum Laude

### II. Licensing and Professional Affiliation

Member of the Appraisal Institute (MAI)  
Member, The Counselors of Real Estate (CRE)  
LEED Green Associate  
Member, National Council of Housing Market Analysts (NCHMA)  
Past Member Frostburg Housing Authority

Certified General Real Estate Appraiser, No. RCG1046 – State of Connecticut  
Certified General Real Estate Appraiser, No. GA12288 – District of Columbia  
Certified General Real Estate Appraiser, No. CG1694 – State of Maine  
Certified General Real Estate Appraiser, No. 1326 – State of Maryland  
Certified General Real Estate Appraiser, No. 103789 – State of Massachusetts  
Certified General Real Estate Appraiser, No. 46000039124 – State of New York  
Certified General Real Estate Appraiser, No. A6765 – State of North Carolina  
Certified General Real Estate Appraiser, No. GA001407L – Commonwealth of Pennsylvania  
Certified General Real Estate Appraiser, No. CGA.0020047 – State of Rhode Island  
Certified General Real Estate Appraiser, No. 5930 – State of South Carolina  
Certified General Real Estate Appraiser, No. 3918 – State of Tennessee  
Certified General Real Estate Appraiser, No. 4001004822 – Commonwealth of Virginia  
Certified General Real Estate Appraiser, No. 1081 – State of Wyoming

### III. Professional Experience

**Partner**, Novogradac & Company LLP  
**Vice President**, Capital Realty Advisors, Inc.  
**Vice President - Acquisitions**, The Community Partners Development Group, LLC  
**Commercial Loan Officer/Work-Out Specialist**, First Federal Savings Bank of Western MD  
**Manager** - Real Estate Valuation Services, Ernst & Young LLP  
**Senior Associate**, Joseph J. Blake and Associates, Inc.  
**Senior Appraiser**, Chevy Chase, F.S.B.  
**Senior Consultant**, Pannell Kerr Forster

#### **IV. Professional Training**

Have presented at and attended various IPED and Novogradac conferences regarding the affordable housing industry. Have done presentations on the appraisal and market analysis of Section 8 and 42 properties. Have spoken regarding general market analysis topics.

Obtained the MAI designation in 1998 and maintained continuing education requirements since. Completed additional professional development programs administered by the Appraisal Institute in the following topic areas:

- 1) Valuation of the Components of a Business Enterprise
- 2) Valuation of Sustainable Buildings

#### **V. Real Estate Assignments – Examples**

In general, have managed and conducted numerous market analyses and appraisals for all types of commercial real estate since 1988.

- Performed numerous appraisals for the US Army Corps of Engineers US Geological Survey and the GSA. Property types included Office, Hotel, Residential, Land, Gymnasium, warehouse space, border patrol office. Properties located in varied locations such as the Washington, DC area, Yuma, AZ, Moscow, ID, Blaine, WA, Lakewood, CO, Seattle, WA
- Performed appraisals of commercial properties such as hotels, retail strip centers, grocery stores, shopping centers etc for properties in various locations throughout Pennsylvania, New Jersey, Maryland, New York for Holiday, Fenoglio, Fowler, LP and Three Rivers Bank.
- Have managed and conducted numerous market and feasibility studies for affordable housing. Properties are generally Section 42 Low Income Housing Tax Credit Properties. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of LIHTC properties. Analysis typically includes; unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis. An area of special concentration has been the category of Senior Independent living properties. Work has been national in scope.
- Provided appraisal and market studies for a large portfolio of properties located throughout the United States. The reports provided included a variety of property types including vacant land, office buildings, multifamily rental properties, gas stations, hotels, retail buildings, industrial and warehouse space, country clubs and golf courses, etc. The portfolio included more than 150 assets and the work was performed for the SBA through Metec Asset Management LLP.
- Have managed and conducted numerous appraisals of affordable housing (primarily LIHTC developments). Appraisal assignments typically involved determining the as is, as

if complete and the as if complete and stabilized values. Additionally, encumbered (LIHTC) and unencumbered values were typically derived. The three traditional approaches to value are developed with special methodologies included to value tax credit equity, below market financing and Pilot agreements.

- Performed numerous appraisals in 17 states of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing program. These appraisals meet the requirements outlined in HUD Handbook 4465.1 and Chapter 7 of the HUD MAP Guide.
- Performed numerous market study/appraisals assignments for USDA RD properties in several states in conjunction with acquisition rehabilitation redevelopments. Documents are used by states, FannieMae, USDA and the developer in the underwriting process. Market studies are compliant to State, FannieMae and USDA requirements. Appraisals are compliant to FannieMae and USDA HB-1-3560 Chapter 7 and Attachments.
- Completed numerous FannieMae appraisals of affordable and market rate multi-family properties for Fannie DUS Lenders. Currently have ongoing assignment relationships with several DUS Lenders.
- In accordance with HUD's Section 8 Renewal Policy and Chapter 9, Mr. Kincer has completed numerous Rent Comparability Studies for various property owners and local housing authorities. The properties were typically undergoing recertification under HUD's Mark to Market Program.
- Completed Fair Market Value analyses for solar panel installations, wind turbine installations, and other renewable energy assets in connection with financing and structuring analyses performed by various clients. The clients include lenders, investors, and developers. The reports are used by clients and their advisors to evaluate certain tax consequences applicable to ownership. Additionally, the reports have been used in the ITC funding process and in connection with the application for the federal grant identified as Section 1603 American Recovery & Reinvestment Act of 2009.

**STATEMENT OF PROFESSIONAL QUALIFICATIONS  
BRIAN NEUKAM**

**EDUCATION**

Georgia Institute of Technology, Bachelor of Industrial Engineering, 1995

**State of Georgia Certified General Real Property Appraiser No.329471**

**State of North Carolina Certified General Appraiser No. 8284**

**State of South Carolina Certified General Appraiser No. 7493**

**PROFESSIONAL TRAINING**

National USPAP and USPAP Updates

General Appraiser Market Analysis and Highest & Best Use

General Appraiser Sales Comparison Approach

General Appraiser Site Valuation and Cost Approach

General Appraiser Income Capitalization Approach I and II

General Appraiser Report Writing and Case Studies

**EXPERIENCE**

**Novogradac & Company LLP, Manager, December 2016-present**

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

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

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

**REAL ESTATE ASSIGNMENTS**

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

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

# STATEMENT OF PROFESSIONAL QUALIFICATIONS

## Travis Jorgenson

### I. Education

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

### II. Professional Experience

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

### III. Research Assignments

A representative sample of work on various types of projects:

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

**ADDENDUM D**  
**Summary Matrix**

**SUMMARY MATRIX**

Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate
Subject	Highland Terrace Phase II 705 35th Street Columbus, GA 31904 Muscoogie County	-	Garden 3-stories 2022 / n/a Family	@50%, @60%, @70%	1BR / 1BA	5	3.8%	750	@50%	\$525	Yes	N/A	N/A	N/A
					1BR / 1BA	9	6.8%	750	@60%	\$642	Yes	N/A	N/A	N/A
					1BR / 1BA	4	3.0%	750	@70%	\$759	Yes	N/A	N/A	N/A
					2BR / 2BA	18	13.6%	900	@50%	\$623	Yes	N/A	N/A	N/A
					2BR / 2BA	36	27.3%	900	@60%	\$763	Yes	N/A	N/A	N/A
					2BR / 2BA	18	13.6%	900	@70%	\$903	Yes	N/A	N/A	N/A
					3BR / 2BA	9	6.8%	1,100	@50%	\$702	Yes	N/A	N/A	N/A
					3BR / 2BA	23	17.4%	1,100	@60%	\$864	Yes	N/A	N/A	N/A
					3BR / 2BA	10	7.6%	1,100	@70%	\$1,026	Yes	N/A	N/A	N/A
										132				
1	Arbor Pointe I And II 1312 Gazebo Wy Columbus, GA 31903 Muscoogie County	5.4 miles	Garden 2-stories 2009 / 2010 Family	@60%, Market	1BR / 1BA	84	28.4%	758	@60%	\$612	Yes	Yes	N/A	N/A
					1BR / 1BA	62	21.0%	758	Market	\$639	N/A	Yes	N/A	N/A
					2BR / 2BA	N/A	N/A	974	@60%	\$730	Yes	Yes	N/A	N/A
					2BR / 2BA	N/A	N/A	974	Market	\$771	N/A	Yes	N/A	N/A
					3BR / 2BA	N/A	N/A	1,206	@60%	\$830	Yes	Yes	N/A	N/A
					3BR / 2BA	N/A	N/A	1,206	Market	\$863	N/A	Yes	N/A	N/A
					296							6	2.0%	
2	Ashley Station 1040 Ashley Station Blvd Columbus, GA 31904 Muscoogie County	0.7 miles	Garden 3-stories 2007 / n/a Family	@60%, Market, Section 8	1BR / 1BA	N/A	N/A	693	@60%	\$581	Yes	Yes	0	N/A
					1BR / 1BA	N/A	N/A	693	Section 8	-	N/A	Yes	0	N/A
					2BR / 1BA	N/A	N/A	930	@60%	\$694	Yes	Yes	0	N/A
					2BR / 1BA	N/A	N/A	930	Section 8	-	N/A	Yes	0	N/A
					2BR / 1.5BA	N/A	N/A	888	@60%	\$694	Yes	Yes	0	N/A
					2BR / 1.5BA	N/A	N/A	888	Section 8	-	N/A	Yes	0	N/A
					2BR / 2.5BA	N/A	N/A	1,232	@60%	\$680	Yes	Yes	0	N/A
					2BR / 2.5BA	73	19.9%	1,232	Market	\$996	N/A	No	N/A	N/A
					2BR / 2.5BA	N/A	N/A	1,232	Section 8	N/A	Yes	0	N/A	
					3BR / 2BA	N/A	N/A	1,430	@60%	\$694	Yes	Yes	0	N/A
					3BR / 2BA	N/A	N/A	1,430	Section 8	N/A	Yes	0	N/A	
					3BR / 2.5BA	N/A	N/A	1,512	@60%	\$788	Yes	Yes	0	N/A
					3BR / 2.5BA	74	20.2%	1,512	Market	\$1,015	N/A	No	N/A	N/A
					3BR / 2.5BA	N/A	N/A	1,512	Section 8	-	N/A	Yes	0	N/A
					367							12	3.3%	
3	Avalon Apartments 3737 Cusseta Rd Columbus, GA 31903 Muscoogie County	4.8 miles	Garden 4-stories 2009 / n/a Family	@60%	1BR / 1BA	54	23.3%	682	@60%	\$592	Yes	Yes	0	0.0%
					2BR / 2BA	60	25.9%	949	@60%	\$694	Yes	Yes	0	0.0%
					3BR / 2BA	82	35.3%	1,100	@60%	\$801	Yes	No	18	22.0%
					4BR / 2BA	36	15.5%	1,280	@60%	\$869	Yes	Yes	0	0.0%
					232							18	7.8%	
4	Clafin School Apartments 1532 5th Avenue Columbus, GA 31901 Muscoogie County	1.5 miles	Lowrise 2-stories 2020 / n/a Family	@50%, @60%	1BR / 1BA	5	11.4%	650	@50%	\$469	No	No	N/A	N/A
					2BR / 1BA	2	4.6%	850	@50%	\$560	No	No	N/A	N/A
					2BR / 1BA	18	40.9%	850	@60%	\$694	No	No	N/A	N/A
					3BR / 2BA	2	4.6%	1,100	@50%	\$633	No	No	N/A	N/A
					3BR / 2BA	17	38.6%	1,100	@60%	\$788	No	No	N/A	N/A
					44							8	18.2%	
5	Springfield Crossing 3320 N Lumpkin Rd Columbus, GA 31903 Muscoogie County	4.5 miles	Garden 2-stories 2002 / n/a Family	@50%, @60%, Market	2BR / 2BA	4	3.3%	960	@50%	\$590	No	No	N/A	N/A
					2BR / 2BA	60	50.0%	960	@60%	\$651	No	No	N/A	N/A
					2BR / 2BA	16	13.3%	960	Market	\$675	N/A	No	N/A	N/A
					3BR / 2BA	2	1.7%	1,290	@50%	\$593	No	No	N/A	N/A
					3BR / 2BA	30	25.0%	1,290	@60%	\$748	No	No	N/A	N/A
					3BR / 2BA	8	6.7%	1,290	Market	\$775	N/A	No	N/A	N/A
					120							2	1.7%	
6	Greystone At Country Club 2001 Country Club Rd Columbus, GA 31906 Muscoogie County	1.4 miles	Various 2-stories 1964 / 2009 Family	Market	1BR / 1BA	N/A	N/A	900	Market	\$630	N/A	Yes	N/A	N/A
					1BR / 1BA	N/A	N/A	900	Market	\$770	N/A	Yes	N/A	N/A
					1BR / 1BA	N/A	N/A	900	Market	\$490	N/A	Yes	N/A	N/A
					2BR / 1BA	N/A	N/A	878	Market	\$738	N/A	Yes	N/A	N/A
					2BR / 1BA	N/A	N/A	878	Market	\$780	N/A	Yes	N/A	N/A
					2BR / 1BA	N/A	N/A	878	Market	\$695	N/A	Yes	N/A	N/A
					2BR / 1.5BA	N/A	N/A	1,525	Market	\$805	N/A	Yes	N/A	N/A
					2BR / 2BA	N/A	N/A	1,250	Market	\$900	N/A	Yes	N/A	N/A
					2BR / 2BA	N/A	N/A	1,250	Market	\$945	N/A	Yes	N/A	N/A
					2BR / 2BA	N/A	N/A	1,250	Market	\$855	N/A	Yes	N/A	N/A
					3BR / 2BA	N/A	N/A	1,575	Market	\$945	N/A	Yes	N/A	N/A
					200							0	0.0%	
7	Greystone At River Chase 5295 River Chase Drive Phenix City, AL 36867 Lee County	2.8 miles	Garden 2-stories 2014 / n/a Family	Market	1BR / 1BA	76	33.9%	1,075	Market	\$916	N/A	Yes	1	1.3%
					2BR / 2BA	74	33.0%	1,463	Market	\$1,110	N/A	Yes	0	0.0%
					3BR / 2BA	74	33.0%	1,716	Market	\$1,250	N/A	Yes	2	2.7%
										224				
8	Johnston Mill Lofts 3201 First Ave Columbus, GA 31904 Muscoogie County	0.6 miles	Conversion 4-stories 1900/2002 / n/a Family	Market	1BR / 1BA	105	31.3%	952	Market	\$798	N/A	No	N/A	N/A
					2BR / 1BA	71	21.2%	952	Market	\$997	N/A	No	N/A	N/A
					2BR / 2BA	155	46.3%	1,216	Market	\$1,127	N/A	No	N/A	N/A
					2BR / 2BA	2	0.6%	1,216	Market	\$1,257	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,216	Market	\$997	N/A	No	N/A	N/A
					3BR / 2BA	2	0.6%	1,200	Market	\$1,476	N/A	No	N/A	N/A
					335							35	10.4%	
9	Rock Island Ridges 4402 River Chase Drive Phenix City, AL 36867 Russell County	1.6 miles	Midrise 4-stories 2016 / n/a Family	Market	1BR / 1BA	5	1.5%	532	Market	\$1,101	N/A	Yes	N/A	N/A
					1BR / 1BA	50	14.5%	751	Market	\$1,122	N/A	Yes	N/A	N/A
					1BR / 1BA	100	28.9%	931	Market	\$1,302	N/A	Yes	N/A	N/A
					2BR / 2BA	64	18.5%	1,168	Market	\$1,318	N/A	Yes	N/A	N/A
					2BR / 2BA	39	11.3%	1,299	Market	\$1,453	N/A	Yes	N/A	N/A
					2BR / 2BA	43	12.4%	1,308	Market	\$1,426	N/A	Yes	N/A	N/A
					3BR / 2BA	45	13.0%	1,625	Market	\$1,847	N/A	Yes	N/A	N/A
					346							4	1.2%	
10	The Lofts At Swift Mill 1506 6th Ave Columbus, GA 31901 Muscoogie County	1.7 miles	Conversion 3-stories 2012 / n/a Family	Market	0BR / 1BA	3	4.5%	968	Market	\$889	N/A	No	0	0.0%
					0BR / 1BA	1	1.5%	1,118	Market	\$1,050	N/A	No	0	0.0%
					1BR / 1BA	4	6.0%	1,733	Market	\$1,186	N/A	No	0	0.0%
					1BR / 1BA	43	64.2%	1,817	Market	\$1,262	N/A	No	1	2.3%
					2BR / 2BA	16	23.9%	2,190	Market	\$1,372	N/A	Yes	0	0.0%
					67							1	1.5%	