



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

A MARKET CONDITIONS AND PROJECT EVALUATION SUMMARY OF: SAVANNAH SUMMIT

135 HAMPSTEAD AVENUE,
SAVANNAH, CHATHAM COUNTY,
GEORGIA 31405

Effective Date: April 17, 2020
Report Date: August 14, 2020

Prepared for:
Mr. Brandon Kearse
Director, Acquisitions
Savannah Summit Preservation, LP
C/o Rose Community Development Company, LLC
551 Fifth Avenue, 23rd Floor
New York, NY 10176

Assignment Code: 10223072

Prepared By:
Novogradac Consulting LLP
11044 Research Blvd., Ste. 400, Bldg. C
Austin, TX, 78759
512-340-0420





August 14, 2020

Mr. Brandon Kearse
Director, Acquisitions
Savannah Summit Preservation, LP
C/o Rose Community Development Company, LLC
551 Fifth Avenue, 23rd Floor
New York, NY 10176

Re: Application Market Study for Savannah Summit, located in Savannah, Chatham County, Georgia

Dear Mr. Kearse:

At your request, Novogradac Consulting LLP performed a study of the multifamily rental market in the Savannah, Chatham County, Georgia area relative to the above-referenced project. The purpose of this market study is to assess the viability of the LIHTC rehabilitation of Savannah Summit (Subject), an existing 138-unit age-restricted (62+) LIHTC/Section 8 development. The Subject is encumbered by a 20-year Housing Assistance Payment contract, which dictates the rent levels (contract rents) for the property. Further, the Subject property is encumbered by a LIHTC LURA which restricts the use of the site for affordable senior housing. Post-renovation, all 138 units will continue to receive Section 8 rental assistance, and at least 40 percent of units will be income-restricted at the 60 percent AMI set-aside. We are concurrently completing a HUD Rent Comparability Study and appraisal on the Subject, with the same effective date as this report. Additionally, we previously completed a HUD RCS, market study, and appraisal on the Subject, all with an effective date of April 17, 2020. 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.

The COVID-19 coronavirus has caused an international pandemic and we have seen governments across the globe take dramatic efforts to slow the spread and flatten the infection curve in order to reduce the strain on our health care system. We are already seeing these efforts result in extensive impacts to economic activity. Further, with the passing of the CARES Act, benefits were provided to alleviate some financial burden on many renter households. Additionally, new potential relief programs are currently being negotiated for future months to come. At this point it is unclear how long it will be before the full impact of the pandemic is realized in the national economy, though stimulus packages have been provided to blunt the impact from the emergency measures. Further it is unclear as to how these measures will impact the housing market, though published articles and data from a variety of industry leaders have shown optimism for the multifamily sector, specifically the affordable sector. However, some trends are clear:

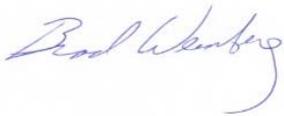
- 1) *Clients and market participants throughout the country report that April and May collections were better than expected for all types of multifamily properties. Particularly for affordable and senior housing.*
- 2) *Based upon various conversations with market participants and published articles and webinars many believe that multifamily real estate will be impacted but significantly less so than other sectors. Further, the impact is expected to be shorter lived. Many view multifamily as a safer haven during this period of uncertainty. The Subject is an existing stabilized affordable property, and renovations are expected to be completed in January 2022, at which point the market is expected to stabilize, or have less uncertainty.*
- 3) *Novogradac maintains a proprietary database of operating results from our surveys of affordable and market rate properties. The database was implemented in 2005 and contains over 100,000 individual properties. The national occupancy rate for two-bedroom, 60 percent LIHTC properties dipped slightly during the Great Recession, but began a rebound after 2009. In 2008, the occupancy rate was at 96.3 percent and it dropped less than one percentage point during the slowdown, dropping to 95.4 percent in 2009 before beginning a gradual increase that slowed between 2016 and 2018 but continued through 2019. While this recession will undoubtedly be different than the last, this performance supports the points made above and illustrates the resilience in the affordable housing sector.*
- 4) *As of the effective date of this report, states are starting to plan the reopening over the next several weeks to months and the state of Georgia has already begun loosening restrictions on businesses including eat-in restaurants and barber shops. This will open up various job segments creating more stability and demand in the local economy.*
- 5) *Finally, there have been transactions that were started prior to shut-down that have recently closed without adjustment.*

All of the comparable properties were interviewed since late April 2020. Property managers reported that market demand and leasing has not softened as a result of the COVID-19 pandemic and state and local stay-at-home orders. Local employment and unemployment data is not yet available that reflects the effects of these orders; however, we expect significant employment losses will result in the market, particularly in volatile industries including retail trade and accommodation/food services. As a result of the pandemic, we experienced modest barriers to local data collection for a few properties we utilized in our previous market

study report for the Subject. However, no other barriers to data collection were encountered. Overall, we believe the quality of data collected in this report supports the credibility of our conclusions.

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

Respectfully submitted,
Novogradac Consulting LLP



Brad Weinberg, MAI, CVA, CRE
Partner
Brad.Weinberg@Novoco.com



Lindsey Sutton
Principal
Lindsey.Sutton@Novoco.com



Jennifer Stapelfeld
Analyst
Jennifer.Stapelfeld@Novoco.com

Table of Contents

A. Executive Summary	1
Executive Summary.....	2
B. Project Description.....	8
Project Description.....	9
C. Site Evaluation	15
D. Market Area	36
Primary Market Area	37
E. Community Demographic Data	38
Community Demographic Data	39
F. Employment Trends.....	45
G. Project-Specific Affordability and Demand Analysis	53
H. Competitive Rental Analysis.....	65
I. Absorption and Stabilization Rates.....	89
Absorption and Stabilization Rates.....	90
J. Interviews	89
K. Conclusions and Recommendations	91
Conclusions	92
L. Signed Statement Requirements	95

Addendum

A. EXECUTIVE SUMMARY

Executive Summary

1. Project Description

Savannah Summit (“Subject”) is an existing Section 8/LIHTC age-restricted (62+) development located at 135 Hampstead Avenue in Savannah, Chatham County, Georgia 31405. The Subject consists of 136 one-bedroom and two (2) two-bedroom units contained in one 12-story elevator-serviced highrise residential building.

The Subject is proposed for renovations with new LIHTC equity in 2021. The following tables detail the Subject’s proposed contract and LIHTC asking rents, post-renovations. It should be noted the proposed LIHTC rents are set at 2019 maximum allowable levels, per DCA guidelines. Post-renovation, the Subject will maintain its Section 8 overlay on all units, and all existing tenants will remain income-qualified to reside in the Subject following completion of the renovations, and they will continue to pay 30 percent of their income towards rent. The following table illustrates the proposed unit mix.

PROPOSED RENTS

Unit Type	Unit Size (SF)	No. of Units	Proposed Contract Rent ¹	Asking LIHTC Rent	Utility Allowance ²	Gross LIHTC Rent	2019 LIHTC Max. Allowable Gross Rent	2020 Fair Market Rents
@60% (Section 8)								
1BR/1BA	524	136	\$1,135	\$893	\$0	\$893	\$893	\$887
<u>2BR/1BA</u>	814	<u>2</u>	\$1,290	\$1,071	\$0	\$1,071	\$1,071	\$1,010
Total		138						

¹ Based on post-rehab rent grid conclusions under MUTM HAP rent increase

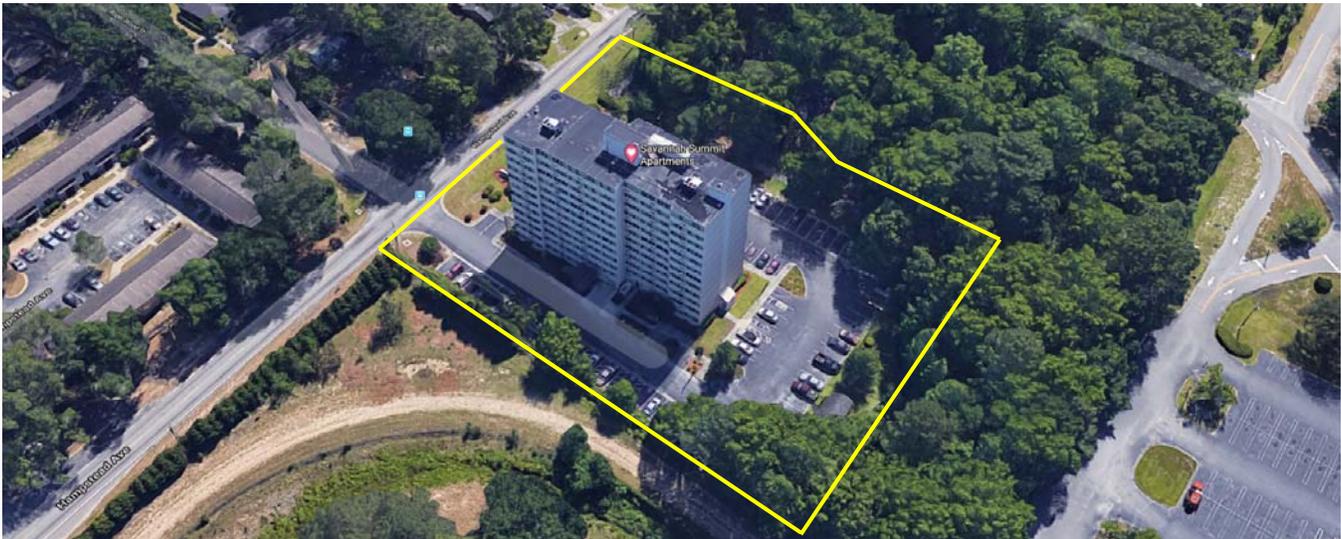
² Per Subject’s Rent Schedule, eff. 8/1/2019

Upon completion of the renovations, the Subject will offer similar to slightly superior in-unit amenities in comparison to the majority of the LIHTC and market rate comparable properties. According to the scope of renovations, microwaves, stainless steel appliances, quartz countertops, and luxury-vinyl flooring will be installed, and Wi-Fi internet service will be provided in all units as new amenities, upon completion. Further, upgrades will be made to the aesthetics of unit interiors, including paint, drywall and ceilings, and doors and windows, post-renovations.

Common area amenities at the property currently include a clubhouse/community room, courtyard, central laundry, on-site management, off-street parking, a picnic/BBQ area with a gazebo, community garden, and a recreation room with a piano, TV and community seating. Additionally, the Subject property provides non-shelter services and has two on-staff Resident Services Coordinators available for tenant needs, which provide very valuable services, programs, and activities to the Subject’s senior tenant base. Post-renovations, the Subject will provide a business center and fitness center as new community amenities, and will provide access to Wi-Fi in all community areas of the property, post-renovations. Upon completion of the renovations, the Subject will offer slightly inferior to similar property amenities compared to the majority of the comparables. The Subject will not offer balcony/patios, central A/C, walk-in closets, or in-unit washers and dryers, which the majority of comparables include. However, amenities the Subject will offer that most or none of the comparables offer include elevator access, luxury-vinyl flooring, grab bars, hand rails, pull cords, in-unit and common area Wi-Fi service, service coordination, and non-shelter services. As a subsidized senior development, we believe that the Subject’s amenities package, post-renovations, will continue to be competitive in the market, particularly given the Subject’s age-restricted tenancy compared to all of the comparable properties, also evident by the Subject’s historical occupancy levels and lengthy waiting list of income-eligible seniors.

2. Site Description/Evaluation

The Subject site is located in the southern portion of the city of Savannah, Georgia. The Subject site is rectangular in shape, exhibits level topography, and is identified by the Chatham County Board of Assessors as parcel number 20127-06002. The site contains a lot size of 4.91 acres or approximately 213,880 square feet, and is currently improved with one 12-story elevator-serviced highrise building that contains all 138 residential units, in addition to the management offices, clubhouse/community rooms, and central laundry facilities. A map of the Subject site is shown below.



The Subject site is located on the south side of Hampstead Avenue and is accessed from the north via two entry-points along Hampstead Avenue. Adjoining land uses directly surrounding the Subject site consist of a mix of single-family and multifamily residential uses, a military housing development and a military airfield base, a public institution, and retail and commercial uses. Based on our site inspection, retail and commercial uses in the Subject’s neighborhood appeared 90 to 95 percent occupied. The Subject site is considered “Somewhat Walkable” by WalkScore with a rating of 58 out of 100. The Subject site is considered a desirable building site for rental housing and is an average location for senior multifamily use. It should be noted that, according to the U.S. DOT National Transportation Noise Map, the Subject site is approximately two miles east of the HAAF airstrip that emits transportation noise exposure ranging between 70 to 89 decibels (dBA). A noise overlay of ~70 dBA is generally comparable to the sound level of a vacuum cleaner (~70 dBA). Based on our conversation with the Subject’s property manager at the time of inspection, the adjacent airfield does create a moderate noise detriment when airfield activity is occurring. However, aircraft noise was not audible when inside the building, and the Subject site is not directly under aircraft’s flight path. The Subject site is located in a mixed-use neighborhood. The uses surrounding the Subject exhibit fair to good condition and the site is located within close proximity to locational amenities, most of which are within two miles of the Subject site.

3. Market Area Definition

The Primary Market Area (PMA) is defined by Interstate 16, W Oglethorpe Ave, and E President Street to the north, La Roche Avenue, Harry S Truman Parkway, and Dutchtown Road to the south, Pennsylvania Avenue, Wallin Street, Vernon River, and Harry S Truman Parkway to the east, and Savannah Speedway, Ogeechee Road, and Stiles Avenue to the west. The PMA encompasses 43 square miles and includes the majority of the city of Savannah. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 3.8 miles **East:** 4.1 miles **South:** 3.7 miles **West:** 4.0 miles

The PMA is defined based on interviews with the local housing authority, property managers at comparable properties, and the Subject’s property manager. According to market participants, tenants are willing to relocate throughout the area in order to locate good quality affordable housing. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2020 DCA 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 Savannah, GA Metropolitan Statistical Area (MSA), which is comprised of Bryan, Chatham, and Effingham Counties.

4. Community Demographic Data

The senior (62+) population in the PMA increased by 3.2 percent between 2010 and 2019, compared to the 4.7 percent increase in the regional MSA and 3.6 percent increase reported across the overall nation during the same time period. As of 2019, the current population of seniors ages 62 and above within the PMA is 21,536 and is expected to increase to 22,834 by January 2022. Over the next five years, PMA growth for the senior population is expected to increase at an average annual rate of 2.4 percent through 2024, slightly below both the surrounding MSA and overall nation during the same time period. Renter households of seniors 62+ are concentrated in the lowest income cohorts, with 66.0 percent of senior renters in the PMA earning \$39,999 or less annually, compared to 57.7 percent for the MSA as of 2019. For

the projected market entry date of January 2022, these percentages are projected to decrease slightly to 64.5 and 56.1 percent for the PMA and MSA, respectively. As proposed, the Subject will target tenants earning between \$0 and \$38,760. Absent subsidy, the Subject would target tenants earning between \$24,210 and \$38,760. Overall, the projected growth in the senior population and households along with the high concentration of senior 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 Savannah and Chatham County are both experiencing a foreclosure rate of one in every 10,086 homes, and Georgia experienced one foreclosure in every 11,360 housing units. Overall, Savannah is experiencing a lower foreclosure rate relative to the county and state, and a higher foreclosure rate relative to the overall nation. During our inspection, we did not observe a significant amount of abandoned or vacant structures in the Subject's neighborhood that would impact the marketability of the Subject. Due to the CARES Act passed in April 2020 in response to the COVID-19 pandemic, lenders are prohibited from foreclosing on homes with federally backed mortgages.

5. Economic Data

Employment in the PMA is concentrated in the healthcare/social assistance, accommodation/food services and retail trade industries, which collectively comprise 42.4 percent of local employment. The large share of PMA employment in the accommodation/food services and retail trade industries is notable as both of these industries are historically volatile, and prone to contraction during recessionary periods. This is currently being demonstrated amid the Covid-19 pandemic, which has increased layoffs and unemployment claims, as many small and large businesses were forced to shut down. 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. 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 Fort Stewart and Hunter Army Airfield (HAAF) military bases are the area's second-largest employers and have historically been a source of stability for the local economy, unaffected by previous base closures or the current COVID-19 pandemic. Between 2016 and May 2020, Chatham County experienced 2,945 layoffs. However, these employment losses are negligible compared to the new jobs added during the same period.

Overall, annualized employment growth in the MSA generally outpaced the nation in four of the five years between 2003 and 2007. The effects of the recession were particularly pronounced in the MSA, which suffered a 12.1 percent contraction in employment growth and a 4.4 percentage point increase in the unemployment rate. Since 2012, MSA job growth rates in the MSA generally exceeded the nation, indicating the MSA has made a strong recovery from the national recession and housing crisis. As of November 2019, total employment in the MSA is at a post-recessionary record and increasing at an annualized rate of 1.3 percent, similar to growth across the overall nation. According to the most recent labor statistics, the unemployment rate in the MSA is 2.6 percent, lower than the current national unemployment rate of 3.3 percent. Overall, the local economy appears to be in an expansionary phase. The growing local economy is a positive indicator of demand for rental housing and the Subject's units.

COVID-19

The COVID-19 coronavirus has caused an international pandemic and we have seen governments across the globe take dramatic efforts to slow the spread and flatten the infection curve in order to reduce the strain on our health care system. It is an assumption of this report that the duration of emergency measures will be relatively short term and that the stimulus packages will be sufficient to minimize the economic impacts on the broader economy and the housing market. Financial and real estate markets are in a state of uncertainty associated with the novel coronavirus COVID-19. The outbreak of COVID-19 is a rapidly evolving situation and the effects on the economy and real estate markets are currently unclear. As such, it is difficult to predict the effects both on a near-term and long-term basis. Our opinions and conclusions are based on information available and accounts for market perception as of the date of this report. It is an assumption of this report that the duration of emergency measures will be relatively short term and that the stimulus packages will be sufficient to minimize the economic impacts on the broader economy and the housing market.

Further, with the passing of the CARES Act, benefits were provided to alleviate some financial burden on many renter households. Additionally, new potential relief programs are currently being negotiated for future months to come. Published articles and data from a variety of industry leaders have also shown optimism for the multifamily sector, specifically the affordable sector. It should be noted that due to Savannah Summit's senior tenancy, most of the tenants are retired, living off social security, or working on a part-time basis only, lessening the economic impact at properties like the Subject.

6. Project-Specific Affordability and Demand Analysis

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

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Proposed Rents
1BR @60% (Section 8)	\$0	\$34,440	136	1,156	10	1,146	11.9%	\$990
1BR @60% (Absent Subsidy)	\$24,210	\$34,440	136	316	10	306	44.5%	\$893
2BR @60% (Section 8)	\$0	\$38,760	2	424	21	403	0.5%	\$973
2BR @60% (Absent Subsidy)	\$29,070	\$38,760	2	116	21	95	2.1%	\$1,071
Overall (As Proposed)	\$0	\$38,760	138	1,580	31	1,549	8.9%	-
Overall (Absent Subsidy)	\$24,210	\$38,760	138	432	31	401	34.4%	-

As the analysis illustrates, the Subject’s capture rate at 60 percent AMI, as proposed, is 8.9 percent. Absent subsidy, the Subject’s capture rate at 60 percent AMI, is 34.4 percent. According to Georgia DCA, all subsidized units are considered leasable; thus the elevated capture rate in the absent subsidy scenario is moot. Therefore, 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. Therefore, we believe there is adequate demand for the Subject. The As Proposed capture rate is 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. When selecting the comparables, consideration is placed on location and physical characteristics. 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. However, there are a limited number of comparable properties in the Subject’s immediate area that offer a highrise design and age-restricted tenancy similar to the Subject. The majority of highrise developments are located more than 3.5 miles north of the Subject, in Savannah’s downtown district. We have not considered these properties as comparables in our analysis, as they offer considerably superior access, location, views, and surrounding amenities. As previously noted, the Subject is located directly adjacent to the northeast corner of the Hunter Army Airfield. As such, we included properties in our search that are within a generally similar proximity to the airfield, offering a comparable location in terms of noise exposure from overhead aircraft activity. Our competitive survey includes ten (10) “true” comparable properties containing a total of 1,891 units.

The availability of affordable data is considered good. We included one LIHTC and four mixed-income comparables in our analysis. All of the affordable properties are located within the PMA, between 1.2 and 3.4 miles of the Subject. These comparables were built or renovated between 2002 and 2016. The availability of market rate data is also considered good. The Subject is located in Savannah and there are several market-rate properties in the area. We include six conventional properties in our analysis of the competitive market. All of the market rate properties are located in the PMA, between 1.8 and 3.7 miles from the Subject. These comparables were built or renovated between 2003 and 2018.

It should be noted that obtaining comparable market data in recent weeks amid the COVID-19 pandemic posed mild difficulty, as there were multiple properties we attempted to contact but were unable to speak with a representative. Notably, we were unable to obtain updated property information for three developments (Heritage Place, The View at Oglethorpe I, and The View at Oglethorpe II), which were utilized in our prior appraisal report completed for the Subject property. However, we believe the affordable and market-rate comparable data used in our analysis are the most comparable, and provide adequate data points to support our conclusions.

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.

SUBJECT COMPARISON TO MARKET RENTS (AS RENOVATED)						
Unit Type	Achievable LIHTC Rents	Surveyed Min	Surveyed Max	Surveyed Average	Achievable Market Rent	Subject Rent Advantage
1BR / 1BA @ 60%	\$893	\$1,036	\$1,205	\$1,116	\$1,135	21%
2BR / 1BA @ 60%	\$1,071	\$1,152	\$1,401	\$1,280	\$1,290	17%

As shown above, the Subject’s maximum allowable LIHTC rents at 60 percent of AMI, absent subsidy, are below the surveyed range of comparable market rents.

Walden at Chatham Center is achieving the highest one- and two-bedroom unrestricted rents in the market. The Subject will be slightly inferior to this comparable in terms of condition, upon completion of renovations. Walden at Chatham Center was built in 2003 and exhibits good condition, which is similar to the anticipated condition of the Subject upon completion of renovations. This comparable is located 3.7 miles northwest of the Subject site, and offers a similar location. Further, Walden at Chatham Center offers superior property amenities as the Subject does not offer an exercise facility, or playground, which this comparable includes. However, amenities the Subject offers not offered by this comparable include elevator access, grab bars, hand rails, pull cords, service coordination, and non-shelter services. As a subsidized senior development, we believe that the amenities package will allow the Subject to continue to effectively compete in the market, particularly given the age-restricted tenancy and historical occupancy levels at the Subject. This property offers the most similar one-bedroom unit sizes relative to the Subject, and offers superior two-bedroom unit sizes in comparison to the Subject. The lowest one- and two-bedroom unrestricted rents at Walden at Chatham Center are approximately 42 and 45 percent higher (not shown) than the Subject’s proposed one and two-bedroom rents at 60 percent AMI.

8. Absorption/Stabilization Estimate

We were able to obtain absorption information from two of the comparable properties, Legends at Chatham and Fountains at Chatham Parkway. For additional absorption data, we extended our search to include recently-constructed properties in Savannah. Our findings are provided below.

ABSORPTION						
Property Name	Rent Structure	Tenancy	Year Built	# of Units	Units Absorbed / Month	
Legends At Chatham	Market	Family	2015	255	15	
Slate Apartments	Market	Family	2018	272	30	
Fountains at Chatham Parkway	Market	Family	2007	352	29	
The View at Oglethorpe I	LIHTC/Market	Family	2017	72	12	
<u>The View at Oglethorpe II</u>	LIHTC/Market	Family	2018	100	<u>13</u>	
Average				195	19.8	

As illustrated, the absorption rates range from 12 to 30 units per month, with an overall average of 19 units per month. Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. Thus, if the Subject was hypothetically 100 percent vacant and had to re-lease units, we would estimate an absorption rate of approximately 15 units per month, which results in an absorption period of approximately nine months. It should be noted that this absorption analysis is hypothetical.

The Subject is a proposed renovation of an existing Section 8/LIHTC age-restricted property. Based on a rent roll dated April 23, 2020, the Subject had two vacant units, equating to 98.6 percent occupancy. Further, management reported a waiting list consisting of 60 households. All of the tenants in the Subject’s units will continue to income-qualify for the Subject’s units, and remain in place post-renovation.

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 LIHTC comparables are experiencing a weighted average vacancy rate of 1.4 percent, considered very low, and one of the four LIHTC comparables reported 100 percent occupancy. Of the LIHTC properties that reported vacancies, Ashley Midtown reported the property typically maintains low turnover though they do not maintain a waiting list, while our contact at Heritage Corner & Heritage Row reported this property is stabilized and maintains a waiting list two to 12 months in length.

SAVANNAH SUMMIT – SAVANNAH, GEORGIA – DCA MARKET STUDY

Further, all of the property managers at the LIHTC comparables report strong demand for affordable housing in the area. The Subject will offer slightly inferior to inferior in-unit amenities in comparison to the LIHTC comparable properties and similar to superior property amenities. The Subject does not offer balcony/patios, ceiling fans, walk-in closets, in-unit washer/dryers, or dishwashers, which the majority of comparables include. Further, the Subject does not offer an exercise facility, playground, which the majority of comparables include. However, amenities the Subject offers that most or none of the comparables offer include elevator access, grab bars, hand rails, pull cords, service coordination, and non-shelter services.

As a subsidized senior development, we believe that the amenities package will allow the Subject to continue to effectively compete in the market, particularly given the age-restricted tenancy, historical occupancy levels, and subsidies in place at the Subject. As a comprehensive renovation of an existing senior property in average condition, the Subject will be in good overall condition upon completion and will be considered similar to slightly inferior in terms of condition to the majority of the comparable properties. Given the Subject's anticipated similar to slightly inferior condition relative to the competition and the demand for affordable senior housing evidenced by low vacancy at LIHTC comparable properties, we believe that the Subject is feasible and will perform well.

Summary Table:										
Development Name:		Savannah Summit						Total # Units:		138
Location:		135 Hampstead Ave Savannah, GA 31405						# LIHTC Units:		138
		Chatham County								
PMA Boundary:		North: Interstate 16, W Oglethorpe Ave, and E President St South: La Roche Ave, Harry S Truman Pkwy, and Dutchtown Rd West: Savannah Speedway, Ogeechee Rd, Stiles Ave East: Pennsylvania Ave, Wallin St, Vernon River, Harry S Truman Pkwy								
Farthest Boundary Distance to Subject:		4.1 miles								
Rental Housing Stock (page 72)										
Type	# Properties*	Total Units	Vacant Units	Average Occupancy						
All Rental Housing	73	9,846	2103	78.6%						
Market-Rate Housing	25	3,681	143	96.1%						
<i>Assisted/Subsidized Housing (not to include LIHTC)</i>	15	747	23	96.9%						
LIHTC	19	2,384	122	94.9%						
Stabilized Comps	61	7,806	369	95.3%						
Properties in Construction & Lease Up	9	1,058	N/A	N/A						
*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	
136	1BR at 60% AMI	1	820	\$893	\$1,187	\$1.45	33%	\$1,345	\$1.92	
2	2BR at 60% AMI	1	1,010	\$1,071	\$1,329	\$1.32	24%	\$1,591	\$1.67	
Demographic Data (found on page 28)										
	2010		2019		January 2022					
Renter Households	3,454	8.22%	4,365	7.88%	4,564	7.77%				
Income-Qualified Renter HHS (LIHTC)	2,208	63.92%	2,790	63.92%	2,917	63.92%				
Capture Rates (page 64)										
Targeted Population				@60% (Section 8)	@60% Absent Subsidy	-	-	-	-	
Capture Rate:				8.9%	34.4%	-	-	-	-	

*Includes LIHTC and unrestricted (when applicable)

**Not adjusted for demand by bedroom-type.

***Rents set at 2019 LIHTC max. allowable levels assuming no rental assistance

B. PROJECT DESCRIPTION

Project Description

- | | |
|---|--|
| 1. Project Address and Development Location: | The Subject is located at 135 Hampstead Avenue in Savannah, Chatham County, Georgia 31405. The Subject is located in the southern portion of the city of Savannah, and is located within the Savannah, GA Metropolitan Statistical Area (MSA), which consists of Bryan, Chatham, and Effingham Counties. |
| 2. Construction Type: | The Subject consists of an existing 12-story, elevator-serviced highrise residential building. The Subject will be the rehabilitation of an existing affordable senior property. |
| 3. Occupancy Type: | Housing for Older Persons ages 62 and older. |
| 4. Special Population Target: | None. |
| 5. No. of Units by Bedroom Type and AMI Level: | See following property profile. |
| 6. Unit Size, No. 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. |

PROPERTY PROFILE REPORT

Savannah Summit

Effective Rent Date	4/17/2020
Location	135 Hampstead Ave Savannah, GA 31405 Chatham County
Distance	N/A
Units	138
Vacant Units	6
Vacancy Rate	4.3%
Type	Highrise (age-restricted) (12 stories)
Year Built/Renovated	1978 / 2004/2021
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Rose of Sharon, The Woods, Savannah Gardens
Tenant Characteristics	Seniors and disabled persons 62+
Contact Name	Cieara Dudley
Phone	912-355-2566



Market Information

Program	Section 8
Annual Turnover Rate	N/A
Units/Month Absorbed	N/A
HCV Tenants	100%
Leasing Pace	Preleased
Annual Chg. in Rent	2%
Concession	None
Waiting List	Yes; 60 households.

Utilities

A/C	included -- central
Cooking	included -- electric
Water Heat	included -- electric
Heat	included -- electric
Other Electric	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	Highrise (12 stories)	12	524	\$870	\$0	Section 8	Yes	1	0.0%	N/A	None
1	1	Highrise (12 stories)	124	524	\$870	\$0	Section 8	Yes	0	0.0%	N/A	None
2	1	Highrise (12 stories)	2	814	\$973	\$0	Section 8	Yes	0	0.0%	N/A	None

Unit Mix

Section 8	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$870	\$0	\$870	\$0	\$870
2BR / 1BA	\$973	\$0	\$973	\$0	\$973

Savannah Summit, continued

Amenities

In-Unit		Security	Services
Blinds	Carpeting	Intercom (Buzzer)	None
Central A/C	Coat Closet	Intercom (Phone)	
Hand Rails	Oven	Limited Access	
Pull Cords	Refrigerator	Video Surveillance	
Property		Premium	Other
Clubhouse/Meeting Room/Community	Courtyard	None	None
Elevators	Central Laundry		
Non-shelter Services	Off-Street Parking		
On-Site Management	Picnic Area		
Service Coordination	Business Center		

Comments

Savannah Summit is an existing 138-unit Section 8/LIHTC age-restricted property that was constructed in 1978 and renovated in 2004. Further, the property is proposed for renovations with new LIHTC equity to begin at the end of 2020, or by January 2021. The new LIHTC rents will be set at maximum levels.

Photos



10. Scope of Renovations: Overall, the Subject’s improvements appeared in average condition at the time of the recent physical property inspection. The Subject is proposed for significant renovations with new LIHTC equity in 2021. According to the developer, the renovations are budgeted at \$7,871,520 in total hard costs, or \$57,040 per unit. The scope of work for the renovations includes, but is not limited to, the following:

SCOPE OF RENOVATION - SAVANNAH SUMMIT	
Unit Interiors	
<ul style="list-style-type: none"> • Upgrade units with NEW Energy-Star, Stainless Steel appliances; • Install NEW microwaves in all units; • Install NEW luxury-vinyl flooring throughout units; • Upgrade kitchen/bathroom cabinets, vanity, lighting & fixtures; • Install NEW Quartz countertops in kitchens and bathrooms; • Upgrade tub surrounds and ADA accessible, roll-in showers; • Ensure all units equipped w/ smoke detectors. • Replace flooring with new carpet and vinyl throughout all units; • Replace all PTAC Air Conditioning units; New interior paint and blinds; 	
Common Area Upgrades	
<ul style="list-style-type: none"> • Laundry room upgrades and replace washer/dryers, as needed; • Upgrade Leasing and Service Coordinator offices; • General electric upgrades (light fixtures, GFIs); • Install NEW unit Wi-Fi & free internet access (all floors & common areas); • Repair/patch drywall and ceiling, as needed; • Replace interior lighting, doors, and windows, as needed; • Addition of NEW computer lab/business center; • Addition of NEW gym/fitness center (reconfigure existing community space); 	
Building Exterior and Site Upgrades	
<ul style="list-style-type: none"> • Clean, repair, and paint building’s exterior; • Repair sidewalks and pavement/parking lot, as needed; • General landscaping/grounds upgrades to enhance curb appeal; • Improve building/property security and upgrade LED site lighting; • Accessibility, Life Safety upgrades to current DCA Minimum Standard Codes; • Upgrade outdoor gazebo/picnic area and community garden; 	

According to the developer’s timeline, renovations are planned to begin no later than January 2021, with an estimated construction period of twelve months. Renovations will occur with limited tenant displacement and all tenants will remain income-qualified to reside at the Subject. Post-renovation, we assume the Subject will be in good condition, overall.

Current Rents: According to the client, the current rents for all 138 of the Subject’s revenue-generating units are based on 30 percent of resident incomes, not to exceed the maximum allowable LIHTC rent levels at 60 percent of AMI.

Current Occupancy: According to the rent roll dated April 23, 2020, the Subject was 98.5 percent occupied and management reported a waiting list of 60 eligible households. The Subject currently operates as a subsidized property with income restrictions at 60 percent of AMI or less. Post-renovations, all units will continue to operate with a subsidy.

Current Tenant Income: Most of the Subject’s current tenants have incomes that would be too low to remain income-qualified to reside at the Subject without its current subsidy.

11. Placed in Service Date: The Subject was originally built in 1978 and underwent renovations with LIHTC equity in 2004. New renovations will occur with tenants in place and are scheduled to begin no later than January 2021, with an estimated construction period of twelve months to be completed in January 2022. Post renovation, all units will continue to be restricted to 60 percent of AMI, and will continue to benefit from Section 8 rent subsidies under the existing HAP contract, expiring on July 31, 2023.

Conclusion: The Subject will be a good-quality concrete foundation, masonry brick and stucco exterior, 12-story, elevator-serviced highrise apartment complex, and the Subject's condition, post-renovation, will be similar to slightly superior to most of the inventory in the immediate area. As a newly renovated development, the Subject will not suffer from deferred maintenance or functional obsolescence.

C. SITE EVALUATION

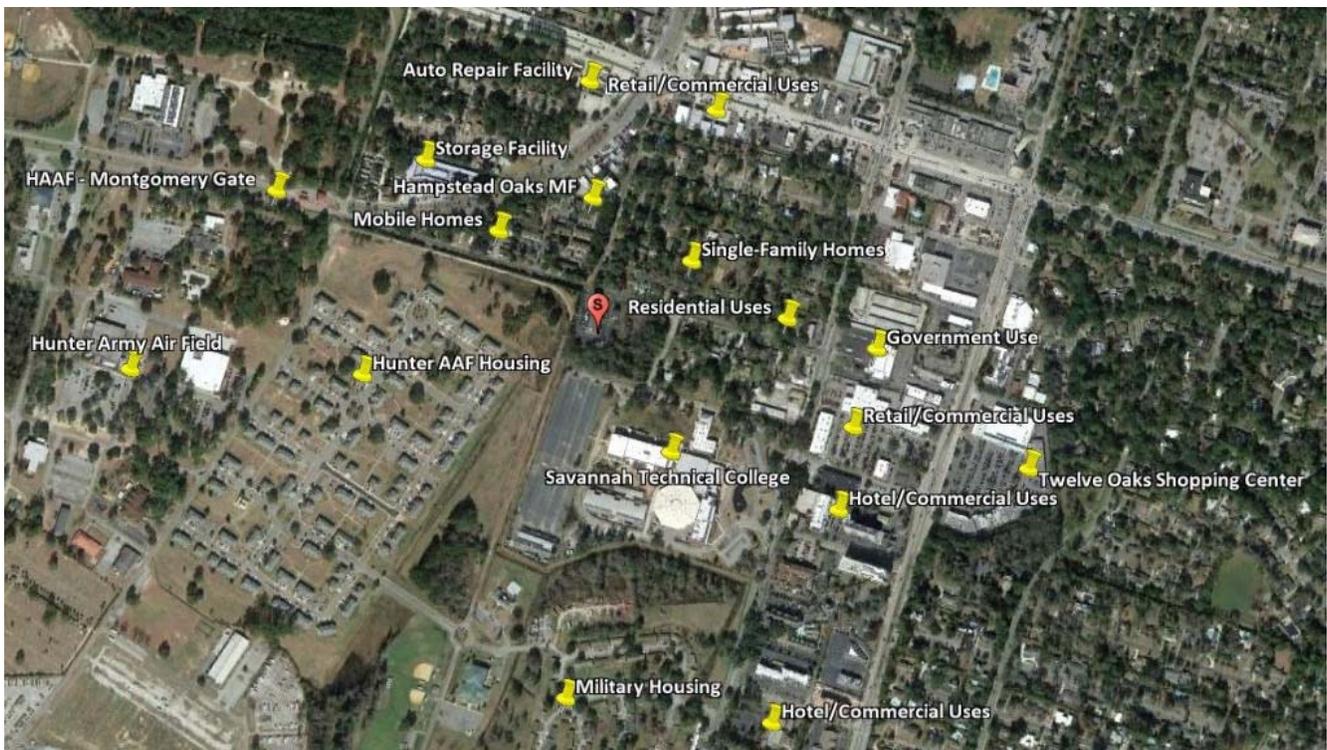
1. Date of Site Visit and Name of Inspector: Jennifer Stapelfeld, an employee with Novogradac, visited the Subject site on April 17, 2020. Further, we previously inspected the Subject site in August of 2019.

2. Physical Features of the Site: The following summarizes the physical attributes of the site.

Frontage: The Subject site has frontage along, and is accessible by, Hampstead Avenue to the north.

Visibility/Views: The Subject has good visibility along the south side of Hampstead Avenue. Views consist of residential uses in fair to good condition, a community college in good condition, and commercial/uses in average condition. Overall, the Subject site has good views and visibility.

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



Source: Google Earth, April 2020.

Adjoining land uses directly surrounding the Subject site consist of a mix of single-family and multifamily residential uses, a military housing development and a military airfield base, a public institution, and retail and commercial uses. Based on our site inspection, retail and commercial uses in the Subject’s neighborhood appeared 90 to 95 percent occupied. The Subject site is considered “Somewhat Walkable” by *WalkScore* with a rating of 58 out of 100. The Subject site is located in a mixed-use neighborhood. The uses surrounding the Subject exhibit fair to good condition and the site is located within close proximity to locational amenities, most of which are within two miles of the Subject site. The uses surrounding the Subject exhibit fair to good condition and

the site is located within close proximity to locational amenities, most of which are within two miles of the Subject site.

Positive/Negative Attributes of Site:

The Subject site is considered a desirable building site for rental housing. The Subject site is located in a mixed-use neighborhood. Most desirable locational amenities are located within two miles of the Subject site, including a bus stop, bank, senior center, grocery store, pharmacy, and a public library, which are considered positive attributes. The Subject is in a mixed-use neighborhood with surrounding land uses consisting of single-family homes, multifamily properties, military housing developments, a military airfield base, a public institution, and a heavy concentration of retail and commercial uses.

As previously noted, according to the U.S. DOT National Transportation Noise Map, the Subject site is approximately two miles east of the HAAF airstrip that emits transportation noise exposure ranging between 70 to 89 decibels (dBA). A noise overlay of ~70 dBA is generally comparable to the sound level of a vacuum cleaner (~70 dBA). Based on our conversation with the Subject's property manager at the time of inspection, the adjacent airfield does create a moderate noise detriment when airfield activity is occurring. However, aircraft noise was not audible when inside the building, and the Subject site is not directly under aircraft's flight path.

3. Physical Proximity to Locational Amenities:

The Subject is located within 3.4 miles of all locational amenities, and most are within two miles.

4. Pictures of Site and Adjacent Uses:

The following are pictures of the Subject property and neighboring uses. Additional photos are included in the addenda of this report.

Subject and Neighborhood Photos

The photos on the following pages were taken by Jennifer Stapelfeld during our site inspection on April 17, 2020.



SUBJECT SIGNAGE



SUBJECT EXTERIOR



SUBJECT EXTERIOR



SUBJECT EXTERIOR



SUBJECT EXTERIOR AND PARKING



SUBJECT EXTERIOR AND SIDE ENTRANCE



SUBJECT EXTERIOR AND SIDE ENTRANCE



MAIN ENTRANCE



MAIN ENTRANCE



SUBJECT PHONE-INTERCOM ENTRY



SUBJECT WHEELCHAIR ENTRANCE RAMP



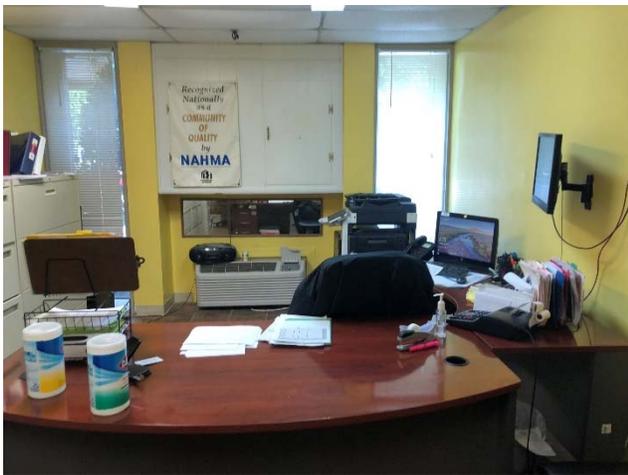
TYPICAL HALLWAY (FIRST-FLOOR SIDE ENTRANCE)



SUBJECT LOBBY



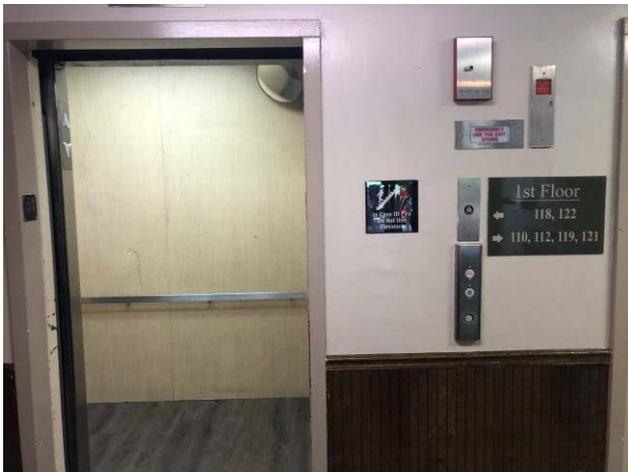
SUBJECT VIDEO SURVEILLANCE



MANAGEMENT OFFICE



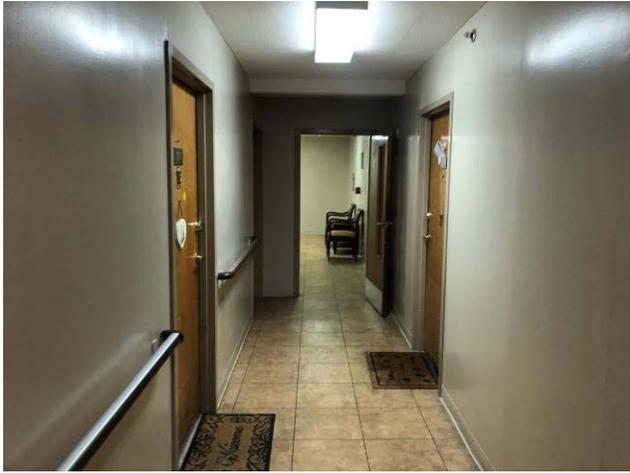
MANAGEMENT OFFICE



SUBJECT ELEVATOR



SUBJECT ELEVATOR AND TYPICAL SEATING



TYPICAL HALLWAY



TYPICAL HALLWAY



TYPICAL UNIT DOOR (NEW DOOR)



TYPICAL ENTRYWAY



TYPICAL LIVING ROOM



TYPICAL LIVING ROOM



TYPICAL DINING AREA



TYPICAL COAT CLOSET



PTAC WALL AIR CONDITIONER (TURNOVER)



TYPICAL PANTRY



TYPICAL KITCHEN



TYPICAL KITCHEN



TYPICAL KITCHEN



TYPICAL KITCHEN



TYPICAL ACCESSIBLE KITCHEN



TYPICAL ACCESSIBLE KITCHEN



TYPICAL BEDROOM (1BR)



TYPICAL BEDROOM (2BR)



TYPICAL CLOSET AND ACCESSIBLE BATHROOM



TYPICAL UNIT PULL CORDS IN BEDROOMS



TYPICAL BATHROOM



TYPICAL BATHROOM AND GRAB BARS



TYPICAL PULL CORDS IN BATHROOM



TYPICAL ACCESSIBLE BATHROOM



SUBJECT MAINTENANCE SHOP



SUBJECT OUTDOOR AREA AND WALKING TRAIL



SUBJECT MAILBOXES



COMMUNITY ROOM (1)



COMMUNITY ROOM (2)



COMMUNITY ROOM (3)



SUBJECT PIANO



SERVICE COORDINATOR OFFICE



CENTRAL LAUNDRY ROOM



CENTRAL LAUNDRY ROOM



SUBJECT OUTDOOR SEATING



SUBJECT GROUNDS AND WALKWAY



SUBJECT PICNIC/BBQ AREA AND GAZEBO



SUBJECT COMMUNITY GARDEN & STORAGE SHED



SUBJECT OFF-STREET PARKING



SUBJECT OFF-STREET PARKING



VIEW FROM SUBJECT FACING WEST ON HAMPSTEAD AVE



VIEW FROM SUBJECT FACING EAST ON HAMPSTEAD AVE



SINGLE-FAMILY HOUSE ADJACENT TO SUBJECT



SINGLE-FAMILY HOUSE ADJACENT TO SUBJECT



VIEW FROM SUBJECT ALONG HAMPSTEAD AVE



BUS STOP DIRECTLY NORTH OF SUBJECT



VIEW OF MILITARY HOUSING DIRECTLY SW OF SUBJECT



ENTRANCE TO HUNTER ARMY AIRFIELD WEST OF SUBJECT



MOBILE HOME RESIDENTIAL USES WEST OF SUBJECT



STORAGE FACILITY NEAR SUBJECT



SAVANNAH TECHNICAL COLLEGE SOUTH OF SUBJECT



SURROUNDING USE EAST OF SUBJECT



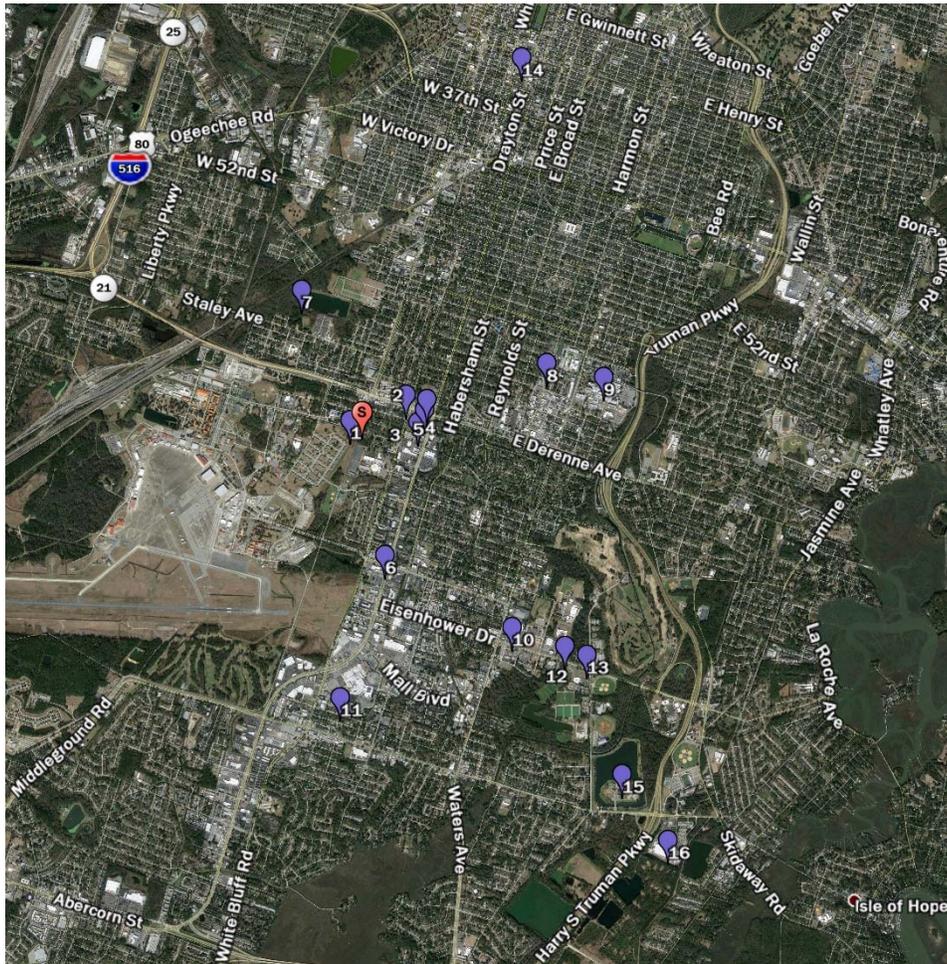
SURROUNDING USE EAST OF SUBJECT



SURROUNDING USE EAST OF SUBJECT

5. Proximity to Locational Amenities:

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



Source: Google Earth, April 2020

LOCATIONAL AMENITIES

Map #	Service or Amenity	Distance	Map #	Service or Amenity	Distance
1	Bus Stop: Route #4	< 0.1 mile	9	Memorial Health Medical Center	1.6 miles
2	Chevron Gas Station	0.4 mile	10	GenerationOne Senior Center	1.6 miles
3	Lucky's Market & Grocery	0.4 mile	11	Oglethorpe Mall Public Library	1.8 miles
4	CVS Drugstore & Pharmacy	0.4 mile	12	U.S. Post Office	2.0 miles
5	Family Dollar	0.5 mile	13	Savannah Botanical Gardens	2.1 miles
6	Wells Fargo Bank	0.9 mile	14	Savannah Police Dept.	2.6 miles
7	Tatemville Community Center	1.0 mile	15	Lake Meyer Park	2.8 miles
8	Savannah Fire Station #1	1.3 miles	16	Walmart Supercenter	3.4 miles

6. Description of Land Uses

The Subject is a 12-story, elevator-serviced highrise residential building. Adjacent north of the Subject site are residential uses in average to good condition. Land uses further north consist of commercial, retail and religious uses in average to good condition. Land uses west of the Subject site consist of a military housing development on site of the Hunter Army Airfield (HAAF), a military airfield actively used for U.S. Army and U.S. Coast Guard operations. Land uses south of the Subject consist of wooded land, and

Savannah Technical College, an institutional use in good overall condition. Based on our inspection of the neighborhood, retail appeared to be 90-95 percent occupied. The Subject site is considered “Somewhat Walkable” by WalkScore with a rating of 58 out of 100. The Subject site is considered a desirable building site for rental housing. The Subject is located in a mixed-use neighborhood and the adjacent airfield use does not appear to significantly impact the performance of the Subject in a negative manner. The Subject will continue to be compatible with the existing surroundings. The uses surrounding the Subject are in average to good condition and the site has good proximity to locational amenities, most of which are within two miles of the Subject.

7. Crime:

The following table illustrates the crime statistics for the Subject’s primary market area compared to that of the MSA and overall nation. A crime index below 100 is below the national average and anything over 100 is above the nation’s crime index average. A crime index of 75 in a PMA would be 25 percent below the national average while a crime rate of 200 would be twice that of the national average.

2019 CRIME INDICES

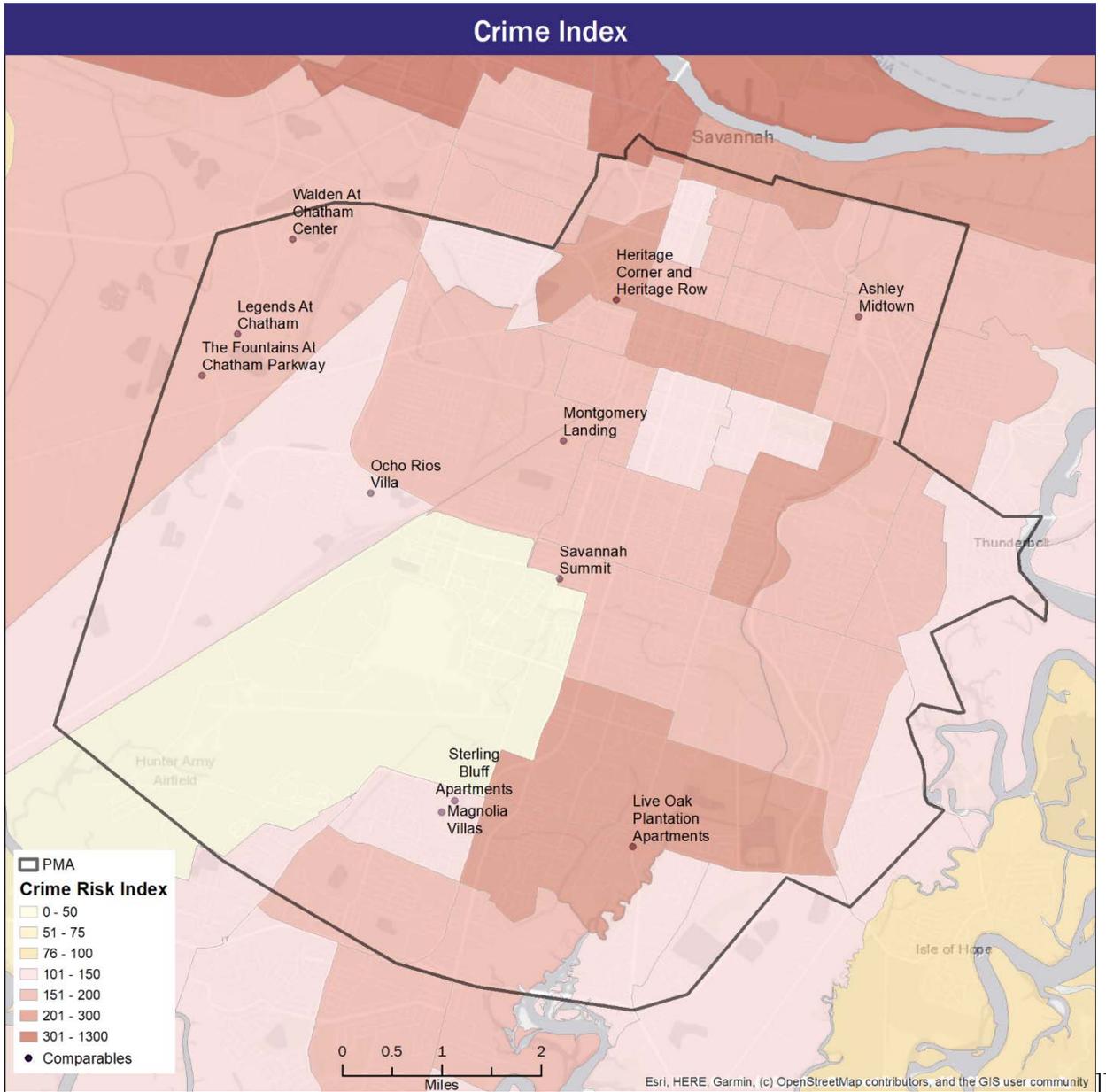
	PMA	Savannah, GA MSA
Total Crime*	178	153
Personal Crime*	154	123
Murder	296	221
Rape	98	82
Robbery	274	205
Assault	99	86
Property Crime*	182	157
Burglary	192	164
Larceny	180	157
Motor Vehicle Theft	166	146

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

*Unweighted aggregations

As indicated in the table above, the majority of crime indices in the PMA are modestly elevated relative to the national average, and are slightly above the surrounding MSA. The Subject’s security features include limited access, a phone and buzzer intercom system, and video surveillance. Further, the Subject’s highrise building features interior corridors and a single entry point, which inherently provides an additional layer of security for the Subject’s senior tenants. Post renovation, the Subject will offer the same security amenities. Most of the comparables offer at least one form of security and are similar to the Subject. Additionally, conversations with local property manager did not indicate that the perception of crime in the immediate market area was an issue. Four of the five affordable properties offer two or more security features, while the market rate properties offer one to three security features. Overall, the Subject is slightly superior to superior to the comparables in terms of security features. We believe the Subject’s existing security measures are market-oriented and appear competitive based on the historic

operations of the property. The map below illustrates crime rates by census tract in the Subject’s PMA as well as the location of the comparable properties.



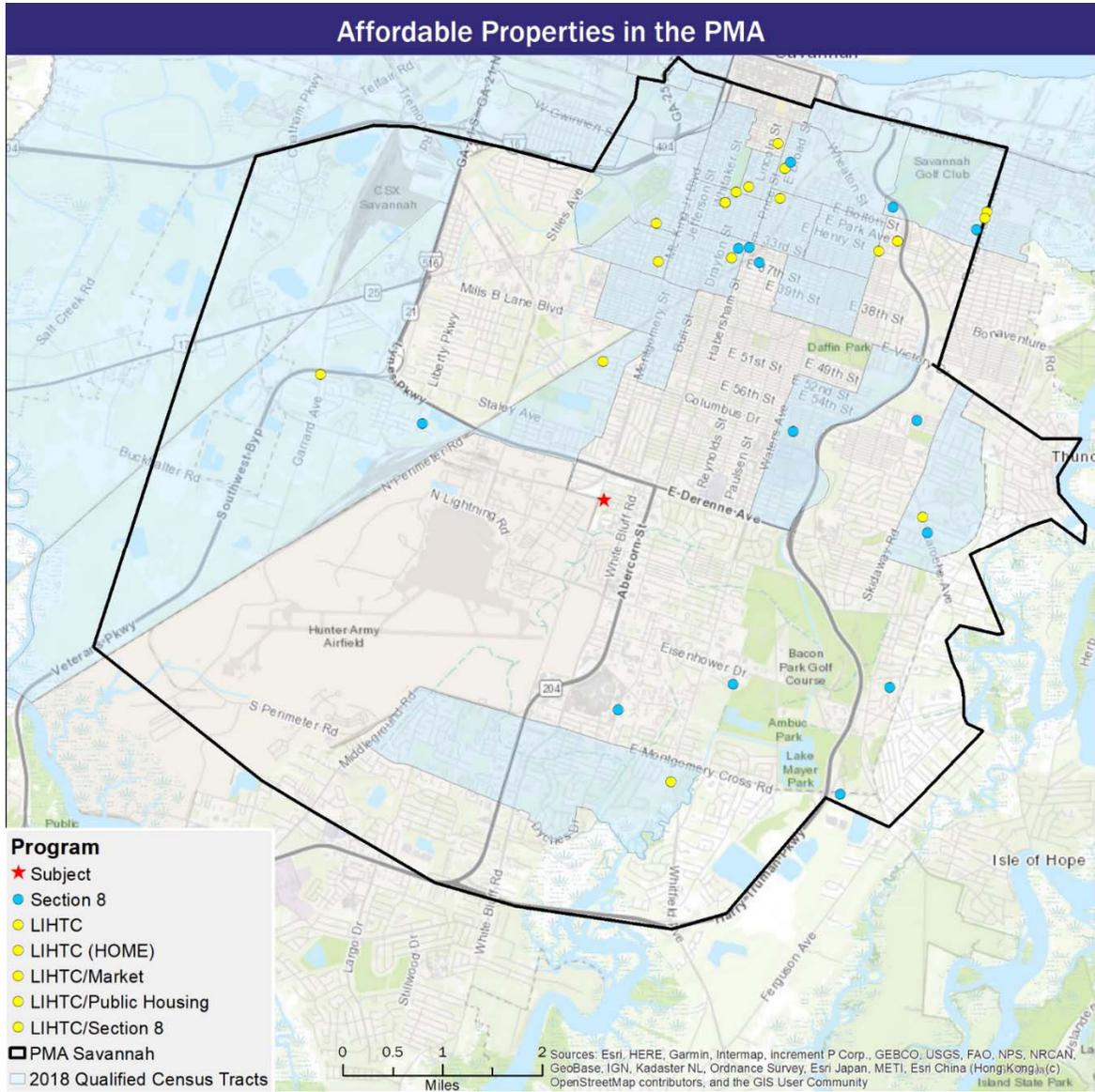
8. Existing Assisted Rental Housing Property Map: The following table and map on the next page identifies all assisted rental housing properties in the PMA.

SAVANNAH SUMMIT – SAVANNAH, GEORGIA – DCA MARKET STUDY

AFFORDABLE PROPERTIES IN THE PMA

Property Name	Program	Location	Tenancy	# of Units	Occupancy	Map Color	
Ashley Midtown*	LIHTC/Public Housing	Savannah	Family	206	99.0%	Yellow	
East Huntingdon Street Cottage	LIHTC	Savannah	Family	14	99.0%		
HAS Senior Partnership	LIHTC	Savannah	Senior	89	N/A		
Heritage Corner & Heritage Row Apts*	LIHTC	Savannah	Family	70	95.7%		
The View at Oglethorpe I	LIHTC/Market	Savannah	Family	72	97.2%		
The View at Oglethorpe II	LIHTC/Section 8/Market	Savannah	Senior	100	99.0%		
Heritage Place Apts	LIHTC (HOME)	Savannah	Family	88	100.0%		
Indigo Pointe Apts	LIHTC	Savannah	Family	56	100.0%		
Live Oak Plantation*	LIHTC/Market	Savannah	Family	208	100.0%		
Montgomery Landing*	LIHTC/Market	Savannah	Family	144	97.2%		
Oaks At Brandlewood	LIHTC/Market	Savannah	Family	324	89.8%		
Rose Of Sharon	LIHTC/Section 8	Savannah	Family	217	98.5%		
Savannah Gardens	LIHTC	Savannah	Family	399	93.7%		
Savannah Gardens Senior Residences	LIHTC	Savannah	Senior	114	95.1%		
Sister's Court	LIHTC	Savannah	Senior	78	69.2%		
SNAP II	LIHTC	Savannah	Family	90	N/A		
SNAP III	LIHTC	Savannah	Family	44	N/A		
SNAP IV	LIHTC	Savannah	Family	18	N/A		
Telfair Arms Apts	LIHTC/Public Housing	Savannah	Family	53	90.6%		
Cars III Inc	Section 8	Savannah	Senior	7	N/A		Blue
Cars IV Inc	Section 8	Savannah	Senior	11	N/A		
Cars V Inc	Section 8	Savannah	Senior	6	N/A		
Chatham Assoc For Res Srv Inc I	Section 8	Savannah	Senior	18	94.7%		
Chatham Assoc For Res Srv Inc II	Section 8	Savannah	Senior	6	94.7%		
Georgia Infirmary A/Habersham Place	Section 8	Savannah	Senior	11	N/A		
Georgia Infirmary B/Hamilton Place	Section 8	Savannah	Senior	13	N/A		
IHS Savannah	Section 8	Savannah	Senior	15	100.0%		
Ponderosa Forest Apts	Section 8	Savannah	Family	56	100.0%		
Savannah Gardens V	Section 8	Savannah	Family	138	96.1%		
SNAP I	Section 8	Savannah	Family	102	N/A		
St John's Villa Apts	Section 8	Savannah	Senior	19	94.7%		
The Woods Of Savannah	Section 8	Savannah	Senior	94	94.7%		
Thomas Francis Williams Court Apts	Section 8	Savannah	Senior	151	99.3%		
Westlake Apts	Section 8	Savannah	Family	100	99.0%		

*Used as a rent comparable



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 can be accessed by Hampstead Avenue to the north. Hampstead Avenue is a lightly-trafficked two-lane east/west roadway that provides access to White Bluff Road approximately 0.25 miles east. White Bluff Road is a four-lane split roadway that traverses north/south and intersects with Interstate 516 0.25-mile north, which provides access to Interstates 16 and 95, approximately 3.5 and 8.3 miles west, respectively. Overall, access and traffic flow are considered average, and visibility is considered good.

11. Conclusion:

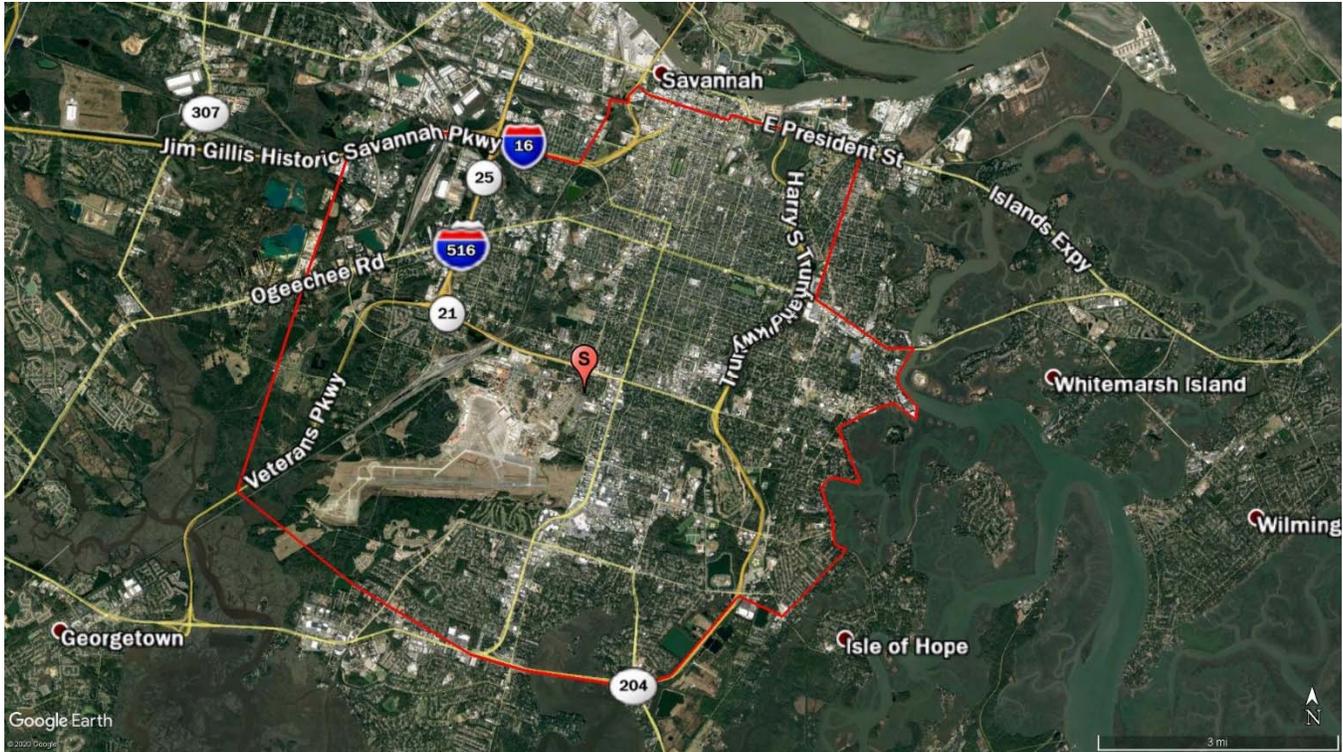
The Subject site is located on the south side of Hampstead Avenue. Adjacent north, east, south, and west of the Subject site are of residential, commercial/retail, institutional, and military uses in average to good condition. Based on our inspection of the neighborhood, retail appeared to be 90-95 percent occupied. The Subject site is considered “Somewhat Walkable” by *WalkScore* with a rating of 58 out of 100. The Subject site is considered a desirable building site for rental housing. The Subject site is located in a mixed-use neighborhood. The uses surrounding the Subject are in average to good condition and the site has good proximity to locational amenities, most of which are within two miles of the Subject site.

D. 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



The Primary Market Area (PMA) is defined by Interstate 16, W Oglethorpe Ave, and E President Street to the north, La Roche Avenue, Harry S Truman Parkway, and Dutchtown Road to the south, Pennsylvania Avenue, Wallin Street, Vernon River, and Harry S Truman Parkway to the east, and Savannah Speedway, Ogeechee Road, and Stiles Avenue to the west. The PMA encompasses 43 square miles and includes the majority of the city of Savannah. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 3.8 miles

East: 4.1 miles

South: 3.7 miles

West: 4.0 miles

The PMA is defined based on interviews with the local housing authority, property managers at comparable properties, and the Subject’s property manager. According to market participants, tenants are willing to relocate throughout the area in order to locate good quality affordable housing. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2019 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 Savannah, GA Metropolitan Statistical Area (MSA), which is comprised of Bryan, Chatham, and Effingham Counties in Georgia.

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 Savannah-Chatham County, GA MSA are areas of growth or contraction.

E. 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 Savannah-Chatham County, GA-SC 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 the Savannah, Georgia Metropolitan Statistical Area (MSA).

1. Population Trends

The following tables illustrate (a) Total Population, (b) Population by Age Group, and (c) Number of Elderly and Non-Elderly within the general population and seniors 62 and above in the MSA, the PMA and nationally from 2000 through 2024.

1a. Total Population

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

Year	PMA		Savannah, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
General Population						
2000	118,772	-	287,967	-	281,250,431	-
2010	107,968	-0.9%	347,611	2.1%	308,745,538	1.0%
2019	114,126	0.6%	400,359	1.6%	332,417,793	0.8%
2024	117,482	0.6%	429,562	1.5%	345,487,602	0.8%
Senior Population (62+)						
2000	18,659	-	40,763	-	41,437,099	-
2010	16,608	-1.1%	51,258	2.6%	50,358,738	2.2%
2019	21,536	3.2%	73,603	4.7%	67,157,021	3.6%
2024	24,133	2.4%	85,689	3.3%	76,741,608	2.9%

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

The PMA experienced declining population growth among seniors 62 and above between 2000 and 2010, and lagged behind the surrounding MSA, which reported positive growth over the same time period. The population growth rate in the broader MSA exceeded the nation during the same time period, and all areas exceeded the growth rates reported for the general population. Senior population growth in the PMA accelerated between 2010 and 2019, although it continued to grow slightly below the rates of both the MSA and nation. According to ESRI demographic projections, annualized PMA growth for the senior population is expected to increase at an average annual rate of 2.4 percent through 2024, slightly below both the surrounding MSA and overall nation during the same time period. However, population growth rates in the PMA, MSA, and nation among seniors 62 and above are projected to continue to increase at rates significantly above those for the general population during the same time period, which bodes well for senior housing such as the Subject.

1b. Total Population by Age Group

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

POPULATION BY AGE GROUP					
Age Cohort	PMA			Projected Mkt Entry January 2022	2024
	2000	2010	2019		
0-4	8,351	7,666	7,296	7,388	7,479
5-9	8,918	6,670	6,903	6,872	6,841
10-14	8,811	6,016	6,505	6,529	6,552
15-19	8,649	8,378	8,135	8,314	8,493
20-24	9,627	12,605	11,583	11,726	11,869
25-29	8,834	9,749	10,139	9,838	9,536
30-34	8,049	7,225	8,588	8,523	8,458
35-39	8,511	5,873	6,982	7,167	7,351
40-44	8,565	5,862	5,804	6,238	6,672
45-49	7,648	6,511	5,795	5,826	5,856
50-54	7,090	6,616	5,891	5,823	5,755
55-59	5,313	6,010	6,376	6,121	5,865
60-64	4,366	5,448	6,485	6,522	6,558
65-69	3,936	3,765	5,600	5,849	6,097
70-74	3,877	2,844	4,542	4,871	5,200
75-79	3,590	2,403	2,969	3,448	3,926
80-84	2,444	2,002	1,963	2,172	2,381
85+	<u>2,192</u>	<u>2,325</u>	<u>2,571</u>	<u>2,583</u>	<u>2,594</u>
Total	118,771	107,968	114,127	115,805	117,483

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

POPULATION BY AGE GROUP					
Age Cohort	Savannah, GA MSA			Projected Mkt Entry January 2022	2024
	2000	2010	2019		
0-4	19,827	24,397	25,567	26,524	27,481
5-9	21,291	23,127	25,649	26,397	27,145
10-14	21,447	22,259	25,341	26,403	27,464
15-19	20,902	25,654	26,600	27,940	29,279
20-24	21,695	29,851	29,893	30,299	30,705
25-29	21,214	27,551	30,253	29,848	29,443
30-34	20,374	23,776	29,482	30,414	31,346
35-39	22,591	22,254	27,940	29,202	30,464
40-44	22,518	21,921	24,114	26,423	28,732
45-49	19,710	24,006	23,897	24,180	24,462
50-54	17,707	23,654	23,509	23,786	24,062
55-59	13,541	20,625	25,070	24,195	23,320
60-64	10,966	18,194	23,611	24,272	24,932
65-69	9,431	13,313	20,177	21,515	22,853
70-74	8,822	9,425	16,026	17,287	18,547
75-79	7,325	7,098	10,423	12,190	13,957
80-84	4,734	5,448	6,389	7,349	8,309
85+	<u>3,871</u>	<u>5,058</u>	<u>6,421</u>	<u>6,743</u>	<u>7,064</u>
Total	287,966	347,611	400,362	414,964	429,565

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

As of 2019, the largest age cohort in the PMA is the populations aged between 20 and 24 and 25 to 29, which indicates the presence of young adults and families. However, as illustrated earlier in this report, PMA population growth of seniors 62 and above is projected to increase by 2.4 percent annually over the next four years. Further, population in the cohorts that include persons aged 60 and above are expected to increase through both the projected date of market entry and through 2024.

1c. Number of Elderly and Non-Elderly

The following table illustrates the elderly (62+) and non-elderly population within the PMA, SMA and nation from 2000 through 2024.

NUMBER OF ELDERLY AND NON-ELDERLY

Year	PMA			Savannah, GA MSA		
	Total	Non-Elderly	Elderly (62+)	Total	Non-Elderly	Elderly (62+)
2000	118,772	100,113	18,659	287,967	229,277	40,763
2010	107,968	91,360	16,608	347,611	268,450	51,258
2019	114,126	92,590	21,536	400,359	292,242	73,603
Projected Mkt Entry Jan-2022	115,804	92,970	22,834	414,961	301,411	79,646
2024	117,482	93,349	24,133	429,562	310,580	85,689

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

The PMA experienced negative household growth among general and senior households between 2000 and 2010, while the MSA reported positive growth, although at rates above and below the overall nation among the two demographics, respectively. Senior household growth in the PMA accelerated between 2010 and 2019, at an annualized rate of 2.0 percent, above the average annual growth rate of 0.5 percent reported for non-senior households. However, both areas of analysis experienced household growth below the surrounding MSA. Further, senior population trends mirror those of the general population; however, senior growth in the PMA is projected to be below the growth rates expected for the MSA and nation through 2024. Recent population and household trends of seniors ages 62 and above in the PMA and MSA bode well for continued demand for senior housing of all types in the Subject’s market.

2. Household Trends

The following tables illustrate (a) Total Households and Average Household Size, (b) Household Tenure, (c) Households by Income, (d) Renter Households by Size, (e) Housing for Older Persons Households 55+, within the population in the MSA, the PMA and nationally from 2000 through 2024.

2a. Total Number of Households and Average Household Size (Senior 62+)

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

HOUSEHOLDS

Year	PMA		Savannah, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
General Households						
2000	46,430	-	109,544	-	105,409,439	-
2010	41,998	-1.0%	131,821	2.0%	116,716,296	1.1%
2019	43,857	0.5%	150,646	1.5%	125,168,557	0.8%
2024	45,087	0.6%	161,407	1.4%	129,589,563	0.7%
Senior Householder (62+)						
2000	12,708	-	26,775	-	26,185,025	-
2010	11,043	-1.3%	30,649	1.4%	30,451,595	1.6%
2019	13,073	2.0%	41,639	3.9%	38,511,965	2.9%
2024	14,345	1.9%	48,955	3.5%	43,436,515	2.6%

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

The PMA experienced declining growth among both general and senior households between 2000 and 2010, while the MSA reported positive growth during the same time period. Senior household growth in the PMA accelerated between 2010 and 2019, at an annualized rate of 2.0 percent, which was well above the reported annualized growth rate of 0.5 percent for non-senior households between the same time periods. However, both areas of analysis experienced household growth rates below the surrounding MSA and slightly below the overall nation. Annualized growth of senior households in the PMA is expected to remain stable through 2024, and is projected to trend above the growth rate for general population households in the PMA. Recent population and household trends of seniors ages 62 and above in the PMA and MSA bode well for continued demand for senior housing of all types in the Subject’s market.

AVERAGE HOUSEHOLD SIZE

Year	PMA		Savannah, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.50	-	2.56	-	2.59	-
2010	2.43	-0.3%	2.55	0.0%	2.58	-0.1%
2019	2.43	0.0%	2.56	0.1%	2.59	0.1%
2024	2.44	0.1%	2.57	0.1%	2.60	0.1%

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

The average household size in the PMA was 2.43 persons in 2019, slightly below the national average of 2.56 persons. Through 2024, the average household size is expected to remain relatively similar and is projected to increase at a rate similar to the MSA and nation as a whole.

2b. Households by Tenure

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

TENURE PATTERNS PMA

Year	Owner-Occupied		Renter-Occupied	
	No. of Units	Percentage	No. of Units	Percentage
General Population				
2000	23,750	51.2%	22,680	48.8%
2019	19,185	43.7%	24,672	56.3%
2024	20,173	44.7%	24,914	55.3%
Seniors 62+				
2000	8,869	69.8%	3,839	30.2%
2019	8,708	66.6%	4,365	33.4%
2024	9,582	66.8%	4,763	33.2%

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

The percentage of renter-occupied households in the PMA increased between 2000 and 2019 for both the general and senior populations. As of 2019, general and senior renter-occupied households are estimated to be approximately 56 and 33 percent of total renter households in the PMA, respectively. It is estimated that approximately 33 percent of households across the overall nation are renter-occupied. According to ESRI demographic projections, the number of senior renter households in the PMA is anticipated to increase by nearly 400 units through 2024, although the overall percentage of senior renter households is expected to fall slightly over the same time period.

2c. Household Income

The following table depicts renter household income in the PMA in 2019, the January 2022 date of projected market entry, and through 2024.

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA, 62+

Income Cohort	2019		Projected Mkt Entry January 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	757	17.3%	781	17.1%	805	16.9%
\$10,000-19,999	1,171	26.8%	1,198	26.2%	1,225	25.7%
\$20,000-29,999	475	10.9%	482	10.6%	489	10.3%
\$30,000-39,999	478	11.0%	481	10.5%	483	10.1%
\$40,000-49,999	343	7.9%	359	7.9%	374	7.9%
\$50,000-59,999	246	5.6%	268	5.9%	290	6.1%
\$60,000-74,999	199	4.6%	218	4.8%	237	5.0%
\$75,000-99,999	233	5.3%	248	5.4%	263	5.5%
\$100,000-124,999	213	4.9%	237	5.2%	261	5.5%
\$125,000-149,999	106	2.4%	122	2.7%	138	2.9%
\$150,000-199,999	81	1.9%	93	2.0%	105	2.2%
<u>\$200,000+</u>	<u>63</u>	<u>1.4%</u>	<u>78</u>	<u>1.7%</u>	<u>93</u>	<u>2.0%</u>
Total	4,365	100.0%	4,564	100.0%	4,763	100.0%

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

RENTER HOUSEHOLD INCOME DISTRIBUTION - Savannah, GA MSA, 62+

Income Cohort	2019		Projected Mkt Entry January 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	1,220	12.3%	1,267	11.9%	1,313	11.6%
\$10,000-19,999	2,088	21.0%	2,168	20.4%	2,247	19.8%
\$20,000-29,999	1,191	12.0%	1,255	11.8%	1,318	11.6%
\$30,000-39,999	1,240	12.5%	1,284	12.1%	1,327	11.7%
\$40,000-49,999	857	8.6%	915	8.6%	972	8.6%
\$50,000-59,999	622	6.3%	677	6.4%	731	6.4%
\$60,000-74,999	659	6.6%	718	6.7%	777	6.8%
\$75,000-99,999	660	6.6%	735	6.9%	810	7.1%
\$100,000-124,999	568	5.7%	632	5.9%	695	6.1%
\$125,000-149,999	351	3.5%	412	3.9%	472	4.2%
\$150,000-199,999	221	2.2%	269	2.5%	317	2.8%
<u>\$200,000+</u>	<u>266</u>	<u>2.7%</u>	<u>323</u>	<u>3.0%</u>	<u>380</u>	<u>3.3%</u>
Total	9,943	100.0%	10,651	100.0%	11,359	100.0%

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

The Subject will target tenants earning between \$0 and \$38,760. Absent subsidy, the Subject would target tenants earning between \$24,210 and \$38,760 annually. Overall, the projected growth in the senior population and households along with the high concentration of senior renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market. Renter households of seniors 62+ are concentrated in the lowest income cohorts, with 66.0 percent of senior renters in the PMA earning \$39,999 or less annually, compared to 57.7 percent for the MSA as of 2019. For the projected market entry date of January 2022, these percentages are projected to decrease slightly to 64.5 and 56.1 percent for the PMA and MSA, respectively.

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

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

RENTER HOUSEHOLDS BY NUMBER OF PERSONS - PMA, 62+

Household Size	2019		Projected Mkt Entry January 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
1 Person	2,930	67.1%	3,073	67.3%	3,215	67.5%
2 Persons	754	17.3%	798	17.5%	841	17.7%
3 Persons	275	6.3%	289	6.3%	302	6.3%
4 Persons	207	4.7%	207	4.5%	207	4.3%
5+ Persons	<u>199</u>	<u>4.6%</u>	<u>199</u>	<u>4.3%</u>	<u>198</u>	<u>4.2%</u>
Total Households	4,365	100%	4,564	100%	4,763	100%

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

Renter households in the PMA of seniors aged 62 and above primarily consist of one-person households, comprising 67.1t percentage of total senior renter households in the PMA. Further, this figure is anticipated to increase slightly through the projected date of market entry in January 2022 and through 2024. This bodes well for the Subject, which offers a majority of one-bedroom units.

Conclusion

The senior (62+) population in the PMA increased by 2.4 percent between 2010 and 2019, compared to the 3.3 percent increase in the regional MSA and 2.9 percent increase across the overall nation during the same time period. According to ESRI demographic projections, annualized PMA growth for the senior population is expected to increase at an average annual rate of 2.4 percent through 2024. The current senior population in the PMA is 21,536 and is expected to increase to 22,834 by the projected date of market entry in January 2022. Over the next five years, PMA growth for the senior population is expected to increase at an average annual rate of 2.4 percent through 2024, slightly below both the surrounding MSA and overall nation during the same time period. Renter households of seniors 62+ are concentrated in the lowest income cohorts, with 66.0 percent of senior renters in the PMA earning \$39,999 or less annually, compared to 57.7 percent for the MSA as of 2019. As proposed, the Subject will target tenants earning between \$0 and \$38,760. Absent subsidy, the Subject would target tenants earning between \$24,210 and \$38,760. Overall, the projected growth in the senior population and households along with the high concentration of senior renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

F. EMPLOYMENT TRENDS

1. Employment Trends

The PMA and Chatham County are economically reliant on the Fort Stewart and Hunter Army Airfield (HAAF) military base which has been a source of stability for the local economy, unaffected by previous rounds of Base Realignment and Closure (BRAC) Act closures. HAAF is a military airfield actively used for U.S. Army and U.S. Coast Guard operations located directly southwest of the Subject site. Employment in the MSA is also heavily concentrated in the healthcare/social assistance, accommodation/food services, and retail trade industries, which collectively comprise 42.4 percent of local employment. The large share of PMA employment in the accommodation/food services and retail trade industries is notable as both of these industries are historically volatile, and prone to contraction during recessionary periods. This is currently being demonstrated amid the Covid-19 pandemic, which has increased layoffs and unemployment claims, as many small and large businesses were forced to shut down. 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.

COVID-19

The COVID-19 coronavirus has caused an international pandemic and we have seen governments across the globe take dramatic efforts to slow the spread and flatten the infection curve in order to reduce the strain on our health care system. It is an assumption of this report that the duration of emergency measures will be relatively short term and that the stimulus packages will be sufficient to minimize the economic impacts on the broader economy and the housing market. Financial and real estate markets are in a state of uncertainty associated with the novel coronavirus COVID-19. The outbreak of COVID-19 is a rapidly evolving situation and the effects on the economy and real estate markets are currently unclear. As such, it is difficult to predict the effects both on a near-term and long-term basis. Our opinions and conclusions are based on information available and accounts for market perception as of the date of this report. It is an assumption of this report that the duration of emergency measures will be relatively short term and that the stimulus packages will be sufficient to minimize the economic impacts on the broader economy and the housing market.

Further, with the passing of the CARES Act, benefits were provided to alleviate some financial burden on many renter households. Additionally, new potential relief programs are currently being negotiated for future months to come. Published articles and data from a variety of industry leaders have also shown optimism for the multifamily sector, specifically the affordable sector. It should be noted that due to Savannah Summit’s senior tenancy, most of the tenants are retired, living off social security, or working on a part-time basis only, lessening the economic impact at properties like the Subject.

Covered Employment

The following table illustrates the total jobs (also known as “covered employment”) in Chatham County, Georgia based on the most recent labor data retrieved from the Georgia DOL’s Quarterly Census of Employment & Wages Department.

COVERED EMPLOYMENT - CHATHAM COUNTY, GA

Year	Chatham County, GA	
	Total Employment	% Change
2003	124,440	-
2004	127,615	2.6%
2005	131,345	2.9%
2006	135,043	2.8%
2007	137,580	1.9%
2008	135,324	-1.6%
2009	129,065	-4.6%
2010	127,650	-1.1%
2011	129,925	1.8%
2012	132,944	2.3%
2013	136,022	2.3%
2014	139,388	2.5%
2015	145,436	4.3%
2016	148,584	2.2%
2017	151,700	2.1%
2018	155,441	2.5%
2019	158,941	2.3%
Dec-18	157,077	-
Dec-19	159,484	1.5%

Source: GA DOL - QCEW, retrieved April 2020

As illustrated in the table above, Chatham County experienced a weakening economy during the national recession and the years preceding 2011. The county began feeling the effects of the downturn in 2008 with its first employment decrease of the decade. Employment growth did not suffer contractions for as long as the overall nation experienced; Chatham County employment began positive growth in 2011 and each year after, recovering to its pre-recessionary level between 2013 and 2014. The most recent data available is from December 2019, which indicates Chatham County exhibited positive employment growth in the year between December 2018 and 2019.

Total Jobs by Industry

The following table illustrates the total jobs by employment sectors within Chatham County, Georgia as of the fourth quarter of 2019; the data below is the most recent data available.

TOTAL JOBS BY INDUSTRY
Chatham County, GA - Q4 2019

Industry	Number	Percent
<u>Goods-producing</u>	<u>22,632</u>	-
Natural resources and mining	101	0.1%
Construction	6,574	4.1%
Manufacturing	15,957	9.9%
<u>Service-providing</u>	<u>138,422</u>	-
Trade, transportation, and utilities	40,572	25.2%
Information	1,720	1.1%
Public Administration	8,801	5.5%
Financial activities	5,467	3.4%
Professional and business services	19,249	12.0%
Education and health services	32,289	20.0%
Leisure and hospitality	23,801	14.8%
Other services	4,573	2.8%
Unclassified	1,950	1.2%
Total, All Industries	161,054	-

Source: Georgia Dept. of Labor, QCEW 2019

Trade, transportation, and utilities is the largest industry in Chatham County, followed by education and health services. The trade/transportation industries is somewhat vulnerable in economic downturns while the education and health services sector is generally a stable industry. 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	8,062	15.5%	22,612,482	14.1%
Accommodation/Food Services	7,083	13.6%	11,738,765	7.3%
Retail Trade	6,937	13.3%	17,127,172	10.7%
Educational Services	4,684	9.0%	14,565,802	9.1%
Transportation/Warehousing	3,205	6.2%	7,876,848	4.9%
Admin/Support/Waste Mgmt Svcs	3,087	5.9%	6,106,184	3.8%
Manufacturing	3,042	5.8%	16,057,876	10.0%
Construction	2,954	5.7%	11,245,975	7.0%
Public Administration	2,628	5.1%	7,828,907	4.9%
Other Services	2,492	4.8%	8,141,078	5.1%
Prof/Scientific/Tech Services	2,331	4.5%	11,744,228	7.3%
Real Estate/Rental/Leasing	1,393	2.7%	3,204,043	2.0%
Arts/Entertainment/Recreation	1,102	2.1%	3,332,132	2.1%
Finance/Insurance	1,089	2.1%	7,377,311	4.6%
Wholesale Trade	939	1.8%	4,183,931	2.6%
Information	696	1.3%	3,157,650	2.0%
Utilities	175	0.3%	1,276,400	0.8%
Agric/Forestry/Fishing/Hunting	105	0.2%	1,915,709	1.2%
Mining	16	0.0%	819,151	0.5%
Mgmt of Companies/Enterprises	14	0.0%	237,307	0.1%
Total Employment	52,034	100.0%	160,548,951	100.0%

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

Employment in the PMA is concentrated in the, healthcare/social assistance, accommodation/food services and retail trade industries, which collectively comprise 42.4 percent of local employment. The large share of PMA employment in the accommodation/food services and retail trade industries is notable as both of these industries are historically volatile, and prone to contraction during recessionary periods. This is currently being demonstrated amid the Covid-19 pandemic, which has increased layoffs and unemployment claims, as many small and large businesses were forced to shut down. 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 healthcare/social assistance, accommodation/food services, and transportation and warehousing industries. Conversely, the PMA is underrepresented in the manufacturing, professional/scientific/technological services, and finance/insurance industries.

1. Major Employers

The following table details the largest employers in Chatham County, Georgia.

MAJOR EMPLOYERS – CHATHAM COUNTY, GA

Employer Name	Industry	# Of Employees
Gulfstream Aerospace Corporation	Manufacturing	10,000+
Ft. Stewart/Hunter Army Airfield	Government/Military	5,773
Savannah-Chatham County Board of Education	Education	5,654
Memorial Health University Medical Center	Healthcare	4,775
St. Joseph's/Candler Health System	Healthcare	3,440
City of Savannah	Government	2,468
Savannah College of Art & Design	Education	1,886
Chatham County	Government	1,600
Georgia Ports Authority	Transportation/Warehousing	1,080
Georgia Southern University Armstrong Campus	Education	886

Source: Savannah Economic Development Authority, Novogradac & Company LLP

The largest employers in Chatham County represent a diverse mixture of industries. However, there are a number of employers in the education and healthcare sectors represented, which are typically stable industries. The largest employer in Chatham County, Gulfstream Aerospace, employs almost 10,000 employees. Other major employers are the Savannah-Chatham County Board of Education and Memorial University Medical Center, which both employ more than 5,000 employees. Overall, the major employers in Chatham County are well-diversified and represent stable industries.

WARN Listings (Employment Contractions)

The following table illustrates business closures and layoffs within Chatham County between 2016 and 2020 YTD.

WARN LISTINGS – CHATHAM COUNTY, GA

Company	Industry	Employees Affected	Layoff Date
R&J LUNCH BOX	Food Services	15	05/21/2020
Concentrix	Business Services	139	05/04/2020
Gulfstream Aerospace Corporation	Manufacturing	699	05/01/2020
The Finish Line, Inc.	Retail Trade	14	04/12/2020
Coastal Center for Developmental Services	Healthcare Support	132	04/02/2020
Emergency Dental Service LLC	Dentist	5	04/01/2020
The Finish Line, Inc.	Retail Trade	2	04/01/2020
Old Town Trolley Tours	Accommodation	168	03/25/2020
Carol's Pampered Pets	Pet Care	4	03/25/2020
Dockside Fish, inc.	Fish Wholesale	20	03/23/2020
37th St Cooking Inc	Distribution	45	03/22/2020
NP Bay Ventures, LLC	Unknown	27	03/20/2020
Flotel II, Inc.	Unknown	32	03/20/2020
300 West Bay, LLC	Retail Trade	10	03/20/2020
MAXIMUM SOLUTIONS GROUP LLC	Business Services	10	03/18/2020
Prohibition	Retail Trade	42	03/18/2020
Perry Lane Hotel	Hospitality	100	03/17/2020
ICOT Holdings LLC	Telemarketing	74	1/7/2020
Gulfstream	Manufacturing	362	10/15/2019
Conifer Health Solutions	Healthcare	158	2/3/2018
Sodexo	Hospitality	89	5/11/2018
Anthem	Insurance	78	6/30/2018
<u>Reliant Transportation, Inc</u>	Transportation	<u>720</u>	<u>5/27/2016</u>
Total		2,945	

Source: Georgia Dept. of Labor, Novogradac, retrieved May 2020

As illustrated in the previous table, Chatham County WARN filings since 2016 have impacted 2,945 jobs. Of note, the majority of layoff notices have been issued in 2020 as a result of the shutdowns and closures due to the effects of COVID-19 on the economy in Chatham County. In May of 2020, Gulfstream announced a workforce reduction of nearly 700 positions at its Savannah facility. However, Savannah was not the only site affected by the Gulfstream reductions across the nation. An economic downturn caused by the coronavirus pandemic is the reason for the workforce reduction, according to a company letter released Monday by the Georgia Department of Labor, "We are experiencing a direct impact as a result of COVID-19 as a global business in our operations as well as through suppliers, including the significant impact of a government ordered temporary closure of a key manufacturing location," wrote Timothy R, Maguire, deputy general counsel & ethics officer with Gulfstream Aerospace. Overall, the number of layoffs and closures in the county has been generally limited over the last three years. Despite these job losses, employment growth in the area has continued.

Expansions - Savannah Area Chamber of Commerce

We spoke with Jessie Dillon, Vice President of Business Development for the Savannah Economic Development Authority (SEDA) regarding economic expansions and contractions occurring throughout Savannah. Ms. Dillon directed us to the Savannah Area Chamber's 2020 Economic Trends Report. According to the report the Savannah economy is highly dependent on international trade and has been negatively impacted by global trade impasses over the past couple of years. Without de-escalation in these trade tensions, Savannah's employment is only expected to increase by 0.3 percent. Trade impasses notwithstanding, Savannah's 2020 economy will benefit from economic development projects announced over the last two years that are slated to open in 2020 and are represented in the following table.

BUSINESS EXPANSIONS - Savannah, GA

Company	Industry	Jobs
Plastics Express	Manufacturing	166
Anatolia Tile+Stone	Distribution	124
Preci-Dip	Manufacturing	100
A&R Logistics	Transportation	60
Wayfair	Distribution	1,000
Gulfstream	Aerospace	200
Elba Island LNG	Mining	100
TOTAL		1,750

As illustrated in the table above, a total of 1,750 jobs are slated to be created in 2020. Wayfair’s distribution facility will create the listed 1,000 jobs over a five-year period through 2025.

2. Employment and Unemployment Trends

The table below illustrates employment and unemployment trends in the MSA and nation from 2003 to November 2019.

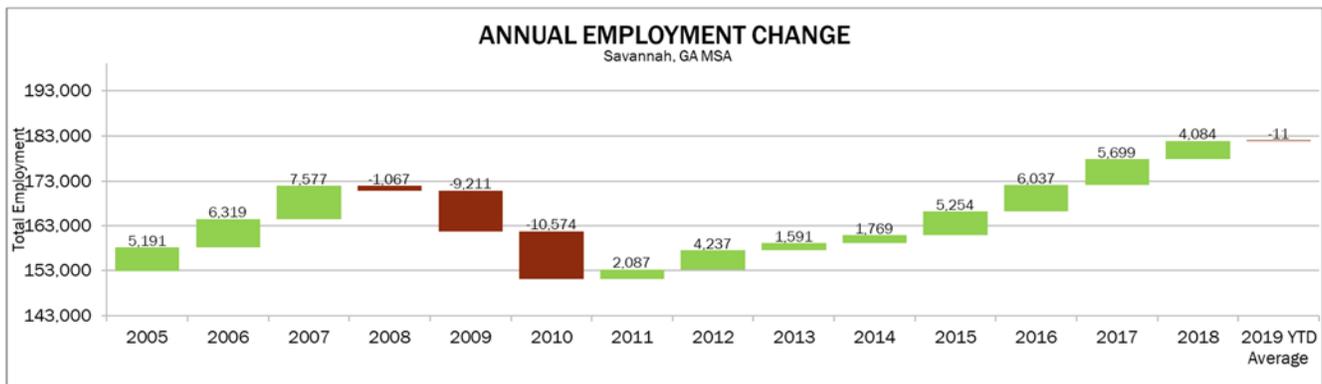
EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

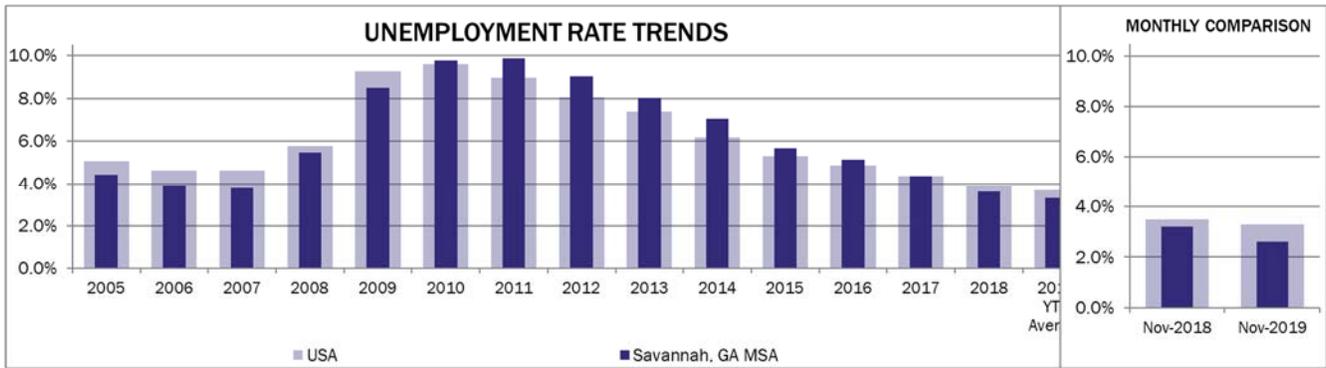
Year	Savannah, GA MSA				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2003	145,054	-	4.2%	-	137,736,000	-	6.0%	-
2004	152,921	5.4%	4.1%	-0.1%	139,252,000	1.1%	5.5%	-0.5%
2005	158,112	3.4%	4.4%	0.3%	141,730,000	1.8%	5.1%	-0.5%
2006	164,431	4.0%	3.9%	-0.5%	144,427,000	1.9%	4.6%	-0.5%
2007	172,008	4.6%	3.8%	-0.1%	146,047,000	1.1%	4.6%	0.0%
2008	170,941	-0.6%	5.5%	1.7%	145,363,000	-0.5%	5.8%	1.2%
2009	161,731	-5.4%	8.5%	3.0%	139,878,000	-3.8%	9.3%	3.5%
2010	151,157	-6.5%	9.8%	1.3%	139,064,000	-0.6%	9.6%	0.3%
2011	153,244	1.4%	9.9%	0.1%	139,869,000	0.6%	9.0%	-0.7%
2012	157,481	2.8%	9.0%	-0.8%	142,469,000	1.9%	8.1%	-0.9%
2013	159,072	1.0%	8.0%	-1.0%	143,929,000	1.0%	7.4%	-0.7%
2014	160,840	1.1%	7.0%	-1.0%	146,305,000	1.7%	6.2%	-1.2%
2015	166,094	3.3%	5.7%	-1.4%	148,833,000	1.7%	5.3%	-0.9%
2016	172,131	3.6%	5.1%	-0.5%	151,436,000	1.7%	4.9%	-0.4%
2017	177,830	3.3%	4.4%	-0.8%	153,337,000	1.3%	4.4%	-0.5%
2018	181,915	2.3%	3.6%	-0.7%	155,761,000	1.6%	3.9%	-0.4%
2019 YTD Average*	181,904	0.0%	3.3%	-0.3%	157,538,083	1.1%	3.7%	-0.2%
Nov-2018	181,377	-	3.2%	-	157,015,000	-	3.5%	-
Nov-2019	183,701	1.3%	2.6%	-0.6%	158,945,000	1.2%	3.3%	-0.2%

Source: U.S. Bureau of Labor Statistics, April 2020
 *2019 data is through October

Prior to the national recession, average employment growth in the MSA generally exceeded the nation, and annual job growth in the MSA outpaced the nation in four of the five years between 2003 and 2007. The effects of the recession were particularly pronounced in the MSA, which suffered a 12.1 percent contraction in employment growth and a 4.4 percentage point increase in the unemployment rate, compared to the nation’s 4.8 percent employment contraction and 3.8 percent unemployment increase between 2007 and 2010. MSA employment recovered, surpassing pre-recessionary levels in 2016, two years after the overall nation. Since 2012, MSA job growth rates in the MSA generally exceeded the nation, indicating an economic recovery. As of November 2019, total employment in the MSA is at a post-recessionary record and increasing at an annualized rate of 1.3 percent, similar to growth across the overall nation. According to the most recent labor statistics, the unemployment rate in the MSA is 2.6 percent, lower than the current national unemployment rate of 3.3 percent. Overall, the local economy appears to be in an expansionary phase.

It should be noted that this analysis was conducted prior to the global capital markets experiencing any noteworthy ramifications of the uncertainty related to the COVID-19 outbreak. Since the report was drafted, global credit, equity, and commodity markets have been volatile. The following charts illustrate the employment and unemployment trends in the MSA.





3. Map of Site and Major Employment Concentrations

The following table details Chatham County’s largest employers corresponding to the map of Savannah area.

MAJOR EMPLOYERS – CHATHAM COUNTY, GA		
Employer Name	Industry	No. Employees
Gulfstream Aerospace Corp	Manufacturing	10,000+
Ft. Stewart/Hunter Army Airfield	Military	5,773
Savannah-Chatham Co. Schools	Education	5,654
Memorial Health University Medical	Healthcare	4,775
St. Joseph's/Candler Health	Healthcare	3,440
City of Savannah	Government	2,468
Savannah College of Art & Design	Education	1,886
Chatham County	Government	1,600
Georgia Ports Authority	Transportation	1,080
Georgia Southern-Armstrong	Education	886

Source: Savannah Economic Development Authority, April 2020

4. Conclusion

Employment in the PMA is concentrated in the healthcare/social assistance, accommodation/food services and retail trade industries, which collectively comprise 42.4 percent of local employment. The large share of PMA employment in accommodation/food services and retail trade 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. As of November 2019, total employment in the MSA is at a post-recessionary record and increasing at an annualized rate of 1.3 percent, similar to growth across the overall nation. According to the most recent labor statistics, the unemployment rate in the MSA is 2.6 percent, lower than the current national unemployment rate of 3.3 percent. Overall, the local economy appears to be in an expansionary phase. The following charts illustrate the employment and unemployment trends in the MSA.

Financial and real estate markets are in a state of uncertainty associated with the novel coronavirus COVID-19. The outbreak of COVID-19 is a rapidly evolving situation and the effects on the economy and real estate markets are currently unclear. As such, it is difficult to predict the effects both on a near-term and long-term basis. Our opinions and conclusions are based on information available and accounts for market perception as of the date of this report. It is an assumption of this report that the duration of emergency measures will be relatively short term and that the stimulus packages will be sufficient to minimize the economic impacts on the broader economy and the housing market. The Covid-19 corona

virus has caused an international pandemic and we have seen governments across the globe take dramatic efforts to slow the spread and flatten the infection curve in order to reduce the strain on our health care system. We are already seeing these efforts result in extensive impacts to economic activity. However, governments are also implementing or discussing the implementation of significant economic stimulus packages to help with the economic impact.

Further, with the recent passing of the CARES Act, relief is expected to alleviate some financial burden on many renter households. Additionally, new potential relief programs have been discussed for future months to come. Further, with the passing of the CARES Act, benefits were provided to alleviate some financial burden on many renter households. Additionally, new potential relief programs are currently being negotiated for future months to come. Published articles and data from a variety of industry leaders have also shown optimism for the multifamily sector, specifically the affordable sector. It should be noted that due to Savannah Summit's senior tenancy, most of the tenants are retired, living off social security, or working on a part-time basis only, lessening the economic impact at properties like the Subject. Additionally, new potential relief programs have been discussed for future months to come. Published articles and data from a variety of industry leaders have also shown optimism for the multifamily sector, specifically the affordable sector.

G. PROJECT-SPECIFIC AFFORDABILITY AND DEMAND ANALYSIS

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

1. Income Restrictions

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

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

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

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

2. Affordability

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

62+ INCOME LIMITS - AS PROPOSED			62+ INCOME LIMITS - ABSENT SUBSIDY		
Unit Type	Minimum Allowable Income	Maximum Allowable Income	Unit Type	Minimum Allowable Income	Maximum Allowable Income
	@60% (Section 8)			@60%	
1BR	\$0	\$34,440	1BR	\$24,210	\$34,440
2BR	\$0	\$38,760	2BR	\$29,070	\$38,760

3. Demand

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

3A. Demand from New Households

The number of new households entering the market is the first level of demand calculated. We utilized January 2022, the anticipated date of market entry, as the base year for the analysis. Therefore, 2019 household population estimates are inflated to 2021 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 January 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.

3B. Demand from Existing Households

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

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

3C. Demand from Elderly Homeowners likely to Convert to Renter-ship

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 2019 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.

4. 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. The Subject does not offer any market rate units, therefore no conventional or market rate units were deducted from our demand analysis.

According to the Georgia Department of Community Affairs, as of April 2020, there have been three properties allocated tax credits within the PMA in the past three years. The following allocations are detailed below.

- Live Oak Landing II was awarded tax credits in 2019 for the new construction of a 54-unit multifamily LIHTC development located 3.6 miles north of the Subject, in downtown Savannah. The development will consist of 12 one- and 42 two-bedroom affordable units at the 50 and 60 percent set asides. This development will target families and is not considered to be directly competitive with the Subject's units once it is complete.
- Live Oak Landing was awarded tax credits in 2017 for the new construction of a 70-unit age-restricted mixed-income development located 3.5 miles north of the Subject, in downtown Savannah. The development was recently completed in July 2019 and consists of 22 one- and 31 two-bedroom affordable units restricted at 50 and 60 percent of AMI, in addition to seven unrestricted market rate units for seniors aged 62 and older. The 10 one- and 21 two-bedroom units at 60 percent AMI at this development are considered directly competitive with the Subject's units at the same set-aside. Thus, 31 affordable units have been deducted from our demand analysis.
- Woodlands of Montgomery was awarded tax exempt bond financing in 2017 for the new construction of 246 multifamily units in southern Savannah, approximately 2.1 miles from the Subject site. This property will offer one, two, three and four-bedroom units restricted to the 60 percent of AMI level. The property is currently under construction and expected to be completed soon. This property is not expected to be directly competitive with the Subject based on its different tenancy.

SAVANNAH SUMMIT – SAVANNAH, GEORGIA – DCA MARKET STUDY

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	Unrestricted	Overall
Studio				0
1BR	12	10	2	24
2BR	20	21	5	46
3BR				0
Total	32	31	7	70

PMA Occupancy

Per DCA's guidelines, we have determined the average occupancy rate based on all available competitive conventional and LIHTC properties in the PMA. We have provided a combined average occupancy level for the PMA based on the total competitive units in the PMA.

PMA OCCUPANCY

Property Name	Program	Location	Tenancy	Number of Units	Occupancy
Ashley Midtown*	LIHTC/Public Housing	Savannah	Family	206	99.0%
East Huntingdon Street Cottage	LIHTC	Savannah	Family	14	99.0%
HAS Senior Partnership	LIHTC	Savannah	Senior	89	N/A
Heritage Corner & Heritage Row Apts*	LIHTC	Savannah	Family	70	95.7%
The View at Oglethorpe I	LIHTC/Market	Savannah	Family	72	97.2%
The View at Oglethorpe II	LIHTC/Section 8/Market	Savannah	Senior	100	99.0%
Heritage Place Apts	LIHTC (HOME)	Savannah	Family	88	100.0%
Indigo Pointe Apts	LIHTC	Savannah	Family	56	100.0%
Live Oak Plantation*	LIHTC/Market	Savannah	Family	208	100.0%
Montgomery Landing*	LIHTC/Market	Savannah	Family	144	97.2%
Oaks At Brandlewood	LIHTC/Market	Savannah	Family	324	89.8%
Rose Of Sharon	LIHTC/Section 8	Savannah	Family	217	98.5%
Savannah Gardens	LIHTC	Savannah	Family	399	93.7%
Savannah Gardens Senior Residences	LIHTC	Savannah	Senior	114	95.1%
Sister's Court	LIHTC	Savannah	Senior	78	69.2%
SNAP II	LIHTC	Savannah	Family	90	N/A
SNAP III	LIHTC	Savannah	Family	44	N/A
SNAP IV	LIHTC	Savannah	Family	18	N/A
Telfair Arms Apts	LIHTC/Public Housing	Savannah	Family	53	90.6%
Cars III Inc	Section 8	Savannah	Senior	7	N/A
Cars IV Inc	Section 8	Savannah	Senior	11	N/A
Cars V Inc	Section 8	Savannah	Senior	6	N/A
Chatham Assoc For Res Srv Inc I	Section 8	Savannah	Senior	18	94.7%
Chatham Assoc For Res Srv Inc II	Section 8	Savannah	Senior	6	94.7%
Georgia Infirmary A/Habersham Place	Section 8	Savannah	Senior	11	N/A
Georgia Infirmary B/Hamilton Place	Section 8	Savannah	Senior	13	N/A
IHS Savannah	Section 8	Savannah	Senior	15	100.0%
Ponderosa Forest Apts	Section 8	Savannah	Family	56	100.0%
Savannah Gardens V	Section 8	Savannah	Family	138	96.1%
SNAP I	Section 8	Savannah	Family	102	N/A
St John's Villa Apts	Section 8	Savannah	Senior	19	94.7%
The Woods Of Savannah	Section 8	Savannah	Senior	94	94.7%
Thomas Francis Williams Court Apts	Section 8	Savannah	Senior	151	99.3%
Westlake Apts	Section 8	Savannah	Family	100	99.0%
Average PMA Occupancy					95.7%

*Used as a rent comparable

The average occupancy rate of competitive developments in the PMA is 95.7 percent.

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 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 January 2022 are illustrated in the previous section of this report.

60% AMI (Section 8) - As Proposed

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60% AMI (Section 8)

Minimum Income Limit		\$0		Maximum Income Limit		\$38,760	
Income Category	New Renter Households - Total Change in Households PMA 2019 to Prj Mrkt Entry January 2022		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	\$0-9,999	24			12.1%	\$9,999	100.0%
\$10,000-19,999	27	13.6%	\$9,999	100.0%	27		
\$20,000-29,999	7	3.5%	\$9,999	100.0%	7		
\$30,000-39,999	3	1.3%	\$8,101	81.0%	2		
\$40,000-49,999	16	7.8%	\$0	0.0%	0		
\$50,000-59,999	22	11.1%	\$0	0.0%	0		
\$60,000-74,999	19	9.5%	\$0	0.0%	0		
\$75,000-99,999	15	7.5%	\$0	0.0%	0		
\$100,000-124,999	24	12.1%	\$0	0.0%	0		
\$125,000-149,999	16	8.0%	\$0	0.0%	0		
\$150,000-199,999	12	6.0%	\$0	0.0%	0		
\$200,000+	15	7.5%	\$0	0.0%	0		
Total	199	100.0%		30.2%	60		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60% AMI (Section 8)

Minimum Income Limit		\$0		Maximum Income Limit		\$38,760	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households within Bracket		
	\$0-9,999	757			17.3%	\$9,999	100.0%
\$10,000-19,999	1,171	26.8%	\$9,999	100.0%	1,171		
\$20,000-29,999	475	10.9%	\$9,999	100.0%	475		
\$30,000-39,999	478	11.0%	\$8,101	81.0%	387		
\$40,000-49,999	343	7.9%	\$0	0.0%	0		
\$50,000-59,999	246	5.6%	\$0	0.0%	0		
\$60,000-74,999	199	4.6%	\$0	0.0%	0		
\$75,000-99,999	233	5.3%	\$0	0.0%	0		
\$100,000-124,999	213	4.9%	\$0	0.0%	0		
\$125,000-149,999	106	2.4%	\$0	0.0%	0		
\$150,000-199,999	81	1.9%	\$0	0.0%	0		
\$200,000+	63	1.4%	\$0	0.0%	0		
Total	4,365	100.0%		63.9%	2,790		

ASSUMPTIONS - @60% AMI (Section 8)

Tenancy	62+	% of Income towards Housing			40%
Rural/Urban	Urban	Maximum # of Occupants			3
Persons in Household	OBR	1BR	2BR	3BR	4BR+
1	0%	90%	10%	0%	0%
2	0%	30%	70%	0%	0%
3	0%	0%	60%	40%	0%
4	0%	0%	30%	40%	30%
5+	0%	0%	0%	50%	50%

SAVANNAH SUMMIT – SAVANNAH, GEORGIA – DCA MARKET STUDY

Demand from New Renter Households 2019 to January 2022

Income Target Population	@60% AMI (Section 8)
New Renter Households PMA	199
Percent Income Qualified	30.2%
New Renter Income Qualified Households	60

Demand from Existing Households 2019

Demand from Rent Overburdened Households

Income Target Population	@60% AMI (Section 8)
Total Existing Demand	4,365
Income Qualified	63.9%
Income Qualified Renter Households	2,790
Percent Rent Overburdened Prj Mrkt Entry January 2022	52.4%
Rent Overburdened Households	1,462

Demand from Living in Substandard Housing

Income Qualified Renter Households	2,790
Percent Living in Substandard Housing	1.8%
Households Living in Substandard Housing	51

Senior Households Converting from Homeownership

Income Target Population	@60% AMI (Section 8)
Total Senior Homeowners	9,145
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	183

Total Demand

Total Demand from Existing Households	1,696
Total New Demand	60
Total Demand (New Plus Existing Households)	1,756

Demand from Seniors Who Convert from Homeownership	183
Percent of Total Demand From Homeownership Conversion	10.4%
Is this Demand Over 2 percent of Total Demand?	Yes

By Bedroom Demand

One Person	67.3%	1,182
Two Persons	17.5%	307
Three Persons	6.3%	111
Four Persons	4.5%	80
Five Persons	4.3%	76
Total	100.0%	1,756

SAVANNAH SUMMIT – SAVANNAH, GEORGIA – DCA MARKET STUDY

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%	1064
Of two-person households in 1BR units	30%	92
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%	118
Of two-person households in 2BR units	70%	215
Of three-person households in 2BR units	60%	67
Of four-person households in 2BR units	30%	24
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%	44
Of four-person households in 3BR units	40%	32
Of five-person households in 3BR units	50%	38
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	24
Of five-person households in 4BR units	50%	38
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
Total Demand		1,756

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	1,156	-	10	=	1,146
2 BR	424	-	21	=	403
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	1,580		31		1,549

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	136	/	1,146	=	11.9%
2 BR	2	/	403	=	0.5%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	138		1,549		8.9%

LIHTC Only - 60% AMI (Absent Subsidy)

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60% AMI (Absent Subsidy)

Minimum Income Limit		\$24,210		Maximum Income Limit		\$38,760	
Income Category	New Renter Households - Total Change in Households PMA 2019 to Prj Mrkt Entry January 2022		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	24	12.1%	\$0	0.0%	0		
\$10,000-19,999	27	13.6%	\$0	0.0%	0		
\$20,000-29,999	7	3.5%	\$3,208	32.1%	2		
\$30,000-39,999	3	1.3%	\$8,101	81.0%	2		
\$40,000-49,999	16	7.8%	\$0	0.0%	0		
\$50,000-59,999	22	11.1%	\$0	0.0%	0		
\$60,000-74,999	19	9.5%	\$0	0.0%	0		
\$75,000-99,999	15	7.5%	\$0	0.0%	0		
\$100,000-124,999	24	12.1%	\$0	0.0%	0		
\$125,000-149,999	16	8.0%	\$0	0.0%	0		
\$150,000-199,999	12	6.0%	\$0	0.0%	0		
\$200,000+	15	7.5%	\$0	0.0%	0		
Total	199	100.0%		2.1%	4		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60% AMI (Absent Subsidy)

Minimum Income Limit		\$24,210		Maximum Income Limit		\$38,760	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	757	17.3%	\$0	0.0%	0		
\$10,000-19,999	1,171	26.8%	\$0	0.0%	0		
\$20,000-29,999	475	10.9%	\$3,208	32.1%	152		
\$30,000-39,999	478	11.0%	\$8,101	81.0%	387		
\$40,000-49,999	343	7.9%	\$0	0.0%	0		
\$50,000-59,999	246	5.6%	\$0	0.0%	0		
\$60,000-74,999	199	4.6%	\$0	0.0%	0		
\$75,000-99,999	233	5.3%	\$0	0.0%	0		
\$100,000-124,999	213	4.9%	\$0	0.0%	0		
\$125,000-149,999	106	2.4%	\$0	0.0%	0		
\$150,000-199,999	81	1.9%	\$0	0.0%	0		
\$200,000+	63	1.4%	\$0	0.0%	0		
Total	4,365	100.0%		12.4%	540		

ASSUMPTIONS - @60% AMI (Absent Subsidy)

Tenancy	62+	% of Income towards Housing				40%
Rural/Urban	Urban	Maximum # of Occupants				3
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	0%	90%	10%	0%	0%	
2	0%	30%	70%	0%	0%	
3	0%	0%	60%	40%	0%	
4	0%	0%	30%	40%	30%	
5+	0%	0%	0%	50%	50%	

SAVANNAH SUMMIT – SAVANNAH, GEORGIA – DCA MARKET STUDY

Demand from New Renter Households 2019 to January 2022

Income Target Population	@60% AMI (Absent Subsidy)	
New Renter Households PMA		199
Percent Income Qualified		2.1%
New Renter Income Qualified Households		4

Demand from Existing Households 2019

Demand from Rent Overburdened Households

Income Target Population	@60% AMI (Absent Subsidy)	
Total Existing Demand		4,365
Income Qualified		12.4%
Income Qualified Renter Households		540
Percent Rent Overburdened Prj Mrkt Entry January 2022		52.4%
Rent Overburdened Households		283

Demand from Living in Substandard Housing

Income Qualified Renter Households		540
Percent Living in Substandard Housing		1.8%
Households Living in Substandard Housing		10

Senior Households Converting from Homeownership

Income Target Population	@60% AMI (Absent Subsidy)	
Total Senior Homeowners		9,145
Rural Versus Urban	2.0%	
Senior Demand Converting from Homeownership		183

Total Demand

Total Demand from Existing Households		476
Total New Demand		4
Total Demand (New Plus Existing Households)		480

Demand from Seniors Who Convert from Homeownership		183
Percent of Total Demand From Homeownership Conversion		38.1%
Is this Demand Over 2 percent of Total Demand?		Yes

By Bedroom Demand

One Person	67.3%	323
Two Persons	17.5%	84
Three Persons	6.3%	30
Four Persons	4.5%	22
Five Persons	4.3%	21
Total	100.0%	480

SAVANNAH SUMMIT – SAVANNAH, GEORGIA – DCA MARKET STUDY

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%	291
Of two-person households in 1BR units	30%	25
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%	32
Of two-person households in 2BR units	70%	59
Of three-person households in 2BR units	60%	18
Of four-person households in 2BR units	30%	7
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%	12
Of four-person households in 3BR units	40%	9
Of five-person households in 3BR units	50%	10
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	7
Of five-person households in 4BR units	50%	10
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
Total Demand		480

Total Demand (Subject Unit Types)			Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	316	-	10	=	306
2 BR	116	-	21	=	95
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	432		31		401

Developer's Unit Mix			Net Demand	Capture Rate	
0 BR	-	/	-	=	-
1 BR	136	/	306	=	44.5%
2 BR	2	/	95	=	2.1%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	138		401		34.4%

5. 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 senior households (62+) in the PMA is expected to increase at an average annual rate of 2.2 percent through the projected market entry date of January 2022, the expected date renovations will be complete.
- 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. Further, the Subject is at a stabilized rate of occupancy.

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.

DCA DEMAND AND NET DEMAND CONCLUSION TABLE

DCA Conclusion Tables (Senior 62+)	As Proposed @60% AMI (Section 8) (\$0 to \$38,760)	Absent Subsidy @60% AMI (\$24,210 to \$38,760)
Demand from New Households (age and income appropriate)	60	4
PLUS	+	+
Demand from Existing Renter Households - Substandard Housing	51	10
PLUS	+	+
Demand from Existing Renter Households - Rent Overburdened Households	1,462	283
<i>Sub Total</i>	<i>1,573</i>	<i>297</i>
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 2.0%)	183	183
Equals Total Demand	1,756	480
Less	-	-
Competitive New Supply	31	31
Equals Net Demand	1,725	449

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Minimum Market Rent	Maximum Market Rent	Proposed Rents
1BR @60% (Section 8)	\$0	\$34,440	136	1,156	10	1,146	11.9%	9 months	\$1,116	\$1,036	\$1,205	\$990
1BR @60% (Absent Subsidy)	\$24,210	\$34,440	136	316	10	306	44.5%	9 months	\$1,116	\$1,036	\$1,205	\$893
2BR @60% (Section 8)	\$0	\$38,760	2	424	21	403	0.5%	<1 month	\$1,280	\$1,152	\$1,401	\$973
2BR @60% (Absent Subsidy)	\$29,070	\$38,760	2	116	21	95	2.1%	<1 month	\$1,280	\$1,152	\$1,401	\$1,071
Overall (As Proposed)	\$0	\$38,760	138	1,580	31	1,549	8.9%	9 months	-	-	-	-
Overall (Absent Subsidy)	\$24,210	\$38,760	138	432	31	401	34.4%	9 months	-	-	-	-

As the analysis illustrates, the Subject’s capture rate at 60 percent AMI, as proposed, is 8.9 percent. Absent subsidy, the Subject’s capture rate at 60 percent AMI, is 34.4 percent. According to Georgia DCA, all subsidized units are considered leasable; thus the elevated capture rate in the absent subsidy scenario is moot. Therefore, 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. Therefore, we believe there is adequate demand for the Subject. The As Proposed capture rate is within Georgia DCA thresholds.

H. COMPETITIVE RENTAL ANALYSIS

Survey of Comparable Projects

Comparable properties are examined on the basis of physical characteristics, e.g., building type, building age/quality, the level of common amenities, absorption rates, and similarity in rent structure. We attempted to compare the Subject to properties from the competing market, in order to provide a picture of the general economic health and available supply in the market. When selecting the comparables, consideration is placed on location and physical characteristics. However, there are a limited number of market rate properties in the Subject’s immediate area that offer a highrise design and age-restricted tenancy similar to the Subject. The majority of highrise developments are located more than 3.5 miles north of the Subject, in Savannah’s downtown district. We have not considered these properties as comparables in our analysis, as they offer considerably superior access, location, views, and surrounding amenities. As previously noted, the Subject is located directly adjacent to the northeast corner of the Hunter Army Airfield. As such, we included properties in our search that are within a generally similar proximity to the airfield, offering a comparable location in terms of noise exposure from overhead aircraft activity.

Description of Property Types Surveyed/Determination of Number of Units

Our competitive survey includes ten “true” comparable properties containing a total of 1,891 units. 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.

The availability of affordable data is considered good. We included one LIHTC and four mixed-income comparables in our analysis. All of the affordable properties are located within the PMA, between 1.2 and 3.4 miles of the Subject. These comparables were built or renovated between 2002 and 2016. The availability of market rate data is also considered good. The Subject is located in Savannah and there are several market-rate properties in the area. We include six conventional properties in our analysis of the competitive market. All of the market rate properties are located in the PMA, between 1.8 and 3.7 miles from the Subject. These comparables were built or renovated between 2003 and 2018.

It should be noted that obtaining comparable market data in recent weeks amid the COVID-19 pandemic is difficult, as there were multiple properties we attempted to contact but were unable to speak with a representative. Notably, we were unable to obtain updated property information for three developments (Heritage Place, The View at Oglethorpe I, and The View at Oglethorpe II), which were utilized in our prior appraisal report completed for the Subject property. However, we believe the affordable and market-rate comparable data used in our analysis are the most comparable, and provide adequate data points to support our conclusions. Other market rate properties are excluded based on proximity and unit types. The following table outlines excluded properties within the Subject’s immediate area.

Excluded Properties

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

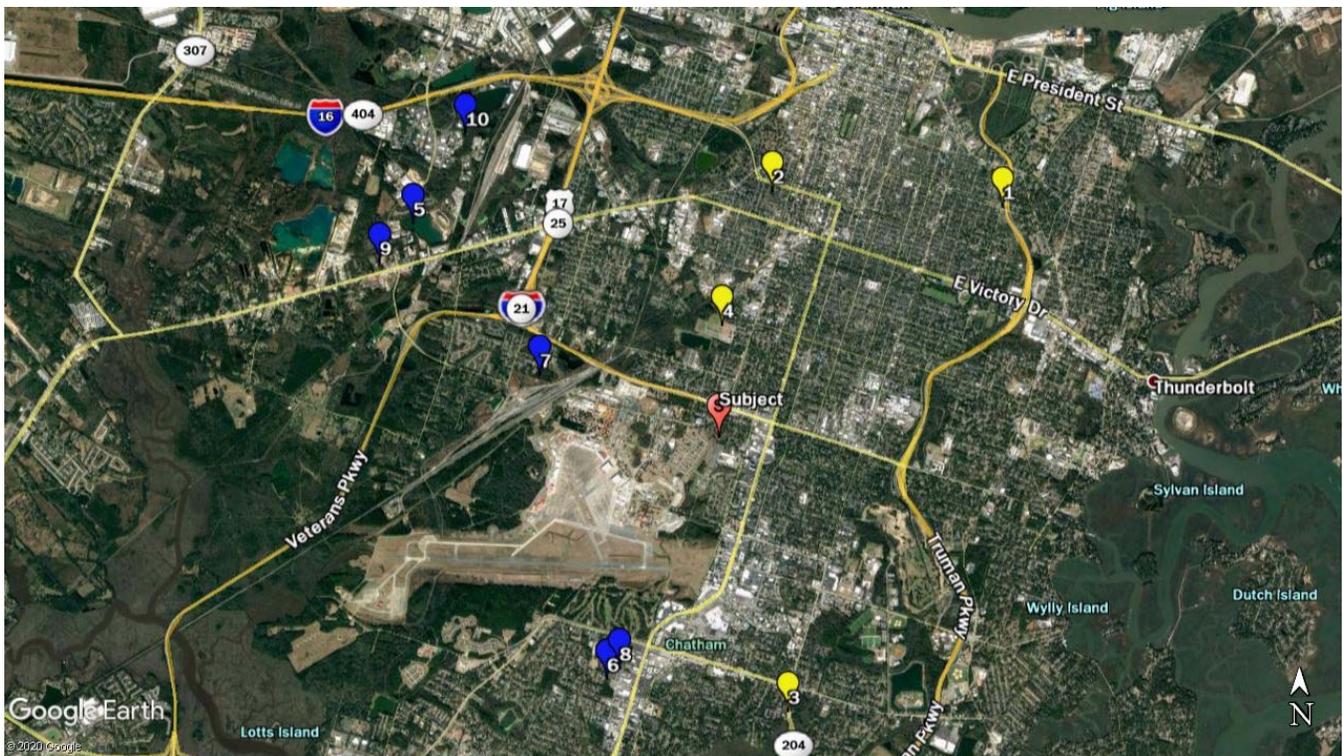
EXCLUDED PROPERTIES			
Property Name	Rent Structure	Tenancy	Reason for Exclusion
CARS IV Inc	Section 8/202	Senior/Disabled	Subsidized Rents
Chatham Assoc for Res Srv Inc II	Section 8/202	Senior/Disabled	Subsidized Rents
Hampstead Oaks	Market	Family	More comparable property utilized
Has Senior Partnership	LIHTC	Senior	More comparable property utilized
Heritage Place	LIHTC (HOME)	Family	Unable to Contact
Live Oak Landing	LIHTC	Senior	Under Construction/Unable to Contact
Oaks at Brandlewood	LIHTC	Family	Inferior Conditon
One West Victory	Market	Family	Unable to Contact
Romana - Riley Lofts	LIHTC/Market	Senior	Restricted Rents
The View at Oglethorpe I	LIHTC (Sec 8)/Market	Family	Unable to Contact
The View at Oglethorpe II	LIHTC (Sec 8)/Market	Family	Unable to Contact
The Woods of Savannah	Section 8	Family	Subsidized Rents
Veranda at Midtown	Market/PBRA	Senior	Unable to Contact/Subsidized Rents
Westlake Apartments	Section 8	Senior	Subsidized Rents

1. Comparable Rental Property Map

The following table and map are of the comparable properties used in the supply analysis.

COMPARABLE PROPERTIES

#	Comparable Property	City	Rent Structure	Tenancy	Distance (Crow)
S	Savannah Summit	Savannah	Section 8	Senior	-
1	Ashley Midtown	Savannah	LIHTC/Market	Family	3.4 miles
2	Heritage Corner & Heritage Row	Savannah	LIHTC	Family	2.4 miles
3	Live Oak Plantation Apartments	Savannah	LIHTC/Market	Family	2.4 miles
4	Montgomery Landing	Savannah	LIHTC/Market	Family	1.2 miles
5	Legends At Chatham	Savannah	Market	Family	3.4 miles
6	Magnolia Villas	Savannah	Market	Family	2.2 miles
7	Ocho Rios Villa	Savannah	Market	Family	1.8 miles
8	Sterling Bluff Apartments	Savannah	Market	Family	2.1 miles
9	The Fountains At Chatham Parkway	Savannah	Market	Family	3.5 miles
10	Walden At Chatham Center	Savannah	Market	Family	3.7 miles



Source: Google Earth, April 2020

SAVANNAH SUMMIT – SAVANNAH, GEORGIA – DCA MARKET STUDY

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	Savannah Summit 135 Hampstead Ave Savannah, GA 31405 Chatham County		Highrise 12-stories 1978 / 2004/2021 Senior	Section 8	1BR / 1BA	12	8.7%	524	@60% (Section 8)	\$870	N/A	Yes	1	8.3%					
					1BR / 1BA	124	89.9%	524	@60% (Section 8)	\$870	N/A	Yes	5	4.0%					
					2BR / 1BA	2	1.5%	814	@60% (Section 8)	\$973	N/A	Yes	0	0.0%					
					138											6	4.3%		
1	Ashley Midtown 1518 E Park Avenue Savannah, GA 31404 Chatham County	3.4 miles	Garden/TH 2-stories 2004 / n/a Family	@60% Market	2BR / 1BA	N/A	N/A	1,288	@60%	\$979	Yes	No	0	N/A					
					2BR / 1BA	N/A	N/A	1,288	Market	\$1,518	N/A	No	0	N/A					
					2BR / 1.5BA	N/A	N/A	1,236	@60%	\$979	Yes	No	0	N/A					
					2BR / 1.5BA	N/A	N/A	1,236	Market	\$1,446	N/A	No	1	N/A					
					3BR / 2BA	N/A	N/A	1,370	@60%	\$1,121	Yes	No	0	N/A					
					3BR / 2BA	N/A	N/A	1,370	Market	\$1,703	N/A	No	0	N/A					
					3BR / 2.5BA	N/A	N/A	1,411	@60%	\$1,121	Yes	No	0	N/A					
					3BR / 2.5BA	N/A	N/A	1,411	Market	\$1,782	N/A	No	1	N/A					
					206											2	1.0%		
					2	Heritage Corner & Heritage Row 1901 Florence St Savannah, GA 31415 Chatham County	2.4 miles	Garden 2-stories 2002 / n/a Family	@30% @50% @60%	1BR / 1BA	N/A	N/A	1,094	@30%	\$503	No	Yes	0	N/A
2BR / 2BA	N/A	N/A	1,186	@30%						\$632	No	Yes	0	N/A					
2BR / 2BA	N/A	N/A	1,186	@50%						\$829	No	Yes	0	N/A					
2BR / 2BA	N/A	N/A	1,186	@60%						\$959	No	Yes	2	N/A					
3BR / 2BA	N/A	N/A	1,320	@30%						\$696	No	Yes	0	N/A					
3BR / 2BA	N/A	N/A	1,320	@50%						\$932	No	Yes	0	N/A					
3BR / 2BA	N/A	N/A	1,320	@60%						\$1,178	No	Yes	1	N/A					
70											3	4.3%							
3	Live Oak Plantation Apartments 8505 Waters Avenue Savannah, GA 31406 Chatham County	2.4 miles	Townhouse 2-stories 1974 / 2000/2016 Family	@60% Market						1BR / 1BA	36	17.3%	705	@60%	\$789	Yes	Yes	0	0.0%
										1BR / 1BA	4	1.9%	705	Market	\$1,012	N/A	No	0	0.0%
					2BR / 1BA	81	38.9%	822	@60%	\$929	Yes	Yes	0	0.0%					
					2BR / 1BA	9	4.3%	822	Market	\$1,210	N/A	No	0	0.0%					
					3BR / 2BA	47	22.6%	1,033	@60%	\$1,060	Yes	No	0	0.0%					
					3BR / 2BA	5	2.4%	1,033	Market	\$1,399	N/A	No	0	0.0%					
					4BR / 2BA	23	11.1%	1,222	@60%	\$980	Yes	No	0	0.0%					
					4BR / 2BA	3	1.4%	1,222	Market	\$1,380	N/A	No	0	0.0%					
					208											0	0.0%		
					4	Montgomery Landing 714 West 57th Street Savannah, GA 31405 Chatham County	1.2 miles	Garden 3-stories 2005 / n/a Family	@30% @50% @60% Market	1BR / 1BA	1	0.7%	792	@30%	\$453	Yes	Yes	0	0.0%
1BR / 1BA	4	2.8%	792	@50%						\$710	Yes	No	0	0.0%					
1BR / 1BA	7	4.9%	792	@60%						\$839	Yes	No	0	0.0%					
1BR / 1BA	4	2.8%	792	Market						\$863	N/A	No	0	0.0%					
2BR / 2BA	9	6.3%	1,062	@30%						\$528	Yes	Yes	0	0.0%					
2BR / 2BA	16	11.1%	1,062	@50%						\$837	Yes	No	0	0.0%					
2BR / 2BA	12	8.3%	1,062	@60%						\$991	Yes	No	1	8.3%					
2BR / 2BA	11	7.6%	1,062	Market						\$994	N/A	No	0	0.0%					
3BR / 2BA	4	2.8%	1,267	@30%						\$608	Yes	Yes	0	0.0%					
3BR / 2BA	21	14.6%	1,267	@50%						\$964	Yes	No	0	0.0%					
3BR / 2BA	29	20.1%	1,267	@60%						\$1,142	Yes	No	3	10.3%					
3BR / 2BA	10	6.9%	1,267	Market						\$1,157	N/A	No	0	0.0%					
4BR / 2BA	1	0.7%	1,428	@30%						\$404	Yes	Yes	0	0.0%					
4BR / 2BA	2	1.4%	1,428	@50%						\$801	Yes	No	0	0.0%					
4BR / 2BA	9	6.3%	1,428	@60%						\$1,000	Yes	No	0	0.0%					
4BR / 2BA	4	2.8%	1,428	Market						\$1,005	N/A	No	0	0.0%					
144											4	2.8%							
5	Legends At Chatham 1426 Chatham Parkway Savannah, GA 31405 Chatham County	3.4 miles	Garden 3-stories 2015 / n/a Family	Market	1BR / 1BA	23	9.0%	651	Market	\$1,188	N/A	No	2	8.7%					
					1BR / 1BA	28	11.0%	726	Market	\$1,303	N/A	No	0	0.0%					
					1BR / 1BA	28	11.0%	792	Market	\$1,250	N/A	No	1	3.6%					
					1BR / 1BA	44	17.3%	802	Market	\$1,218	N/A	No	0	0.0%					
					1BR / 1BA	33	12.9%	920	Market	\$1,318	N/A	No	0	0.0%					
					2BR / 2BA	22	8.6%	1,166	Market	\$1,539	N/A	No	2	9.1%					
					2BR / 2BA	22	8.6%	1,252	Market	\$1,584	N/A	No	3	13.6%					
					3BR / 2BA	28	11.0%	1,362	Market	\$1,742	N/A	No	1	3.6%					
					3BR / 2BA	27	10.6%	1,479	Market	\$1,807	N/A	No	1	3.7%					
					255											10	3.9%		
6	Magnolia Villas 205 W Montgomery Cross Rd Savannah, GA 31406 Chatham County	2.2 miles	Garden 2-stories 1986 / 2017 Family	Market	1BR / 1BA	32	22.2%	800	Market	\$1,006	N/A	No	2	6.3%					
					2BR / 2BA	24	16.7%	1,100	Market	\$1,137	N/A	No	2	8.3%					
					2BR / 2BA	48	33.3%	1,150	Market	\$1,154	N/A	No	3	6.3%					
					3BR / 3BA	40	27.8%	1,350	Market	\$1,562	N/A	No	0	0.0%					
144											7	4.9%							
7	Ocho Rios Villa 1 Rainbow Drive Savannah, GA 31405 Chatham County	1.8 miles	Garden 2-stories 1978 / 2018 Family	Market	2BR / 1BA	60	83.3%	900	Market	\$1,049	N/A	No	2	3.3%					
					3BR / 1BA	12	16.7%	1,000	Market	\$1,162	N/A	No	1	8.3%					
72											3	4.2%							
8	Sterling Bluff Apartments 201 W Montgomery Cross Road Savannah, GA 31406 Chatham County	2.1 miles	Garden 2-stories 1977 / 2017 Family	Market	1BR / 1BA	24	11.1%	777	Market	\$1,172	N/A	No	N/A	N/A					
					1BR / 1BA	24	11.1%	863	Market	\$1,188	N/A	No	N/A	N/A					
					2BR / 1BA	36	16.7%	1,035	Market	\$1,229	N/A	No	N/A	N/A					
					2BR / 1BA	36	16.7%	1,121	Market	\$1,276	N/A	No	N/A	N/A					
					2BR / 2BA	36	16.7%	1,035	Market	\$1,239	N/A	No	N/A	N/A					
					2BR / 2BA	36	16.7%	1,121	Market	\$1,279	N/A	No	N/A	N/A					
					3BR / 2BA	12	5.6%	1,250	Market	\$1,367	N/A	No	N/A	N/A					
					3BR / 2BA	12	5.6%	1,336	Market	\$1,529	N/A	No	N/A	N/A					
216											10	4.6%							
9	The Fountains At Chatham Parkway 1699 Chatham Pkwy Savannah, GA 31405 Chatham County	3.5 miles	Garden 2-stories 2007 / n/a Family	Market	0BR / 1BA	32	9.4%	575	Market	\$1,177	N/A	No	2	6.3%					
					1BR / 1BA	66	19.4%	779	Market	\$1,325	N/A	No	6	9.1%					
					1BR / 1BA	60	17.7%	836	Market	\$1,345	N/A	No	1	1.7%					
					2BR / 2BA	66	19.4%	957	Market	\$1,526	N/A	No	3	4.6%					
					2BR / 2BA	72	21.2%	1,040	Market	\$1,591	N/A	No	1	1.4%					
3BR / 2BA	44	12.9%	1,441	Market	\$1,665	N/A	No	0	0.0%										
340											13	3.8%							
10	Walden At Chatham Center 100 Walden Ln Savannah, GA 31405 Chatham County	3.7 miles	Garden 3-stories 2003 / n/a Family	Market	1BR / 1BA	16	6.8%	642	Market	\$1,176	N/A	No	N/A	N/A					
					1BR / 1BA	24	10.2%	797	Market	\$1,201	N/A	No	N/A	N/A					
					1BR / 1BA	44	18.6%	883	Market	\$1,187	N/A	No	N/A	N/A					
					1BR / 1BA	8	3.4%	1,013	Market	\$1,239	N/A	No	N/A	N/A					
					2BR / 2BA	82	34.8%	1,131	Market	\$1,420	N/A	No	N/A	N/A					
					2BR / 2BA	38	16.1%	1,211	Market	\$1,397	N/A	No	N/A	N/A					
					3BR / 2BA	16	6.8%	1,358	Market	\$1,997	N/A	No	N/A	N/A					
					3BR / 2BA	8	3.4%	1,412	Market	\$1,882	N/A	No	N/A	N/A					
236											15	6.4%							

SAVANNAH SUMMIT – SAVANNAH, GEORGIA – DCA MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.				
	Units Surveyed:	1,891	Weighted Occupancy:	96.5%
	Market Rate	1,263	Market Rate	95.4%
	Tax Credit	628	Tax Credit	98.6%
	One Bedroom One Bath		Two Bedroom One Bath	
	Property	Average	Property	Average
RENT	The Fountains At Chatham Parkway (Market)	\$1,345	The Fountains At Chatham Parkway (Market)(2BA)	\$1,591
	The Fountains At Chatham Parkway (Market)	\$1,325	Legends At Chatham (Market)(2BA)	\$1,584
	Legends At Chatham (Market)	\$1,318	Legends At Chatham (Market)(2BA)	\$1,539
	Legends At Chatham (Market)	\$1,303	The Fountains At Chatham Parkway (Market)(2BA)	\$1,526
	Legends At Chatham (Market)	\$1,250	Ashley Midtown (Market)	\$1,518
	Walden At Chatham Center (Market)	\$1,239	Ashley Midtown (Market)(1.5BA)	\$1,446
	Legends At Chatham (Market)	\$1,218	Walden At Chatham Center (Market)(2BA)	\$1,420
	Walden At Chatham Center (Market)	\$1,201	Walden At Chatham Center (Market)(2BA)	\$1,397
	Legends At Chatham (Market)	\$1,188	Sterling Bluff Apartments (Market)(2BA)	\$1,279
	Sterling Bluff Apartments (Market)	\$1,188	Sterling Bluff Apartments (Market)	\$1,276
	Walden At Chatham Center (Market)	\$1,187	Sterling Bluff Apartments (Market)(2BA)	\$1,239
	Walden At Chatham Center (Market)	\$1,176	Sterling Bluff Apartments (Market)	\$1,229
	Sterling Bluff Apartments (Market)	\$1,172	Live Oak Plantation Apartments (Market)	\$1,210
	Live Oak Plantation Apartments (Market)	\$1,012	Magnolia Villas (Market)(2BA)	\$1,154
	Magnolia Villas (Market)	\$1,006	Magnolia Villas (Market)(2BA)	\$1,137
	Savannah Summit (@60% (Section 8))	\$893	Savannah Summit (@60% (Section 8))	\$1,071
	Savannah Summit (@60% (Section 8))	\$893	Ocho Rios Villa (Market)	\$1,049
	Montgomery Landing (Market)	\$863	Montgomery Landing (Market)(2BA)	\$994
	Montgomery Landing (@60%)	\$839	Montgomery Landing (@60%)(2BA)	\$991
	Live Oak Plantation Apartments (@60%)	\$789	Ashley Midtown (@60%)	\$979
	Montgomery Landing (@50%)	\$710	Ashley Midtown (@60%)(1.5BA)	\$979
	Heritage Corner & Heritage Row (@30%)	\$503	Heritage Corner & Heritage Row (@60%)(2BA)	\$959
	Montgomery Landing (@30%)	\$453	Live Oak Plantation Apartments (@60%)	\$929
			Montgomery Landing (@50%)(2BA)	\$837
			Heritage Corner & Heritage Row (@50%)(2BA)	\$829
			Heritage Corner & Heritage Row (@30%)(2BA)	\$632
			Montgomery Landing (@30%)(2BA)	\$528
SQUARE FOOTAGE	Heritage Corner & Heritage Row (@30%)	1,094	Ashley Midtown (@60%)	1,288
	Walden At Chatham Center (Market)	1,013	Ashley Midtown (Market)	1,288
	Legends At Chatham (Market)	920	Legends At Chatham (Market)(2BA)	1,252
	Walden At Chatham Center (Market)	883	Ashley Midtown (Market)(1.5BA)	1,236
	Sterling Bluff Apartments (Market)	863	Ashley Midtown (@60%)(1.5BA)	1,236
	The Fountains At Chatham Parkway (Market)	836	Walden At Chatham Center (Market)(2BA)	1,211
	Legends At Chatham (Market)	802	Heritage Corner & Heritage Row (@50%)(2BA)	1,186
	Magnolia Villas (Market)	800	Heritage Corner & Heritage Row (@60%)(2BA)	1,186
	Walden At Chatham Center (Market)	797	Heritage Corner & Heritage Row (@30%)(2BA)	1,186
	Montgomery Landing (@50%)	792	Legends At Chatham (Market)(2BA)	1,166
	Montgomery Landing (Market)	792	Magnolia Villas (Market)(2BA)	1,150
	Montgomery Landing (@30%)	792	Walden At Chatham Center (Market)(2BA)	1,131
	Montgomery Landing (@60%)	792	Sterling Bluff Apartments (Market)	1,121
	Legends At Chatham (Market)	792	Sterling Bluff Apartments (Market)(2BA)	1,121
	The Fountains At Chatham Parkway (Market)	779	Magnolia Villas (Market)(2BA)	1,100
	Sterling Bluff Apartments (Market)	777	Montgomery Landing (@60%)(2BA)	1,062
	Legends At Chatham (Market)	726	Montgomery Landing (Market)(2BA)	1,062
	Live Oak Plantation Apartments (Market)	705	Montgomery Landing (@30%)(2BA)	1,062
	Live Oak Plantation Apartments (@60%)	705	Montgomery Landing (@50%)(2BA)	1,062
	Legends At Chatham (Market)	651	The Fountains At Chatham Parkway (Market)(2BA)	1,040
	Walden At Chatham Center (Market)	642	Sterling Bluff Apartments (Market)	1,035
	Savannah Summit (@60% (Section 8))	524	Sterling Bluff Apartments (Market)(2BA)	1,035
	Savannah Summit (@60% (Section 8))	524	The Fountains At Chatham Parkway (Market)(2BA)	957
			Ocho Rios Villa (Market)	900
			Live Oak Plantation Apartments (Market)	822
			Live Oak Plantation Apartments (@60%)	822
			Savannah Summit (@60% (Section 8))	814

SAVANNAH SUMMIT – SAVANNAH, GEORGIA – DCA MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.				
	Units Surveyed:	1,891	Weighted Occupancy:	96.5%
	Market Rate	1,263	Market Rate	95.4%
	Tax Credit	628	Tax Credit	98.6%
One Bedroom One Bath		Two Bedroom One Bath		
RENT	Property	Average	Property	Average
	The Fountains At Chatham Parkway (Market)	\$1,345	The Fountains At Chatham Parkway (Market)(2BA)	\$1,591
	The Fountains At Chatham Parkway (Market)	\$1,325	Legends At Chatham (Market)(2BA)	\$1,584
	Legends At Chatham (Market)	\$1,318	Legends At Chatham (Market)(2BA)	\$1,539
	Legends At Chatham (Market)	\$1,303	The Fountains At Chatham Parkway (Market)(2BA)	\$1,526
	Legends At Chatham (Market)	\$1,250	Ashley Midtown (Market)	\$1,518
	Walden At Chatham Center (Market)	\$1,239	Ashley Midtown (Market)(1.5BA)	\$1,446
	Legends At Chatham (Market)	\$1,218	Walden At Chatham Center (Market)(2BA)	\$1,420
	Walden At Chatham Center (Market)	\$1,201	Walden At Chatham Center (Market)(2BA)	\$1,397
	Legends At Chatham (Market)	\$1,188	Sterling Bluff Apartments (Market)(2BA)	\$1,279
	Sterling Bluff Apartments (Market)	\$1,188	Sterling Bluff Apartments (Market)	\$1,276
	Walden At Chatham Center (Market)	\$1,187	Sterling Bluff Apartments (Market)(2BA)	\$1,239
	Walden At Chatham Center (Market)	\$1,176	Sterling Bluff Apartments (Market)	\$1,229
	Sterling Bluff Apartments (Market)	\$1,172	Live Oak Plantation Apartments (Market)	\$1,210
	Live Oak Plantation Apartments (Market)	\$1,012	Magnolia Villas (Market)(2BA)	\$1,154
	Magnolia Villas (Market)	\$1,006	Magnolia Villas (Market)(2BA)	\$1,137
	Savannah Summit (@60% (Section 8))	\$893	Savannah Summit (@60% (Section 8))	\$1,071
	Savannah Summit (@60% (Section 8))	\$893	Ocho Rios Villa (Market)	\$1,049
	Montgomery Landing (Market)	\$863	Montgomery Landing (Market)(2BA)	\$994
	Montgomery Landing (@60%)	\$839	Montgomery Landing (@60%)(2BA)	\$991
	Live Oak Plantation Apartments (@60%)	\$789	Ashley Midtown (@60%)	\$979
	Montgomery Landing (@50%)	\$710	Ashley Midtown (@60%)(1.5BA)	\$979
	Heritage Corner & Heritage Row (@30%)	\$503	Heritage Corner & Heritage Row (@60%)(2BA)	\$959
	Montgomery Landing (@30%)	\$453	Live Oak Plantation Apartments (@60%)	\$929
			Montgomery Landing (@50%)(2BA)	\$837
			Heritage Corner & Heritage Row (@50%)(2BA)	\$829
			Heritage Corner & Heritage Row (@30%)(2BA)	\$632
			Montgomery Landing (@30%)(2BA)	\$528
SQUARE FOOTAGE				
	Heritage Corner & Heritage Row (@30%)	1,094	Ashley Midtown (@60%)	1,288
	Walden At Chatham Center (Market)	1,013	Ashley Midtown (Market)	1,288
	Legends At Chatham (Market)	920	Legends At Chatham (Market)(2BA)	1,252
	Walden At Chatham Center (Market)	883	Ashley Midtown (Market)(1.5BA)	1,236
	Sterling Bluff Apartments (Market)	863	Ashley Midtown (@60%)(1.5BA)	1,236
	The Fountains At Chatham Parkway (Market)	836	Walden At Chatham Center (Market)(2BA)	1,211
	Legends At Chatham (Market)	802	Heritage Corner & Heritage Row (@50%)(2BA)	1,186
	Magnolia Villas (Market)	800	Heritage Corner & Heritage Row (@60%)(2BA)	1,186
	Walden At Chatham Center (Market)	797	Heritage Corner & Heritage Row (@30%)(2BA)	1,186
	Montgomery Landing (@50%)	792	Legends At Chatham (Market)(2BA)	1,166
	Montgomery Landing (Market)	792	Magnolia Villas (Market)(2BA)	1,150
	Montgomery Landing (@30%)	792	Walden At Chatham Center (Market)(2BA)	1,131
	Montgomery Landing (@60%)	792	Sterling Bluff Apartments (Market)	1,121
	Legends At Chatham (Market)	792	Sterling Bluff Apartments (Market)(2BA)	1,121
	The Fountains At Chatham Parkway (Market)	779	Magnolia Villas (Market)(2BA)	1,100
	Sterling Bluff Apartments (Market)	777	Montgomery Landing (@60%)(2BA)	1,062
	Legends At Chatham (Market)	726	Montgomery Landing (Market)(2BA)	1,062
	Live Oak Plantation Apartments (Market)	705	Montgomery Landing (@30%)(2BA)	1,062
	Live Oak Plantation Apartments (@60%)	705	Montgomery Landing (@50%)(2BA)	1,062
	Legends At Chatham (Market)	651	The Fountains At Chatham Parkway (Market)(2BA)	1,040
	Walden At Chatham Center (Market)	642	Sterling Bluff Apartments (Market)	1,035
	Savannah Summit (@60% (Section 8))	524	Sterling Bluff Apartments (Market)(2BA)	1,035
	Savannah Summit (@60% (Section 8))	524	The Fountains At Chatham Parkway (Market)(2BA)	957
			Ocho Rios Villa (Market)	900
			Live Oak Plantation Apartments (Market)	822
			Live Oak Plantation Apartments (@60%)	822
			Savannah Summit (@60% (Section 8))	814
RENT PER SQUARE FOOT				
	Walden At Chatham Center (Market)	\$1.83	The Fountains At Chatham Parkway (Market)(2BA)	\$1.59
	Legends At Chatham (Market)	\$1.82	The Fountains At Chatham Parkway (Market)(2BA)	\$1.53
	Legends At Chatham (Market)	\$1.79	Live Oak Plantation Apartments (Market)	\$1.47
	Savannah Summit (@60% (Section 8))	\$1.70	Legends At Chatham (Market)(2BA)	\$1.32
	Savannah Summit (@60% (Section 8))	\$1.70	Savannah Summit (@60% (Section 8))	\$1.32
	The Fountains At Chatham Parkway (Market)	\$1.70	Legends At Chatham (Market)(2BA)	\$1.27
	The Fountains At Chatham Parkway (Market)	\$1.61	Walden At Chatham Center (Market)(2BA)	\$1.26
	Legends At Chatham (Market)	\$1.58	Sterling Bluff Apartments (Market)(2BA)	\$1.20
	Legends At Chatham (Market)	\$1.52	Sterling Bluff Apartments (Market)	\$1.19
	Sterling Bluff Apartments (Market)	\$1.51	Ashley Midtown (Market)	\$1.18
	Walden At Chatham Center (Market)	\$1.51	Ashley Midtown (Market)(1.5BA)	\$1.17
	Live Oak Plantation Apartments (Market)	\$1.44	Ocho Rios Villa (Market)	\$1.17
	Legends At Chatham (Market)	\$1.43	Walden At Chatham Center (Market)(2BA)	\$1.15
	Sterling Bluff Apartments (Market)	\$1.38	Sterling Bluff Apartments (Market)(2BA)	\$1.14
	Walden At Chatham Center (Market)	\$1.34	Sterling Bluff Apartments (Market)	\$1.14
	Magnolia Villas (Market)	\$1.26	Live Oak Plantation Apartments (@60%)	\$1.13
	Walden At Chatham Center (Market)	\$1.22	Magnolia Villas (Market)(2BA)	\$1.03
	Live Oak Plantation Apartments (@60%)	\$1.12	Magnolia Villas (Market)(2BA)	\$1.00
	Montgomery Landing (Market)	\$1.09	Montgomery Landing (Market)(2BA)	\$0.94
	Montgomery Landing (@60%)	\$1.06	Montgomery Landing (@60%)(2BA)	\$0.93
	Montgomery Landing (@50%)	\$0.90	Heritage Corner & Heritage Row (@60%)(2BA)	\$0.81
	Montgomery Landing (@30%)	\$0.57	Ashley Midtown (@60%)(1.5BA)	\$0.79
	Heritage Corner & Heritage Row (@30%)	\$0.46	Montgomery Landing (@50%)(2BA)	\$0.79
			Ashley Midtown (@60%)	\$0.76
			Heritage Corner & Heritage Row (@50%)(2BA)	\$0.70
			Heritage Corner & Heritage Row (@30%)(2BA)	\$0.53
			Montgomery Landing (@30%)(2BA)	\$0.50

PROPERTY PROFILE REPORT

Ashley Midtown

Effective Rent Date	2/10/2020
Location	1518 E Park Avenue Savannah, GA 31404 Chatham County
Distance	N/A
Units	206
Vacant Units	2
Vacancy Rate	1.0%
Type	Various (2 stories)
Year Built/Renovated	2004 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	The Cottages of Savannah
Tenant Characteristics	Mixed tenancy, some families
Contact Name	Melissa
Phone	912-324-3140



Market Information

Program	@60%, Market
Annual Turnover Rate	10%
Units/Month Absorbed	N/A
HCV Tenants	68%
Leasing Pace	N/A
Annual Chg. in Rent	LIHTC kept at max, Market increase of 5%
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
2	1	Garden (2 stories)	N/A	1,288	\$755	\$0	@60%	No	0	N/A	yes	AVG*
2	1	Garden (2 stories)	N/A	1,288	\$1,294	\$0	Market	No	0	N/A	N/A	AVG*
2	1.5	Townhouse (2 stories)	N/A	1,236	\$755	\$0	@60%	No	0	N/A	yes	AVG*
2	1.5	Townhouse (2 stories)	N/A	1,236	\$1,222	\$0	Market	No	1	N/A	N/A	AVG*
3	2	Garden (2 stories)	N/A	1,370	\$854	\$0	@60%	No	0	N/A	yes	AVG*
3	2	Garden (2 stories)	N/A	1,370	\$1,436	\$0	Market	No	0	N/A	N/A	AVG*
3	2.5	Townhouse (2 stories)	N/A	1,411	\$854	\$0	@60%	No	0	N/A	yes	AVG*
3	2.5	Townhouse (2 stories)	N/A	1,411	\$1,515	\$0	Market	No	1	N/A	N/A	AVG*

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 1BA	\$755	\$0	\$755	\$224	\$979	2BR / 1BA	\$1,294	\$0	\$1,294	\$224	\$1,518
2BR / 1.5BA	\$755	\$0	\$755	\$224	\$979	2BR / 1.5BA	\$1,222	\$0	\$1,222	\$224	\$1,446
3BR / 2BA	\$854	\$0	\$854	\$267	\$1,121	3BR / 2BA	\$1,436	\$0	\$1,436	\$267	\$1,703
3BR / 2.5BA	\$854	\$0	\$854	\$267	\$1,121	3BR / 2.5BA	\$1,515	\$0	\$1,515	\$267	\$1,782

Ashley Midtown, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpet/Hardwood	Carpeting		
Central A/C	Coat Closet		
Dishwasher	Ceiling Fan		
Garbage Disposal	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Exercise Facility	Off-Street Parking		
Picnic Area	Playground		
Swimming Pool			

Comments

This profile represents the combined profile of the two phases of Ashley Midtown: Ashley Midtown I and Ashley Midtown II. The property offers LIHTC and market rate units and 88 of the LIHTC units are also public housing units where tenants pay 30 percent of their income towards rent. The Housing Choice Voucher line includes Housing Choice Voucher tenants as well as these 88 project-based public housing units. The unit sizes vary from 1,214 to 1,411 for the two-bedroom garden-style flats, from 1,226 to 1,276 for two-bedroom townhome units, from 1,340 to 1,377 for three-bedroom garden-style units, and from 1,300 to 1,467 for three-bedroom townhome units. The average unit size for each unit type is reflected in the profile. Each unit is provided with an in-unit washer/dryer. The property uses Yieldstar for its market rate units and rents vary based on floor plan and availability.

Ashley Midtown, continued

Trend Report

Vacancy Rates

2Q19	3Q19	4Q19	1Q20
1.5%	1.0%	1.5%	1.0%

Trend: @60%

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	N/A	\$755	\$0	\$755	\$979

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	2	N/A	\$760	\$0	\$760	\$984
2019	3	N/A	\$760	\$0	\$760	\$984
2019	4	N/A	\$755	\$0	\$755	\$979
2020	1	N/A	\$755	\$0	\$755	\$979

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	N/A	\$854	\$0	\$854	\$1,121

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	2	N/A	\$862	\$0	\$862	\$1,129
2019	3	N/A	\$862	\$0	\$862	\$1,129
2019	4	N/A	\$855	\$0	\$855	\$1,122
2020	1	N/A	\$854	\$0	\$854	\$1,121

Trend: Market

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	2	N/A	\$1,047	\$0	\$1,047	\$1,271
2019	3	N/A	\$1,125	\$0	\$1,125	\$1,349
2019	4	N/A	\$975 - \$1,100	\$0	\$975 - \$1,100	\$1,199 - \$1,324
2020	1	N/A	\$1,222	\$0	\$1,222	\$1,446

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	N/A	\$1,294	\$0	\$1,294	\$1,518

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	N/A	\$1,515	\$0	\$1,515	\$1,782

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	2	N/A	\$1,140	\$0	\$1,140	\$1,407
2019	3	N/A	\$1,200	\$0	\$1,200	\$1,467
2019	4	N/A	\$1,200 - \$1,600	\$0	\$1,200 - \$1,600	\$1,467 - \$1,867
2020	1	N/A	\$1,436	\$0	\$1,436	\$1,703

Trend: Comments

2Q19	The property contact noted that they have experienced a low turnover rate annually. An in-unit washer/dryer is included with rent.
3Q19	The property contact noted that they have typically experienced a low annual turnover rate. An in-unit washer/dryer is included with rent.
4Q19	Each unit is provided with an in-unit washer/dryer. The contact noted the median incomes were evaluated, causing the decrease in market rents. The contact noted the property utilizes Yieldstar for its market rate units, causing the rents to change daily. Rents vary based on floor plan and availability.
1Q20	This profile represents the combined profile of the two phases of Ashley Midtown: Ashley Midtown I and Ashley Midtown II. The property offers LIHTC and market rate units and 88 of the LIHTC units are also public housing units where tenants pay 30 percent of their income towards rent. The Housing Choice Voucher line includes Housing Choice Voucher tenants as well as these 88 project-based public housing units. The unit sizes vary from 1,214 to 1,411 for the two-bedroom garden-style flats, from 1,226 to 1,276 for two-bedroom townhome units, from 1,340 to 1,377 for three-bedroom garden-style units, and from 1,300 to 1,467 for three-bedroom townhome units. The average unit size for each unit type is reflected in the profile. Each unit is provided with an in-unit washer/dryer. The property uses Yieldstar for its market rate units and rents vary based on floor plan and availability.

Photos



PROPERTY PROFILE REPORT

Heritage Corner & Heritage Row

Effective Rent Date	4/27/2020
Location	1901 Florence St Savannah, GA 31415 Chatham County
Distance	N/A
Units	70
Vacant Units	3
Vacancy Rate	4.3%
Type	Garden (2 stories)
Year Built/Renovated	2002 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	5/02/2006
Major Competitors	The Oaks at Brandewood
Tenant Characteristics	Majority families from area
Contact Name	Sharryon
Phone	912-234-8420



Market Information

Program	@30%, @50%, @60%
Annual Turnover Rate	34%
Units/Month Absorbed	N/A
HCV Tenants	17%
Leasing Pace	Pre-leased to two weeks
Annual Chg. in Rent	Increased two to four percent
Concession	None
Waiting List	Yes - One year

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	1,094	\$385	\$0	@30%	Yes	0	N/A	no	None
2	2	Garden (2 stories)	N/A	1,186	\$493	\$0	@30%	Yes	0	N/A	no	None
2	2	Garden (2 stories)	N/A	1,186	\$690	\$0	@50%	Yes	0	N/A	no	None
2	2	Garden (2 stories)	N/A	1,186	\$820	\$0	@60%	Yes	2	N/A	no	None
3	2	Garden (2 stories)	N/A	1,320	\$534	\$0	@30%	Yes	0	N/A	no	None
3	2	Garden (2 stories)	N/A	1,320	\$770	\$0	@50%	Yes	0	N/A	no	None
3	2	Garden (2 stories)	N/A	1,320	\$1,016	\$0	@60%	Yes	1	N/A	no	None

Heritage Corner & Heritage Row, continued

Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$385	\$0	\$385	\$118	\$503	2BR / 2BA	\$690	\$0	\$690	\$139	\$829
2BR / 2BA	\$493	\$0	\$493	\$139	\$632	3BR / 2BA	\$770	\$0	\$770	\$162	\$932
3BR / 2BA	\$534	\$0	\$534	\$162	\$696						
@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent						
2BR / 2BA	\$820	\$0	\$820	\$139	\$959						
3BR / 2BA	\$1,016	\$0	\$1,016	\$162	\$1,178						

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	Adult Education
Carpeting	Central A/C	Patrol	Afterschool Program
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator	Vaulted Ceilings		
Walk-In Closet	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Courtyard	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Recreation Areas		
Service Coordination			

Comments

The waiting list is shared with Heritage Place. The property is owned and operated by Mercy Housing, a nationwide nonprofit affordable housing organization. Each unit offers an in-unit washer/dryer. The contact stated there are no plans to increase to new rent levels in the short-term.

When inquiring about the effects of the Covid-19 pandemic on property operations, the contact indicated some tenants have lost their jobs but no move-outs have occurred in the past two months. The property maintains a waiting list approximately one year in length. The contact said the application process has slowed down slightly amid the pandemic, but they are processing applications on the three vacant units. The property is primarily young to middle-aged residents, and it was reported there is sometimes traffic from senior tenants though most senior applicants primarily live off of social security income and do not earn enough income to reside at the property.

Heritage Corner & Heritage Row, continued

Trend Report

Vacancy Rates

2Q19	3Q19	4Q19	2Q20
7.1%	7.1%	0.0%	4.3%

Trend: @30%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	2	N/A	\$385	\$0	\$385	\$503
2019	3	N/A	\$385	\$0	\$385	\$503
2019	4	N/A	\$385	\$0	\$385	\$503
2020	2	N/A	\$385	\$0	\$385	\$503

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	2	N/A	\$462	\$0	\$462	\$601
2019	3	N/A	\$462	\$0	\$462	\$601
2019	4	N/A	\$462	\$0	\$462	\$601
2020	2	N/A	\$493	\$0	\$493	\$632

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	2	N/A	\$534	\$0	\$534	\$696
2019	3	N/A	\$534	\$0	\$534	\$696
2019	4	N/A	\$534	\$0	\$534	\$696
2020	2	N/A	\$534	\$0	\$534	\$696

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
------	----	------	-----------	-------	-------------	-----------

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	2	N/A	\$786	\$0	\$786	\$925
2019	3	N/A	\$786	\$0	\$786	\$925
2019	4	N/A	\$786	\$0	\$786	\$925
2020	2	N/A	\$820	\$0	\$820	\$959

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	2	N/A	\$906	\$0	\$906	\$1,068
2019	3	N/A	\$906	\$0	\$906	\$1,068
2019	4	N/A	\$906	\$0	\$906	\$1,068
2020	2	N/A	\$1,016	\$0	\$1,016	\$1,178

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
------	----	------	-----------	-------	-------------	-----------

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	2	N/A	\$594	\$0	\$594	\$733
2019	3	N/A	\$594	\$0	\$594	\$733
2019	4	N/A	\$594	\$0	\$594	\$733
2020	2	N/A	\$690	\$0	\$690	\$829

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	2	N/A	\$686	\$0	\$686	\$848
2019	3	N/A	\$686	\$0	\$686	\$848
2019	4	N/A	\$686	\$0	\$686	\$848
2020	2	N/A	\$770	\$0	\$770	\$932

Trend: Comments

- 2Q19 The property maintains a waiting list that is approximately two months to one year in length that is shared with Heritage Place. The property is owned and operated by Mercy Housing, a nationwide nonprofit affordable housing organization. An in-unit washer/dryer is included with rent.
- 3Q19 The property maintains a waiting list that is shared with Heritage Place. The property is owned and operated by Mercy Housing, a nationwide nonprofit affordable housing organization. An in-unit washer/dryer is included with rent.
- 4Q19 The waiting list is shared with Heritage Place. The property is owned and operated by Mercy Housing, a nationwide nonprofit affordable housing organization. Each unit offers an in-unit washer/dryer.
- 2Q20 The waiting list is shared with Heritage Place. The property is owned and operated by Mercy Housing, a nationwide nonprofit affordable housing organization. Each unit offers an in-unit washer/dryer. The contact stated there are no plans to increase to new rent levels in the short-term.

When inquiring about the effects of the Covid-19 pandemic on property operations, the contact indicated some tenants have lost their jobs but no move-outs have occurred in the past two months. The property maintains a waiting list approximately one year in length. The contact said the application process has slowed down slightly amid the pandemic, but they are processing applications on the three vacant units. The property is primarily young to middle-aged residents, and it was reported there is sometimes traffic from senior tenants though most senior applicants primarily live off of social security income and do not earn enough income to reside at the property.

Photos



PROPERTY PROFILE REPORT

Live Oak Plantation Apartments

Effective Rent Date	4/27/2020
Location	8505 Waters Avenue Savannah, GA 31406 Chatham County
Distance	N/A
Units	208
Vacant Units	0
Vacancy Rate	0.0%
Type	Townhouse (2 stories)
Year Built/Renovated	1974 / 2000/2016
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	4/21/2020
Major Competitors	Heritage Place
Tenant Characteristics	Mixed tenancy, families, 2-3% senior tenants
Contact Name	Jackie
Phone	912-927-1188



Market Information

Program	@60%, Market
Annual Turnover Rate	20%
Units/Month Absorbed	N/A
HCV Tenants	30%
Leasing Pace	Pre-leased for affordable: one to two weeks
Annual Chg. in Rent	Kept at Max
Concession	None
Waiting List	Yes; 17 households for one, two, and four-bedroom LIHTC units.

Utilities

A/C	not included -- central
Cooking	not included -- gas
Water Heat	not included -- gas
Heat	not included -- gas
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	Townhouse (2 stories)	36	705	\$671	\$0	@60%	Yes	0	0.0%	yes	None
1	1	Townhouse (2 stories)	4	705	\$894	\$0	Market	No	0	0.0%	N/A	None
2	1	Townhouse (2 stories)	81	822	\$790	\$0	@60%	Yes	0	0.0%	yes	None
2	1	Townhouse (2 stories)	9	822	\$1,071	\$0	Market	No	0	0.0%	N/A	None
3	2	Townhouse (2 stories)	47	1,033	\$898	\$0	@60%	No	0	0.0%	yes	None
3	2	Townhouse (2 stories)	5	1,033	\$1,237	\$0	Market	No	0	0.0%	N/A	None
4	2	Townhouse (2 stories)	23	1,222	\$980	\$0	@60%	No	0	0.0%	yes	None
4	2	Townhouse (2 stories)	3	1,222	\$1,380	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$671	\$0	\$671	\$118	\$789	1BR / 1BA	\$894	\$0	\$894	\$118	\$1,012
2BR / 1BA	\$790	\$0	\$790	\$139	\$929	2BR / 1BA	\$1,071	\$0	\$1,071	\$139	\$1,210
3BR / 2BA	\$898	\$0	\$898	\$162	\$1,060	3BR / 2BA	\$1,237	\$0	\$1,237	\$162	\$1,399
4BR / 2BA	\$980	\$0	\$980	\$178	\$1,158	4BR / 2BA	\$1,380	\$0	\$1,380	\$178	\$1,558

Live Oak Plantation Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Patrol	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Garbage Disposal	Oven		
Refrigerator	Walk-In Closet		
Property		Premium	Other
Clubhouse/Meeting Room/Community	Central Laundry	None	None
Off-Street Parking	On-Site Management		
Picnic Area	Playground		

Comments

The contact noted 100 percent occupancy and maintains a waiting list of 17 households on the one, two, and four-bedroom affordable units. Current asking rents are set at maximum 2019 allowable levels. The contact stated there are no plans to increase to new rent levels in the short-term. When inquiring about the effects of the Covid-19 pandemic on property operations, the contact indicated a majority of the tenants have lost their jobs and are on unemployment insurance, a majority of which work in the food and hospitality sectors. However, no tenants have moved-out or been evicted at the property, and the length of the waiting list has increased from two to 17 households since our prior survey in February of 2020. The contact said the most recent vacant unit moved in the week prior. The property is primarily young to middle-aged residents, with five to six senior households or 2.5 percent.

Live Oak Plantation Apartments, continued

Trend Report

Vacancy Rates

3Q18	1Q19	1Q20	2Q20
1.0%	0.0%	1.4%	0.0%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$625	\$0	\$625	\$743
2019	1	0.0%	\$636	\$0	\$636	\$754
2020	1	0.0%	\$671	\$0	\$671	\$789
2020	2	0.0%	\$671	\$0	\$671	\$789

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$739	\$0	\$739	\$878
2019	1	0.0%	\$754	\$0	\$754	\$893
2020	1	2.5%	\$790	\$0	\$790	\$929
2020	2	0.0%	\$790	\$0	\$790	\$929

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$843	\$0	\$843	\$1,005
2019	1	0.0%	\$858	\$0	\$858	\$1,020
2020	1	0.0%	\$898	\$0	\$898	\$1,060
2020	2	0.0%	\$898	\$0	\$898	\$1,060

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$912	\$0	\$912	\$1,090
2019	1	0.0%	\$940	\$0	\$940	\$1,118
2020	1	0.0%	\$980	\$0	\$980	\$1,158
2020	2	0.0%	\$980	\$0	\$980	\$1,158

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$625	\$0	\$625	\$743
2019	1	0.0%	\$636	\$0	\$636	\$754
2020	1	0.0%	\$894	\$0	\$894	\$1,012
2020	2	0.0%	\$894	\$0	\$894	\$1,012

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	11.1%	\$739	\$0	\$739	\$878
2019	1	0.0%	\$754	\$0	\$754	\$893
2020	1	0.0%	\$1,071	\$0	\$1,071	\$1,210
2020	2	0.0%	\$1,071	\$0	\$1,071	\$1,210

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	20.0%	\$843	\$0	\$843	\$1,005
2019	1	0.0%	\$858	\$0	\$858	\$1,020
2020	1	20.0%	\$1,237	\$0	\$1,237	\$1,399
2020	2	0.0%	\$1,237	\$0	\$1,237	\$1,399

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$912	\$0	\$912	\$1,090
2019	1	0.0%	\$940	\$0	\$940	\$1,118
2020	1	0.0%	\$1,380	\$0	\$1,380	\$1,558
2020	2	0.0%	\$1,380	\$0	\$1,380	\$1,558

Trend: Comments

3Q18 N/A

1Q19 The contact noted that the property maintains a waiting list of ten households each for the one, two, and three-bedroom affordable units. There are no households on the four-bedroom waiting list. The contact confirmed that both the affordable and market rate units have the same rents.

1Q20 The contact noted that two of the three vacant units are for affordable units and both have applications pending. The contact noted that there are currently two households on the waiting list for one-bedroom affordable units.

2Q20 The contact noted 100 percent occupancy and maintains a waiting list of 17 households on the one, two, and four-bedroom affordable units. Current asking rents are set at maximum 2019 allowable levels. The contact stated there are no plans to increase to new rent levels in the short-term. When inquiring about the effects of the Covid-19 pandemic on property operations, the contact indicated a majority of the tenants have lost their jobs and are on unemployment insurance, a majority of which work in the food and hospitality sectors. However, no tenants have moved-out or been evicted at the property, and the length of the waiting list has increased from two to 17 households since our prior survey in February of 2020. The contact said the most recent vacant unit moved in the week prior. The property is primarily young to middle-aged residents, with five to six senior households or 2.5 percent.

Photos



PROPERTY PROFILE REPORT

Montgomery Landing

Effective Rent Date	2/10/2020
Location	714 West 57th Street Savannah, GA 31405 Chatham County
Distance	N/A
Units	144
Vacant Units	4
Vacancy Rate	2.8%
Type	Garden (3 stories)
Year Built/Renovated	2005 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Ashley Midtown, Oaks at Brandlewood, Live Oaks
Tenant Characteristics	Mixed tenancy, mostly families, several singles, and some seniors
Contact Name	Christina
Phone	912-495-0655



Market Information

Program	@30%, @50%, @60%, Market
Annual Turnover Rate	15%
Units/Month Absorbed	20
HCV Tenants	15%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Kept at max
Concession	None
Waiting List	Yes, 30% AMI units only

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

Montgomery Landing, 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)	1	792	\$295	\$0	@30%	Yes	0	0.0%	yes	None
1	1	Garden (3 stories)	4	792	\$552	\$0	@50%	No	0	0.0%	yes	None
1	1	Garden (3 stories)	7	792	\$681	\$0	@60%	No	0	0.0%	yes	None
1	1	Garden (3 stories)	4	792	\$705	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (3 stories)	9	1,062	\$339	\$0	@30%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	16	1,062	\$648	\$0	@50%	No	0	0.0%	yes	None
2	2	Garden (3 stories)	12	1,062	\$802	\$0	@60%	No	1	8.3%	yes	None
2	2	Garden (3 stories)	11	1,062	\$805	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden (3 stories)	4	1,267	\$376	\$0	@30%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	21	1,267	\$732	\$0	@50%	No	0	0.0%	yes	None
3	2	Garden (3 stories)	29	1,267	\$910	\$0	@60%	No	3	10.3%	yes	None
3	2	Garden (3 stories)	10	1,267	\$925	\$0	Market	No	0	0.0%	N/A	None
4	2	Garden (3 stories)	1	1,428	\$404	\$0	@30%	Yes	0	0.0%	yes	None
4	2	Garden (3 stories)	2	1,428	\$801	\$0	@50%	No	0	0.0%	yes	None
4	2	Garden (3 stories)	9	1,428	\$1,000	\$0	@60%	No	0	0.0%	yes	None
4	2	Garden (3 stories)	4	1,428	\$1,005	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$295	\$0	\$295	\$158	\$453	1BR / 1BA	\$552	\$0	\$552	\$158	\$710
2BR / 2BA	\$339	\$0	\$339	\$189	\$528	2BR / 2BA	\$648	\$0	\$648	\$189	\$837
3BR / 2BA	\$376	\$0	\$376	\$232	\$608	3BR / 2BA	\$732	\$0	\$732	\$232	\$964
4BR / 2BA	\$404	\$0	\$404	\$267	\$671	4BR / 2BA	\$801	\$0	\$801	\$267	\$1,068
@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$681	\$0	\$681	\$158	\$839	1BR / 1BA	\$705	\$0	\$705	\$158	\$863
2BR / 2BA	\$802	\$0	\$802	\$189	\$991	2BR / 2BA	\$805	\$0	\$805	\$189	\$994
3BR / 2BA	\$910	\$0	\$910	\$232	\$1,142	3BR / 2BA	\$925	\$0	\$925	\$232	\$1,157
4BR / 2BA	\$1,000	\$0	\$1,000	\$267	\$1,267	4BR / 2BA	\$1,005	\$0	\$1,005	\$267	\$1,272

Montgomery Landing, continued

Amenities

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

Comments

The property maintains a waiting list and while the exact length was unknown the contact indicated that the wait is at least a few months. The current performance was reportedly typical for the property.

Montgomery Landing, continued

Trend Report

Vacancy Rates

3Q18	4Q18	1Q19	1Q20
2.1%	0.0%	0.7%	2.8%

Trend: @30%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$296	\$0	\$296	\$454
2018	4	0.0%	\$296	\$0	\$296	\$454
2019	1	0.0%	\$295	\$0	\$295	\$453
2020	1	0.0%	\$295	\$0	\$295	\$453

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$240	\$0	\$240	\$429
2018	4	0.0%	\$340	\$0	\$340	\$529
2019	1	0.0%	\$339	\$0	\$339	\$528
2020	1	0.0%	\$339	\$0	\$339	\$528

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$379	\$0	\$379	\$611
2018	4	0.0%	\$379	\$0	\$379	\$611
2019	1	0.0%	\$376	\$0	\$376	\$608
2020	1	0.0%	\$376	\$0	\$376	\$608

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$408	\$0	\$408	\$675
2018	4	0.0%	\$408	\$0	\$408	\$675
2019	1	0.0%	\$408	\$0	\$408	\$675
2020	1	0.0%	\$404	\$0	\$404	\$671

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$552	\$0	\$552	\$710
2018	4	0.0%	\$552	\$0	\$552	\$710
2019	1	0.0%	\$552	\$0	\$552	\$710
2020	1	0.0%	\$552	\$0	\$552	\$710

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$647	\$0	\$647	\$836
2018	4	0.0%	\$647	\$0	\$647	\$836
2019	1	0.0%	\$648	\$0	\$648	\$837
2020	1	0.0%	\$648	\$0	\$648	\$837

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$733	\$0	\$733	\$965
2018	4	0.0%	\$733	\$0	\$733	\$965
2019	1	0.0%	\$732	\$0	\$732	\$964
2020	1	0.0%	\$732	\$0	\$732	\$964

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$804	\$0	\$804	\$1,071
2018	4	0.0%	\$804	\$0	\$804	\$1,071
2019	1	0.0%	\$801	\$0	\$801	\$1,068
2020	1	0.0%	\$801	\$0	\$801	\$1,068

Montgomery Landing, continued

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$680	\$0	\$680	\$838
2018	4	0.0%	\$680	\$0	\$680	\$838
2019	1	0.0%	\$681	\$0	\$681	\$839
2020	1	0.0%	\$681	\$0	\$681	\$839

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$801	\$0	\$801	\$990
2018	4	0.0%	\$801	\$0	\$801	\$990
2019	1	8.3%	\$802	\$0	\$802	\$991
2020	1	8.3%	\$802	\$0	\$802	\$991

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	3.4%	\$911	\$0	\$911	\$1,143
2018	4	0.0%	\$911	\$0	\$911	\$1,143
2019	1	0.0%	\$910	\$0	\$910	\$1,142
2020	1	10.3%	\$910	\$0	\$910	\$1,142

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$1,002	\$0	\$1,002	\$1,269
2018	4	0.0%	\$1,002	\$0	\$1,002	\$1,269
2019	1	0.0%	\$1,000	\$0	\$1,000	\$1,267
2020	1	0.0%	\$1,000	\$0	\$1,000	\$1,267

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$765	\$0	\$765	\$923
2018	4	0.0%	\$700	\$0	\$700	\$858
2019	1	0.0%	\$705	\$0	\$705	\$863
2020	1	0.0%	\$705	\$0	\$705	\$863

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$921	\$0	\$921	\$1,110
2018	4	0.0%	\$805	\$0	\$805	\$994
2019	1	0.0%	\$805	\$0	\$805	\$994
2020	1	0.0%	\$805	\$0	\$805	\$994

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	20.0%	\$1,004	\$0	\$1,004	\$1,236
2018	4	0.0%	\$925	\$0	\$925	\$1,157
2019	1	0.0%	\$925	\$0	\$925	\$1,157
2020	1	0.0%	\$925	\$0	\$925	\$1,157

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$1,188	\$0	\$1,188	\$1,455
2018	4	0.0%	\$1,025	\$0	\$1,025	\$1,292
2019	1	0.0%	\$1,005	\$0	\$1,005	\$1,272
2020	1	0.0%	\$1,005	\$0	\$1,005	\$1,272

Trend: Comments

3Q18	The contact had no additional comments.
4Q18	No additional comments were provided.
1Q19	The property maintains a waiting list and while the exact length was unknown the contact indicated that the wait is at least a few months. The current performance was reportedly typical for the property.
1Q20	N/A

Photos



PROPERTY PROFILE REPORT

Legends At Chatham

Effective Rent Date	4/24/2020
Location	1426 Chatham Parkway Savannah, GA 31405 Chatham County
Distance	3.4 miles
Units	255
Vacant Units	10
Vacancy Rate	3.9%
Type	Garden (3 stories)
Year Built/Renovated	2015 / N/A
Marketing Began	5/01/2015
Leasing Began	7/01/2015
Last Unit Leased	10/01/2016
Major Competitors	Fountains at Chatham Parkway
Tenant Characteristics	Mixed tenancy, families and young professionals
Contact Name	Mary Kate
Phone	912-417-4788



Market Information

Program	Market
Annual Turnover Rate	25%
Units/Month Absorbed	15
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	+/- 1-2% for all unit types in past 6 months
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	Used in Grid?	Range
1	1	Garden (3 stories)	23	651	\$995	\$0	Market	No	2	8.7%	<u>Yes</u>	None
1	1	Garden (3 stories)	28	726	\$1,110	\$0	Market	No	0	0.0%	No	None
1	1	Garden (3 stories)	28	792	\$1,057	\$0	Market	No	1	3.6%	No	None
1	1	Garden (3 stories)	44	802	\$1,025	\$0	Market	No	0	0.0%	No	None
1	1	Garden (3 stories)	33	920	\$1,125	\$0	Market	No	0	0.0%	No	None
2	2	Garden (3 stories)	22	1,166	\$1,315	\$0	Market	No	2	9.1%	<u>Yes</u>	None
2	2	Garden (3 stories)	22	1,252	\$1,360	\$0	Market	No	3	13.6%	No	None
3	2	Garden (3 stories)	28	1,362	\$1,475	\$0	Market	No	1	3.6%	No	None
3	2	Garden (3 stories)	27	1,479	\$1,540	\$0	Market	No	1	3.7%	No	None

Legends At Chatham, continued

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$995 - \$1,125	\$0	\$995 - \$1,125	\$193	\$1,188 - \$1,318
2BR / 2BA	\$1,315 - \$1,360	\$0	\$1,315 - \$1,360	\$224	\$1,539 - \$1,584
3BR / 2BA	\$1,475 - \$1,540	\$0	\$1,475 - \$1,540	\$267	\$1,742 - \$1,807

Amenities

In-Unit	Blinds	Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpet/Hardwood	Central A/C	Perimeter Fencing	
Coat Closet	Dishwasher		
Exterior Storage(\$45.00)	Ceiling Fan		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Walk-In Closet	Whirlpool Tub		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Car Wash	None	Black apps, islands, Cyber cafe,
Clubhouse/Meeting Room/Community	Courtyard		
Exercise Facility	Garage(\$125.00)		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Recreation Areas		
Swimming Pool	Wi-Fi - Community		

Comments

New management took over at the beginning of 2020. The contact noted that water, sewer, and trash utilities are billed to each apartment according to unit size; monthly bills are \$40, \$50, and \$60 for one-, two-, and three-bedroom units, respectively. Tenants are responsible for all electric utilities. Off-street parking is available to tenants included in rent, while garage parking is available for an additional \$125 monthly fee. Exterior storage units are available for \$45 per month. The contact was not able to provide the garage or storage unit utilization.

Unit amenities include black appliances, garden tubs, kitchen islands, and rent varies depending on floor and views. Further, select units (726 SF one-bedroom, 920 SF two-bedroom, and 1,479 SF three-bedroom) offer sunrooms.

Legends At Chatham, continued

Trend Report

Vacancy Rates

3Q18	1Q19	3Q19	2Q20
1.2%	1.6%	2.0%	3.9%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	1.9%	\$935 - \$1,250	\$0	\$935 - \$1,250	\$1,128 - \$1,443
2019	1	1.3%	\$990 - \$1,250	\$0	\$990 - \$1,250	\$1,183 - \$1,443
2019	3	0.6%	\$995 - \$1,111	\$0	\$995 - \$1,111	\$1,188 - \$1,304
2020	2	1.9%	\$995 - \$1,125	\$0	\$995 - \$1,125	\$1,188 - \$1,318

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$1,220 - \$1,250	\$0	\$1,220 - \$1,250	\$1,444 - \$1,474
2019	1	4.5%	\$1,285 - \$1,350	\$0	\$1,285 - \$1,350	\$1,509 - \$1,574
2019	3	9.1%	\$1,278 - \$1,295	\$0	\$1,278 - \$1,295	\$1,502 - \$1,519
2020	2	11.4%	\$1,315 - \$1,360	\$0	\$1,315 - \$1,360	\$1,539 - \$1,584

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$1,404 - \$1,480	\$0	\$1,404 - \$1,480	\$1,671 - \$1,747
2019	1	0.0%	\$1,450 - \$1,500	\$0	\$1,450 - \$1,500	\$1,717 - \$1,767
2019	3	0.0%	\$1,445 - \$1,485	\$0	\$1,445 - \$1,485	\$1,712 - \$1,752
2020	2	3.6%	\$1,475 - \$1,540	\$0	\$1,475 - \$1,540	\$1,742 - \$1,807

Trend: Comments

3Q18 N/A

1Q19 The contact noted that water is billed to each apartment according to unit size. Water is an additional \$40 per month for one-bedroom units, an additional \$50 per month for two-bedroom units, and an additional \$60 per month for three-bedroom units. Garage parking is available to tenants for an additional fee of \$150 per month while storage units are available for an additional \$45 per month. All garages and storage units are currently being rented.

3Q19 The contact noted that water, sewer, and trash utilities are billed to each apartment according to unit size; monthly bills are \$40, \$50, and \$60 for one-, two-, and three-bedroom units, respectively. Tenants are responsible for all electric utilities. Off-street parking is available to tenants included in rent, while garage parking is available for an additional \$120 monthly fee. Exterior storage units are available for \$45 per month. The contact was not able to provide the garage or storage unit utilization.

Unit amenities include black appliances, garden tubs, kitchen islands, and rent varies depending on floor and views. Further, select units (726 SF one-bedroom, 920 SF two-bedroom, and 1,479 SF three-bedroom) offer sunrooms.

2Q20 New management took over at the beginning of 2020. The contact noted that water, sewer, and trash utilities are billed to each apartment according to unit size; monthly bills are \$40, \$50, and \$60 for one-, two-, and three-bedroom units, respectively. Tenants are responsible for all electric utilities. Off-street parking is available to tenants included in rent, while garage parking is available for an additional \$150 monthly fee. Exterior storage units are available for \$45 per month. The contact was not able to provide the garage or storage unit utilization.

Unit amenities include black appliances, garden tubs, kitchen islands, and rent varies depending on floor and views. Further, select units (726 SF one-bedroom, 920 SF two-bedroom, and 1,479 SF three-bedroom) offer sunrooms.

Photos



PROPERTY PROFILE REPORT

Magnolia Villas

Effective Rent Date	4/24/2020
Location	205 W Montgomery Cross Rd Savannah, GA 31406 Chatham County
Distance	2.2 miles
Units	144
Vacant Units	7
Vacancy Rate	4.9%
Type	Garden (2 stories)
Year Built/Renovated	1986 / 2017
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Sterling Bluff
Tenant Characteristics	Mixed tenancy, families and some military
Contact Name	Carrie
Phone	912-927-3777



Market Information

Program	Market
Annual Turnover Rate	40%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one month
Annual Chg. in Rent	3-5% in past 6 months
Concession	1/2 of frent for 4 months on vacant units
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	Used in Grid?	Range
1	1	Garden (2 stories)	32	800	\$975	\$162	Market	No	2	6.2%	<u>Yes</u>	None
2	2	Garden (2 stories)	24	1,100	\$1,095	\$182	Market	No	2	8.3%	<u>Yes</u>	None
2	2	Garden (2 stories)	48	1,150	\$1,115	\$185	Market	No	3	6.2%	No	None
3	3	Garden (2 stories)	40	1,350	\$1,295	\$0	Market	No	0	0.0%	No	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$975	\$162	\$813	\$193	\$1,006
2BR / 2BA	\$1,095 - \$1,115	\$182 - \$185	\$913 - \$930	\$224	\$1,137 - \$1,154
3BR / 3BA	\$1,295	\$0	\$1,295	\$267	\$1,562

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpet/Hardwood	Central A/C		
Coat Closet	Dishwasher		
Exterior Storage	Ceiling Fan		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Outdoor Fireplace, S/S, granite
Exercise Facility	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Swimming Pool	Tennis Court		
	Wi-Fi - Community		

Comments

The contact noted that the property completed a renovation in 2017 on approximately 75 percent of units. The renovation consisted of new interiors (s/s appliances, granite countertops, LVT in common rooms, new cabinets, fixtures, and faucets), a new fitness center, upgraded building exteriors, and landscaping. Washer/dryer sets are available for \$40 per month. One-bedroom units do not offer washer/dryer hookups.

Renovated units command premiums of \$90-\$120 per month over non-renovated units. Renovated unit rents are reflected in the unit mix. The property is currently running a special for new 12-month leases where tenants receive four months with half-off rent on vacant units. Trash is flat-billed \$10 per month.

Trend Report

Vacancy Rates

3Q18	1Q19	3Q19	2Q20
0.0%	0.7%	0.7%	4.9%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$875	\$0	\$875	\$1,068
2019	1	3.1%	\$875	\$17	\$858	\$1,051
2019	3	3.1%	\$915	\$76	\$839	\$1,032
2020	2	6.2%	\$975	\$162	\$813	\$1,006

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$1,045 - \$1,060	\$0	\$1,045 - \$1,060	\$1,269 - \$1,284
2019	1	0.0%	\$1,045 - \$1,065	\$0	\$1,045 - \$1,065	\$1,269 - \$1,289
2019	3	0.0%	\$1,085 - \$1,095	\$0	\$1,085 - \$1,095	\$1,309 - \$1,319
2020	2	6.9%	\$1,095 - \$1,115	\$182 - \$185	\$913 - \$930	\$1,137 - \$1,154

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$1,165	\$0	\$1,165	\$1,432
2019	1	0.0%	\$1,165	\$0	\$1,165	\$1,432
2019	3	0.0%	\$1,205	\$0	\$1,205	\$1,472

3BR / 3BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	2	0.0%	\$1,295	\$0	\$1,295	\$1,562

Trend: Comments

3Q18	The property recently completed a renovation in 2017. The renovation consisted of new interiors, a new fitness center, upgraded building exteriors, and landscaping, which resulted in a rental increase between 13-17 percent since the fourth quarter of 2017. The property does not accept Housing Choice Vouchers.
1Q19	The contact noted that the property recently completed a renovation in 2017 for select units. The renovation consisted of new interiors, a new fitness center, upgraded building exteriors, and landscaping. Renovated units command a \$100 premium per month over non-renovated units. Renovated unit rents are reflected in the unit mix. The property is currently offering \$100 off the first two months of rent for all available units.
3Q19	The contact noted that the property recently completed a renovation in 2017 for select units. The renovation consisted of new interiors (s/s appliances, granite countertops, LVT in common rooms, new cabinets, fixtures, and faucets), a new fitness center, upgraded building exteriors, and landscaping. One-bedroom units do not offer washer/dryer hookups. Renovated units command premiums of \$90-\$120 per month over non-renovated units. Renovated unit rents are reflected in the unit mix. The property is currently offering one month free for the vacant one-bedroom unit. Rents have increased 3-5% since February 2019.
2Q20	The contact noted that the property completed a renovation in 2017 on approximately 75 percent of units. The renovation consisted of new interiors (s/s appliances, granite countertops, LVT in common rooms, new cabinets, fixtures, and faucets), a new fitness center, upgraded building exteriors, and landscaping. Washer/dryer sets are available for \$40 per month. One-bedroom units do not offer washer/dryer hookups. Renovated units command premiums of \$90-\$120 per month over non-renovated units. Renovated unit rents are reflected in the unit mix. The property is currently running a special for new 12-month leases where tenants receive four months with half-off rent on vacant units. Trash is flat-billed \$10 per month.

Photos



PROPERTY PROFILE REPORT

Ocho Rios Villa

Effective Rent Date	4/24/2020
Location	1 Rainbow Drive Savannah, GA 31405 Chatham County
Distance	1.8 miles
Units	72
Vacant Units	3
Vacancy Rate	4.2%
Type	Garden (2 stories)
Year Built/Renovated	1978 / 2018
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy, families
Contact Name	Kristy
Phone	912-228-4630



Market Information

Program	Market
Annual Turnover Rate	20%
Units/Month Absorbed	N/A
HCV Tenants	10%
Leasing Pace	Within two months
Annual Chg. in Rent	Increased 11Q19
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	Used in Grid?	Range
2	1	Garden (2 stories)	60	900	\$825	\$0	Market	No	2	3.3%	No	None
3	1	Garden (2 stories)	12	1,000	\$895	\$0	Market	No	1	8.3%	Yes	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 1BA	\$825	\$0	\$825	\$224	\$1,049
3BR / 1BA	\$895	\$0	\$895	\$267	\$1,162

Amenities

In-Unit	Security	Services
Blinds	Video Surveillance	None
Central A/C		
Ceiling Fan		
Oven		
Washer/Dryer hookup		
Carpet/Hardwood		
Coat Closet		
Garbage Disposal		
Refrigerator		
Property	Premium	Other
Central Laundry	None	None
On-Site Management		
Off-Street Parking		

Comments

The contact noted that rents change monthly and range based on renovated versus non-renovated units. Renovations included new carpet and LVT flooring, ceilings fans, lighting, paint, and renovated kitchens include stainless steel appliances. Renovated rents are displayed in the profile, which are \$150 and \$80 above non-renovated units.

Trend Report

Vacancy Rates

1Q19	2Q19	3Q19	2Q20
4.2%	5.6%	5.6%	4.2%

Trend: Market

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	N/A	\$745 - \$815	\$0	\$745 - \$815	\$969 - \$1,039
2019	2	N/A	\$745 - \$825	\$0	\$745 - \$825	\$969 - \$1,049
2019	3	N/A	\$825	\$0	\$825	\$1,049
2020	2	3.3%	\$825	\$0	\$825	\$1,049

3BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	N/A	\$745 - \$885	\$0	\$745 - \$885	\$1,012 - \$1,152
2019	2	N/A	\$745 - \$885	\$0	\$745 - \$885	\$1,012 - \$1,152
2019	3	N/A	\$875	\$0	\$875	\$1,142
2020	2	8.3%	\$895	\$0	\$895	\$1,162

Trend: Comments

1Q19	The contact noted that rent ranges are based on renovated versus non-renovated units.
2Q19	The contact noted that rents range based on renovated versus non-renovated units. Renovations included new hardwood floors, new lighting, renovated kitchens with stainless steel appliances, new carpeting, and new ceiling fans.
3Q19	The contact noted that rents change monthly and range based on renovated versus non-renovated units. Renovations included new carpet and LVT flooring, ceilings fans, lighting, paint, and renovated kitchens include stainless steel appliances. Renovated rents are displayed in the profile, which are \$150 and \$80 above non-renovated units.
2Q20	N/A

Photos



PROPERTY PROFILE REPORT

Sterling Bluff Apartments

Effective Rent Date	4/24/2020
Location	201 W Montgomery Cross Road Savannah, GA 31406 Chatham County
Distance	2.1 miles
Units	216
Vacant Units	10
Vacancy Rate	4.6%
Type	Garden (2 stories)
Year Built/Renovated	1977 / 2017
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Thousand Waters, Royal Oaks
Tenant Characteristics	Mixed tenancy, families
Contact Name	Mika
Phone	912-925-9686



Market Information

Program	Market
Annual Turnover Rate	20%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	One-two weeks.
Annual Chg. in Rent	Changes Daily
Concession	None
Waiting List	At times, if certain unit requested.

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	Used in Grid?	Range
1	1	Garden (2 stories)	24	777	\$979	\$0	Market	No	N/A	N/A	<u>Yes</u>	None
1	1	Garden (2 stories)	24	863	\$995	\$0	Market	No	N/A	N/A	No	None
2	1	Garden (2 stories)	36	1,035	\$1,005	\$0	Market	No	N/A	N/A	<u>Yes</u>	None
2	1	Garden (2 stories)	36	1,121	\$1,052	\$0	Market	No	N/A	N/A	No	None
2	2	Garden (2 stories)	36	1,035	\$1,015	\$0	Market	No	N/A	N/A	No	None
2	2	Garden (2 stories)	36	1,121	\$1,055	\$0	Market	No	N/A	N/A	No	None
3	2	Garden (2 stories)	12	1,250	\$1,100	\$0	Market	No	N/A	N/A	No	None
3	2	Garden (2 stories)	12	1,336	\$1,262	\$0	Market	No	N/A	N/A	No	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$979 - \$995	\$0	\$979 - \$995	\$193	\$1,172 - \$1,188
2BR / 1BA	\$1,005 - \$1,052	\$0	\$1,005 - \$1,052	\$224	\$1,229 - \$1,276
2BR / 2BA	\$1,015 - \$1,055	\$0	\$1,015 - \$1,055	\$224	\$1,239 - \$1,279
3BR / 2BA	\$1,100 - \$1,262	\$0	\$1,100 - \$1,262	\$267	\$1,367 - \$1,529

Sterling Bluff Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpet/Hardwood	Central A/C	Patrol	
Coat Closet	Dishwasher		
Exterior Storage	Ceiling Fan		
Garbage Disposal	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	S/S appliances, Sunroom, Dog
Courtyard	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Swimming Pool		
Wi-Fi - Community			

Comments

The contact stated that not all units at the property have been renovated and that the property does not intend to finish renovating the non-renovated units at this time. Overall, around 80 percent of the units were renovated. The contact noted the scope of renovations included stainless steel appliance, new carpet and LVT flooring, and the addition of a playground, exercise facility, and WiFi access available in the clubhouse and common areas. Renovated units command a \$40-100 premium over non-renovated units. Both the standard and deluxe unit rates are reflected in the unit mix. Washer/dryers hookups and walk-in closets are available in 2BR/1BA and 3BR/2BA units only. The contact stated 10 units are currently vacant but was unable to breakout vacancies by floor plan.

No utilities are included in rent, although trash service is billed to tenants for an additional \$7 monthly fee.

The property offers rent specials from time to time, though none are currently being offered.

Sterling Bluff Apartments, continued

Trend Report

Vacancy Rates

3Q18	1Q19	3Q19	2Q20
0.0%	1.4%	0.9%	4.6%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$903 - \$1,054	\$0	\$903 - \$1,054	\$1,096 - \$1,247
2019	1	4.2%	\$794 - \$890	\$0	\$794 - \$890	\$987 - \$1,083
2019	3	0.0%	\$935 - \$985	\$0	\$935 - \$985	\$1,128 - \$1,178
2020	2	N/A	\$979 - \$995	\$0	\$979 - \$995	\$1,172 - \$1,188

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$1,041 - \$1,071	\$0	\$1,041 - \$1,071	\$1,265 - \$1,295
2019	1	0.0%	\$892 - \$900	\$0	\$892 - \$900	\$1,116 - \$1,124
2019	3	1.4%	\$988 - \$1,067	\$0 - \$25	\$988 - \$1,042	\$1,212 - \$1,266
2020	2	N/A	\$1,005 - \$1,052	\$0	\$1,005 - \$1,052	\$1,229 - \$1,276

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$1,101 - \$1,137	\$0	\$1,101 - \$1,137	\$1,325 - \$1,361
2019	1	1.4%	\$947 - \$987	\$0	\$947 - \$987	\$1,171 - \$1,211
2019	3	1.4%	\$1,006 - \$1,053	\$0 - \$25	\$981 - \$1,053	\$1,205 - \$1,277
2020	2	N/A	\$1,015 - \$1,055	\$0	\$1,015 - \$1,055	\$1,239 - \$1,279

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$1,364 - \$1,557	\$0	\$1,364 - \$1,557	\$1,631 - \$1,824
2019	1	0.0%	\$1,052 - \$1,146	\$0	\$1,052 - \$1,146	\$1,319 - \$1,413
2019	3	0.0%	\$1,093 - \$1,320	\$0	\$1,093 - \$1,320	\$1,360 - \$1,587
2020	2	N/A	\$1,100 - \$1,262	\$0	\$1,100 - \$1,262	\$1,367 - \$1,529

Trend: Comments

- 3Q18 The property utilizes YieldStar, and rents change daily. The property was fully renovated between 2016 and 2017, consisting of new kitchens, bathrooms, paint, and fixtures throughout. The property does not accept Housing Choice Vouchers.
- 1Q19 The contact stated that not all units at the property have been renovated and that the property, at this time, does not intend to finish renovating the non-renovated units. Overall, around 80 percent of the units were renovated. Renovated units command a \$100 premium over non-renovated units. Renovated unit rates are reflected in the unit mix. The contact had no additional comments.
- 3Q19 The contact stated that not all units at the property have been renovated and that the property does not intend to finish renovating the non-renovated units at this time. Overall, around 80 percent of the units were renovated. The contact noted the scope of renovations included stainless steel appliance, new carpet and LVT flooring, and the addition of a playground, exercise facility, and WiFi access available in the clubhouse and common areas. Renovated units command a \$40-100 premium over non-renovated units. Both the standard and deluxe unit rates are reflected in the unit mix. Washer/dryers hookups and walk-in closets are available in 2BR/1BA and 3BR/2BA units only.
- No utilities are included in rent, although trash service is billed to tenants for an additional \$7 monthly fee.
- The property is offering a concession of \$300 off rent for vacant units until October.
- 2Q20 The contact stated that not all units at the property have been renovated and that the property does not intend to finish renovating the non-renovated units at this time. Overall, around 80 percent of the units were renovated. The contact noted the scope of renovations included stainless steel appliance, new carpet and LVT flooring, and the addition of a playground, exercise facility, and WiFi access available in the clubhouse and common areas. Renovated units command a \$40-100 premium over non-renovated units. Both the standard and deluxe unit rates are reflected in the unit mix. Washer/dryers hookups and walk-in closets are available in 2BR/1BA and 3BR/2BA units only. The contact stated 10 units are currently vacant but was unable to breakout vacancies by floor plan.
- No utilities are included in rent, although trash service is billed to tenants for an additional \$7 monthly fee.
- The property offers rent specials from time to time, though none are currently being offered.

Photos



PROPERTY PROFILE REPORT

The Fountains At Chatham Parkway

Effective Rent Date	4/24/2020
Location	1699 Chatham Pkwy Savannah, GA 31405 Chatham County
Distance	3.4 miles
Units	340
Vacant Units	13
Vacancy Rate	3.8%
Type	Garden (2 stories)
Year Built/Renovated	2007 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Century Fenwick, Grand Oaks, Legends at Chatham
Tenant Characteristics	Mixed tenancy, mostly college students and military
Contact Name	Nikki
Phone	912-236-3771



Market Information

Program	Market
Annual Turnover Rate	30%
Units/Month Absorbed	29
HCV Tenants	0%
Leasing Pace	Pre-leased to within two weeks
Annual Chg. in Rent	Changes daily
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Used in Grid?	Range
0	1	Garden (2 stories)	32	575	\$1,018	\$0	Market	No	2	6.2%	No	None
1	1	Garden (2 stories)	66	779	\$1,132	\$0	Market	No	6	9.1%	Yes	None
1	1	Garden (2 stories)	60	836	\$1,152	\$0	Market	No	1	1.7%	No	None
2	2	Garden (2 stories)	66	957	\$1,302	\$0	Market	No	3	4.5%	Yes	None
2	2	Garden (2 stories)	72	1,040	\$1,367	\$0	Market	No	1	1.4%	No	None
3	2	Garden (2 stories)	44	1,441	\$1,398	\$0	Market	No	0	0.0%	No	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$1,018	\$0	\$1,018	\$159	\$1,177
1BR / 1BA	\$1,132 - \$1,152	\$0	\$1,132 - \$1,152	\$193	\$1,325 - \$1,345
2BR / 2BA	\$1,302 - \$1,367	\$0	\$1,302 - \$1,367	\$224	\$1,526 - \$1,591
3BR / 2BA	\$1,398	\$0	\$1,398	\$267	\$1,665

The Fountains At Chatham Parkway, continued

Amenities

In-Unit

Balcony/Patio
Carpet/Hardwood
Central A/C
Dishwasher
Ceiling Fan
Microwave
Refrigerator
Washer/Dryer hookup

Blinds
Carpeting
Coat Closet
Exterior Storage
Garbage Disposal
Oven
Walk-In Closet

Security

Limited Access
Perimeter Fencing

Services

None

Property

Business Center/Computer Lab
Clubhouse/Meeting Room/Community
Garage(\$75.00)
Off-Street Parking
Picnic Area
Recreation Areas
Wi-Fi - Community

Car Wash
Exercise Facility
Central Laundry
On-Site Management
Playground
Swimming Pool

Premium

None

Other

Outdoor Auditorium

Comments

Select units at the property include attached garage parking for premiums ranging from \$130 to \$150. Base rents (without garages) are reflected in the property profile. One- and two-car garages are available for an additional fee of \$80 and \$100 per month, respectively. The contact noted that all garages are currently being rented out. Rents reflect only available units, since rents change as units become available. The property does not accept Housing Choice Vouchers.

The Fountains At Chatham Parkway, continued

Trend Report

Vacancy Rates

2Q19	3Q19	4Q19	2Q20
0.6%	1.7%	4.0%	3.8%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	2	N/A	\$1,059 - \$1,132	\$0	\$1,059 - \$1,132	\$1,252 - \$1,325
2019	3	N/A	\$1,130 - \$1,140	\$0	\$1,130 - \$1,140	\$1,323 - \$1,333
2019	4	N/A	\$979 - \$989	\$0	\$979 - \$989	\$1,172 - \$1,182
2020	2	5.6%	\$1,132 - \$1,152	\$0	\$1,132 - \$1,152	\$1,325 - \$1,345

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	2	N/A	\$1,302 - \$1,324	\$0	\$1,302 - \$1,324	\$1,526 - \$1,548
2019	3	N/A	\$1,345 - \$1,479	\$0	\$1,345 - \$1,479	\$1,569 - \$1,703
2019	4	N/A	\$1,200 - \$1,235	\$0	\$1,200 - \$1,235	\$1,424 - \$1,459
2020	2	2.9%	\$1,302 - \$1,367	\$0	\$1,302 - \$1,367	\$1,526 - \$1,591

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	2	N/A	\$1,510 - \$1,630	\$0	\$1,510 - \$1,630	\$1,777 - \$1,897
2019	3	N/A	\$1,550 - \$1,669	\$0	\$1,550 - \$1,669	\$1,817 - \$1,936
2019	4	N/A	\$1,274	\$0	\$1,274	\$1,541
2020	2	0.0%	\$1,398	\$0	\$1,398	\$1,665

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	2	0.0%	\$967	\$0	\$967	\$1,126
2019	3	0.0%	\$985	\$0	\$985	\$1,144
2019	4	4.5%	\$849	\$0	\$849	\$1,008
2020	2	6.2%	\$1,018	\$0	\$1,018	\$1,177

Trend: Comments

2Q19	Select units at the property include attached garage parking for premium ranging from \$35 to \$65. Base rents are reflected in the property profile. One- and two-car garages are available for an additional fee of \$75 and \$95 per month, respectively. The contact noted that all garages are currently being rented out. Rents reflect only available units since, rents only change when units become available. The property does not accept Housing Choice Vouchers.
3Q19	Select units at the property include attached garage parking for premium ranging from \$35 to \$65. Base rents are reflected in the property profile. One- and two-car garages are available for an additional fee of \$75 and \$95 per month, respectively. The contact noted that all garages are currently being rented out. Rents reflect only available units, since rents change as units become available. The property does not accept Housing Choice Vouchers.
4Q19	Select units at the property include attached garage parking for premiums ranging from \$130 to \$150. Base rents (without garages) are reflected in the property profile. One- and two-car garages are available for an additional fee of \$75 and \$95 per month, respectively. The contact noted that all garages are currently being rented out. Rents reflect only available units, since rents change as units become available. The property does not accept Housing Choice Vouchers.
2Q20	Select units at the property include attached garage parking for premiums ranging from \$130 to \$150. Base rents (without garages) are reflected in the property profile. One- and two-car garages are available for an additional fee of \$80 and \$100 per month, respectively. The contact noted that all garages are currently being rented out. Rents reflect only available units, since rents change as units become available. The property does not accept Housing Choice Vouchers.

The Fountains At Chatham Parkway, continued

Photos



PROPERTY PROFILE REPORT

Walden At Chatham Center

Effective Rent Date	4/24/2020
Location	100 Walden Ln Savannah, GA 31405 Chatham County
Distance	3.7 miles
Units	236
Vacant Units	15
Vacancy Rate	6.4%
Type	Garden (3 stories)
Year Built/Renovated	2003 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Springs at Chatham, Fenwick, Avala, Savannah Qtrs
Tenant Characteristics	Many military, students; five percent seniors
Contact Name	Kelly
Phone	(912) 238-8596



Market Information

Program	Market
Annual Turnover Rate	30%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one month
Annual Chg. in Rent	Decreased nine to increased five 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 (\$30 fee/month)

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Used in Grid?	Range
1	1	Garden (3 stories)	16	642	\$983	\$0	Market	No	N/A	N/A	<u>Yes</u>	None
1	1	Garden (3 stories)	24	797	\$1,008	\$0	Market	No	N/A	N/A	No	None
1	1	Garden (3 stories)	44	883	\$994	\$0	Market	No	N/A	N/A	No	None
1	1	Garden (3 stories)	8	1,013	\$1,046	\$0	Market	No	N/A	N/A	No	None
2	2	Garden (3 stories)	82	1,131	\$1,196	\$0	Market	No	N/A	N/A	No	None
2	2	Garden (3 stories)	38	1,211	\$1,173	\$0	Market	No	N/A	N/A	No	None
3	2	Garden (3 stories)	16	1,358	\$1,730	\$0	Market	No	N/A	N/A	No	None
3	2	Garden (3 stories)	8	1,412	\$1,615	\$0	Market	No	N/A	N/A	No	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$983 - \$1,046	\$0	\$983 - \$1,046	\$193	\$1,176 - \$1,239
2BR / 2BA	\$1,173 - \$1,196	\$0	\$1,173 - \$1,196	\$224	\$1,397 - \$1,420
3BR / 2BA	\$1,615 - \$1,730	\$0	\$1,615 - \$1,730	\$267	\$1,882 - \$1,997

Walden At Chatham Center, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpet/Hardwood	Central A/C	Patrol	
Coat Closet	Dishwasher	Perimeter Fencing	
Exterior Storage(\$60.00)	Ceiling Fan		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Vaulted Ceilings	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Car Wash	None	Dog park, Putting Green, Kids
Clubhouse/Meeting Room/Community	Courtyard		
Exercise Facility	Garage(\$125.00)		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Recreation Areas		
Swimming Pool	Wi-Fi - Community		

Comments

Base rents can range based on floor level, type of flooring, and view. The property offers garage parking to tenants for an additional \$125 monthly fee, and exterior storage is available for \$60 per month. The property does not accept Housing Choice Vouchers. Water and sewer are billed separately to the Subject based on a utility reimbursement (RUBS) system. Trash and pest control is also billed separately and costs an additional \$30 per month.

The contact attributed the elevated vacancy rate to a recent military deployment which resulted in high turnover, and stated that the property typically exhibits five percent vacancy. A large portion of tenants are students, and as a result the property experiences higher demand in the summer months. The contact attributed the decrease in rents to the current elevated vacancy rate. The contact additionally reported that the rental housing market in nearby Pooler is saturated.

Trend Report

Vacancy Rates

1Q19	3Q19	4Q19	2Q20
1.7%	0.0%	7.2%	6.4%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	N/A	\$951 - \$1,146	\$0	\$951 - \$1,146	\$1,144 - \$1,339
2019	3	N/A	\$1,192 - \$1,526	\$0	\$1,192 - \$1,526	\$1,385 - \$1,719
2019	4	N/A	\$954 - \$1,046	\$0	\$954 - \$1,046	\$1,147 - \$1,239
2020	2	N/A	\$983 - \$1,046	\$0	\$983 - \$1,046	\$1,176 - \$1,239

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	N/A	\$1,258 - \$1,268	\$0	\$1,258 - \$1,268	\$1,482 - \$1,492
2019	3	N/A	\$1,551 - \$1,570	\$0	\$1,551 - \$1,570	\$1,775 - \$1,794
2019	4	N/A	\$1,210	\$0	\$1,210	\$1,434
2020	2	N/A	\$1,173 - \$1,196	\$0	\$1,173 - \$1,196	\$1,397 - \$1,420

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	N/A	\$1,650 - \$1,690	\$0	\$1,650 - \$1,690	\$1,917 - \$1,957
2019	3	N/A	\$1,669 - \$1,709	\$0	\$1,669 - \$1,709	\$1,936 - \$1,976
2019	4	N/A	\$1,615 - \$1,730	\$0	\$1,615 - \$1,730	\$1,882 - \$1,997
2020	2	N/A	\$1,615 - \$1,730	\$0	\$1,615 - \$1,730	\$1,882 - \$1,997

Trend: Comments

1Q19	The contact was unable to provide a full breakdown of units by bedroom type, but indicated that there are 92 one, 120 two, and 24 three-bedroom units. The base rents are shown in the profile. A monthly premium from \$26 to \$128 is charged based on floor level, type of flooring, and view. The property offers garage parking to tenants for an additional fee of \$75 or \$125 per month, depending on the garage size. Exterior storage is available for \$60 per month. The property does not accept Housing Choice Vouchers. The rents change daily based on supply and demand and while the current one-bedroom rents range from four to eight percent below rents reported in November 2018, current two-bedroom rents range from 24 to 26 percent below rents reported in November 2018, and current three-bedroom rents range from three to five percent below rents reported in November 2018, the contact indicated that the rents could revert back to the November rents, or higher, in the future; therefore, for a property such as this, trend data should not be derived from just two data points. Water and sewer are billed separately to the Subject based on the RUBS system. Trash and pest control is also billed separately and costs an additional \$29 per month.
3Q19	The contact was unable to provide a full breakdown of units by bedroom type, but indicated that there are 92 one, 120 two, and 24 three-bedroom units. Base rents can range based on floor level, type of flooring, and view. The property is fully occupied and preleased until October 2019; however, the contact was unable to provide ranges for units with premium floors/views. The property offers garage parking to tenants for an additional \$125 monthly fee, and exterior storage is available for \$60 per month. The property does not accept Housing Choice Vouchers. Water and sewer are billed separately to the Subject based on a utility reimbursement (RUBS) system. Trash and pest control is also billed separately and costs an additional \$30 per month.
4Q19	The contact attributed the elevated vacancy rate to a recent military deployment which resulted in high turnover, and stated that the property typically exhibits five percent vacancy. A large portion of tenants are students, and as a result the property experiences higher demand in the summer months. The contact attributed the decrease in rents to the current elevated vacancy rate. The contact additionally reported that the rental housing market in nearby Pooler is saturated.
2Q20	N/A

Photos



Subject		Comp #1		Comp #2		Comp #4		Comp #5		Comp #6	
Savannah Summit		Legends At Chatham		Magnolia Villas		Sterling Bluff Apartments		Fountains At Chatham Parkway		Walden At Chatham Center	
135 Hampstead Ave		1426 Chatham Parkway		205 W Montgomery Cross Rd		201 W Montgomery Cross Rd		1699 Chatham Parkway		100 Walden Lane	
Savannah, Chatham, GA		Savannah, Chatham, GA		Savannah, Chatham, GA		Savannah, Chatham, GA		Savannah, Chatham, GA		Savannah, Chatham, GA	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$995	N	\$975	N	\$979	N	\$1,132	N	\$983	N
2	Date Last Leased (mo/yr)	Apr-20		Apr-20		Apr-20		Apr-20		Apr-20	
3	Rent Concessions	N		Y	(\$162)	N		N		N	
4	Occupancy for Unit Type	91%		94%		95%		91%		94%	
5	Effective Rent & Rent / sq. ft	\$995	\$1.53	\$813	\$1.02	\$979	\$1.26	\$1,132	\$1.45	\$983	\$1.53
In Parts B thru E, adjust only for differences the subject's market values.											
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	E/12		G/3	\$15	G/2	\$15	G/2	\$15	G/2	\$15
7	Yr. Built / Yr. Renovated	1978 / 2004		2015	(\$100)	1986 / 2017	(\$15)	1977 / 2017	(\$15)	2007	(\$75)
8	Condition / Street Appeal	Average		Excellent	(\$50)	Average		Good	(\$25)	Good	(\$25)
9	Neighborhood	Average		Average		Average		Average		Average	
10	Same Market? Miles to Subj.			Yes/3.4		Yes/2.2		Yes/2.1		Yes/3.4	
C. Unit Equipment / Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	1		1		1		1		1	
12	# Bathrooms	1		1		1		1		1	
13	Unit Interior Sq. Ft.	524	(\$50)	651	(\$50)	800	(\$70)	777	(\$80)	779	(\$90)
14	Balcony / Patio	N	(\$10)	Y	(\$10)	Y	(\$10)	Y	(\$10)	Y	(\$10)
15	AC: Central / Wall	Wa		C		C		C		C	
16	Range / Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave / Dishwasher	D	(\$5)	M/D		D		D	(\$5)	M/D	(\$5)
18	Washer / Dryer	L	(\$10)	L/HU		L		L	(\$10)	L/HU	(\$10)
19	Floor Coverings	C/V		C/V		C/V		C/V		C/V	
20	Window Coverings	Y		Y		Y		Y		Y	
21	Cable / Satellite / Internet	None	(\$10)	Y - Common	(\$10)	Y - Common	(\$10)	Y - Common	(\$10)	Y - Common	(\$10)
22	Special Features	None	(\$20)	CF, Disposal, Black Apps, WIC	(\$20)	S/S, Granite, CF, WIC	(\$20)	CF, Disposal, S/S, WIC	(\$15)	S/S, Disposal, Granite, CF, WIC	(\$25)
23	Tenancy Features	Grab Bars, Hand Rails, Pull Cords	\$40	None	\$40	None	\$40	None	\$40	None	\$40
D. Site Equipment / Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	L		L/G(\$125)		L		L/G(\$100)		L/G(\$125)	
25	Extra Storage	N		Y(\$45)		N		N	(\$25)	Y(\$60)	
26	Security	Y		Y		Y		Y		Y	
27	Clubhouse / Meeting Rooms	C		C		C		C		C	
28	Pool / Recreation Areas	RRRR	(\$30)	P/EE/RRRRRR	(\$30)	P/EE/RRR	(\$15)	P/EE/RRR	(\$15)	P/E/RRRRR	(\$20)
29	Business Ctr / Nbdh Network	N	(\$10)	BC	(\$10)	BC	(\$10)	BC	(\$10)	BC	(\$10)
30	Service Coordination	Y	\$25	N	\$25	N	\$25	N	\$25	N	\$25
31	Non-shelter Services	Y	\$10	N	\$10	N	\$10	N	\$10	N	\$10
32	Neighborhood Networks	N		N		N		N		N	
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent? / type)	Y/E	\$30	N/E	\$30	N/E	\$30	N/E	\$30	N/E	\$30
34	Cooling (in rent? / type)	Y/E	\$14	N/E	\$14	N/E	\$14	N/E	\$14	N/E	\$14
35	Cooking (in rent? / type)	Y/E	\$7	N/E	\$7	N/E	\$7	N/E	\$7	N/E	\$7
36	Hot water (in rent? / type)	Y/E	\$29	N/E	\$29	N/E	\$29	N/E	\$29	N/E	\$29
37	Other Electric	Y	\$38	N	\$38	N	\$38	N	\$38	N	\$38
38	Cold Water / Sewer	Y/Y	\$40	N/N*	\$40	N/N	\$40	N/N	\$40	N/N	\$40
39	Trash / Recycling	Y	N*	N*	\$35	N*	\$7	N*	\$35	N*	\$30
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	4	(10)	4	(7)	4	(7)	4	(11)	4	(10)
41	Sum Adjustments B to D	\$90	(\$295)	\$90	(\$150)	\$90	(\$155)	\$90	(\$305)	\$90	(\$235)
42	Sum Utility Adjustments	\$158		\$193		\$165		\$193		\$188	
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net / Gross Adjustments B to E	(\$47)	\$543	\$133	\$433	\$100	\$410	(\$22)	\$588	\$43	\$513
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5 + 43)	\$948		\$946		\$1,079		\$1,110		\$1,026	
45	Adj Rent / Last rent		95%		97%		110%		98%		104%
46	Estimated Market Rent	\$1,000		\$1.91 Estimated Market Rent / Sq. Ft.							

Appraiser's Signature 
 Date 4/17/2020
 Grid was prepared: Manually Using HUD's Excel form

Attached are explanations of:

- a. why & how each adjustment was made
- b. how market rent was derived from adjusted rents
- c. how this analysis was used for a similar unit type

Subject		Comp #1		Comp #2		Comp #4		Comp #5		Comp #6	
Savannah Summit		Legends At Chatham		Magnolia Villas		Sterling Bluff Apartments		Fountains At Chatham Parkway		Walden At Chatham Center	
135 Hampstead Ave		1426 Chatham Parkway		205 W Montgomery Cross Rd		201 W Montgomery Cross Rd		1699 Chatham Parkway		100 Walden Lane	
Savannah, Chatham, GA		Savannah, Chatham, GA		Savannah, Chatham, GA		Savannah, Chatham, GA		Savannah, Chatham, GA		Savannah, Chatham, GA	
Subject		Subject		Subject		Subject		Subject		Subject	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	Last Rent / Restricted?	\$995	N	\$975	N	\$979	N	\$1,132	N	\$983	N
2	Date Last Leased (mo/yr)	Apr-20		Apr-20		Apr-20		Apr-20		Apr-20	
3	Rent Concessions	N		Y	(\$162)	N		N		N	
4	Occupancy for Unit Type	91.3%		93.8%		95.4%		90.9%		93.6%	
5	Effective Rent & Rent / sq. ft	\$995	\$1.53	\$813	\$1.02	\$979	\$1.26	\$1,132	\$1.45	\$983	\$1.53
In Parts B thru E, adjust only for differences the subject's market values.											
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	E/12	G/3 \$15	G/2 \$15		G/2 \$15		G/2 \$15		G/3 \$15	
7	Yr. Built / Yr. Renovated	1978 / 2004 /	2015 (\$55)	1986 / 2017 \$30		1977 / 2017 \$30		2007 (\$30)		2003 (\$15)	
8	Condition / Street Appeal	Good	Excellent (\$25)	Average \$25		Average \$25		Good		Good	
9	Neighborhood	Average	Average	Average		Average		Average		Average	
10	Same Market? Miles to Subj.		Yes/3.4	Yes/2.2		Yes/2.1		Yes/3.4		Yes/3.7	
C. Unit Equipment / Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	1	1	1		1		1		1	
12	# Bathrooms	1	1	1		1		1		1	
13	Unit Interior Sq. Ft.	524	651 (\$50)	800 (\$70)		777 (\$80)		779 (\$90)		642 (\$50)	
14	Balcony / Patio	N	Y (\$10)	Y (\$10)		Y (\$10)		Y (\$10)		Y (\$10)	
15	AC: Central / Wall	Wa	C	C		C		C		C	
16	Range / Refrigerator	R/F	R/F	R/F		R/F		R/F		R/F	
17	Microwave / Dishwasher	M/D	M/D	D \$5		D \$5		M/D		M/D	
18	Washer / Dryer	L	L/HU (\$10)	L		L		L/HU (\$10)		L/HU (\$10)	
19	Floor Coverings	V	C/V \$5	C/V \$5		C/V \$5		C/V \$5		C/V \$5	
20	Window Coverings	Y	Y	Y		Y		Y		Y	
21	Cable / Satellite / Internet	Y/Both	Y - Common \$15	Y - Common \$15		Y - Common \$15		Y - Common \$15		Y - Common \$15	
22	Special Features	Quartz, S/S	CF, Disposal, Black Apps, WIC (\$10)	S/S, Granite, CF, WIC (\$10)		CF, Disposal, S/S, WIC (\$5)		S/S, Disposal, Granite, CF, WIC (\$15)		CF, Disposal, S/S, Vaulted, View, WIC (\$20)	
23	Tenancy Features	Grab Bars, Hand Rails, Pull Cords	None \$40	None \$40		None \$40		None \$40		None \$40	
D. Site Equipment / Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	L	L/G(\$125)	L		L		L/G(\$75-\$95)		L/G(\$125)	
25	Extra Storage	N	Y(\$45)	N		N		Y	(\$25)	Y(\$60)	
26	Security	Y	Y	Y		Y		Y		Y	
27	Clubhouse / Meeting Rooms	C	C	C		C		C		C	
28	Pool / Recreation Areas	E/RRRR	P/EE/RRRRR (\$25)	P/EE/RRR (\$10)		P/EE/RRR (\$10)			(\$15)	P/E/RRRRR (\$20)	
29	Business Ctr / Nhd Network	BC	BC	BC		BC		BC		BC	
30	Service Coordination	Y	N \$25	N \$25		N \$25		N \$25		N \$25	
31	Non-shelter Services	Y	N \$10	N \$10		N \$10		N \$10		N \$10	
32	Neighborhood Networks	N	N	N		N		N		N	
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent? / type)	Y/E	N/E \$30	N/E \$30		N/E \$30		N/E \$30		N/E \$30	
34	Cooling (in rent? / type)	Y/E	N/E \$14	N/E \$14		N/E \$14		N/E \$14		N/E \$14	
35	Cooking (in rent? / type)	Y/E	N/E \$7	N/E \$7		N/E \$7		N/E \$7		N/E \$7	
36	Hot water (in rent? / type)	Y/E	N/E \$29	N/E \$29		N/E \$29		N/E \$29		N/E \$29	
37	Other Electric	Y	N \$38	N \$38		N \$38		N \$38		N \$38	
38	Cold Water / Sewer	Y/Y	N/N* \$40	N/N \$40		N/N \$40		N/N \$40		N/N \$40	
39	Trash / Recycling	Y	N* \$35	N \$35		N* \$7		N \$35		N* \$30	
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	3	(7)	9	(4)	9	(4)	6	(7)	6	(6)
41	Sum Adjustments B to D	\$110	(\$185)	\$170	(\$100)	\$170	(\$105)	\$110	(\$195)	\$110	(\$125)
42	Sum Utility Adjustments	\$158		\$193		\$165		\$193		\$188	
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net / Gross Adjustments B to E	\$83	\$453	\$263	\$463	\$230	\$440	\$108	\$498	\$173	\$423
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5 + 43)	\$1,078		\$1,076		\$1,209		\$1,240		\$1,156	
45	Adj Rent / Last rent		108%		110%		123%		110%		118%
46	Estimated Market Rent	\$1,135	\$1.83 Estimated Market Rent / Sq. Ft.								

Appraiser's Signature

R. B. Denton

020
Date

Attached are explanations of:

- a. why & how each adjustment was made
- b. how market rent was derived from adjusted rents
- c. how this analysis was used for a similar unit type

Grid was prepared: [] Manually [X] Using HUD's Excel form

form HUD-92273-S8 (04/2002)

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Savannah Summit		Legends At Chatham		Magnolia Villas		Ocho Rios Villa		Sterling Bluff Apartments		Fountains At Chatham Parkway	
135 Hampstead Ave		1426 Chatham Parkway		205 W Montgomery Cross Rd		201 W Montgomery Cross Rd		201 W Montgomery Cross Road		1699 Chatham Parkway	
Savannah, Chatham, GA		Savannah, Chatham, GA		Savannah, Chatham, GA		Savannah, Chatham, GA		Savannah, Chatham, GA		Savannah, Chatham, GA	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$1,315	N	\$1,095	N	\$825	N	\$1,005	N	\$1,302	N
2	Date Last Leased (mo/yr)	Apr-20		Apr-20		Apr-20		Apr-20		Apr-20	
3	Rent Concessions	N		Y	(\$182)	N		N		N	
4	Occupancy for Unit Type	90.9%		91.7%		96.7%		95.4%		90.9%	
5	Effective Rent & Rent / sq. ft	\$1,315	\$1.13	\$913	\$0.83	\$825	\$0.92	\$1,005	\$0.97	\$1,302	\$1.36
In Parts B thru E, adjust only for differences the subject's market values.											
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	E/12		G/3	\$15	G/2	\$15	G/2	\$25	G/2	\$15
7	Yr. Built / Yr. Renovated	1978 / 2004	2015	1986 / 2017	(\$15)	1978 / 2018	\$30	1977 / 2017	(\$15)	2007	(\$75)
8	Condition / Street Appeal	Average	Excellent	Average	(\$60)	Fair	\$30	Average		Good	(\$30)
9	Neighborhood	Average	Average	Average		Average		Average		Average	
10	Same Market? Miles to Subj.		Yes/3.4		Yes/2.2		Yes/1.8		Yes/2.1		Yes/3.4
C. Unit Equipment / Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	2		2		2		2		2	
12	# Bathrooms	1	(\$20)	2	(\$20)	1		1		2	(\$20)
13	Unit Interior Sq. Ft.	814	1166	1100	(\$60)	900	(\$20)	1035	(\$55)	957	(\$50)
14	Balcony / Patio	N	Y	Y	(\$10)	N		Y	(\$10)	Y	(\$10)
15	AC: Central / Wall	Wa	C	C		C		C		C	
16	Range / Refrigerator	R/F	R/F	R/F		R/F		R/F		R/F	
17	Microwave / Dishwasher	D	M/D	D	(\$5)	D		D		M/D	(\$5)
18	Washer / Dryer	L	L/HU	L/HU	(\$10)	L/HU	(\$10)	L/HU	(\$10)	L/HU	(\$10)
19	Floor Coverings	C/V	C/V	C/V		C/V		C/V		C/V	
20	Window Coverings	Y	Y	Y		Y		Y		Y	
21	Cable / Satellite / Internet	None	Y - Common	Y - Common	(\$10)	N		Y - Common	(\$10)	Y - Common	(\$10)
22	Special Features	None	CF, Disposal, Black Apps, WIC	S/S, Granite, CF, WIC	(\$20)	CF, Disposal, Black Apps	(\$15)	CF, Disposal, S/S, WIC	(\$20)	S/S, Disposal, Granite, CF, WIC	(\$25)
23	Tenancy Features	Grab Bars, Hand Rails, Pull Cords	None	None	\$40	None	\$40	None	\$40	None	\$40
D. Site Equipment / Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	L	L/G(\$125)	L		L		L		L/G(\$100)	
25	Extra Storage	N	Y(\$45)	N		N		N		Y	(\$50)
26	Security	Y	Y	Y		Y		Y		Y	
27	Clubhouse / Meeting Rooms	C	C	C		N	\$10	C		C	
28	Pool / Recreation Areas	RRRR	P/EE/RRRRRR	P/EE/RRR	(\$15)	None	\$20	P/EE/RRR	(\$15)	P/E/RRRRR	(\$20)
29	Business Ctr / Nbdh Network	N	BC	BC	(\$10)	N		BC	(\$10)	BC	(\$10)
30	Service Coordination	Y	N	N	\$25	N	\$25	N	\$25	N	\$25
31	Non-shelter Services	Y	N	N	\$10	N	\$10	N	\$10	N	\$10
32	Neighborhood Networks	N	N	N		N		N		N	
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent? / type)	Y/E	N/E	N/E	\$38	N/E	\$38	N/E	\$38	N/E	\$38
34	Cooling (in rent? / type)	Y/E	N/E	N/E	\$16	N/E	\$16	N/E	\$16	N/E	\$16
35	Cooking (in rent? / type)	Y/E	N/E	N/E	\$8	N/E	\$8	N/E	\$8	N/E	\$8
36	Hot water (in rent? / type)	Y/E	N/E	N/E	\$34	N/E	\$34	N/E	\$34	N/E	\$34
37	Other Electric	Y	N	N	\$43	N	\$43	N	\$43	N	\$43
38	Cold Water / Sewer	Y/Y	N/N*	N/N	\$50	N/N	\$50	N/N	\$50	N/N	\$50
39	Trash / Recycling	Y	N*	N	\$35	N	\$35	N*	\$7	N	\$35
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	4	(11)	4	(9)	8	(3)	4	(8)	4	(12)
41	Sum Adjustments B to D	\$90	(\$375)	\$90	(\$170)	\$190	(\$45)	\$90	(\$145)	\$90	(\$315)
42	Sum Utility Adjustments	\$189		\$224		\$224		\$196		\$224	
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net / Gross Adjustments B to E	(\$96)	\$654	\$144	\$484	\$369	\$459	\$141	\$431	(\$1)	\$629
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5 + 43)	\$1,219		\$1,057		\$1,194		\$1,146		\$1,301	
45	Adj Rent / Last rent		93%		116%		145%		114%		100%
46	Estimated Market Rent	\$1,150	\$1.41 Estimated Market Rent / Sq. Ft.								

Appraiser's Signature R. Beau Denton
 Date 4/17/2020
 Grid was prepared: Manually Using HUD's Excel form

Attached are explanations of:

- a. why & how each adjustment was made
- b. how market rent was derived from adjusted rents
- c. how this analysis was used for a similar unit type

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5		Comp #6	
Savannah Summit		Legends At Chatham		Magnolia Villas		Ocho Rios Villa		Sterling Bluff Apartments		Fountains At Chatham Parkway		Walden At Chatham Center	
135 Hampstead Ave		1426 Chatham Parkway		205 W Montgomery Cross Rd		201 W Montgomery Cross Rd		201 W Montgomery Cross Road		1699 Chatham Parkway		100 Walden Lane	
Savannah, Chatham, GA		Savannah, Chatham, GA		Savannah, Chatham, GA		Savannah, Chatham, GA		Savannah, Chatham, GA		Savannah, Chatham, GA		Savannah, Chatham	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$1,315	N	\$1,095	N	\$825	N	\$1,005	N	\$1,302	N	\$1,551	N
2	Date Last Leased (mo/yr)	Apr-20		Apr-20		Apr-20		Apr-20		Apr-20		Aug-19	
3	Rent Concessions	N		Y	(\$182)	N		N		N		N	
4	Occupancy for Unit Type	91%		92%		97%		95%		91%		100%	
5	Effective Rent & Rent / sq. ft	\$1,315	\$1.13	\$913	\$0.83	\$825	\$0.92	\$1,005	\$0.97	\$1,302	\$1.36	\$1,551	\$1.37
In Parts B thru E, adjust only for differences the subject's market values.													
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	E/12		G/3	\$15	G/2	\$15	G/2	\$15	G/2	\$15	G/2	\$15
7	Yr. Built / Yr. Renovated	1978 / 2004 /		2015	(\$55)	1986 / 2017	\$30	1978 / 2018	\$75	1977 / 2017	\$30	2007	(\$30)
8	Condition / Street Appeal	Good		Excellent	(\$30)	Average	\$30	Fair	\$60	Average	\$30	Good	
9	Neighborhood	Average		Average		Average		Average		Average		Average	
10	Same Market? Miles to Subj.			Yes/3.4		Yes/2.2		Yes/1.8		Yes/2.1		Yes/3.4	
C. Unit Equipment / Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	2		2		2		2		2		2	
12	# Bathrooms	1		2	(\$20)	2	(\$20)	1		2	(\$20)	2	(\$20)
13	Unit Interior Sq. Ft.	814		1166	(\$100)	1100	(\$60)	900	(\$20)	1035	(\$55)	957	(\$50)
14	Balcony / Patio	N		Y	(\$10)	Y	(\$10)	N		Y	(\$10)	Y	(\$10)
15	AC: Central / Wall	Wa		C		C		C		C		C	
16	Range / Refrigerator	R/F		R/F		R/F		R/F		R/F		R/F	
17	Microwave / Dishwasher	M/D		M/D		D	\$5	D	\$5	D	\$5	M/D	(\$10)
18	Washer / Dryer	L		L/HU	(\$10)	L/HU	(\$10)	L/HU	(\$10)	L/HU	(\$10)	L/HU	(\$10)
19	Floor Coverings	V		C/V	\$5	C/V	\$5	C/V	\$5	C/V	\$5	C/V	\$5
20	Window Coverings	Y		Y		Y		Y		Y		Y	
21	Cable / Satellite / Internet	Y/Both		Y - Common	\$15	Y - Common	\$15	N	\$25	Y - Common	\$15	Y - Common	\$15
22	Special Features	Quartz, S/S		CF, Disposal, Black Apps, WIC	(\$10)	S/S, Granite, CF, WIC	(\$10)	CF, Disposal, Black Apps	(\$5)	CF, Disposal, S/S, WIC	(\$10)	S/S, Disposal, Granite, CF, WIC	(\$15)
23	Tenancy Features	Grab Bars, Hand Rails, Pull Cords		None	\$40	None	\$40	None	\$40	None	\$40	None	\$40
D. Site Equipment / Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	L		L/G(\$125)		L		L		L/G(\$100)		L/G(\$125)	
25	Extra Storage	N		Y(\$45)		N		N		Y	(\$50)	Y(\$0/\$60)	(\$50)
26	Security	Y		Y		Y		Y		Y		Y	
27	Clubhouse / Meeting Rooms	C		C		C		N	\$10	C		C	
28	Pool / Recreation Areas	E/RRRR		P/EE/RRRRR	(\$25)	P/EE/RRR	(\$10)	None	\$25	P/EE/RRR	(\$10)	P/E/RRRRR	(\$15)
29	Business Ctr / Nbd Network	BC		BC		BC		N	\$10	BC		BC	(\$10)
30	Service Coordination	Y		N	\$25	N	\$25	N	\$25	N	\$25	N	\$25
31	Non-shelter Services	Y		N	\$10	N	\$10	N	\$10	N	\$10	N	\$10
32	Neighborhood Networks	N		N		N		N		N		N	
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent? / type)	Y/E		N/E	\$38	N/E	\$38	N/E	\$38	N/E	\$38	N/E	\$38
34	Cooling (in rent? / type)	Y/E		N/E	\$16	N/E	\$16	N/E	\$16	N/E	\$16	N/E	\$16
35	Cooking (in rent? / type)	Y/E		N/E	\$8	N/E	\$8	N/E	\$8	N/E	\$8	N/E	\$8
36	Hot water (in rent? / type)	Y/E		N/E	\$34	N/E	\$34	N/E	\$34	N/E	\$34	N/E	\$34
37	Other Electric	Y		N	\$43	N	\$43	N	\$43	N	\$43	N	\$43
38	Cold Water / Sewer	Y/Y		N/N*	\$50	N/N	\$50	N/N	\$50	N/N	\$50	N/N	\$50
39	Trash / Recycling	Y		N*	\$35	N	\$35	N	\$35	N*	\$7	N	\$35
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	6	(8)	9	(6)	12	(3)	9	(5)	6	(8)	3	(12)
41	Sum Adjustments B to D	\$110	(\$260)	\$175	(\$120)	\$305	(\$35)	\$175	(\$95)	\$110	(\$200)	\$45	(\$410)
42	Sum Utility Adjustments	\$189		\$224		\$224		\$196		\$224		\$217	
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net / Gross Adjustments B to E	\$39	\$559	\$279	\$519	\$494	\$564	\$276	\$466	\$134	\$534	(\$148)	\$672
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5 + 43)	\$1,354		\$1,192		\$1,319		\$1,281		\$1,436			
45	Adj Rent / Last rent		103%		109%		160%		127%		110%		
46	Estimated Market Rent	\$1,290		\$1.58 Estimated Market Rent / Sq. Ft.									

Appraiser's Signature R. Ben Denton Date 4/17/2020

Attached are explanations of:

- a. why & how each adjustment was made
- b. how market rent was derived from adjusted rents
- c. how this analysis was used for a similar unit type

Grid was prepared: Manually Using HUD's Excel form

form HUD-92273-S8 (04/2002)

2. Housing Choice Vouchers

The following table illustrates voucher usage at the comparables.

TENANTS WITH HOUSING CHOICE VOUCHERS (HCVs)			
Property Name	Rent Structure	Tenancy	HCV Tenants
Ashley Midtown	LIHTC/ Market	Family	68%
Heritage Corner & Heritage Row	LIHTC	Family	17%
Live Oak Plantation Apartments	LIHTC/ Market	Family	30%
Montgomery Landing	LIHTC/ Market	Family	15%
Legends At Chatham	Market	Family	0%
Magnolia Villas	Market	Family	0%
Ocho Rios Villa	Market	Family	10%
Sterling Bluff Apartments	Market	Family	0%
The Fountains At Chatham Parkway	Market	Family	0%
Walden At Chatham Center	Market	Family	0%

Housing Choice Voucher usage in this market ranges from zero to 68 percent. Five of the six market rate comparables do not accept Housing Choice Vouchers. The remaining market rate comparable (Ocho Rios Villa) accepts HCVs and reported voucher usage of approximately 10 percent. The affordable properties report a moderate reliance on tenants with vouchers, exhibited by the 15 to 68 percent range illustrated above. Thus, it appears that the Subject would probably not need to rely solely on voucher residents in order to maintain a high occupancy level were it to operate without a subsidy, and we believe the Subject would maintain voucher usage of roughly 20 percent, without subsidy.

3. Phased Developments

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

Lease Up History

We were able to obtain absorption information from two of the comparable properties, Legends at Chatham and Fountains at Chatham Parkway. For additional absorption data, we extended our search to include recently-constructed properties in Savannah. Our findings are provided below.

ABSORPTION					
Property Name	Rent Structure	Tenancy	Year Built	# of Units	Units Absorbed / Month
Legends At Chatham	Market	Family	2015	255	15
Slate Apartments	Market	Family	2018	272	30
Fountains at Chatham Parkway	Market	Family	2007	352	29
The View at Oglethorpe I	LIHTC/Market	Family	2017	72	12
<u>The View at Oglethorpe II</u>	LIHTC/Market	Family	2018	100	<u>13</u>
Average				195	19.8

As illustrated, the absorption rates range from 12 to 30 units per month, with an overall average of 19 units per month. Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. Thus, if the Subject was hypothetically 100 percent vacant and had to re-lease units, we would estimate an absorption rate of approximately 15 units per month, which results in an absorption period of approximately nine months. It should be noted that this absorption analysis is hypothetical. The Subject is a proposed renovation of an existing Section 8/LIHTC age-restricted property. Based on a rent roll dated April 23, 2020, the Subject had two vacant units, equating to 98.6 percent occupancy. Further, management reported a waiting list consisting of 60 households. All of the tenants in the Subject's units will continue to income-qualify for the Subject's units, and remain in place post-renovation.

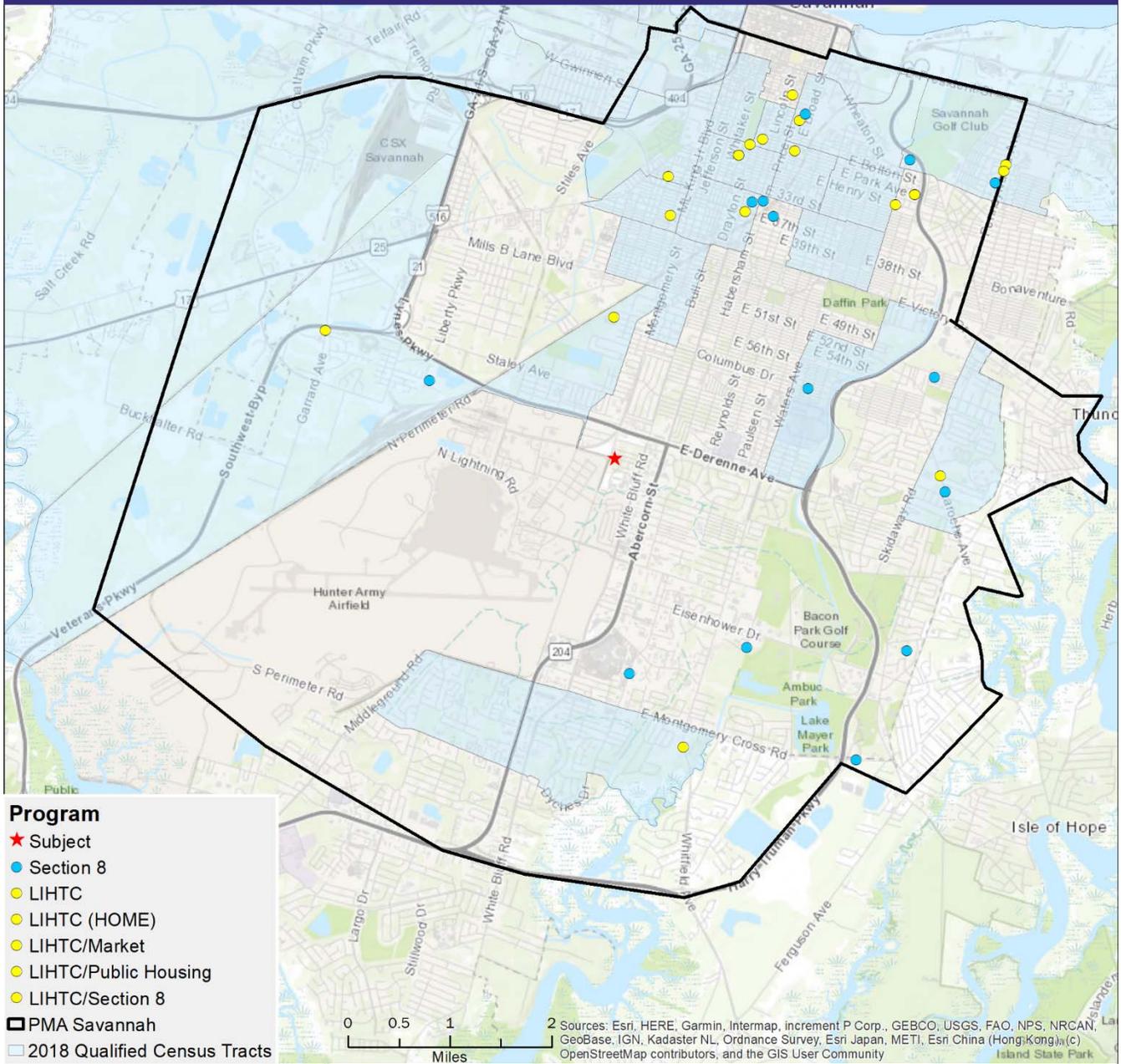
4. Competitive Project Map

AFFORDABLE PROPERTIES IN THE PMA

Property Name	Program	Location	Tenancy	# of Units	Occupancy	Map Color	
Ashley Midtown*	LIHTC/Public Housing	Savannah	Family	206	99.0%	Yellow	
East Huntingdon Street Cottage	LIHTC	Savannah	Family	14	99.0%		
HAS Senior Partnership	LIHTC	Savannah	Senior	89	N/A		
Heritage Corner & Heritage Row Apts*	LIHTC	Savannah	Family	70	95.7%		
The View at Oglethorpe I	LIHTC/Market	Savannah	Family	72	97.2%		
The View at Oglethorpe II	LIHTC/Section 8/Market	Savannah	Senior	100	99.0%		
Heritage Place Apts	LIHTC (HOME)	Savannah	Family	88	100.0%		
Indigo Pointe Apts	LIHTC	Savannah	Family	56	100.0%		
Live Oak Plantation*	LIHTC/Market	Savannah	Family	208	100.0%		
Montgomery Landing*	LIHTC/Market	Savannah	Family	144	97.2%		
Oaks At Brandlewood	LIHTC/Market	Savannah	Family	324	89.8%		
Rose Of Sharon	LIHTC/Section 8	Savannah	Family	217	98.5%		
Savannah Gardens	LIHTC	Savannah	Family	399	93.7%		
Savannah Gardens Senior Residences	LIHTC	Savannah	Senior	114	95.1%		
Sister's Court	LIHTC	Savannah	Senior	78	69.2%		
SNAP II	LIHTC	Savannah	Family	90	N/A		
SNAP III	LIHTC	Savannah	Family	44	N/A		
SNAP IV	LIHTC	Savannah	Family	18	N/A		
Telfair Arms Apts	LIHTC/Public Housing	Savannah	Family	53	90.6%		
Cars III Inc	Section 8	Savannah	Senior	7	N/A		Blue
Cars IV Inc	Section 8	Savannah	Senior	11	N/A		
Cars V Inc	Section 8	Savannah	Senior	6	N/A		
Chatham Assoc For Res Srv Inc I	Section 8	Savannah	Senior	18	94.7%		
Chatham Assoc For Res Srv Inc II	Section 8	Savannah	Senior	6	94.7%		
Georgia Infirmary A/Habersham Place	Section 8	Savannah	Senior	11	N/A		
Georgia Infirmary B/Hamilton Place	Section 8	Savannah	Senior	13	N/A		
IHS Savannah	Section 8	Savannah	Senior	15	100.0%		
Ponderosa Forest Apts	Section 8	Savannah	Family	56	100.0%		
Savannah Gardens V	Section 8	Savannah	Family	138	96.1%		
SNAP I	Section 8	Savannah	Family	102	N/A		
St John's Villa Apts	Section 8	Savannah	Senior	19	94.7%		
The Woods Of Savannah	Section 8	Savannah	Senior	94	94.7%		
Thomas Francis Williams Court Apts	Section 8	Savannah	Senior	151	99.3%		
Westlake Apts	Section 8	Savannah	Family	100	99.0%		

*Used as a rent comparable

Affordable Properties in the PMA



5. Amenities

A detailed description of amenities included in both the Subject and the comparable properties can be found in the amenity matrices detailed on the following pages.

Age and Condition

The Subject currently exhibits average condition. Upon completion of renovations, the Subject will be in good overall condition.

	Subject	Ashley Midtown	Heritage Corner & Heritage Row	Live Oak Plantation	Montgomery Landing	Legends At Chatham	Magnolia Villas	Ocho Rios Villa	Sterling Bluff	Fountains At Chatham Parkway	Walden At Chatham Center
Rent Structure	LIHTC (Sec. 8)	LIHTC/Market	LIHTC	LIHTC/Market	LIHTC/Market	Market	Market	Market	Market	Market	Market
Tenancy	Senior	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family
Building											
Property Type	Highrise	Garden/TH	Garden	TH	Garden	Garden	Garden	Garden	Garden	Garden	Garden
# of Stories	12-stories	2-stories	2-stories	2-stories	3-stories	3-stories	2-stories	2-stories	2-stories	2-stories	3-stories
Year Built	1978	2004	2002	1974	2005	2015	1986	1978	1977	2007	2003
Year Renovated	2004/2021	-	-	2000/2016	-	-	2017	2018	2017	-	-
Elevators	yes	no	no	no	no	no	no	no	no	no	no
Courtyard	yes	no	yes	no	yes	yes	no	no	yes	no	yes

The Subject was originally constructed in 1978 and was moderately renovated with LIHTCs in 2004. A second renovation is currently proposed for the Subject in 2021. The affordable comparables were constructed or renovated between 2002 and 2016 and are in average to excellent conditions, considered generally similar to superior to the Subject’s current condition, and inferior to slightly superior to the Subject’s anticipated good condition upon completion of renovations. The market rate comparables were constructed or renovated between 2003 and 2018 and are in average to good condition, similar to slightly superior to the Subject’s current condition, and slightly inferior to similar to the Subject’s anticipated good condition upon completion of renovations.

In terms of design, the Subject offers a 12-story, elevator-serviced highrise residential building. All of the comparable properties offer two- and three-story garden or lowrise style designs, none of which feature elevator access. The Subject’s elevator-service and highrise design features limited access and interior corridors, which are valuable to senior residents. As such, all of the comparable properties offer an inferior design/structure relative to the Subject. It should be noted the majority of properties with a similar highrise design are located in downtown Savannah (outside of the PMA) in a superior overall location based on access to public transportation and local amenities.

The Subject’s design appears well accepted in the local market, especially given the Subject’s senior tenancy. Therefore, we expect the Subject’s design will continue to be well received in the market, especially given the location and targeted tenancy.

Unit Size

The following table summarizes unit sizes in the market area, and provides a comparison of the Subject’s unit size and the surveyed average unit sizes in the market.

Bedroom Type	1BR	2BR
Subject	524	814
Average	807	1,105
Min	642	822
Max	1,094	1,288
Advantage/Disadvantage	-35%	-26%

The Subject’s one- and two-bedroom unit sizes are below the average of the surveyed comparables for both unit types. Walden At Chatham Center and Live Oak Plantation offer the smallest one- and two-bedroom units sizes in the market, respectively, and are operating at 96.1 percent occupancy or above. Further, Live Oak Plantation, a LIHTC multifamily property, is fully occupied and maintains a waiting lists of 17 eligible households for its unit types. Thus, the smaller unit sizes at these properties do not appear to negatively affect its performance. Further, the Subject is an age-restricted property for seniors with 98.6 percent occupancy and a waitlist consisting of 60 households. The strong current performance of the Subject indicates its smaller unit sizes do not affect its marketability, especially in terms of a senior property which typically includes a higher percentage of single or double senior occupants. Accordingly, we have considered the Subject’s unit sizes in determining our achievable market rents.

Utility Structure

The Subject offers electric heating, electric water heating, and electric cooking. The landlord is responsible for all utility expenses, as well as all common area expenses and cold water, sewer, and trash removal expenses.

	Subject	Ashley Midtown	Heritage Corner &	Live Oak Plantation	Montgomery Landing	Legends At Chatham	Magnolia Villas	Ocho Rios Villa	Sterling Bluff Apartments	The Fountains At Chatham	Walden At Chatham
Rent Structure	Section 8	LIHTC/Market	LIHTC/Family	LIHTC/Market	LIHTC/Market	Market	Market	Market	Market	Market	Market
Tenancy	Senior	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family
Utility Structure											
Cooking	yes	no	no	no	no	no	no	no	no	no	no
Water Heat	yes	no	no	no	no	no	no	no	no	no	no
Heat	yes	no	no	no	no	no	no	no	no	no	no
Other Electric	yes	no	no	no	no	no	no	no	no	no	no
Water	yes	no	yes	yes	no	no	no	no	no	no	no
Sewer	yes	no	yes	yes	no	no	no	no	no	no	no
Trash	yes	no	yes	yes	yes	no	no	no	no	no	no

There are no proposed changes to the tenant-paid utility structure post-renovation. Post-renovation, the Subject will offer energy efficient, electric appliances. The utility structure varies among the comparable properties; we have adjusted the comparables’ rents in accordance with the utility schedule obtained from the Housing Authority of Savannah, effective June 1, 2019.

Amenities

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

SAVANNAH SUMMIT – SAVANNAH, GEORGIA – DCA MARKET STUDY

Subject	Ashley Midtown	Heritage Corner & Heritage Row	Live Oak Plantation	Montgomery Landing	Legends At Chatham	Magnolia Villas	Ocho Rios Villa	Sterling Bluff	Fountains At Chatham Parkway	Walden At Chatham Center
Rent Structure	LIHTC (Sec. 8)	LIHTC/Market	LIHTC	LIHTC/Market	LIHTC/Market	Market	Market	Market	Market	Market
Tenancy	Senior	Family	Family	Family	Family	Family	Family	Family	Family	Family
Accessibility										
Grab Bars	yes	no	no	no	no	no	no	no	no	no
Hand Rails	yes	no	no	no	no	no	no	no	no	no
Pull Cords	yes	no	no	no	no	no	no	no	no	no
Unit Amenities										
Balcony/Patio	no	yes	yes	yes	yes	yes	yes	no	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Cable/Satellite	yes	no	no	no	no	no	no	no	no	no
Carpeting	no	yes	yes	yes	yes	yes	yes	yes	yes	yes
Vinyl Flooring	yes	yes	no	no	no	yes	yes	yes	yes	yes
Central A/C	no	yes	yes	yes	yes	yes	yes	yes	yes	yes
Ceiling Fan	no	yes	yes	no	yes	yes	yes	yes	yes	yes
Coat Closet	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Exterior Storage	no	no	no	no	yes	\$45/mo	yes	no	yes	yes
Vaulted Ceilings	no	no	yes	no	no	no	no	no	no	yes
Walk-In Closet	no	yes	yes	yes	yes	yes	yes	no	yes	yes
Wall A/C	yes	no	no	no	no	no	no	no	no	no
Washer/Dryer	no	yes	yes	no	no	no	\$40/mo	no	no	no
Washer/Dryer Hookup	no	yes	yes	no	yes	yes	yes	yes	yes	yes
Kitchen										
Dishwasher	yes	yes	yes	yes	yes	yes	yes	no	yes	yes
Garbage Disposal	no	yes	yes	yes	yes	yes	no	yes	yes	yes
Microwave	yes	no	yes	no	no	yes	no	no	yes	yes
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Black or S/S Appliances	yes	no	no	no	no	yes	yes	yes	yes	yes
Granite/Quartz Counters	yes	no	no	no	no	no	yes	no	no	no
Community										
Business Center	yes	yes	yes	no	no	yes	yes	no	yes	yes
Community Room	yes	yes	yes	yes	yes	yes	yes	no	yes	yes
Central Laundry	yes	no	yes	yes	yes	yes	yes	yes	yes	yes
On-Site Mgmt	yes	no	yes	yes	yes	yes	yes	yes	yes	yes
Concierge	no	no	no	no	no	no	no	no	no	no
Recreation										
Basketball Court	no	no	no	no	no	yes	no	no	no	no
Exercise Facility	yes	yes	yes	no	yes	yes	yes	no	yes	yes
Playground	no	yes	yes	yes	yes	yes	yes	no	yes	yes
Swimming Pool	no	yes	no	no	yes	yes	yes	no	yes	yes
Picnic Area	yes	yes	yes	yes	yes	yes	yes	no	yes	yes
Tennis Court	no	no	no	no	no	no	yes	no	no	yes
Car Care Center	no	no	no	no	no	yes	no	no	no	yes
Dog Park	no	no	no	no	no	no	no	no	yes	yes
Garden/Lounge	yes	no	no	no	no	no	no	no	yes	no
Rec/Game Room	yes	no	yes	no	no	yes	yes	no	no	yes
Volleyball Court	no	no	no	no	no	no	no	no	no	no
Wi-Fi (Unit and/or Common)	yes	no	no	no	no	yes	yes	no	yes	yes
Services										
Adult Education	no	no	yes	no	no	no	no	no	no	no
Non-Shelter Services	yes	no	no	no	no	no	no	no	no	no
Service Coordination	yes	no	yes	no	no	no	no	no	no	no
Shuttle Service	no	no	no	no	no	no	no	no	no	no

Upon completion of the renovations, the Subject will offer similar to slightly superior in-unit amenities in comparison to the majority of the LIHTC and market rate comparable properties. According to the scope of renovations, microwaves, stainless steel appliances, quartz countertops, and luxury-vinyl flooring will be installed, and Wi-Fi internet service will be provided in all units as new amenities, upon completion. Further, upgrades will be made to the aesthetics of unit interiors, including paint, drywall and ceilings, and doors and windows, post-renovations.

Common area amenities at the property currently include a clubhouse/community room, courtyard, central laundry, on-site management, off-street parking, a picnic/BBQ area with a gazebo, community garden, and a recreation room with a piano, TV and community seating. Additionally, the Subject property provides non-shelter services and has two on-staff Resident Services Coordinators available for tenant needs, which provide very valuable services, programs, and activities to the Subject's senior tenant base. Post-renovations, the Subject will provide a business center and fitness center as new community amenities, and will provide access to Wi-Fi in all community areas of the property, post-renovations. Upon completion of the renovations, the Subject will offer slightly inferior to similar property amenities compared to the majority of the comparables. The Subject will not offer balcony/patios, central A/C, walk-in closets, or in-unit washers and dryers, which the majority of comparables include. However, amenities the Subject will offer that most or none of the

comparables offer include elevator access, luxury-vinyl flooring, grab bars, hand rails, pull cords, in-unit and common area Wi-Fi service, service coordination, and non-shelter services.

As a subsidized senior development, we believe that the Subject’s amenities package, post-renovations, will continue to be competitive in the market, particularly given the Subject’s age-restricted tenancy compared to all of the comparable properties, also evident by the Subject’s historical occupancy levels and lengthy waiting list of income-eligible seniors.

Parking

	Subject	Ashley Midtown	Heritage Corner &	Live Oak Plantation	Montgomery Landing	Legends At Chatham	Magnolia Villas	Ocho Rios Villa	Sterling Bluff	Fountains At Chatham	Walden At Chatham
Rent Structure	LIHTC (Sec. 8)	LIHTC/Market	LIHTC	LIHTC/Market	LIHTC/Market	Market	Market	Market	Market	Market	Market
Tenancy	Senior	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family
Walk Score	62	41	73	50	38	17	36	2	49	27	9
Parking											
Garage	no	no	no	no	no	yes	no	no	no	yes	yes
Garage Fee	\$0	\$0	\$0	\$0	\$0	\$125	\$0	\$0	\$0	\$80-100	\$125
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Off-Street Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

The Subject offers off-street surface parking for no additional fee, which is similar to all of the comparables. Further, three market rate comparable properties offer garage parking for additional fees ranging from \$75 to \$125 per month. Overall, the Subject is similar to the LIHTC comparables and is similar to slightly inferior to the market rate comparables in terms of parking.

Security Features

The Subject's security features include limited access, a phone/buzzer intercom system, and video surveillance.

	Subject	Ashley Midtown	Heritage Corner &	Live Oak Plantation	Montgomery Landing	Legends At Chatham	Magnolia Villas	Ocho Rios Villa	Sterling Bluff	Fountains At Chatham	Walden At Chatham
Rent Structure	LIHTC (Sec. 8)	LIHTC/Mkt	LIHTC	LIHTC/Mkt	LIHTC/Mkt	Market	Market	Market	Market	Market	Market
Security											
Crime Risk Index	151	185	198	203	189	159	165	111	163	159	159
Intercom (Buzzer)	yes	no	no	no	no	no	no	no	no	no	no
Intercom (Phone)	yes	no	no	no	no	no	no	no	no	no	no
Limited Access	yes	no	yes	no	yes	yes	yes	no	yes	yes	yes
Patrol	no	no	yes	yes	yes	no	no	no	yes	no	yes
Perimeter Fencing	no	no	no	no	yes	yes	no	no	no	yes	yes
Video Surveillance	yes	no	no	no	no	no	no	yes	no	no	no

Additionally, the Subject’s highrise building features interior corridors and controlled access/entry points, which inherently provides an additional layer of security for the Subject’s senior tenants. Post renovation, the Subject’s security amenities will remain the same. Ashley Midtown does not offer any notable security features and the remaining comparable properties offer one to five security features. Overall, the Subject is considered superior to similar to all of the comparable properties in terms of security features.

6. Comparable Tenancy

The Subject will continue to target senior households with a senior householder aged 62 and older. As previously, noted none of the comparable properties target seniors. The Subject is located directly adjacent to the northeast corner of the Hunter Army Airfield. As such, we included properties in our analysis that are within a generally similar proximity to the airfield, offering a comparable location in terms of noise exposure from overhead aircraft activity. Our competitive survey includes 10 “true” comparable properties containing 1,891 units, all of which target the general population.

Vacancy

The following table summarizes overall weighted vacancy trends at the surveyed properties.

OVERALL VACANCY					
Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Ashley Midtown	LIHTC/Market	Family	206	2	1.0%
Heritage Corner & Heritage Row	LIHTC	Family	70	3	4.3%
Live Oak Plantation Apartments	LIHTC/Market	Family	208	0	0.0%
Montgomery Landing	LIHTC/Market	Family	144	4	2.8%
Legends At Chatham	Market	Family	255	10	3.9%
Magnolia Villas	Market	Family	144	7	4.9%
Ocho Rios Villa	Market	Family	72	3	4.2%
Sterling Bluff Apartments	Market	Family	216	10	4.6%
The Fountains At Chatham Parkway	Market	Family	340	13	3.8%
Walden At Chatham Center	Market	Family	236	15	6.4%
Total LIHTC			628	9	1.4%
Total Market Rate			1,263	58	4.6%
Overall Total			1,891	67	3.5%

Overall weighted vacancy rates in the market are low, at 3.5 percent overall, and total vacancy among LIHTC comparables is very low, at 1.4 percent, below the overall weighted vacancy rate of 4.6 percent for market rate comparables. Overall, vacancy rates in the market indicate demand for housing of all types.

Our contacts at Heritage Corner & Heritage Row and Heritage Place reported both properties are stabilized and maintain a shared waiting list two to 12 months in length. The contact noted these properties typically stay preleased but could not opine on the number of units currently preleased. We believe the reported vacancy rates for these properties is generally inflated due to their lower total unit counts, relatively. It should be noted these comparables are both operated by Mercy Housing, a nationwide nonprofit organization for affordable housing. Based on conversations with management at the comparable LIHTC comparables, we believe strong demand for affordable housing in the area will continue.

The vacancy rates among the market rate comparables ranges from 3.8 to 6.4 percent, averaging 4.6 percent overall. Walden at Chatham Center reports the highest vacancy rate among the market comparables, at 6.4 percent. Our contact at the property stated the recent increase in vacancy is due to a military deployment in the area which increased turnover. Typically, management stated this property operates at five percent vacancy or less. According to CoStar, the vacancy rate in the Savannah rental market is expected to increase up to 16 percent during 2020 and 2021 due to the expected increase in supply and other negative effects of the pandemic. However, the Subject and the comparable properties are all operating at stabilized levels of occupancy and will experienced little to muted effects of the incoming new supply in the market. Further, the vacancy in the market is expected to stabilize near the end of 2021 with decreasing vacancy through 2024.

As a newly renovated property with a competitive amenity package targeting seniors, with subsidies in place for all units, we anticipate that the Subject would perform with a vacancy rate of three percent or less in the restricted scenarios and four percent or less in the unrestricted scenarios. Based on these factors, we believe that there is sufficient demand for affordable housing in the market. Given that the Subject is an existing property that is currently 98.6 percent occupied, and also that the property maintains a waiting list of 60 households, we do not believe that the renovation of the Subject will impact the performance of the existing affordable properties if allocated.

7. Properties Under Construction and Proposed

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

Live Oak Landing II

- a. Location: 1210 Wheaton Street, Savannah, GA
- b. Owner: WH Gross (developer)
- c. Total number of units: 54 units
- d. Unit configuration: One and two-bedroom units
- e. Rent structure: 50, 60 percent AMI
- f. Estimated market entry: 2020
- g. Relevant information: Family tenancy

Live Oak Landing

- a. Location: 1210 Wheaton Street, Savannah, GA
- b. Owner: WH Gross (developer)
- c. Total number of units: 70 units
- d. Unit configuration: One and two-bedroom units
- e. Rent structure: 50 and 60 percent AMI, Market
- f. Estimated market entry: 2020
- g. Relevant information: Senior tenancy

Harmony at Savannah

- a. Location: Old Montgomery Road, Savannah, GA
- b. Owner: Wessex Capital Investments (investor)
- c. Total number of units: 191 units
- d. Unit configuration: Independent and assisted living
- e. Rent structure: Assisted living
- f. Estimated market entry: 2019
- g. Relevant information: Senior tenancy

Romana-Riley Lofts

- a. Location: 1108 E Anderson St, Savannah, GA
- b. Owner: Fairway Management Inc. (mgmt co.)
- c. Total number of units: 57 units
- d. Unit configuration: One and two-bedroom units
- e. Rent structure: 50 and 60 percent AMI, Market
- f. Estimated market entry: 2019
- g. Relevant information: Senior tenancy, pre-leasing

1512 Bull St

- a. Location: Bull Street, Savannah, GA
- b. Owner: Spandrel Development Partners
- c. Total number of units: 100 units
- d. Unit configuration: One, two, three-bedrooms
- e. Rent structure: Market rate
- f. Estimated market entry: 2020
- g. Relevant information: Family tenancy

Eastern Wharf

- a. Location: General McIntosh Blvd, Savannah, GA
- b. Owner: Patrick Malloy Communities (developer)
- c. Total number of units: 306 units
- d. Unit configuration: Studio, one, two, three-bedroom
- e. Rent structure: Market rate
- f. Estimated market entry: June 2020
- g. Relevant information: Luxury market rate units

Gateway

- a. Location: Louisville Road, Savannah, GA
- b. Owner: Luiz Robert Demoura
- c. Total number of units: 250 units
- d. Unit configuration: Studio, one, two, three-bedroom
- e. Rent structure: Market rate
- f. Estimated market entry: 2021
- g. Relevant information: Family tenancy

Chelsea at Five Points II

- a. Location: Skidaway Road, Savannah, GA
- b. Owner: Chelsea Apartments LLC
- c. Total number of units: 30 units
- d. Unit configuration: One and two-bedroom units
- e. Rent structure: Market rate
- f. Estimated market entry: March 2020
- g. Relevant information: Family tenancy

The Bowery II

- a. Location: Montgomery St, Savannah, GA
- b. Owner: Lat Purser & Associates, Inc
- c. Total number of units: 51 units
- d. Unit configuration: One and two-bedroom units
- e. Rent structure: Market rate
- f. Estimated market entry: July 2019
- g. Relevant information: Family tenancy

8. Rental Advantage

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

SIMILARITY MATRIX

#	Property Name	Program	Tenancy	Property Amenities	Unit Features	Location	Age / Condition	Unit Sizes	Overall Comparison
1	Ashley Midtown	LIHTC/Market	Family	Slightly Superior	Similar	Inferior	Similar	Superior	5
2	Heritage Corner & Heritage Row	LIHTC	Family	Slightly Superior	Superior	Inferior	Similar	Superior	15
3	Live Oak Plantation	LIHTC/Market	Family	Slightly Inferior	Slightly Inferior	Similar	Similar	Similar	-10
4	Montgomery Landing	LIHTC/Market	Family	Slightly Inferior	Slightly Superior	Similar	Slightly Superior	Slightly Superior	10
5	Legends At Chatham	Market	Family	Superior	Superior	Inferior	Superior	Superior	30
6	Magnolia Villas	Market	Family	Superior	Superior	Similar	Superior	Slightly Superior	35
7	Ocho Rios Villa	Market	Family	Slightly Inferior	Slightly Inferior	Similar	Slightly Inferior	Similar	-15
8	Sterling Bluff	Market	Family	Slightly Superior	Slightly Superior	Similar	Superior	Slightly Superior	25
9	Fountains At Chatham Parkway	Market	Family	Slightly Superior	Superior	Similar	Slightly Superior	Slightly Superior	25
10	Walden At Chatham Center	Market	Family	Superior	Superior	Similar	Similar	Superior	30

*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 60 percent AMI rents in the following table.

LIHTC RENT COMPARISON @60%

Property Name	County	Tenancy	1BR	2BR	Rents at Max?
Savannah Summit	Chatham	Senior	\$893	\$1,071	Yes
LIHTC Maximum Rent (Net)	Chatham		\$893	\$1,071	
Ashley Midtown	Chatham	Family	-	\$979	Yes
Heritage Corner & Heritage Row	Chatham	Family	-	\$959	No
Live Oak Plantation Apartments	Chatham	Family	\$789	\$929	Yes
Montgomery Landing	Chatham	Family	\$839	\$991	Yes
Average			\$814	\$965	
Achievable LIHTC Rent			\$893	\$1,071	Yes

The Subject’s proposed rental rates at 60 percent AMI are set at the 2019 maximum allowable levels, per DCA guidance. All but two of the LIHTC comparables, Heritage Corner & Heritage Row Place, reported achieving rents at the maximum allowable levels. While some of the comparables appear to be achieving rents above or below the maximum allowable rent levels, this is likely attributed to differing utility allowances. Overall, the Subject will be slightly superior to the LIHTC comparables, post-renovation. Relative to the comparables, the Subject is slightly inferior in terms of amenities and offers smaller unit sizes, though it does have a competitive advantage for seniors and disabled residents. The Subject offers a generally similar location relative to the majority of the LIHTC comparables. We believe maximum allowable rents appear achievable in the current market, despite some interior characteristics of the Subject relative to the competition. The following table compares the Subject’s achievable LIHTC rent with surveyed market rate rents.

SUBJECT COMPARISON TO MARKET RENTS (AS RENOVATED)						
Unit Type	Achievable LIHTC Rents	Surveyed Min	Surveyed Max	Surveyed Average	Achievable Market Rent	Subject Rent Advantage
1BR / 1BA @ 60%	\$893	\$1,036	\$1,205	\$1,116	\$1,135	21%
2BR / 1BA @ 60%	\$1,071	\$1,152	\$1,401	\$1,280	\$1,290	17%

As shown above, the Subject’s maximum allowable LIHTC rents at 60 percent of AMI, absent subsidy, are below the surveyed range, and significantly below the surveyed average of the market rate comparable. The Subject’s achievable LIHTC rents will offer rent advantages between 17 and 21 percent over achievable market rate rents.

Analysis of “Market Rents”

Per DCA’s market study guidelines, “average market rent is to be a reflection of rents that are achieved in the market. In other words, the rents the competitive properties are currently receiving. Average market rent is not ‘Achievable unrestricted market rent.’” In an urban market with many tax credit comps, the average market rent might be the weighted average of those tax credit comps. In cases where there are few tax credit comps, but many market-rate comps with similar unit designs and amenity packages, then the average market rent might be the weighted average of those market-rate comps.

When comparing the Subject’s rents to the average comparable rent, we have not included surveyed rents at lower AMI levels given that this artificially lowers the average surveyed rent. Including rents at lower AMI levels does not reflect an accurate average rent for rents at higher income levels. For example, if the Subject offers rents at the 50 and 60 percent of AMI levels, and there is a distinct difference at comparable properties between rents at the two AMI levels, we have not included the 50 percent of AMI rents in the average comparable rent for the 60 percent of AMI comparison. The overall average and the maximum and minimum rents for the comparable properties surveyed are illustrated in the table below in comparison with the net rents for the Subject.

MARKET RENT COMPARISON

Property Name	1BR	2BR
Subject's Current Contract Rent	\$870	\$973
Ashley Midtown	-	\$1,518
	-	\$1,446
	\$1,188	\$1,539
	\$1,303	\$1,584
Legends At Chatham	\$1,250	-
	\$1,218	-
	\$1,318	-
Live Oak Plantation	\$1,012	\$1,210
Magnolia Villas	\$1,006	\$1,137
	-	\$1,154
Montgomery Landing	\$863	\$994
Ocho Rios Villa	-	\$1,049
	\$1,188	\$1,279
	\$1,172	\$1,276
Sterling Bluff Apartments	-	\$1,239
	-	\$1,229
	\$1,345	\$1,591
	\$1,325	\$1,526
	\$1,176	\$1,420
Walden At Chatham Center	\$1,201	\$1,397
	\$1,187	-
	\$1,239	-
Average (Excluding Subject)	\$1,187	\$1,329
Achievable Market Rent (As Is)	\$1,000	\$1,150
Achievable Market Rent (As Renovated)	\$1,135	\$1,290

Our above conclusions for achievable market rents “as is” and “as-renovated” are based on the rent grids shown previously. It should be noted we completed an RCS for the Subject property with the same effective date as this report and are using the same achievable rents in this analysis. The Subject’s current contract rents appear market-oriented for a property currently in average condition, as they are below the reported average. Were we to exclude mixed-income properties in our calculation above the overall average would be even higher. Post-renovation, we assume an increase to achievable market rents, which is consistent with the client’s and typical buyers’ plans for this type of asset.

Achievable Market Rents - As Is

Provided below is an analysis of the Subject’s current contract rents in comparison with the adjusted rents based on our rent grids presented previously in this report.

COMPARABLE PROPERTY RENT SUMMARY - AS IS AFTER ADJUSTMENT

Unit Type	Current Net Contract Rent	Adjusted Minimum	Adjusted Maximum	Adjusted Average	Achievable Market Rents As-Is
1BR/1BA (Highrise) – 524 SF	\$870	\$946	\$1,110	\$1,022	\$1,000
2BR/1BA (Highrise) – 814 SF	\$973	\$1,057	\$1,301	\$1,183	\$1,150

The Subject’s current contract rents are below the range of the comparable properties. Overall, our concluded achievable “as is” market rent levels are **\$1,000** and **\$1,150** for the Subject’s one- and two-bedroom units. Additionally, our As Is conclusions are above the current contract rents of \$870 and \$973. As such, we will utilize the achievable market rents in both the as is restricted and unrestricted scenarios.

Achievable Market Rents - As Proposed

Provided below is an analysis of the Subject’s current contract rents and achievable as proposed market rent conclusions in comparison with the adjusted rents of the comparable properties, based on the rent grids shown previously.

COMPARABLE PROPERTY RENT SUMMARY - AS RENOVATED AFTER ADJUSTMENT

Unit Type	Current Net Contract Rent	Adjusted Minimum	Adjusted Maximum	Adjusted Average	Achievable Market Rents As-Renovated
1BR/1BA (Highrise) – 524 SF	\$870	\$1,076	\$1,240	\$1,152	\$1,135
2BR/1BA (Highrise) – 814 SF	\$973	\$1,192	\$1,436	\$1,316	\$1,290

As indicated, we have concluded to achievable market rents of \$1,135 and \$1,290 for the Subject’s one- and two-bedroom units, post renovations. It should be noted that we have made an extraordinary assumption that the developer will apply for and receive a HAP contract increase under the mark-up-to-market program and match our estimate of achievable market rents post-renovation. Further, we have made the extraordinary assumption that these rents will be in place prior to closing. Overall, these achievable market rents are supported by the previous rent grids and will be utilized in our as proposed Section 8 and hypothetical as proposed unrestricted scenarios.

Post-Rehab Achievable Market Rent Support

Our conclusion of post-rehab rents are \$135 and \$140 above the Subject’s achievable one- and two-bedroom market rents in the current condition. The table below illustrates the effect of renovations on multifamily properties located in the state of Georgia.

RENOVATED UNIT PRICE INCREASES

Property Name	Location	Difference	Notes
Shoreham Apartments	Albany, GA	\$50-\$100 All units	New counter tops, carpeting, paint, appliances, and light fixtures.
Hillside Manor	Americus, GA	\$15-\$50 1-2BR	Cosmetic fixes, paint, new carpeting, cabinetry and bathrooms.
Arbor Ridge	Athens, GA	\$100 All units	Interior renovation including flooring, cabinetry, appliances, and fixtures.
Vesta Gardens	Atlanta, GA	\$75 - \$80 All units	New tile flooring, cabinets, countertops, windows, doors, and fixtures.
Avondale Station	Decatur, GA	\$150 1BD, \$175 2BD	Renovations include updated kitchens, bathrooms and hardware.
Arbors On Fourth	Moultrie, GA	\$85-\$110 2BR; \$75-\$100 3BR	Full renovation included unit rehab with new flooring, appliances, cabinetry, baths and fixtures.
Magnolia Villas	Savannah, GA	\$90 - \$120 All units	New interiors, S/S apps, granite counters, LVT flooring, new cabinets, fixtures and faucets, building exteriors, and a new fitness center.
Ocho Rios Villa	Savannah, GA	\$80 - \$150 All units	New carpet/vinyl flooring, ceiling fans, lighting, paint, and new kitchens.
Sterling Bluff	Savannah, GA	\$40 - \$100 All units	New appliances, carpet and LVT flooring, and the addition of a playground, exercise facility, and common-area WiFi.

As seen in the table above, post-rehabilitation rents among recently renovated properties increased \$15 to \$175, averaging \$92 overall. According to property managers we have interviewed, the amount of increase is dependent on the scope of work with the most significant increases occurring when amenities are added, and when improvements are made to the unit interiors and common areas that the residents use on a daily basis. The Subject will undergo a significant renovation as detailed previously, with hard costs budgeted at \$57,040 per unit, which will include fully renovated unit interiors with updated kitchens and bathrooms, new doors and paint, and improvements to all common areas,

management offices, and other property aesthetics and structural improvements. Additionally, the following amenities also be added post-renovation.

ADJUSTMENTS POST-RENOVATIONS		
New Amenity	1BR/1BA	2BR/1BA
Microwave	\$5	\$5
Internet/Wi-Fi (Units/Common)	\$25	\$25
Stainless Appliances	\$5	\$5
Quartz Countertops	\$5	\$5
Luxury-vinyl Flooring	\$5	\$5
Exercise Facility/Gym	\$5	\$5
Business Center	\$10	\$10
Value of New Amenities	\$60	\$60
Condition Adjustment	\$25	\$30
Year Built/Renovated Economic Life	\$45	\$45
Total Adjustments	\$130	\$135

Based on the detailed scope of work, we believe the effective age of the Subject will decrease at a minimum of 9-11 years once renovations are complete. Thus, we have applied an upward \$45 adjustment to all of the comparables in the As Renovated grids, based on the significant increase to the property’s remaining economic life. As noted previously, the total renovation hard costs are budgeted at \$7,871,520, or \$57,040 per unit. Based upon the Subject’s scope of work as well as the market data on increases in rent for multifamily properties that have renovated, we believe the renovation of the Subject would increase the street appeal/condition from average to good. Thus, we have applied the appropriate adjustment to the comparables based on the good condition level anticipated for the Subject, in the As Renovated grid.

9. LIHTC Competition – DCA Funded Properties within the PMA

Capture rates for the Subject, as proposed, are considered low to moderate for all bedroom types at the 60 percent AMI levels. If allocated, the Subject will be slightly inferior to slightly superior to the majority of the existing LIHTC housing stock. The average LIHTC vacancy rate is considered low at 1.4 percent. Ashley Midtown reported the property typically maintains low turnover though they do not maintain a waiting list. Our contact at Heritage Corner & Heritage Row reported the property is stabilized and maintains a waiting list two to 12 months in length. The contact noted these properties typically stay preleased. Based on conversations with management at the comparable LIHTC comparables, we believe these is continued strong demand for affordable housing in the area. The Subject will exhibit slightly inferior to slightly superior condition to the majority of the LIHTC comparables upon completion. Therefore, we believe there is adequate demand for the Subject as proposed.

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. Three properties within the Subject’s PMA were allocated tax credits since 2016.

- Live Oak Landing II was awarded tax credits in 2019 for the new construction of a 54-unit multifamily LIHTC development located 3.6 miles north of the Subject, in downtown Savannah. The development will consist of 12 one- and 42 two-bedroom affordable units at the 50 and 60 percent set asides. As this property will target a family tenancy, we did not deduct any units from our demand analysis.
- Live Oak Landing was awarded tax credits in 2017 for the new construction of a 70-unit age-restricted mixed-income development located 3.5 miles north of the Subject, in downtown Savannah. The development was recently completed in July 2019 and consists of 22 one- and 31 two-bedroom affordable units restricted at 50 and 60 percent of AMI, in addition to seven unrestricted market rate units for seniors aged 62 and older. The 10 one- and 21 two-bedroom units at 60 percent AMI at this development are considered directly competitive with the Subject’s units at the same set-aside. Thus, 31 affordable units have been deducted from our demand analysis.
- Woodlands of Montgomery was awarded tax exempt bond financing in 2017 for the new construction of 246 multifamily units in southern Savannah, approximately 2.1 miles from the Subject site. This property will offer one, two, three and four-bedroom units restricted to the 60 percent of AMI level. The property is currently under construction and expected to be completed in late 2019. This property is not expected to be directly competitive with the Subject based on its different tenancy.

We do not believe that the renovation of the Subject will impact the three newly allocated LIHTC properties or the existing LIHTC properties which are in overall good condition and currently performing well. Further, the Subject is currently 98.6 percent occupied and also maintains a waiting list of 60 households. Thus, the Subject will not be adding new units to the market.

10. Rental Trends in the PMA

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

TENURE PATTERNS PMA				
Year	Owner-Occupied		Renter-Occupied	
	No. of Units	Percentage	No. of Units	Percentage
General Population				
2000	23,750	51.2%	22,680	48.8%
2019	19,185	43.7%	24,672	56.3%
2024	20,173	44.7%	24,914	55.3%
Seniors 62+				
2000	8,869	69.8%	3,839	30.2%
2019	8,708	66.6%	4,365	33.4%
2024	9,582	66.8%	4,763	33.2%

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

The percentage of renter-occupied households in the PMA increased between 2000 and 2019 for both the general and senior populations. As of 2019, general and senior renter-occupied households are estimated to be approximately 56 and 33 percent of total renter households in the PMA, respectively. It is estimated that approximately 33 percent of households across the overall nation are renter-occupied. According to ESRI demographic projections, the number of senior renter households in the PMA is anticipated to increase by nearly 400 units through 2024, although the overall percentage of senior renter households is expected to fall slightly over the same time period.

Historical Vacancy

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

HISTORICAL VACANCY													
#	Property Name	Program	Total Units	2016 Q1	2017 Q2	2017 Q4	2018 Q2	2018 Q3	2019 Q1	2019 Q3	2019 Q4	2020 Q1	2020 Q2
1	Ashley Midtown	LIHTC/Market	206	N/A	N/A	N/A	N/A	N/A	N/A	1.00%	1.50%	1.00%	0.50%
2	Heritage Corner & Heritage Row	LIHTC	70	N/A	N/A	N/A	5.70%	N/A	N/A	7.10%	0.00%	N/A	4.30%
3	Live Oak Plantation Apartments	LIHTC/Market	208	21.20%	2.90%	1.90%	1.00%	1.00%	0.00%	N/A	N/A	1.40%	0.00%
4	Montgomery Landing	LIHTC/Market	144	2.10%	1.40%	N/A	2.10%	2.10%	0.70%	N/A	N/A	2.80%	2.78%
5	Legends At Chatham	Market	255	52.90%	N/A	3.90%	1.20%	1.20%	1.60%	2.00%	N/A	N/A	3.90%
6	Magnolia Villas	Market	144	N/A	11.80%	7.60%	0.00%	0.00%	0.70%	0.70%	N/A	N/A	4.90%
7	Ocho Rios Villa	Market	72	N/A	N/A	N/A	4.20%	4.20%	4.20%	5.60%	N/A	N/A	4.20%
8	Sterling Bluff Apartments	Market	216	N/A	4.20%	0.90%	2.80%	0.00%	1.40%	0.90%	N/A	N/A	4.60%
9	The Fountains At Chatham Parkway	Market	340	3.10%	3.40%	5.40%	0.00%	0.00%	0.60%	1.70%	4.00%	N/A	3.80%
10	Walden At Chatham Center	Market	236	5.90%	1.70%	6.80%	3.80%	3.80%	1.70%	0.00%	7.20%	N/A	6.40%

As illustrated in the table above, the vacancy rates at all of the comparable properties have increased slightly, overall, since our previous interviews. However, the increase in vacancy has been attributed to military deployments in the area. Further, the increase is also likely attributed to the Covid-19 pandemic. However, the comparables that commented on the impact of Covid-19 indicated that while the pandemic has affected the properties and tenants have lost jobs, there have been no large increases in non-payment or vacancy in the past two months. Given the historic vacancy data, it is reasonable to assume that the Subject’s market will recover quickly once the immediate impact from the current pandemic begins to ease.

Change in Rental Rates

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

RENT GROWTH			
Property Name	Rent Structure	Tenancy	Rent Growth
Ashley Midtown	LIHTC/ Market	Family	LIHTC kept at max, Market increase of 5%
Heritage Corner & Heritage Row	LIHTC	Family	Increased two to four percent
Live Oak Plantation Apartments	LIHTC/ Market	Family	Kept at Max
Montgomery Landing	LIHTC/ Market	Family	Kept at max
Legends At Chatham	Market	Family	+/- 1-2% for all unit types in past 6 months
Magnolia Villas	Market	Family	3-5% in past 6 months
Ocho Rios Villa	Market	Family	No change
Sterling Bluff Apartments	Market	Family	Changes Daily
The Fountains At Chatham Parkway	Market	Family	Changes daily
Walden At Chatham Center	Market	Family	Decreased nine to increased five percent

Three of the four affordable properties report rent growth increased to maximum levels. Heritage Corner & Heritage Row is operated by Mercy Housing, a nationwide nonprofit organization for affordable housing, and the contact for this property reported the property is stabilized with a waiting list two to 12 months in length. The contact noted their LIHTC asking rents are below maximum levels to maintain affordability, but have increased two to four percent since our prior survey in 2019. In two instances, the market rate properties reported rent growth ranging from one to five percent in the past six months. The contact for Ocho Rios Villas reported rents increased in early 2019 for units that just received renovations and have not reported rent growth since that time. We anticipate that the Subject will be able to achieve moderate rent growth in the future as a LIHTC property. However, with Section 8 rental assistance in place at the Subject, rent increases at the property should not directly impact residents, as they will continue to pay 30 percent of their income toward rent.

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 Savannah and Chatham County are both experiencing a foreclosure rate of one in every 10,086 homes, and Georgia experienced one foreclosure in every 11,360 housing units. Overall, Savannah is experiencing a lower foreclosure rate relative to the county and state, and a higher foreclosure rate relative to the overall nation. During our inspection, we did not observe a significant amount of abandoned or vacant structures in the Subject’s neighborhood that would impact the marketability of the Subject. Due to the CARES Act passed in April 2020 in response to the COVID-19 pandemic, lenders are prohibited from foreclosing on homes with federally backed mortgages.

12. Effect of Subject on Other Affordable Units in Market

As previously noted, there are three LIHTC developments currently proposed, under construction, or recently completed that are located in the PMA. The generally low vacancy rates among both the affordable and market rate properties illustrates a strong demand for affordable housing within the market. As the Subject is an existing LIHTC and Section 8 senior property, it is not considered an addition to the amount of affordable housing in the market. The vacancy rate among the existing affordable comparables is considered low, at 1.4 percent. The need for quality senior rental housing is further illustrated by the high occupancy rates of the other subsidized properties in the area. In summary, the performance of the comparable LIHTC properties and that fact the Subject is an existing LIHTC and Section 8 property that is 98.6 percent occupied and maintains a waiting list of 60 senior households, all indicate 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 LIHTC comparables are experiencing a weighted average vacancy rate of 1.4 percent, considered very low, and one of the four LIHTC comparables reported 100 percent occupancy. Of the LIHTC properties that reported vacancies, Ashley Midtown reported the property typically maintains low turnover though they do not maintain a waiting list, while our contact at Heritage Corner & Heritage Row reported this property is stabilized and maintains a waiting list two to 12 months in length. Further, all of the property managers at the LIHTC comparables report strong demand for affordable housing in the area. The Subject will offer slightly inferior to inferior in-unit amenities in comparison to the LIHTC comparable properties and similar to superior property amenities. The Subject does not offer balcony/patios, ceiling fans, walk-in closets, in-unit washer/dryers, or dishwashers, which the majority of comparables include. Further, the Subject does not offer an exercise facility, playground, which the majority of comparables include.

However, amenities the Subject offers that most or none of the comparables offer include elevator access, grab bars, hand rails, pull cords, service coordination, and non-shelter services. As a subsidized senior development, we believe that the amenities package will allow the Subject to continue to effectively compete in the market, particularly given the age-restricted tenancy, historical occupancy levels, and subsidies in place at the Subject. As a comprehensive renovation of an existing senior property in average condition, the Subject will be in good overall condition upon completion and will be considered similar to slightly inferior in terms of condition to the majority of the comparable properties. Given the Subject's anticipated similar to slightly inferior condition relative to the competition and the demand for affordable senior housing evidenced by low vacancy at LIHTC comparable properties, we believe that the Subject is feasible and will perform well.

I. ABSORPTION AND STABILIZATION RATES

Absorption and Stabilization Rates

We were able to obtain absorption information from two of the comparable properties, Legends at Chatham and Fountains at Chatham Parkway. For additional absorption data, we extended our search to include recently-constructed properties in Savannah. Our findings are provided below.

ABSORPTION					
Property Name	Rent Structure	Tenancy	Year Built	# of Units	Units Absorbed / Month
Legends At Chatham	Market	Family	2015	255	15
Slate Apartments	Market	Family	2018	272	30
Fountains at Chatham Parkway	Market	Family	2007	352	29
The View at Oglethorpe I	LIHTC/Market	Family	2017	72	12
<u>The View at Oglethorpe II</u>	LIHTC/Market	Family	2018	100	<u>13</u>
Average				195	19.8

As illustrated, the absorption rates range from 12 to 30 units per month, with an overall average of 19 units per month. Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. Thus, if the Subject was hypothetically 100 percent vacant and had to re-lease units, we would estimate an absorption rate of approximately 15 units per month, which results in an absorption period of approximately nine months. It should be noted that this absorption analysis is hypothetical. The Subject is a proposed renovation of an existing Section 8/LIHTC age-restricted property. Based on a rent roll dated April 23, 2020, the Subject had two vacant units, equating to 98.6 percent occupancy. Further, management reported a waiting list consisting of 60 households. All of the tenants in the Subject's units will continue to income-qualify for the Subject's units, and remain in place post-renovation. However, the Subject is at a stabilized occupancy and this analysis is generally moot.

J. INTERVIEWS

Savannah Housing Authority

We spoke with Ms. Lynn Coleman, Director of Assisted Housing Programs at the Housing Authority of Savannah. According to Ms. Coleman, the Authority administers over 2,705 Housing Choice Vouchers within the city of Savannah, 2,617 of which are currently being utilized. The waiting list for Housing Choice Vouchers has been closed since January of 2013, and there are currently 8,993 applicants on the waiting list. Ms. Coleman indicated that there is a very high demand for additional affordable housing in the area. The net payment standards for one and two-bedroom units, effective February 2019, are illustrated in the following table.

NET PAYMENT STANDARDS	
1BR	\$834
2BR	\$957

All of the Subject's units will continue to benefit from the Section 8 project-based rental subsidy where vouchers will not be utilized. The payment standards are below the Subject's achievable LIHTC rents, indicating that in an absent subsidy scenario, voucher tenants may have to pay additional rent out of pocket to reside at the Subject.

Planning

We previously contacted Bridget Lidy, Director of the Planning & Urban Design Department with the City of Savannah. Ms. Lidy provided documents listing multifamily and commercial developments permits either issued or closed in 2018 and 2019. Since 2018 there have been four permits issued for multifamily developments in the PMA for a total of 543 units. Additionally, the reports provided by Ms. Lidy included 18 permits issued for commercial and mercantile uses throughout the City of Savannah. Additionally, The Mark at Chatham, a market rate property that will offer 276 units is currently under construction with an anticipated delivery date in the next few months. Due to the market rate rent structure at this development, we have not deducted these units from our demand analysis.

Savannah Economic Development Authority

We spoke with Jessie Dillon, Vice President of Business Development for the Savannah Economic Development Authority (SEDA) regarding economic expansions and contractions occurring throughout Savannah. Ms. Dillon directed us to the Savannah Area Chamber's 2020 Economic Trends Report. According to the report the Savannah economy is highly dependent on international trade and has been negatively impacted by global trade impasses over the past couple of years. Without de-escalation in these trade tensions, Savannah's employment is only expected to increase by 0.3 percent. Trade impasses notwithstanding, Savannah's 2020 economy will benefit from economic development projects announced over the last two years that are slated to open in 2020 and are represented in the following table.

BUSINESS EXPANSIONS - Savannah, GA		
Company	Industry	Jobs
Plastics Express	Manufacturing	166
Anatolia Tile+Stone	Distribution	124
Preci-Dip	Manufacturing	100
A&R Logistics	Transportation	60
Wayfair	Distribution	1,000
Gulfstream	Aerospace	200
Elba Island LNG	Mining	100
	TOTAL	1,750

As illustrated in the table above, a total of 1,750 jobs are slated to be created in 2020. Wayfair's distribution facility will create the listed 1,000 jobs over a five-year period through 2025.

K. CONCLUSIONS AND RECOMMENDATIONS

Conclusions

Demographics

The senior (62+) population in the PMA increased by 2.4 percent between 2010 and 2019, compared to the 3.3 percent increase in the regional MSA and 2.9 percent increase across the overall nation during the same time period. According to ESRI demographic projections, annualized PMA growth for the senior population is expected to increase at an average annual rate of 2.4 percent through 2024. The current senior population in the PMA is 21,536 and is expected to increase to 22,834 by the projected date of market entry in January 2022. Over the next five years, PMA growth for the senior population is expected to increase at an average annual rate of 2.4 percent through 2024, slightly below both the surrounding MSA and overall nation during the same time period. Renter households of seniors 62+ are concentrated in the lowest income cohorts, with 66.0 percent of senior renters in the PMA earning \$39,999 or less annually, compared to 57.7 percent for the MSA as of 2019. As proposed, the Subject will target tenants earning between \$0 and \$38,760. Absent subsidy, the Subject would target tenants earning between \$24,210 and \$38,760. Overall, the projected growth in the senior population and households along with the high concentration of senior 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, accommodation/food services and retail trade industries, which collectively comprise 42.4 percent of local employment. The large share of PMA employment in the accommodation/food services and retail trade industries is notable as both of these industries are historically volatile, and prone to contraction during recessionary periods. This is currently being demonstrated amid the Covid-19 pandemic, which has increased layoffs and unemployment claims, as many small and large businesses were forced to shut down. 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. 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. Furthermore, the Fort Stewart and Hunter Army Airfield (HAAF) military bases are the area's second-largest employers and have historically been a source of stability for the local economy, unaffected by previous base closures or the current COVID-19 pandemic. Between 2016 and May 2020, Chatham County experienced 2,945 layoffs. However, these employment losses are negligible compared to the new jobs added during the same period.

Overall, annualized employment growth in the MSA generally outpaced the nation in four of the five years between 2003 and 2007. The effects of the recession were particularly pronounced in the MSA, which suffered a 12.1 percent contraction in employment growth and a 4.4 percentage point increase in the unemployment rate. Since 2012, MSA job growth rates in the MSA generally exceeded the nation, indicating the MSA has made a strong recovery from the national recession and housing crisis. As of November 2019, total employment in the MSA is at a post-recessionary record and increasing at an annualized rate of 1.3 percent, similar to growth across the overall nation. According to the most recent labor statistics, the unemployment rate in the MSA is 2.6 percent, lower than the current national unemployment rate of 3.3 percent. Overall, the local economy appears to be in an expansionary phase. The growing local economy is a positive indicator of demand for rental housing and the Subject's units.

Capture Rates

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

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Proposed Rents
1BR @60% (Section 8)	\$0	\$34,440	136	1,156	10	1,146	11.9%	\$990
1BR @60% (Absent Subsidy)	\$24,210	\$34,440	136	316	10	306	44.5%	\$893
2BR @60% (Section 8)	\$0	\$38,760	2	424	21	403	0.5%	\$973
2BR @60% (Absent Subsidy)	\$29,070	\$38,760	2	116	21	95	2.1%	\$1,071
Overall (As Proposed)	\$0	\$38,760	138	1,580	31	1,549	8.9%	-
Overall (Absent Subsidy)	\$24,210	\$38,760	138	432	31	401	34.4%	-

As the analysis illustrates, the Subject's capture rate at the 60 percent AMI level, as proposed, is 8.9 percent. Absent subsidy, the Subject's capture rate at the 60 percent AMI level, is 34.4 percent. According to Georgia DCA, all subsidized units are considered leasable; thus the elevated capture rate in the absent subsidy scenario is moot. Therefore, we believe these calculated capture rates are reasonable, particularly as these calculations do not consider demand from outside the PMA or standard rental household turnover.

Absorption

We were able to obtain absorption information from two of the comparable properties, Legends at Chatham and Fountains at Chatham Parkway. For additional absorption data, we extended our search to include recently-constructed properties in Savannah. Our findings are provided below.

ABSORPTION

Property Name	Rent Structure	Tenancy	Year Built	# of Units	Units Absorbed / Month
Legends At Chatham	Market	Family	2015	255	15
Slate Apartments	Market	Family	2018	272	30
Fountains at Chatham Parkway	Market	Family	2007	352	29
The View at Oglethorpe I	LIHTC/Market	Family	2017	72	12
<u>The View at Oglethorpe II</u>	LIHTC/Market	Family	2018	100	<u>13</u>
Average				195	19.8

As illustrated, the absorption rates range from 12 to 30 units per month, with an overall average of 19 units per month. Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. Thus, if the Subject was hypothetically 100 percent vacant and had to re-lease units, we would estimate an absorption rate of approximately 15 units per month, which results in an absorption period of approximately nine months. It should be noted that this absorption analysis is hypothetical. The Subject is a proposed renovation of an existing Section 8/LIHTC age-restricted property. Based on a rent roll dated April 23, 2020, the Subject had two vacant units, equating to 98.6 percent occupancy. Further, management reported a waiting list consisting of 60 households. All of the tenants in the Subject's units will continue to income-qualify for the Subject's units, and remain in place post-renovation. However, the Subject is at a stabilized occupancy and this analysis is generally moot.

Vacancy Trends

The following table summarizes overall weighted vacancy trends at the surveyed properties.

OVERALL VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Ashley Midtown	LIHTC/Market	Family	206	2	1.0%
Heritage Corner & Heritage Row	LIHTC	Family	70	3	4.3%
Live Oak Plantation Apartments	LIHTC/Market	Family	208	0	0.0%
Montgomery Landing	LIHTC/Market	Family	144	4	2.8%
Legends At Chatham	Market	Family	255	10	3.9%
Magnolia Villas	Market	Family	144	7	4.9%
Ocho Rios Villa	Market	Family	72	3	4.2%
Sterling Bluff Apartments	Market	Family	216	10	4.6%
The Fountains At Chatham Parkway	Market	Family	340	13	3.8%
Walden At Chatham Center	Market	Family	236	15	6.4%
Total LIHTC			628	9	1.4%
Total Market Rate			1,263	58	4.6%
Overall Total			1,891	67	3.5%

Overall weighted vacancy rates in the market are low, at 3.5 percent overall, and total vacancy among LIHTC comparables is very low, at 1.4 percent, below the overall weighted vacancy rate of 4.6 percent for market rate comparables. Overall, vacancy rates in the market are below 3.5 percent on average, indicating demand for housing of all types. Our contacts at Heritage Corner & Heritage Row reported this property is stabilized and maintains a waiting list two to 12 months in length. It should be noted this comparable is operated by Mercy Housing, a nationwide nonprofit organization for affordable housing. Based on conversations with management at the comparable LIHTC comparables, we believe strong demand for affordable housing in the area will continue.

The vacancy rates among the market rate comparables ranges from 3.8 to 6.4 percent, averaging 4.6 percent overall. Walden at Chatham Center reports the highest vacancy rate among the market comparables, at 6.4 percent. Our contact at the property stated the recent increase in vacancy is due to a military deployment in the area which increased turnover. Typically, management stated this property operates at five percent vacancy or less. According to CoStar, the vacancy rate in the Savannah rental market is expected to increase up to 16 percent during 2020 and 2021 due to the expected increase in supply and other negative effects of the pandemic. However, the Subject and the comparable properties are all operating at stabilized levels of occupancy and will experienced little to muted effects of the incoming new supply in

the market. Further, the vacancy in the market is expected to stabilize near the end of 2021 with decreasing vacancy through 2024.

As a newly renovated property with a competitive amenity package targeting seniors, with subsidies in place for all units, we anticipate that the Subject would perform with a vacancy rate of three percent or less in the restricted scenarios and four percent or less in the unrestricted scenarios. Based on these factors, we believe that there is sufficient demand for affordable housing in the market. Given that the Subject is an existing property that is currently 98.6 percent occupied, and also that the property maintains a waiting list of 60 households, we do not believe that the renovation of the Subject will impact the performance of the existing affordable properties if allocated.

Strengths of the Subject

Upon completion of renovations, the Subject will be in good overall condition and will be considered similar to slightly inferior in terms of condition to the majority of the comparable properties. As the demand analysis indicated, there is adequate demand for the Subject based on our calculations for the 60 percent AMI units with subsidy in place. Further, the Subject is 98.6 percent occupied and management reported a waiting list consisting of 60 households. Additionally, qualifying tenants will continue to pay only 30 percent of their household income on rent. The majority of current tenants are anticipated to income-qualify for the Subject post-renovation. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the market, given the demand for senior affordable housing, the Subject's historical occupancy rates, and the subsidies in place.

Conclusion

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The LIHTC comparables are experiencing a weighted average vacancy rate of 1.4 percent, considered very low, and one of the four LIHTC comparables reported 100 percent occupancy. Of the LIHTC properties that reported vacancies, Ashley Midtown reported the property typically maintains low turnover though they do not maintain a waiting list, while our contact at Heritage Corner & Heritage Row reported this property is stabilized and maintains a waiting list two to 12 months in length. Further, all of the property managers at the LIHTC comparables report strong demand for affordable housing in the area. The Subject will offer slightly inferior to inferior in-unit amenities in comparison to the LIHTC comparable properties and similar to superior property amenities. The Subject does not offer balcony/patios, ceiling fans, walk-in closets, in-unit washer/dryers, or dishwashers, which the majority of comparables include. Further, the Subject does not offer an exercise facility, playground, which the majority of comparables include. However, amenities the Subject offers that most or none of the comparables offer include elevator access, grab bars, hand rails, pull cords, service coordination, and non-shelter services. As a subsidized senior development, we believe that the amenities package will allow the Subject to continue to effectively compete in the market, particularly given the age-restricted tenancy, historical occupancy levels, and subsidies in place at the Subject. As a comprehensive renovation of an existing senior property in average condition, the Subject will be in good overall condition upon completion and will be considered similar to slightly inferior in terms of condition to the majority of the comparable properties. Given the Subject's anticipated similar to slightly inferior condition relative to the competition and the demand for affordable senior housing evidenced by low vacancy at LIHTC comparable properties, we believe that the Subject is feasible and will perform well.

Recommendations

We recommend the Subject as proposed.

L. 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.



Brad Weinberg, MAI, CVA, CRE
Partner
Brad.Weinberg@Novoco.com

August 14, 2020



Lindsey Sutton
Principal
Lindsey.Sutton@Novoco.com

August 14, 2020



Jennifer Stapelfeld
Analyst
Jennifer.Stapelfeld@Novoco.com

August 14, 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

Subject and Neighborhood Photos

The photos on the following pages were taken by Jennifer Stapelfeld during our site inspection on April 17, 2020.



SUBJECT SIGNAGE



SUBJECT EXTERIOR



SUBJECT EXTERIOR



SUBJECT EXTERIOR



SUBJECT EXTERIOR AND PARKING



SUBJECT EXTERIOR AND SIDE ENTRANCE



SUBJECT EXTERIOR AND SIDE ENTRANCE



MAIN ENTRANCE



MAIN ENTRANCE



SUBJECT PHONE-INTERCOM ENTRY



SUBJECT WHEELCHAIR ENTRANCE RAMP



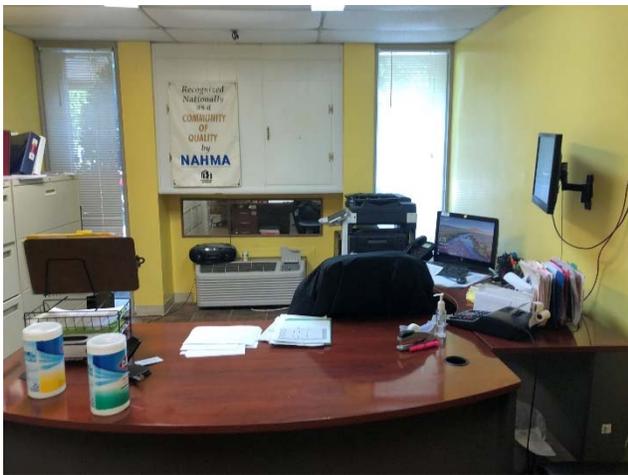
TYPICAL HALLWAY (FIRST-FLOOR SIDE ENTRANCE)



SUBJECT LOBBY



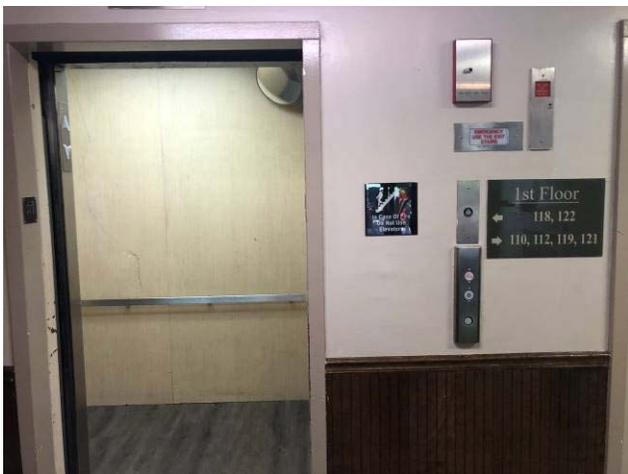
SUBJECT VIDEO SURVEILLANCE



MANAGEMENT OFFICE



MANAGEMENT OFFICE



SUBJECT ELEVATOR



SUBJECT ELEVATOR AND TYPICAL SEATING



TYPICAL HALLWAY



TYPICAL HALLWAY



TYPICAL UNIT DOOR (NEW DOOR)



TYPICAL ENTRYWAY



TYPICAL LIVING ROOM



TYPICAL LIVING ROOM



TYPICAL DINING AREA



TYPICAL COAT CLOSET



PTAC WALL AIR CONDITIONER (TURNOVER)



TYPICAL PANTRY



TYPICAL KITCHEN



TYPICAL KITCHEN



TYPICAL KITCHEN



TYPICAL KITCHEN



TYPICAL ACCESSIBLE KITCHEN



TYPICAL ACCESSIBLE KITCHEN



TYPICAL BEDROOM (1BR)



TYPICAL BEDROOM (2BR)



TYPICAL CLOSET AND ACCESSIBLE BATHROOM



TYPICAL UNIT PULL CORDS IN BEDROOMS



TYPICAL BATHROOM



TYPICAL BATHROOM AND GRAB BARS



TYPICAL PULL CORDS IN BATHROOM



TYPICAL ACCESSIBLE BATHROOM



SUBJECT MAINTENANCE SHOP



SUBJECT OUTDOOR AREA AND WALKING TRAIL



SUBJECT MAILBOXES



COMMUNITY ROOM (1)



COMMUNITY ROOM (2)



COMMUNITY ROOM (3)



SUBJECT PIANO



SERVICE COORDINATOR OFFICE



CENTRAL LAUNDRY ROOM



CENTRAL LAUNDRY ROOM



SUBJECT OUTDOOR SEATING



SUBJECT GROUNDS AND WALKWAY



SUBJECT PICNIC/BBQ AREA AND GAZEBO



SUBJECT COMMUNITY GARDEN & STORAGE SHED



SUBJECT OFF-STREET PARKING



SUBJECT OFF-STREET PARKING



VIEW FROM SUBJECT FACING WEST ON HAMPSTEAD AVE



VIEW FROM SUBJECT FACING EAST ON HAMPSTEAD AVE



SINGLE-FAMILY HOUSE ADJACENT TO SUBJECT



SINGLE-FAMILY HOUSE ADJACENT TO SUBJECT



VIEW FROM SUBJECT ALONG HAMPSTEAD AVE



BUS STOP DIRECTLY NORTH OF SUBJECT



VIEW OF MILITARY HOUSING DIRECTLY SW OF SUBJECT



ENTRANCE TO HUNTER ARMY AIRFIELD WEST OF SUBJECT



MOBILE HOME RESIDENTIAL USES WEST OF SUBJECT



STORAGE FACILITY NEAR SUBJECT



SAVANNAH TECHNICAL COLLEGE SOUTH OF SUBJECT



SURROUNDING USE EAST OF SUBJECT



SURROUNDING USE EAST OF SUBJECT



SURROUNDING USE EAST OF SUBJECT

Addendum C
Qualifications

CURRICULUM VITAE
BRAD E. WEINBERG, MAI, CVA, CRE

I. Education

University of Maryland, Masters of Science in Accounting & Financial Management
University of Maryland, Bachelors of Arts in Community Planning

II. Licensing and Professional Affiliations

MAI Member, Appraisal Institute, No. 10790
Certified Valuation Analyst (CVA), National Association of Certified Valuers and Analysts (NACVA)
Member, The Counselors of Real Estate (CRE)
Member, Urban Land Institute
Member, National Council of Housing Market Analysts (NCHMA)

State of Alabama – Certified General Real Estate Appraiser, No. G00628
State of California – Certified General Real Estate Appraiser, No. AG27638
State of Florida – Certified General Real Estate Appraiser; No. RZ3249
State of Hawaii – Certified General Real Estate Appraiser, No. CGA0001291
State of Maryland – Certified General Real Estate Appraiser; No. 6048
State of New Jersey – Certified General Real Estate Appraiser; No. 42RG00224900
State of Nevada – Certified General Real Estate Appraiser, No. A.0207819-CG
State of Oregon – Certified General Real Estate Appraiser; No. C001280
State of Pennsylvania – Certified General Real Estate Appraiser; No. GA004111
State of Washington – Certified General Real Estate Appraiser, No. 1102433

III. Professional Experience

Partner, Novogradac & Company LLP
President, Capital Realty Advisors, Inc.
Vice President, The Community Partners Realty Advisory Services Group, LLC
President, Weinberg Group, Real Estate Valuation & Consulting
Manager, Ernst & Young LLP, Real Estate Valuation Services
Senior Appraiser, Joseph J. Blake and Associates
Senior Analyst, Chevy Chase F.S.B.
Fee Appraiser, Campanella & Company

IV. Professional Training

Appraisal Institute Coursework and Seminars Completed for MAI Designation and Continuing Education Requirements

National Association of Certified Valuers and Analysts (NACVA) Coursework and Seminars completed for Certified Valuation Analyst (CVA) Designation and Continuing Education Requirements

V. Speaking Engagements and Authorship

Numerous speaking engagements at Affordable Housing Conferences throughout the Country

Participated in several industry forums regarding the Military Housing Privatization Initiative

Authored "New Legislation Emphasizes Importance of Market Studies in Allocation Process,"
Affordable Housing Finance, March 2001

VI. Real Estate Assignments

A representative sample of Due Diligence, Consulting or Valuation Engagements includes:

- On a national basis, conduct market studies and appraisals for proposed Low-Income Housing Tax Credit properties. Analysis includes preliminary property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis and operating expense analysis to determine appropriate cost estimates.
- On a national basis, conduct market studies and appraisals of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing program. This includes projects under the 221(d)3, 221(d)4, 223(f), and 232 programs.
- Completed numerous FannieMae and FreddieMac appraisals of affordable and market rate multifamily properties for DUS Lenders.
- Managed and completed numerous Section 8 Rent Comparability Studies in accordance with HUD's Section 9 Renewal Policy and Chapter 9 for various property owners and local housing authorities.
- Designed and implemented rent reasonableness toolkit for Public Housing Agencies (PHA) in support of Housing Choice Voucher program. Rent reasonableness tool provides an estimated rent based on surveyed market conditions specific to the PHA.
- Developed a Flat Rent Model for the Trenton Housing Authority. Along with teaming partner, Quadel Consulting Corporation, completed a public housing rent comparability study to determine whether the flat rent structure for public housing units is reasonable in comparison to similar, market-rate units. THA also requested a flat rent schedule and system for updating its flat rents. According to 24 CFR 960.253, public housing authorities (PHAs) are required to establish flat rents, in order to provide residents a choice between paying a "flat" rent, or an "income-based" rent. The flat rent is based on the "market rent", defined as the rent charged for a comparable unit in the private, unassisted market at which a PHA could lease the public housing unit after preparation for occupancy. Based upon the data collected, the consultant will develop an appropriate flat rent schedule, complete with supporting documentation outlining the methodology for determining and applying the rents. We developed a system that THA can implement to update the flat rent schedule on an annual basis.

- As part of an Air Force Privatization Support Contractor team (PSC) to assist the Air Force in its privatization efforts. Participation has included developing and analyzing housing privatization concepts, preparing the Request for Proposal (RFP), soliciting industry interest and responses to housing privatization RFP, Evaluating RFP responses, and recommending the private sector entity to the Air Force whose proposal brings best value to the Air Force. Mr. Weinberg has participated on numerous initiatives and was the project manager for Shaw AFB and Lackland AFB Phase II.
- Conducted housing market analyses for the U.S. Army in preparation for the privatization of military housing. This is a teaming effort with Parsons Corporation. These analyses were done for the purpose of determining whether housing deficits or surpluses exist at specific installations. Assignment included local market analysis, consultation with installation housing personnel and local government agencies, rent surveys, housing data collection, and analysis, and the preparation of final reports.
- Developed a model for the Highland Company and the Department of the Navy to test feasibility of developing bachelor quarters using public-private partnerships. The model was developed to test various levels of government and private sector participation and contribution. The model was used in conjunction with the market analysis of two test sites to determine the versatility of the proposed development model. The analysis included an analysis of development costs associated with both MILCON and private sector standards as well as the potential market appeal of the MILSPECS to potential private sector occupants.

STATEMENT OF PROFESSIONAL QUALIFICATIONS
LINDSEY SUTTON

EDUCATION

Texas State University, Bachelor of Business Administration in Finance

LICENSING AND AFFILIATIONS

Certified General Real Estate Appraiser – State of Texas (TX 1380684-G)
Certified General Real Estate Appraiser – State of Washington (1102489)
Certified General Real Estate Appraiser – State of Colorado (CG.200001730)
Certified General Real Estate Appraiser – State of Louisiana (G447)
Certified General Real Estate Appraiser – State of Florida (RZ4150)

Candidate for Designation in the Appraisal Institute
Member – Commercial Real Estate Women (CREW) Network

EXPERIENCE

Novogradac & Company LLP, Principal
Novogradac & Company LLP, Manager
Novogradac & Company LLP, Real Estate Analyst
Novogradac & Company LLP, Real Estate Researcher

PROFESSIONAL TRAINING

National USPAP and USPAP Updates
General Appraiser Report Writing and Case Studies
General Appraiser Sales Comparison Approach
General Appraiser Site Valuation Approach
Cost Approach Expert Witness for Commercial Appraisers
Commercial Appraisal Review
Real Estate Finance Statistics and Valuation Modeling
General Appraiser Income Approach Part II
General Appraiser Income Approach Part I
General Appraiser Market Analysis and Highest & Best Use
Basic Appraisal Procedures
Basic Appraisal Principles
Advanced Hotel Appraising – Full Service Hotels
Basic Hotel Appraising – Limited Service Hotels
Appraisal of Assisted Living Facilities
Divorce and Estate Appraisal Elements

REAL ESTATE ASSIGNMENTS

A representative sample of work on various types of projects:

- Managed and completed hundreds of market studies and appraisals for proposed new construction and existing Low Income Housing Tax Credit, USDA Rural Development, Section 8 and market rate multifamily and age-restricted developments. This included

property screenings, market and demographic analysis, comparable rent surveys, supply and demand analysis, determination of market rents, expense comparability analysis, and other general market analysis. Property types include proposed multifamily, acquisition with rehabilitation, historic rehabilitation, adaptive reuse, and single-family development.

- Complete agency and HUD appraisals using the cost approach, income capitalization approach, and sales comparison approach for Low Income Housing Tax Credit, USDA Rural Development, and Section 8 properties. Additional assignments also include partnership valuations and commercial land valuation.
- Prepared HUD Market-to-Market rent comparability studies for Section 8 multifamily developments.
- Perform valuations of General and/or Limited Partnership Interest in a real estate transaction, as well as LIHTC Year 15 valuation analysis.
- Prepare Fair Market Value analyses for solar panel installations in connection with financing and structuring analyses performed for various clients. The reports are used by clients to evaluate with their advisors certain tax consequences applicable to ownership. Additionally, these reports can be used in connection with application for the Federal grant identified as Section 1603 American Recovery & Reinvestment Act of 2009 and the ITC funding process.
- Perform market studies and appraisals for proposed and existing multifamily properties under the HUD MAP program. These reports meet the requirements outlined in Chapter 7 of the HUD MAP Guide for the 221(d)4, 223(f), and the LIHTC Pilot Program.
- Consult with lenders and developers and complete valuation assignments for developments converting under the RAD program.
- Prepare valuations for unique redevelopment sites with mixed uses including a variety of commercial, multifamily, and recreational uses. Further, performing analysis and valuations for assisted living facilities for potential acquisition, hold or trade purposes.
- Prepare and develop individual development models for forecasting and residual land value analysis for large-scale development sites

STATEMENT OF PROFESSIONAL QUALIFICATIONS

JENNIFER L. STAPELFELD

EDUCATION

Bachelor of Science in Economics, The Florida State University (2009-2012)

PROFESSIONAL EXPERIENCE

Novogradac & Company, LLP, Analyst

Novogradac & Company, LLP, Junior Analyst

Texas Workforce Commission, Economist II

The University of Texas at Austin, Budget Analyst

Florida United Business Association, Audit Analyst

REAL ESTATE ASSIGNMENTS

A representative sample of Asset Management, Due Diligence, and Valuation Engagements, including:

- Complete appraisals and market studies of proposed new construction, rehabilitation, and existing Low Income Housing Tax Credit properties, USDA Rural Development, and market rate multifamily developments. Analysis includes property screening market, economic, and demographic analyses, rent comparability studies, valuation analysis, determination of market rents, and general market analysis.
- Assist with appraisals using the cost approach, income capitalization approach, and sales comparison approach for multifamily developments. Analyze historic audited financial statements and proposed operating statements to determine property expense projections.
- Complete Rent Comparability Studies for expiring Section 8 contracts for subsidized properties located throughout the United States. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Conduct physical inspections of subject properties and comparable properties to determine condition and evaluate independent physical condition assessments.
- Analyze historical audited financial statements and proposed operating statements to determine property expense projections.

The analyst has conducted research and completed assignments in the following U.S states:

Arizona	Illinois	Nevada	South Carolina
California	Indiana	New Jersey	Texas
Colorado	Iowa	New Mexico	Utah
Connecticut	Louisiana	New York	Virginia
District of Columbia	Maryland	North Carolina	Washington
Florida	Michigan	North Dakota	West Virginia
Georgia	Minnesota	Ohio	Wisconsin
Hawaii	Mississippi	Oregon	Wyoming
	Missouri	Pennsylvania	
	Nebraska		

Addendum D
Summary Matrix

SAVANNAH SUMMIT – SAVANNAH, GEORGIA – DCA MARKET STUDY

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	Savannah Summit 135 Hampstead Ave Savannah, GA 31405 Chatham County		Highrise 12-stories 1978 / 2004/2021 Senior	Section 8	1BR / 1BA	12	8.7%	524	@60% (Section 8)	\$870	N/A	Yes	1	8.3%			
					1BR / 1BA	124	89.9%	524	@60% (Section 8)	\$870	N/A	Yes	5	4.0%			
					2BR / 1BA	2	1.5%	814	@60% (Section 8)	\$973	N/A	Yes	0	0.0%			
					138									6			4.3%
1	Ashley Midtown 1518 E Park Avenue Savannah, GA 31404 Chatham County	3.4 miles	Garden/TH 2-stories 2004 / n/a Family	@60% Market	2BR / 1BA	N/A	N/A	1,288	@60%	\$979	Yes	No	0	N/A			
					2BR / 1BA	N/A	N/A	1,288	Market	\$1,518	N/A	No	0	N/A			
					2BR / 1.5BA	N/A	N/A	1,236	@60%	\$979	Yes	No	0	N/A			
					2BR / 1.5BA	N/A	N/A	1,236	Market	\$1,446	N/A	No	1	N/A			
					3BR / 2BA	N/A	N/A	1,370	@60%	\$1,121	Yes	No	0	N/A			
					3BR / 2BA	N/A	N/A	1,370	Market	\$1,703	N/A	No	0	N/A			
					3BR / 2.5BA	N/A	N/A	1,411	@60%	\$1,121	Yes	No	0	N/A			
					3BR / 2.5BA	N/A	N/A	1,411	Market	\$1,782	N/A	No	1	N/A			
206									2			1.0%					
2	Heritage Corner & Heritage Row 1901 Florence St Savannah, GA 31415 Chatham County	2.4 miles	Garden 2-stories 2002 / n/a Family	@30% @50% @60%	1BR / 1BA	N/A	N/A	1,094	@30%	\$503	No	Yes	0	N/A			
					2BR / 2BA	N/A	N/A	1,186	@30%	\$632	No	Yes	0	N/A			
					2BR / 2BA	N/A	N/A	1,186	@50%	\$829	No	Yes	0	N/A			
					2BR / 2BA	N/A	N/A	1,186	@60%	\$959	No	Yes	2	N/A			
					3BR / 2BA	N/A	N/A	1,320	@30%	\$696	No	Yes	0	N/A			
					3BR / 2BA	N/A	N/A	1,320	@50%	\$932	No	Yes	0	N/A			
					3BR / 2BA	N/A	N/A	1,320	@60%	\$1,178	No	Yes	1	N/A			
					70									3			4.3%
3	Live Oak Plantation Apartments 8505 Waters Avenue Savannah, GA 31406 Chatham County	2.4 miles	Townhouse 2-stories 1974 / 2000/2016 Family	@60% Market	1BR / 1BA	36	17.3%	705	@60%	\$789	Yes	Yes	0	0.0%			
					1BR / 1BA	4	1.9%	705	Market	\$1,012	N/A	No	0	0.0%			
					2BR / 1BA	81	38.9%	822	@60%	\$929	Yes	Yes	0	0.0%			
					2BR / 1BA	9	4.3%	822	Market	\$1,210	N/A	No	0	0.0%			
					3BR / 2BA	47	22.6%	1,033	@60%	\$1,060	Yes	No	0	0.0%			
					3BR / 2BA	5	2.4%	1,033	Market	\$1,399	N/A	No	0	0.0%			
					4BR / 2BA	23	11.1%	1,222	@60%	\$980	Yes	No	0	0.0%			
					4BR / 2BA	3	1.4%	1,222	Market	\$1,380	N/A	No	0	0.0%			
208									0			0.0%					
4	Montgomery Landing 714 West 57th Street Savannah, GA 31405 Chatham County	1.2 miles	Garden 3-stories 2005 / n/a Family	@30% @50% @60% Market	1BR / 1BA	1	0.7%	792	@30%	\$453	Yes	Yes	0	0.0%			
					1BR / 1BA	4	2.8%	792	@50%	\$710	Yes	No	0	0.0%			
					1BR / 1BA	7	4.9%	792	@60%	\$839	Yes	No	0	0.0%			
					1BR / 1BA	4	2.8%	792	Market	\$863	N/A	No	0	0.0%			
					2BR / 2BA	9	6.3%	1,062	@30%	\$528	Yes	Yes	0	0.0%			
					2BR / 2BA	16	11.1%	1,062	@50%	\$837	Yes	No	0	0.0%			
					2BR / 2BA	12	8.3%	1,062	@60%	\$991	Yes	No	1	8.3%			
					2BR / 2BA	11	7.6%	1,062	Market	\$994	N/A	No	0	0.0%			
					3BR / 2BA	4	2.8%	1,267	@30%	\$608	Yes	Yes	0	0.0%			
					3BR / 2BA	21	14.6%	1,267	@50%	\$964	Yes	No	0	0.0%			
					3BR / 2BA	29	20.1%	1,267	@60%	\$1,142	Yes	No	3	10.3%			
					3BR / 2BA	10	6.9%	1,267	Market	\$1,157	N/A	No	0	0.0%			
					4BR / 2BA	1	0.7%	1,428	@30%	\$404	Yes	Yes	0	0.0%			
					4BR / 2BA	2	1.4%	1,428	@50%	\$801	Yes	No	0	0.0%			
4BR / 2BA	9	6.3%	1,428	@60%	\$1,000	Yes	No	0	0.0%								
4BR / 2BA	4	2.8%	1,428	Market	\$1,005	N/A	No	0	0.0%								
144									4			2.8%					
5	Legends At Chatham 1426 Chatham Parkway Savannah, GA 31405 Chatham County	3.4 miles	Garden 3-stories 2015 / n/a Family	Market	1BR / 1BA	23	9.0%	651	Market	\$1,188	N/A	No	2	8.7%			
					1BR / 1BA	28	11.0%	726	Market	\$1,303	N/A	No	0	0.0%			
					1BR / 1BA	28	11.0%	792	Market	\$1,250	N/A	No	1	3.6%			
					1BR / 1BA	44	17.3%	802	Market	\$1,218	N/A	No	0	0.0%			
					1BR / 1BA	33	12.9%	920	Market	\$1,318	N/A	No	0	0.0%			
					2BR / 2BA	22	8.6%	1,166	Market	\$1,539	N/A	No	2	9.1%			
					2BR / 2BA	22	8.6%	1,252	Market	\$1,584	N/A	No	3	13.6%			
					3BR / 2BA	28	11.0%	1,362	Market	\$1,742	N/A	No	1	3.6%			
					3BR / 2BA	27	10.6%	1,479	Market	\$1,807	N/A	No	1	3.7%			
					255									10			3.9%
6	Magnolia Villas 205 W Montgomery Cross Rd Savannah, GA 31406 Chatham County	2.2 miles	Garden 2-stories 1986 / 2017 Family	Market	1BR / 1BA	32	22.2%	800	Market	\$1,006	N/A	No	2	6.3%			
					2BR / 2BA	24	16.7%	1,100	Market	\$1,137	N/A	No	2	8.3%			
					2BR / 2BA	48	33.3%	1,150	Market	\$1,154	N/A	No	3	6.3%			
					3BR / 3BA	40	27.8%	1,350	Market	\$1,562	N/A	No	0	0.0%			
					144									7			4.9%
7	Ocho Rios Villa 1 Rainbow Drive Savannah, GA 31405 Chatham County	1.8 miles	Garden 2-stories 1978 / 2018 Family	Market	2BR / 1BA	60	83.3%	900	Market	\$1,049	N/A	No	2	3.3%			
					3BR / 1BA	12	16.7%	1,000	Market	\$1,162	N/A	No	1	8.3%			
					72									3			4.2%
8	Sterling Bluff Apartments 201 W Montgomery Cross Road Savannah, GA 31406 Chatham County	2.1 miles	Garden 2-stories 1977 / 2017 Family	Market	1BR / 1BA	24	11.1%	777	Market	\$1,172	N/A	No	N/A	N/A			
					1BR / 1BA	24	11.1%	863	Market	\$1,188	N/A	No	N/A	N/A			
					2BR / 1BA	36	16.7%	1,035	Market	\$1,229	N/A	No	N/A	N/A			
					2BR / 1BA	36	16.7%	1,121	Market	\$1,276	N/A	No	N/A	N/A			
					2BR / 2BA	36	16.7%	1,035	Market	\$1,239	N/A	No	N/A	N/A			
					2BR / 2BA	36	16.7%	1,121	Market	\$1,279	N/A	No	N/A	N/A			
					3BR / 2BA	12	5.6%	1,250	Market	\$1,367	N/A	No	N/A	N/A			
					3BR / 2BA	12	5.6%	1,336	Market	\$1,529	N/A	No	N/A	N/A			
216									10			4.6%					
9	The Fountains At Chatham Parkway 1699 Chatham Pkwy Savannah, GA 31405 Chatham County	3.5 miles	Garden 2-stories 2007 / n/a Family	Market	0BR / 1BA	32	9.4%	575	Market	\$1,177	N/A	No	2	6.3%			
					1BR / 1BA	66	19.4%	779	Market	\$1,325	N/A	No	6	9.1%			
					1BR / 1BA	60	17.7%	836	Market	\$1,345	N/A	No	1	1.7%			
					2BR / 2BA	66	19.4%	957	Market	\$1,526	N/A	No	3	4.6%			
					2BR / 2BA	72	21.2%	1,040	Market	\$1,591	N/A	No	1	1.4%			
340									0			0.0%					
10	Walden At Chatham Center 100 Walden Ln Savannah, GA 31405 Chatham County	3.7 miles	Garden 3-stories 2003 / n/a Family	Market	1BR / 1BA	16	6.8%	642	Market	\$1,176	N/A	No	N/A	N/A			
					1BR / 1BA	24	10.2%	797	Market	\$1,201	N/A	No	N/A	N/A			
					1BR / 1BA	44	18.6%	883	Market	\$1,187	N/A	No	N/A	N/A			
					1BR / 1BA	8	3.4%	1,013	Market	\$1,239	N/A	No	N/A	N/A			
					2BR / 2BA	82	34.8%	1,131	Market	\$1,420	N/A	No	N/A	N/A			
					2BR / 2BA	38	16.1%	1,211	Market	\$1,397	N/A	No	N/A	N/A			
					3BR / 2BA	16	6.8%	1,358	Market	\$1,997	N/A	No	N/A	N/A			
					3BR / 2BA	8	3.4%	1,412	Market	\$1,882	N/A	No	N/A	N/A			
					236									15			6.4%



November 25, 2020

Mr. Brandon Kearse
Director, Acquisitions
Savannah Summit Preservation, LP
C/o Rose Community Development Company, LLC
551 Fifth Avenue, 23rd Floor
New York, NY 10176

RE: No Material Change Addenda – Savannah Summit located in Savannah, Georgia

Dear Mr. Kearse:

Per your request, Novogradac has been asked to provide an Addendum Letter indicating there has been no material change to the Subject since the initial market study and appraisal with an effective date of April 17, 2020.

This letter is considered an addendum to the referenced market study and appraisal, and all limiting conditions and assumptions contained therein apply to this analysis. A new site inspection was not performed and none of the Subject data or market data have been updated. However, based on the information from the developer, the Subject property is currently in a similar condition and the scope of work is the same as the effective date of the original market study and appraisal referenced above.

It is a specific assumption of this addendum letter that the reader has also reviewed the referenced market study and appraisal in their entirety. The format of this letter has been determined by Novogradac Consulting LLP and the client to be acceptable for their internal purposes. Another user may find this format less useful.

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

Respectfully submitted,
Novogradac Consulting LLP

A handwritten signature in blue ink that reads "Brad Weinberg".

Brad Weinberg, MAI, CVA, CRE
Partner

A handwritten signature in black ink that reads "Lindsey Sutton".

Lindsey Sutton
Principal

A handwritten signature in black ink that reads "Jennifer Stapelfeld".

Jennifer Stapelfeld
Analyst