



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

A MARKET CONDITIONS AND PROJECT EVALUATION SUMMARY OF: GRIFFIN VILLAGE

2151 Williamson Road
Griffin, Spalding County, Georgia 30224

Effective Date: June 15, 2021
Report Date: September 5, 2021

Prepared for:
Richelle Patton
President
Collaborative Housing Solutions
321 W Hill Street #3 NW
Decatur, Georgia 30030

Prepared by:
Novogradac Consulting LLP
555 North Point Center East, Suite 600
Alpharetta, GA
678-867-2333





September 5, 2021

Richelle Patton
President
Collaborative Housing Solutions
321 W Hill Street #3 NW
Decatur, Georgia 30030

Re: Application Market Study for Griffin Village, located in Griffin, Spalding County, Georgia

Dear Richelle Patton:

At your request, Novogradac Consulting LLP performed a study of the multifamily rental market in the Griffin, Spalding County, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project. It should be noted that we are concurrently preparing an appraisal of the Subject property.

The purpose of this market study is to assess the viability of the proposed 150-unit family LIHTC project. It will be a newly constructed affordable LIHTC project, with 150 revenue generating units, restricted to households earning 60 percent of the Area Median Income (AMI) or less. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions.

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

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

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

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

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

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

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. These efforts resulted in extensive impacts to economic activity. However, governments also implemented significant economic stimulus packages to help with the economic disruption.

- 1) Clients and market participants throughout the country report collections since April 2020 that were better than expected for all types of multifamily properties. According to a report from the National Multifamily Housing Council, June 2021 rent collections decreased by 3.8 percentage points year-over-year from June 2020. It should be noted that June 5th and 6th fell on a weekend in 2021 and therefore may not be a direct comparison to last year's figures. Note that the apartments in this sample are market rate apartments in multifamily buildings and do not include affordable units. Through June 6, 2021, 77.0 percent of households made full or partial rent payments for May, according to the National Multifamily Housing Council. Although one-in-four renters did not pay their rent in the first week of the month, the majority of these missed payments are made up with late payments by the end of the month. A significant change in the market is not yet discernible and we continue to be relatively optimistic about the market's ability to weather the current economic storm.*
- 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 will not be completed until April 2023, at which point the market is expected to be stabilized or have less uncertainty.*
- 3) States are starting to plan the reopening over the next several weeks to months and the state of Georgia has re-opened its restaurants, gyms, and other indoor venues as of June 2021, however, return to full economic potential is unlikely while the global health crisis continues. Governor Brian Kemp issued an order in late May which fully lifted the few remaining mitigation rules for a number of businesses, including restaurants, bars, conventions and live performance venues. The Subject is scheduled to be complete in April 2023, which is considered outside the primary window of the pandemic.*
- 4) As of April 2021, unemployment is at 5.7 percent nationally. Historically, the MSA has generally matched the nation in terms of employment growth and trailed the nation in terms of the unemployment rate. The impacts of the COVID-19 pandemic and associated economic downturn affected the MSA as well as the nation. However, the MSA continues to recover as employment has increased by 15.0 percent and the unemployment rate decreased by 8.7 percentage points to 3.9 percent since April 2020, which is greater than the nationwide employment expansion (13.4 percent) and similar to the decrease in the unemployment rate (8.7 percent). Overall, the local economy has been impacted by the COVID-19 pandemic. However, nationwide, state, and city assistance programs both for employees and businesses have reportedly and are expected to continue to mitigate these impacts.*

- 5) *The impact of COVID-19 broadly on apartment operations in this market does not appear to have been significant as of the date of this report. All of the comparables reported no significant impact to collections, occupancy, or traffic during the COVID-19 pandemic. The long-term impacts of COVID-19 on this market are yet to be seen; however, in the short-term the impact has been minimal.*
- 6) *In March 2020, congress passed a \$2 trillion stimulus bill to respond to the coronavirus pandemic, with cash and assistance for Americans, and small businesses impacted by the virus. In December 2020, congress passed a \$900 billion stimulus bill in further response to the coronavirus pandemic. In March 2021, the Senate passed a third stimulus bill. This \$1.9 trillion stimulus bill includes \$1,400 checks to low and middle income families, additional unemployment aid, investment in transit, schools, hospitals, funding for infrastructure and assistance with child care.*

All of the comparable properties were interviewed since June of 2021. Property managers generally reported that market demand has not softened as a result of the COVID-19 pandemic and state and local stay-at-home orders. Overall, we did not experience significant barriers to local data collection as a result of the pandemic and we believe the quality of data collected in this report supports the credibility of our conclusions.

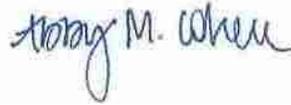
RICHELLE PATTON
COLLABORATIVE HOUSING SOLUTIONS
SEPTEMBER 5, 2021

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



H. Blair Kincer, MAI, CRE
LEED Green Associate
Partner
Blair.Kincer@novoco.com



Abby M. Cohen
Partner
Abby.Cohen@novoco.com



Brian Neukam
Manager
Brian.Neukam@novoco.com



Brinton Noble
Analyst
Brinton.Noble@novoco.com



Taylor Zubek
Junior Analyst
Taylor.Zubek@novoco.com

A. TABLE OF CONTENTS

TABLE OF CONTENTS

A.	Table of Contents	1
B.	Executive Summary	3
	Executive Summary.....	4
C.	Project Description	11
	Project Description.....	12
D.	Site Evaluation	15
E.	Market Area	26
	Primary Market Area	27
F.	Community Demographic Data	29
	Community Demographic Data	30
G.	Employment Trends	35
H.	Project-Specific Affordability and Demand Analysis	47
	Capture Rate Analysis Chart.....	58
I.	Existing Competitive Rental Environment	60
J.	Absorption and Stabilization Rates	77
	Absorption and Stabilization Rates.....	78
K.	Interviews	79
L.	Conclusions and Recommendations	82
	Conclusions	83
M.	Signed Statement Requirements	87
	ADDENDUM A	88
	ADDENDUM B	92
	ADDENDUM C	96
	ADDENDUM D	104
	ADDENDUM E	106

B. EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

1. Project Description

Griffin Village will be a newly constructed family property located at 2151 Williamson Road in Griffin, Spalding County, Georgia, which will consist of three, three-story garden-style residential buildings in addition to one community building.

The following table illustrates the proposed unit mix.

PROPOSED RENTS								
Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2021 LIHTC Maximum Allowable Gross	2021 HUD Fair Market Rents	
@60%								
1BR / 1BA	700	12	\$745	\$105	\$850	\$970	\$1,040	
1BR / 1BA	752	3	\$745	\$105	\$850	\$970	\$1,040	
2BR / 1BA	954	75	\$875	\$129	\$1,004	\$1,164	\$1,185	
3BR / 2BA	1,205	60	\$975	\$163	\$1,138	\$1,344	\$1,491	
		150						

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

The Subject’s proposed rents are set below the maximum allowable levels for its one, two, and three-bedroom units at the 60 percent AMI levels. The Subject will offer inferior to slightly superior in-unit amenities in comparison to the LIHTC, mixed income, and market rate comparable properties and inferior to superior property amenities. The Subject will offer washer/dryer hookups, a business center, and community room, which many of the comparables will lack. However, the Subject will lack balconies/patios, exterior storage, in-unit washers/dryers, an exercise facility, and a swimming pool, which are offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market.

2. Site Description/Evaluation

The Subject site is located on the northwest side of Williamson Road. The Subject site currently consists of vacant land. Adjacent north of the Subject site is vacant land. Farther north is vacant land and single-family homes in average to good condition. East of the Subject site are single-family homes in average to good condition and vacant land. Farther east are commercial uses in average to good condition. To the south, across Williamson Road, is vacant land. It should be noted that railroad tracks are located adjacent south of the Subject site. This could be considered a detrimental influence; however, the high occupancy of residential and commercial uses in the Subject’s immediate area suggests this is not evident. Farther south is vacant land, single-family homes in average to good condition, and commercial uses in average condition. Adjacent west of the Subject site are single-family homes in average condition. Farther west are single-family homes in average condition and vacant land. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. The Subject site is considered “Car-Dependent” by Walkscore with a rating of 12 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, which are within 2.3 miles of the Subject site.

3. Market Area Definition

The PMA is generally defined by the Spalding County line, Teamon Road, and Jackson Road to the north, the Spalding County line, Barnesville Road, and Georgia Highway 36 to the east, State Route 41, Milner Road, and Georgia Highway 18 to the south, and Hollonville Road and the Flint River to the west. This area encompasses

all of Griffin and includes parts of Spalding, Lamar, and Pike Counties. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 9 miles
East: 10 miles
South: 8 miles
West: 9 miles

The PMA is defined based on interviews with the local housing authority, property managers at comparable properties, and the Subject's property manager. Many property managers indicated that a significant portion of their tenants come from out of state. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2021 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 10 miles. The MSA is defined as the Atlanta-Sandy Springs-Alpharetta, GA Metropolitan Statistical Area (MSA), which consists of 30 counties in northwest Georgia and encompasses 8,726 square miles.

4. Community Demographic Data

Between 2010 and 2020 there was approximately 0.7 percent annual population growth in the PMA, which lagged both the MSA and national population growth. Over the next five years, the population growth in the PMA is projected to increase at a 1.2 percent annual rate, which lags the MSA and exceeds national projections. The current population of the PMA is 77,422 and is expected to be 81,920 in 2025. The current number of households in the PMA is 28,466 and is expected to be 30,188 in 2025. Renter households are concentrated in the lowest income cohorts, with 47.4 percent of renter households in the PMA are earning incomes between \$20,000 and \$59,999 annually. The Subject will target households earning between \$29,143 and \$55,860 for its units. Therefore, the Subject should be well-positioned to service this market. Overall, population growth has increased, the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

According to a report released by ATTOM Data Solutions, lenders started the foreclosure process on 5,909 U.S. properties in May 2021, down 7 percent from last month and up 36 percent from a year ago. Counter to the national trend, states that had at least 100 foreclosure starts in May 2021 and saw the greatest monthly increase in foreclosure starts included: Ohio (up 96 percent); Alabama (up 78 percent); Michigan (up 65 percent); Georgia (up 61 percent); and Virginia (up 50 percent). Lenders repossessed 1,315 U.S. properties through completed foreclosures (REOs) in May 2021, down 15 percent from last month and down 54 percent from last year. Those states that had the greatest number of REOs in May 2021, included: California (154 REOs); Florida (148 REOs); Illinois (144 REOs); Texas (83 REOs); and Ohio (70 REOs). Based on our inspection of the Subject's immediate area, there are no foreclosed or abandoned structures that would impact the marketability of the Subject.

5. Economic Data

Employment in the PMA is concentrated in the manufacturing, healthcare/social assistance, and retail trade industries, which collectively comprise 40.0 percent of local employment. The large share of PMA employment in manufacturing and retail trade is notable as these industries are historically volatile, and prone to contraction during recessionary periods. This has been evident during the COVID-19 pandemic. The manufacturing industry has experienced a negative impact to demand, production, and revenues over the past several months. Many manufacturing jobs are on-site and cannot be carried out remotely. Additionally, slowed economic activity as a result of the shutdown has reduced demand for industrial products in the United States and globally. Due to the COVID-19 pandemic, retail spending has decreased significantly and a majority of retailers are suffering as a result of the shutdown. However, the PMA also has a significant share of employment in the public healthcare and social assistance industries, which are historically known to exhibit

greater stability during recessionary periods. Relative to the overall nation, the PMA features comparatively greater employment in the manufacturing, transportation/warehousing, and retail trade industries. Conversely, the PMA is underrepresented in the professional/scientific/technical services, healthcare/social assistance, and finance/insurance industries.

Total employment in the MSA expanded in the years preceding the national recession, with annual job growth outpacing the overall nation between 2005 and 2007. The effects of the recession were particularly pronounced in the MSA, which experienced a 6.3 percentage point contraction in employment (2008-2009), well above the 4.9 percentage point contraction reported by the nation as a whole (2008-2010). Since 2012, average employment growth in the MSA generally exceeded the nation. Employment totals in the 12-month period prior to April 2021 saw an increase of 15.0 percent, compared to an increase of 13.4 percent experienced by the nation over the same length of time. As of April 2021, Governor Brian Kemp issued a new order in late March which rolled back restrictions on businesses and gatherings. The new order, effective April 8, removes a ban on gatherings and a shelter-in-place requirement for medically fragile residents. Distance requirements at restaurants, bars, gyms and other businesses were also reduced, however, return to full economic potential is unlikely while the global health crisis continues.

The MSA experienced a higher average unemployment rate relative to the overall nation during the years preceding the recession. The effects of the recession were more pronounced in the MSA, which experienced a 5.6 percentage point increase in unemployment, compared to only a 5.0 percentage point increase across the overall nation. Since 2012, the MSA generally experienced a lower unemployment rate compared to the overall nation. As a result of the COVID- 19 pandemic and stay-at-home orders, record national unemployment claims began in March 2020 and will likely continue in the near future. We anticipate the unemployment rate in the MSA will remain elevated in the coming months.

Beginning in March 2020, the international pandemic caused by the COVID-19 coronavirus resulted in governments across the globe taking dramatic efforts to slow the spread and flatten the infection curve in order to reduce the strain on our health care system. Consequently, over the past year there has been a sharp and dramatic increase in layoffs due to the economic restrictions related to the emergency response. Governments have passed significant economic stimulus packages to help in offsetting the economic impact. Local governments have begun to lift or loosen restrictions and the stimulus passed thus far has blunted some of the impact from the emergency measures. It remains unclear as to how these measures will impact the housing market long term. However, based on the data available through 12 months, which indicates some multifamily real estate transactions have continued to close without repricing and rent collection losses during this period have declined less than projected, the governmental response has offset a significant portion of the economic losses presented by the emergency. There is evidence that, despite the significant level of recent layoffs, many other area employers are hiring. Overall, we anticipate that the elevated layoff pace will subside now that economic restrictions have been loosened in the Subject's market area though a return to full economic potential is unlikely while the global health crisis continues.

6. 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	Average Market	Minimum Market Rent	Maximum Market Rent	Proposed Rents
1BR @60%	\$29,143	\$41,400	15	498	0	498	3.0%	\$1,002	\$660	\$1,551	\$745
1BR Overall	\$29,143	\$41,400	15	498	0	498	3.0%	-	-	-	-
2BR @60%	\$34,423	\$46,560	75	673	0	673	11.2%	\$1,014	\$740	\$1,701	\$875
2BR Overall	\$34,423	\$46,560	75	673	0	673	11.2%	-	-	-	-
3BR @60%	\$39,017	\$55,860	60	542	0	542	11.1%	\$1,152	\$897	\$1,868	\$975
3BR Overall	\$39,017	\$55,860	60	542	0	542	11.1%	-	-	-	-
Overall	\$29,143	\$55,860	150	1,713	0	1,713	8.8%	-	-	-	-

As the analysis illustrates, the Subject’s capture rates at the 60 percent AMI level will range from 3.0 to 11.2 percent, with an overall capture rate of 8.8 percent. Therefore, we believe there is adequate demand for the Subject. All capture rates are within Georgia DCA thresholds.

7. Competitive Rental Analysis

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent structure. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes ten “true” comparable properties containing 1,116 units.

The availability of LIHTC data is considered good; there are eight existing LIHTC properties in the PMA. We include four LIHTC and mixed-income comparable properties. All of the LIHTC and mixed-income properties target the general population and offer similar unit types in comparison to the proposed Subject. The LIHTC and mixed-income comparables were built or renovated between 2002 and 2019. All of the LIHTC and mixed-income comparables are located within the PMA, between 2.7 and 4.9 miles of the proposed Subject in Griffin. It should be noted that the property managers at these properties generally did not experience a significant impact to collections, occupancy, or traffic during the COVID-19 pandemic.

The availability of market rate data is considered good. The Subject is located in Griffin and there are a number of market rate properties in the area. We include six conventional properties in our analysis of the competitive market. Five of the market rate properties are located within the PMA, between 0.6 and 2.2 miles from the Subject site in Griffin. The remaining market rate comparable, Springs At McDonough, is located 15.8 miles from the Subject site in McDonough. This property is located in a slightly superior location compared to the Subject in terms of median rent, median household income, and median home value. These comparables were built or renovated between 1989 and 2020 and are good proxies for the Subject property as they are among the newest market properties in the area that offer similar unit types. There are a limited number of new construction market rate properties in the area. Overall, we believe the market rate properties used in our analysis are the most comparable. Other market rate properties are excluded based on proximity and unit types. It should be noted that the property managers at these properties generally did not experience a significant impact to collections, occupancy, or traffic during the COVID-19 pandemic.

Based on the quality of the surveyed comparable properties and the anticipated quality of the Subject, we conclude that the Subject’s proposed LIHTC rental rates are below the achievable market rates for the Subject’s area. The table below illustrates the comparison of the market rents.

SUBJECT COMPARISON TO MARKET RENTS

Unit Type	Rent Level	Subject Pro Forma Rent	Surveyed Min	Surveyed Max	Surveyed Average	Achievable Market Rent	Subject Rent Advantage
1BR / 1BA	@60%	\$745	\$660	\$1,551	\$1,002	\$1,000	34%
1BR / 1BA	@60%	\$745	\$660	\$1,551	\$1,002	\$1,000	34%
2BR / 1BA	@60%	\$875	\$740	\$1,701	\$1,014	\$1,150	31%
3BR / 2BA	@60%	\$975	\$897	\$1,868	\$1,152	\$1,350	38%

Vineyard Place Apartments is a market rate property that is located 1.1 miles from the Subject site in Griffin in a similar location. Vineyard Place Apartments was built in 1989, renovated in 2005 and exhibits average condition, which is inferior to the anticipated excellent condition of the Subject upon completion. Vineyard Place Apartments offers slightly superior property amenities compared to the Subject as it offers an exercise facility and swimming pool, which the Subject will not offer, though it does not offer a business center, which the Subject will offer. This property offers slightly superior in-unit amenities as it offers balconies/patios and exterior storage, which the Subject will not offer. In terms of unit sizes, Vineyard Place Apartments is similar to the Subject. Overall, Vineyard Place Apartments is considered slightly inferior to the proposed Subject.

Walden Pointe Apartment Homes is a market rate property that is located 0.9 mile from the Subject in Griffin and offers a superior location. Walden Pointe Apartment Homes was built in 1998, renovated in 2018, and exhibits average condition, which is inferior to the anticipated excellent condition of the Subject upon completion. Walden Pointe Apartment Homes offers slightly superior property amenities compared to the Subject as it offers an exercise facility and a swimming pool, which the Subject will not offer, though it does not offer a business center, which the Subject will offer. This property offers slightly superior unit amenities when compared to the Subject as it offers exterior storage and balconies/patios, which the Subject will not offer. In terms of unit sizes, Walden Pointe Apartment Homes is superior to the proposed Subject. Overall, Walden Pointe Apartment Homes is slightly superior to the Subject, as proposed.

Overall, we believe that the Subject can achieve rents above those currently achieved at Vineyard Place Apartments and below the rents currently achieved at Walden Pointe Apartments. Thus, we conclude to market rents of **\$1,000, \$1,150, and \$1,350** for the Subject’s one, two and three-bedroom units, respectively. Thus, the Subject’s proposed rents will offer a significant rent advantage ranging from 39 to 46 percent below achievable market rents.

8. Absorption/Stabilization Estimate

We were able to obtain absorption information from three of the comparable properties, which is illustrated following table.

ABSORPTION

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Tranquility At Griffin	LIHTC	Family	2019	120	11
Springs At McDonough	Market	Family	2017	268	17
Oaks At Park Pointe	LIHTC (PBRA)	Family	2015	84	21

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. Tranquility At Griffin is a LIHTC development located north of the Subject site in Griffin. This property opened in November 2019 and demonstrated an absorption rate of eleven units per month. The contact reported strong demand for affordable housing in the area and stated that the property reached stabilization in October 2020. Springs At McDonough is a market rate development located northeast of the Subject site in McDonough. Springs At McDonough opened in May 2017 and demonstrated an absorption rate of 17 units per month, which equates

to an absorption of 16 months. Oaks At Park Pointe is a LIHTC development located northeast of the Subject site in Griffin. This property opened in 2015 and demonstrated an absorption rate of 21 units per month. The contact reported strong demand for affordable housing in the area. We believe there will be strong demand for the Subject's units due to the low vacancy rates among the stabilized LIHTC comparables and presence of waiting lists in the market. We believe the Subject will experience an absorption rate most similar to the LIHTC properties illustrated above. We estimate that the Subject will experience an absorption rate of 15 units per month. This indicates an absorption period of nine to ten months to reach 93 percent occupancy and our concluded stabilized occupancy of 95 percent. It should be noted that construction on the Subject is not anticipated to be completed until April 2023, which is considered outside of the primary window from the COVID-19 pandemic.

9. Interviews

Interviews with local property managers are included in the profiles in the Existing Competitive Rental Analysis portion of this report.

10. 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 fully-occupied. Furthermore, the LIHTC and mixed income comparables maintain waiting lists ranging from 50 to over 300 households in length. These factors indicate a strong demand for affordable housing. The Subject will offer inferior to slightly superior in-unit amenities in comparison to the LIHTC, mixed income, and market rate comparable properties and inferior to superior property amenities. The Subject will offer washer/dryer hookups, a business center, and community room, which many of the comparables will lack. However, the Subject will lack balconies/patios, exterior storage, in-unit washers/dryers, an exercise facility, and a swimming pool, which are offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered similar to superior in terms of condition to the comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties. In general, the Subject will be inferior to superior to the comparable properties. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by the presence of waiting lists and full occupancy at all of the LIHTC comparable properties, we believe that the Subject is feasible as proposed. We believe that it will fill a void in the market and will perform well. Further, we believe that the Subject's affordable operations will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments). The timing of the Subject's construction will further insulate it from the current COVID-19 pandemic. The Subject is scheduled to be complete in April 2023, which is considered outside the primary window of the pandemic.

Summary Table: (must be completed by the analyst and included in the executive summary)										
Development Name:		Griffin Village						Total # Units:		150
Location:		2151 Williamson Road Griffin, GA 30224						# LIHTC Units:		150
PMA Boundary:		North: the Spalding County line, Teamon Road, and Jackson Road; South: State Route 41, Milner Road, and Georgia Highway 18; East: the Spalding County line, Barnesville Road, and Georgia Highway 36; West: Hollonville Road and the Flint River						Farthest Boundary Distance to Subject:		10 miles
Rental Housing Stock (found on page 61)										
Type	# Properties*	Total Units	Vacant Units	Average Occupancy						
All Rental Housing	34	2,666	36	98.6%						
Market-Rate Housing	18	1,321	19	98.6%						
Assisted/Subsidized Housing not to include LIHTC	6	666	10	98.5%						
LIHTC	10	679	7	99.0%						
Stabilized Comps	34	2,666	36	98.6%						
Properties in Construction & Lease Up	0	0	N/Ap	N/Ap						
*Only includes properties in PMA										
Subject Development					Achievable Market Rent			Highest Unadjusted Comp Rent		
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF	
12	1BR at 60% AMI	1	700	\$745	\$1,000	\$1.43	34%	\$1,551	\$2.22	
3	1BR at 60% AMI	1	752	\$745	\$1,000	\$1.33	34%	\$1,551	\$2.06	
75	2BR at 60% AMI	1	954	\$875	\$1,150	\$1.21	31%	\$1,701	\$1.78	
60	3BR at 60% AMI	2	1,205	\$975	\$1,350	\$1.12	38%	\$1,868	\$1.55	
Capture Rates (found on page 59)										
Targeted Population					@60%	-	-	Market-rate	Other: __	Overall
Capture Rate:					8.8%	-	-	-	-	8.8%

C. PROJECT DESCRIPTION

PROJECT DESCRIPTION

- | | |
|-----------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1. Project Address and Development Location: | The Subject property is located at 2151 Williamson Road, Griffin, Spalding County, Georgia 30224. The Subject site currently consists of vacant land. |
| 2. Construction Type: | The Subject will consist of three, three-story garden-style residential buildings in addition to one community building. The Subject will be new construction. |
| 3. Occupancy Type: | Families. |
| 4. Special Population Target: | None. |
| 5. Number of Units by Bedroom Type and AMI Level: | See following property profile. |
| 6. Unit Size, Number of Bedrooms and Structure Type: | See following property profile. |
| 7. Rents and Utility Allowances: | See following property profile. |
| 8. Existing or Proposed Project-Based Rental Assistance: | See following property profile. |
| 9. Proposed Development Amenities: | See following property profile. |

GRIFFIN VILLAGE – GRIFFIN, GEORGIA – MARKET STUDY

Griffin Village												
Location	2151 Williamson Road Griffin, GA 30224 Spalding County											
Units	150											
Type	Garden (3 stories)											
Year Built / Renovated	2023 / n/a											
Market												
Program	@60%		Leasing Pace		N/A							
Annual Turnover Rate	N/A		Change in Rent (Past Year)		N/A							
Units/Month Absorbed	N/A		Concession		N/A							
Section 8 Tenants	N/A											
Utilities												
A/C	not included -- central		Other Electric		not included							
Cooking	not included -- electric		Water		not included							
Water Heat	not included -- electric		Sewer		not included							
Heat	not included -- electric		Trash Collection		included							
Unit Mix (face rent)												
Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?	
1	1	Garden (3 stories)	12	700	\$745	\$0	@60%	N/A	N/A	N/A	no	
1	1	Garden (3 stories)	3	752	\$745	\$0	@60%	N/A	N/A	N/A	no	
2	1	Garden (3 stories)	75	954	\$875	\$0	@60%	N/A	N/A	N/A	no	
3	2	Garden (3 stories)	60	1,205	\$975	\$0	@60%	N/A	N/A	N/A	no	
Amenities												
In-Unit	Blinds Carpeting Central A/C Coat Closet Dishwasher Hand Rails Microwave Oven Refrigerator Washer/Dryer hookup		Security		Video Surveillance							
Property	Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Central Laundry Off-Street Parking On-Site Management Picnic Area Playground		Premium		none							
Services	Adult Education Computer Tutoring		Other		Soccer Field, Activity Coordinator							
Comments												
This property will consist of three, three story garden-style residential buildings targeting families, in addition to one community building. Construction on the Subject is projected to begin in January 2022 and to be completed in April 2023. The utility allowances for the one, two, and three-bedroom units are \$105, \$129, and \$163, respectively.												

10. Scope of Renovations: The Subject will be new construction.

11. Placed in Service Date:

Construction on the Subject is expected to begin in January 2022 and be completed in April 2023.

Conclusion:

The Subject will be an excellent-quality brick and hardi-plank siding three-story, garden-style apartment complex, comparable or superior to most of the inventory in the area. As new construction, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical deterioration.

D.SITE EVALUATION

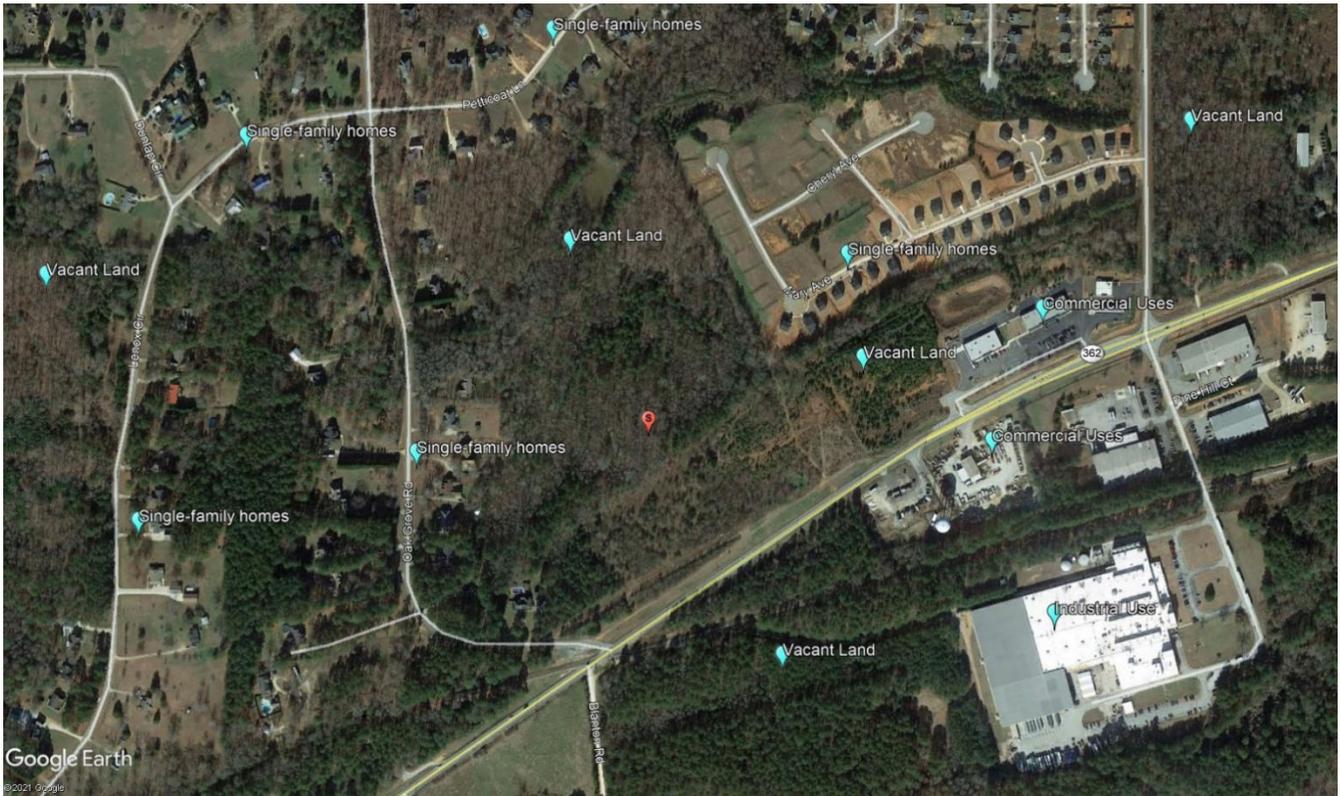
1. **Date of Site Visit and Name of Inspector:** Brian Neukam visited the site on June 15, 2021.

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

Frontage: The Subject site has frontage along Williamson Road.

Visibility/Views: The Subject will be located on the northwest side of Williamson Road. Visibility and views from the site will be good and initially will include vacant land and single-family homes in average to good condition.

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



Source: Google Earth, June 2021.

The Subject site is located on the northwest side of Williamson Road. The Subject site currently consists of vacant land. Adjacent north of the Subject site is vacant land. East of the Subject site are single-family homes in average to good condition and vacant land. To the south, across Williamson Road, is vacant land. It should be noted that railroad tracks are located adjacent south of the Subject site. This could be considered a detrimental influence; however, the high occupancy of residential and commercial uses in the Subject’s immediate area suggests this is not evident. Adjacent west of the Subject site are single-family homes in average condition. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. The Subject site is considered “Car-Dependent” by

Walkscore with a rating of 12 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, which are within 2.3 miles of the Subject site.

Positive/Negative Attributes of Site:

The Subject's proximity to retail and other locational amenities as well as its surrounding uses, which are in average to good condition, are considered positive attributes. It should be noted that railroad tracks are located adjacent south of the Subject site. This could be considered a detrimental influence; however, the high occupancy of residential and commercial uses in the Subject's immediate area suggests this is not evident. The Subject site is located within two miles of an elementary, middle, and high school. Additionally, the Subject site is within close proximity to U.S. Route 41, which provides convenient access to downtown Griffin and other major cities and employment centers.

3. Physical Proximity to Locational Amenities:

The Subject is located within 2.3 miles of all locational amenities.

4. Pictures of Site and Adjacent Uses:

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

Photographs of Subject Site and Surrounding Uses



View northeast along Williamson Road



View southwest along Williamson Road



View of Subject site



View of Subject site



View of Subject site



View of Subject site



Dollar General in Subject's Neighborhood



Gas station in the Subject's neighborhood



Walgreen's in the Subject's neighborhood



Ingles in the Subject's neighborhood



Kroger in the Subject's neighborhood



Rail road tracks south of the Subject site



Industrial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood



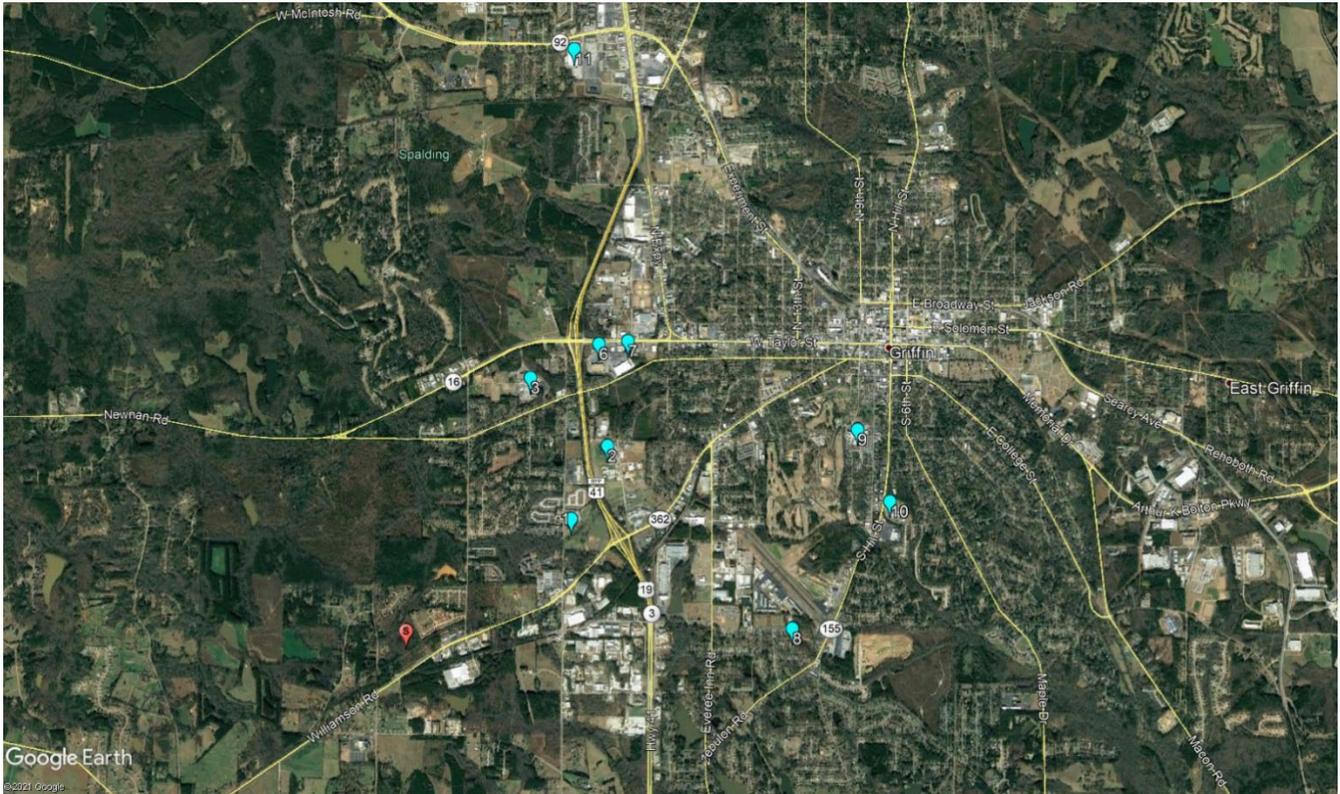
Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood

5. Proximity to Locational Amenities:

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



Source: Google Earth, June 2021.

LOCATIONAL AMENITIES

Map #	Service or Amenity	Distance from Subject (Crow)
1	Spalding County Fire Department	1.2 miles
2	Spalding County Sheriff	1.7 miles
3	Griffin High School	1.7 miles
4	Moreland Elementary School	1.9 miles
5	Carver Middle School	2.1 miles
6	Kroger	2.1 miles
7	Wells Fargo Bank	2.2 miles
8	Airport Road Park	2.3 miles
9	Wellstar Spalding Regional Hospital	3.0 miles
10	CVS Pharmacy	3.0 miles
11	Walmart Supercenter (and pharmacy)	3.7 miles

6. Description of Land Uses

The Subject site is located on the northwest side of Williamson Road. The Subject site currently consists of vacant land. Adjacent north of the Subject site is vacant land. Farther north is vacant land and single-family homes in average to good condition. East of the Subject site are single-family homes in average to good condition and vacant land. Farther east are commercial uses in average to good condition. To the south, across Williamson Road, is vacant land. It should be noted that railroad tracks are located adjacent south of the Subject

site. This could be considered a detrimental influence; however, the high occupancy of residential and commercial uses in the Subject’s immediate area suggests this is not evident. Farther south is vacant land, single-family homes in average to good condition, and commercial uses in average condition. Adjacent west of the Subject site are single-family homes in average condition. Farther west are single-family homes in average condition and vacant land. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. The Subject site is considered “Car-Dependent” by Walkscore with a rating of 12 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, which are within 2.3 miles of the Subject site.

7. Crime:

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

2020 CRIME INDICES

	PMA	Atlanta-Sandy Springs- Alpharetta, GA Metropolitan Statistical Area
Total Crime*	97	134
Personal Crime*	93	124
Murder	149	149
Rape	82	86
Robbery	72	154
Assault	104	113
Property Crime*	98	136
Burglary	123	144
Larceny	90	129
Motor Vehicle Theft	86	169

Source: Esri Demographics 2020, Novogradac Consulting LLP, June 2021

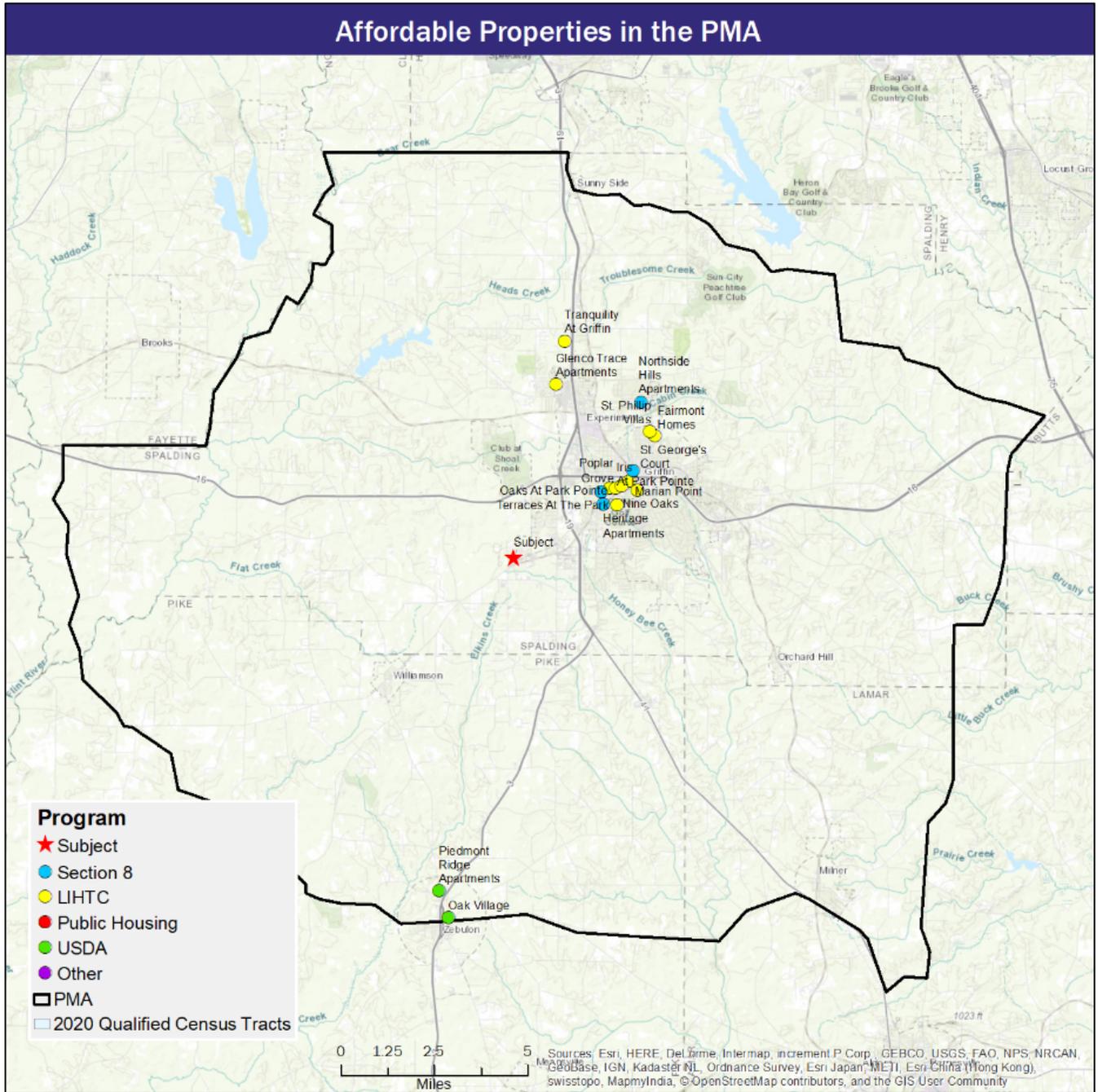
*Unweighted aggregations

The total crime indices in the PMA are below that of the MSA and similar to the nation. The Subject's security feature includes video surveillance. Five of the comparable properties offer various security features such as in-unit alarms, limited access, perimeter fencing, and security patrol. However, half of the LIHTC comparable properties do not offer any form of security features. Given the strong performance of LIHTC comparables with similar security packages, we believe the Subject’s security features will be competitive in the market.

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

AFFORDABLE PROPERTIES IN THE PMA

Property Name	Program	Location	Tenancy	# of Units	Distance from Subject	Map Color	
Griffin Village	LIHTC	Griffin	Family	150	-	Star	
Oaks At Park Pointe	LIHTC/PBRA	Griffin	Family	84	2.7 miles	Yellow	
Poplar Grove	LIHTC/ Market	Griffin	Family	36	2.9 miles		
Tranquility At Griffin	LIHTC	Griffin	Family	120	4.9 miles		
St. Phillip Villas	LIHTC/ Market	Griffin	Family	60	4.1 miles		
Terraces At The Park	LIHTC	Griffin	Senior	68	2.5 miles		
Glenco Trace Apartments	LIHTC	Griffin	Senior	72	4.0 miles		
Iris At Park Pointe	LIHTC	Griffin	Senior	85	2.6 miles		
Marian Point	LIHTC/ Market	Griffin	Family	24	3.1 miles		
Fairmont Homes	LIHTC/PBRA	Griffin	Family	80	4.1 miles		
Nine Oaks	LIHTC/PBRA	Griffin	Senior	50	3.1 miles		
Oak Village	Rural Development	Zebulon	Senior	24	8.3 miles		Green
Piedmont Ridge Apartments	Rural Development	Zebulon	Family	78	7.7 miles		Blue
Ava Park Apartments	Section 8	Griffin	Family	80	2.4 miles		
Heritage Apartments	Section 8	Griffin	Family	120	2.3 miles		
Northside Hills Apartments	Section 8	Griffin	Family	264	4.4 miles		
St. George's Court	Section 8	Griffin	Senior	100	3.3 miles		



9. Road, Infrastructure or Proposed Improvements:

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

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

The Subject site can be accessed from Williamson Road, which is a two-lane road. Williamson Road intersects with State Route 41 approximately 1.4 miles northeast of the site. State Route 41 is a moderately trafficked highway that traverses north to south and provides access to Interstate 75, approximately 26 miles north of the Subject. Additionally, Williamson Road provides access to downtown

Griffin approximately 3.3 miles northeast of the Subject site. Arthur K. Bolton Parkway can be accessed from downtown Griffin, which also provides access to Interstate 75 approximately 12.9 miles northeast of the Subject site. Interstate 75 is a major thoroughfare that provides access to Atlanta, approximately 34 miles north of the Subject, and Macon, approximately 46 southeast of the Subject. Overall, access and visibility are considered good.

11. Conclusion:

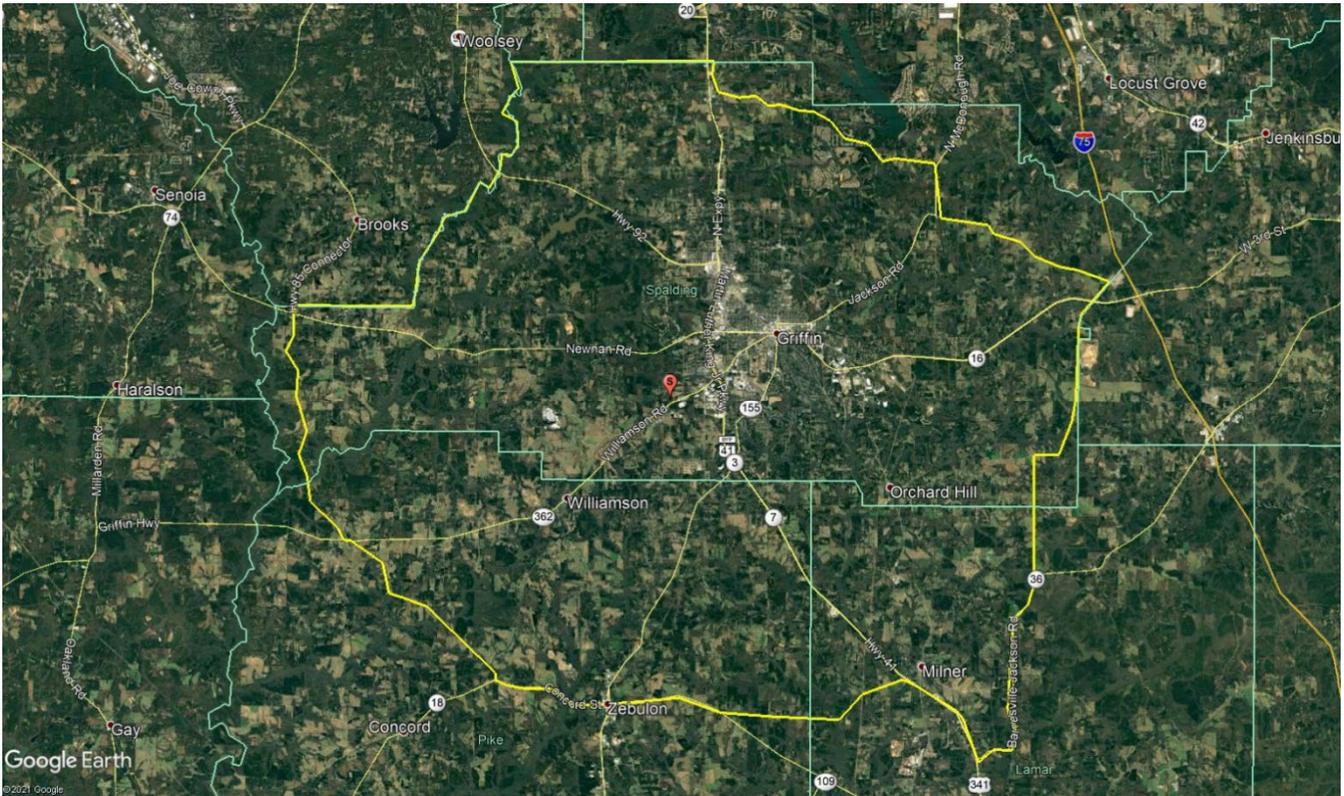
The Subject site is located on the northwest side of Williamson Road. The Subject site currently consists of vacant land. Adjacent north of the Subject site is vacant land. Farther north is vacant land and single-family homes in average to good condition. East of the Subject site are single-family homes in average to good condition and vacant land. Farther east are commercial uses in average to good condition. To the south, across Williamson Road, is vacant land. It should be noted that railroad tracks are located adjacent south of the Subject site. This could be considered a detrimental influence; however, the high occupancy of residential and commercial uses in the Subject's immediate area suggests this is not evident. Farther south is vacant land, single-family homes in average to good condition, and commercial uses in average condition. Adjacent west of the Subject site are single-family homes in average condition. Farther west are single-family homes in average condition and vacant land. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. The Subject site is considered "Car-Dependent" by *Walkscore* with a rating of 12 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, which are within 2.3 miles of the Subject site.

E. MARKET AREA

PRIMARY MARKET AREA

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

Primary Market Area Map



Source: Google Earth, June 2021.

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 MSA are areas of growth or contraction.

The PMA is generally defined by the Spalding County line, Teamon Road, and Jackson Road to the north, the Spalding County line, Barnesville Road, and Georgia Highway 36 to the east, State Route 41, Milner Road, and Georgia Highway 18 to the south, and Hollonville Road and the Flint River to the west. This area encompasses all of Griffin and includes parts of Spalding, Lamar, and Pike Counties. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

- North: 9 miles
- East: 10 miles
- South: 8 miles
- West: 9 miles

The PMA is defined based on interviews with the local housing authority, property managers at comparable properties, and the Subject's property manager. Many property managers indicated that a significant portion of their tenants come from out of state. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2021 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 10 miles. The MSA is defined as the Atlanta-Sandy Springs-Alpharetta, GA Metropolitan Statistical Area (MSA), which consists of 30 counties in northwest Georgia and encompasses 8,726 square miles.

F. COMMUNITY DEMOGRAPHIC DATA

COMMUNITY DEMOGRAPHIC DATA

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

1. Population Trends

The following tables illustrate Total Population, Population by Age Group within the population in the MSA, the PMA and nationally from 2000 through 2025.

Total Population

The following table illustrates the total population within the PMA, MSA and nation from 2000 through 2025.

Year	PMA		Atlanta-Sandy Springs-Alpharetta, GA Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	66,070	-	4,240,804	-	280,304,282	-
2010	72,274	0.9%	5,286,728	2.5%	308,745,538	1.0%
2020	77,422	0.7%	6,049,686	1.4%	333,793,107	0.8%
Projected Mkt Entry April 2023	79,896	1.2%	6,291,065	1.5%	340,518,603	0.7%
2025	81,920	1.2%	6,488,557	1.5%	346,021,282	0.7%

Source: Esri Demographics 2020, Novogradac Consulting LLP, June 2021

Between 2000 and 2010 there was approximately 0.9 percent annual growth in the PMA, which lagged the MSA and national population. Population growth in the PMA slowed between 2010 and 2020 and grew by slightly less than the MSA. Over the next five years, the population growth in the PMA is projected to increase by 1.2 percent which lags the MSA but exceeds the nation. Overall, we believe that population growth in the PMA and MSA is a positive indication of demand for the Subject’s proposed units.

Total Population by Age Group

The following table illustrates the total population within the PMA and MSA and nation from 2000 to 2025.

POPULATION BY AGE GROUP					
PMA					
Age Cohort	2000	2010	2020	Projected Mkt Entry April 2023	2025
0-4	4,683	5,130	4,923	4,995	5,054
5-9	4,982	5,183	5,102	5,159	5,206
10-14	4,874	5,160	5,036	5,284	5,487
15-19	5,089	4,973	4,659	4,847	5,000
20-24	4,521	4,384	4,471	4,387	4,318
25-29	4,515	4,660	5,303	5,008	4,766
30-34	4,475	4,553	5,089	5,232	5,349
35-39	4,913	4,888	5,020	5,223	5,389
40-44	4,915	4,879	4,724	4,999	5,224
45-49	4,481	5,181	5,002	4,990	4,981
50-54	4,270	5,087	5,004	5,099	5,176
55-59	3,329	4,556	5,169	5,150	5,134
60-64	2,703	4,195	4,878	5,108	5,297
65-69	2,301	3,245	4,321	4,616	4,857
70-74	2,031	2,293	3,565	3,831	4,049
75-79	1,758	1,679	2,387	2,813	3,161
80-84	1,173	1,163	1,431	1,722	1,960
85+	1,057	1,065	1,336	1,431	1,509
Total	66,070	72,274	77,420	79,893	81,917

Source: Esri Demographics 2020, Novogradac Consulting LLP, June 2021

POPULATION BY AGE GROUP					
Atlanta-Sandy Springs-Alpharetta, GA Metropolitan Statistical Area					
Age Cohort	2000	2010	2020	Projected Mkt Entry April 2023	2025
0-4	316,900	380,735	386,142	402,694	416,237
5-9	324,231	394,306	402,596	411,340	418,494
10-14	312,353	390,992	411,401	421,691	430,110
15-19	289,356	378,372	398,404	407,207	414,409
20-24	289,793	341,650	398,297	401,304	403,765
25-29	362,507	377,057	465,858	463,042	460,738
30-34	379,658	386,120	438,342	482,563	518,744
35-39	394,076	417,987	422,563	453,965	479,658
40-44	357,821	415,233	403,738	420,505	434,224
45-49	305,207	411,635	419,698	410,090	402,228
50-54	265,159	364,330	405,107	405,773	406,317
55-59	185,162	301,331	395,064	391,563	388,698
60-64	130,306	252,453	340,476	360,510	376,901
65-69	101,281	170,690	276,929	301,128	320,928
70-74	82,781	114,130	211,029	232,282	249,671
75-79	65,290	81,144	129,002	159,037	183,611
80-84	42,487	57,082	75,399	90,443	102,751
85+	36,415	51,481	69,641	75,929	81,073
Total	4,240,783	5,286,728	6,049,686	6,291,065	6,488,557

Source: Esri Demographics 2020, Novogradac Consulting LLP, June 2021

The largest age cohorts in the PMA are between 5 and 9 and 45 and 49, which indicates the presence of families.

2. Household Trends

The following tables illustrate (a) Total Households and Average Household Size, (b) Household Tenure, (c) Households by Income within the population in the MSA, the PMA and nationally from 2000 through 2025.

Total Number of Households and Average Household Size

The following tables illustrate the total number of households and average household size within the PMA, MSA and nation from 2000 through 2025.

HOUSEHOLDS

Year	PMA		Atlanta-Sandy Springs- Alpharetta, GA Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	24,271	-	1,551,778	-	105,081,032	-
2010	26,431	0.9%	1,943,898	2.5%	116,716,293	1.1%
2020	28,466	0.8%	2,229,129	1.4%	126,083,847	0.8%
Projected Mkt Entry April 2023	29,413	1.2%	2,318,956	1.5%	128,599,901	0.7%
2025	30,188	1.2%	2,392,450	1.5%	130,658,491	0.7%

Source: Esri Demographics 2020, Novogradac Consulting LLP, June 2021

AVERAGE HOUSEHOLD SIZE

Year	PMA		Atlanta-Sandy Springs- Alpharetta, GA Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.63	-	2.68	-	2.59	-
2010	2.64	0.0%	2.67	0.0%	2.57	-0.1%
2020	2.67	0.1%	2.68	0.0%	2.58	0.0%
Projected Mkt Entry April 2023	2.67	0.0%	2.68	0.0%	2.58	0.0%
2025	2.67	0.0%	2.68	0.0%	2.59	0.0%

Source: Esri Demographics 2020, Novogradac Consulting LLP, June 2021

Between 2010 and 2020 household growth in the PMA trailed the MSA and was similar to the nation. Over the next five years, the household growth in the PMA is expected to rise 1.2 percent annually, slightly below the MSA and above the nation. The average household size in the PMA is 2.67, which is slightly larger than the national average at 2.58 persons in 2020. Over the next five years, the average household size is projected to remain similar.

Households by Tenure

The table below depicts household growth by tenure from 2000 through 2025.

TENURE PATTERNS PMA

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	15,448	63.6%	8,823	36.4%
2020	17,463	61.3%	11,003	38.7%
Projected Mkt Entry April 2023	18,182	61.8%	11,231	38.2%
2025	18,771	62.2%	11,417	37.8%

Source: Esri Demographics 2020, Novogradac Consulting LLP, June 2021

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

Household Income

The following table depicts renter household income in the PMA in 2020, market entry, and 2025.

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA

Income Cohort	2020		Projected Mkt Entry April 2023		2025	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	1,285	11.7%	1,262	11.2%	1,244	10.9%
\$10,000-19,999	2,073	18.8%	1,979	17.6%	1,902	16.7%
\$20,000-29,999	1,794	16.3%	1,744	15.5%	1,703	14.9%
\$30,000-39,999	1,023	9.3%	1,070	9.5%	1,109	9.7%
\$40,000-49,999	1,649	15.0%	1,598	14.2%	1,556	13.6%
\$50,000-59,999	745	6.8%	813	7.2%	869	7.6%
\$60,000-74,999	860	7.8%	882	7.9%	900	7.9%
\$75,000-99,999	562	5.1%	657	5.9%	735	6.4%
\$100,000-124,999	516	4.7%	568	5.1%	610	5.3%
\$125,000-149,999	208	1.9%	252	2.2%	288	2.5%
\$150,000-199,999	183	1.7%	263	2.3%	329	2.9%
\$200,000+	105	1.0%	142	1.3%	172	1.5%
Total	11,003	100.0%	11,231	100.0%	11,417	100.0%

Source: HISTA Data / Ribbon Demographics 2020, Novogradac Consulting LLP, June 2021

RENTER HOUSEHOLD INCOME DISTRIBUTION - Atlanta-Sandy Springs-Alpharetta, GA Metropolitan

Income Cohort	2020		Projected Mkt Entry April 2023		2025	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	70,366	8.9%	69,285	8.4%	68,401	8.0%
\$10,000-19,999	85,025	10.8%	81,969	9.9%	79,469	9.3%
\$20,000-29,999	97,190	12.3%	93,700	11.4%	90,845	10.6%
\$30,000-39,999	88,959	11.3%	88,356	10.7%	87,862	10.3%
\$40,000-49,999	79,850	10.1%	80,043	9.7%	80,200	9.4%
\$50,000-59,999	65,315	8.3%	67,861	8.2%	69,944	8.2%
\$60,000-74,999	80,189	10.2%	82,629	10.0%	84,625	9.9%
\$75,000-99,999	84,769	10.7%	91,711	11.1%	97,390	11.4%
\$100,000-124,999	49,256	6.2%	56,471	6.8%	62,375	7.3%
\$125,000-149,999	30,846	3.9%	37,070	4.5%	42,163	4.9%
\$150,000-199,999	27,114	3.4%	34,425	4.2%	40,406	4.7%
\$200,000+	30,363	3.8%	41,039	5.0%	49,774	5.8%
Total	789,242	100.0%	824,559	100.0%	853,454	100.0%

Source: HISTA Data / Ribbon Demographics 2020, Novogradac Consulting LLP, June 2021

The Subject will target tenants earning between \$29,143 and \$55,860. As the table above depicts, approximately 47.4 percent of renter households in the PMA are earning incomes between \$20,000 and \$59,999, which is greater than the 42.0 percent of renter households in the MSA in 2020. For the projected market entry date of April 2023, these percentages are projected to slightly decrease to 46.4 percent and 40.0 percent for the PMA and MSA, respectively.

Renter Households by Number of Persons in the Household

The following table illustrates household size for all households in 2020, market entry and 2025. To determine the number of renter households by number of persons per household, the total number of households is adjusted by the percentage of renter households.

RENTER HOUSEHOLDS BY NUMBER OF PERSONS - PMA

Household Size	2020		Projected Mkt Entry April 2023		2025	
	Number	Percentage	Number	Percentage	Number	Percentage
1 Person	3,375	30.7%	3,454	30.8%	3,518	30.8%
2 Persons	2,493	22.7%	2,516	22.4%	2,535	22.2%
3 Persons	2,025	18.4%	2,071	18.4%	2,108	18.5%
4 Persons	1,516	13.8%	1,547	13.8%	1,573	13.8%
5+ Persons	1,594	14.5%	1,643	14.6%	1,683	14.7%
Total Households	11,003	100%	11,231	100%	11,417	100%

Source: HISTA Data / Ribbon Demographics 2020, Novogradac Consulting LLP, June 2021

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

Conclusion

Between 2010 and 2020 there was approximately 0.7 percent annual population growth in the PMA, which lagged both the MSA and national population growth. Over the next five years, the population growth in the PMA is projected to increase at a 1.2 percent annual rate, which lags the MSA and exceeds national projections. The current population of the PMA is 77,422 and is expected to be 81,920 in 2025. The current number of households in the PMA is 28,466 and is expected to be 30,188 in 2025. Renter households are concentrated in the lowest income cohorts, with 47.4 percent of renter households in the PMA are earning incomes between \$20,000 and \$59,999 annually. The Subject will target households earning between \$29,143 and \$55,860 for its units. Therefore, the Subject should be well-positioned to service this market. Overall, population growth has increased, the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

G. EMPLOYMENT TRENDS

Employment Trends

The PMA and Spalding County are economically reliant on manufacturing, healthcare/social assistance, and retail trade. The healthcare industry is historically stable during economic downturns. However, the manufacturing and retail trade industries are prone to contraction during recessionary periods. Employment levels decreased during the national recession but has grown since and surpassed pre-recession highs in 2017.

1. Covered Employment

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

COVERED EMPLOYMENT Spalding County, GA		
Year	Total Employment	% Change
2007	26,531	-
2008	26,289	-0.9%
2009	24,689	-6.1%
2010	24,439	-1.0%
2011	24,543	0.4%
2012	24,608	0.3%
2013	24,570	-0.2%
2014	24,651	0.3%
2015	24,620	-0.1%
2016	25,863	5.0%
2017	26,914	4.1%
2018	27,259	1.3%
2019	27,555	1.1%
2020	26,156	-5.1%
2021 YTD AVG	27,197	-0.7%
Apr-20	23,947	-
Apr-21	27,516	14.9%

Source: U.S. Bureau of Labor Statistics
YTD as of Apr-21

As illustrated in the table above, Spalding County experienced a weakening economy during the national recession. The county began feeling the effects of the downturn in 2009 with its first employment decrease of the decade. Employment has grown overall since the national recession, and total employment in Spalding County has increased 14.9 percent from April 2020 to April 2021. However, it is important to note that recent data reflects the impact from the COVID-19 pandemic, which is discussed and analyzed in further detail following in this section.

2. Total Jobs by Industry

The following table illustrates the total jobs by employment sectors within Spalding County as of the fourth quarter of 2019.

TOTAL JOBS BY INDUSTRY		
Spalding County, Georgia - Q4 2019		
	Number	Percent
Total, all industries	16,754	-
Goods-producing	2,912	-
Natural resources and mining	52	0.31%
Construction	575	3.43%
Manufacturing	2,285	13.64%
Service-providing	13,842	-
Trade, transportation, and utilities	3,837	22.90%
Information	55	0.33%
Financial activities	609	3.63%
Professional and business services	2,815	16.80%
Education and health services	3,912	23.35%
Leisure and hospitality	1,937	11.56%
Other services	658	3.93%
Unclassified	19	0.11%

Source: Bureau of Labor Statistics, 2019

Education and health services is the largest industry in Spalding County, followed by trade, transportation, and utilities, professional and business services, and manufacturing. The health, professional and business services, and utilities industries are historically stable industries and are relatively stable in economic downturns while the manufacturing and trade and transportation industries are susceptible to economic downturns. The following table illustrates employment by industry for the PMA as of 2020 (most recent year available).

2020 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Manufacturing	4,472	16.0%	15,550,554	10.6%
Healthcare/Social Assistance	3,573	12.8%	22,313,586	15.1%
Retail Trade	3,111	11.2%	14,356,334	9.7%
Educational Services	2,910	10.4%	14,320,448	9.7%
Transportation/Warehousing	2,135	7.7%	6,959,787	4.7%
Construction	1,853	6.6%	10,829,187	7.4%
Public Administration	1,687	6.0%	7,071,492	4.8%
Accommodation/Food Services	1,538	5.5%	8,202,612	5.6%
Other Services	1,336	4.8%	6,772,309	4.6%
Prof/Scientific/Tech Services	1,299	4.7%	12,049,828	8.2%
Admin/Support/Waste Mgmt Svcs	923	3.3%	5,786,624	3.9%
Wholesale Trade	801	2.9%	3,744,789	2.5%
Finance/Insurance	769	2.8%	7,169,665	4.9%
Real Estate/Rental/Leasing	458	1.6%	3,082,197	2.1%
Information	359	1.3%	2,723,217	1.8%
Utilities	310	1.1%	1,274,383	0.9%
Arts/Entertainment/Recreation	194	0.7%	2,329,497	1.6%
Agric/Forestry/Fishing/Hunting	159	0.6%	1,852,333	1.3%
Mgmt of Companies/Enterprises	9	0.0%	210,175	0.1%
Mining	0	0.0%	729,605	0.5%
Total Employment	27,896	100.0%	147,328,622	100.0%

Source: Esri Demographics 2020, Novogradac Consulting LLP, June 2021

Employment in the PMA is concentrated in the manufacturing, healthcare/social assistance, and retail trade industries, which collectively comprise 40.0 percent of local employment. The large share of PMA employment in manufacturing and retail trade is notable as these industries are historically volatile, and prone to contraction during recessionary periods. This has been evident during the COVID-19 pandemic. The manufacturing industry has experienced a negative impact to demand, production, and revenues over the past several months. Many manufacturing jobs are on-site and cannot be carried out remotely. Additionally, slowed economic activity as a result of the shutdown has reduced demand for industrial products in the United States and globally. Due to the COVID-19 pandemic, retail spending has decreased significantly and a majority of retailers are suffering as a result of the shutdown. However, the PMA also has a significant share of employment in the public healthcare and social assistance industries, which are historically known to exhibit greater stability during recessionary periods. Relative to the overall nation, the PMA features comparatively greater employment in the manufacturing, transportation/warehousing, and retail trade industries. Conversely, the PMA is underrepresented in the professional/scientific/technical services, healthcare/social assistance, and finance/insurance industries.

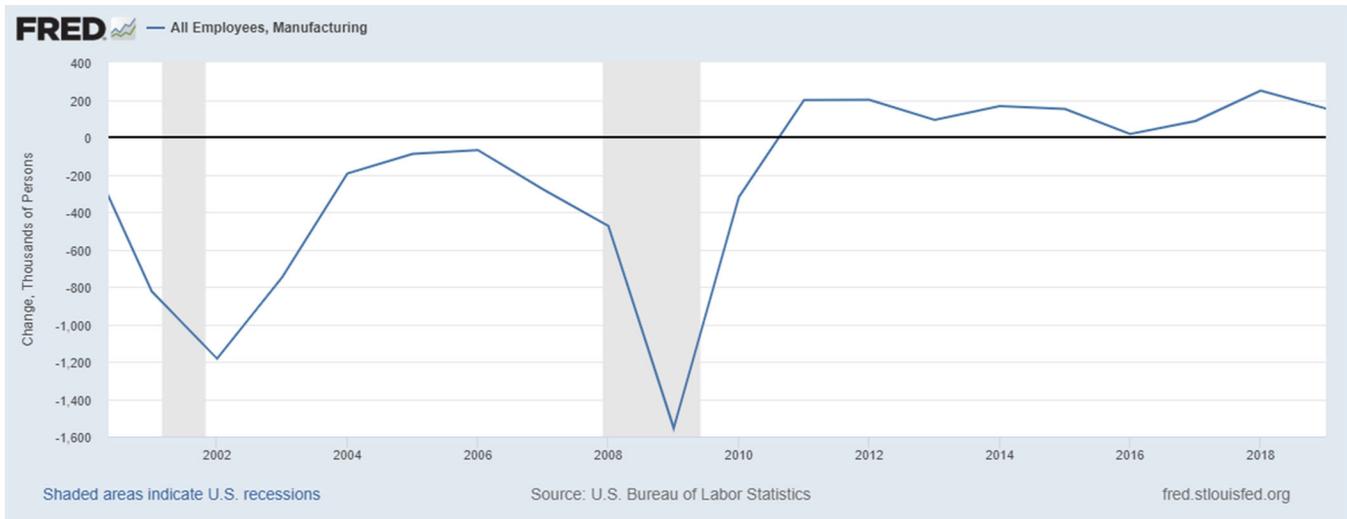
Manufacturing Sector Trends

In recent years, manufacturing in the U.S. has grown at a faster rate than the overall economy, a rarity with respect to recent declines in national manufacturing. Unfortunately, U.S. manufacturing has struggled with the onset of globalization and increased foreign manufacturing. Prior to the rapid expansion and refinement of technological capabilities in the late 1990s and the accelerated pace of globalization that accompanied it, foreign countries enjoyed a comparative advantage in manufacturing by leveraging their low labor costs. However, as global markets have become more integrated over time, the foreign labor cost advantage has minimized significantly. Furthermore, the U.S. enjoys relatively low costs of capital, raw materials, and transportation.

U.S. manufacturing output growth is expected to increase modestly through 2021. The Manufacturers Alliance for Productivity and Innovation (MAPI), a non-profit organization that produces research and projections for the manufacturing industry, publishes periodic economic forecasts. According to their March 2018 publication, U.S. manufacturing is expected to grow at an average of 2.8 percent through 2021.

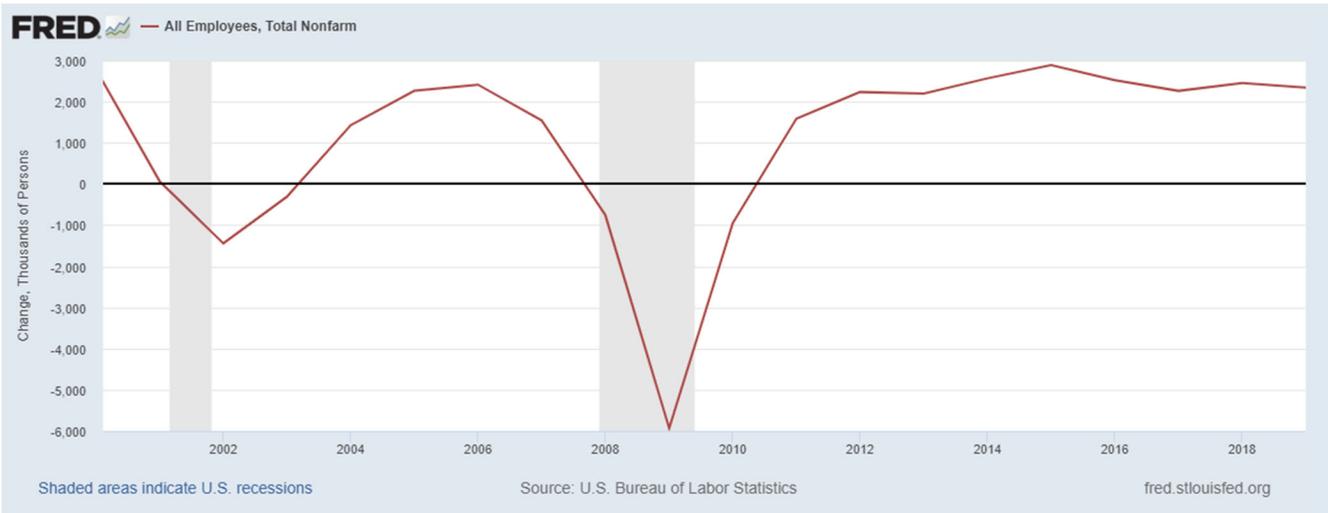
Although recent employment growth in the U.S. manufacturing sector bodes well for the MSA, the manufacturing sector is still not quite as strong as in the past. With manufacturing accounting for close to 10 percent of the U.S. economy and as a major source of employment for the MSA manufacturing employment should continue to be monitored closely.

The following graphs details total employment trends in both manufacturing and all industries (non-farm) in the nation since 2000.

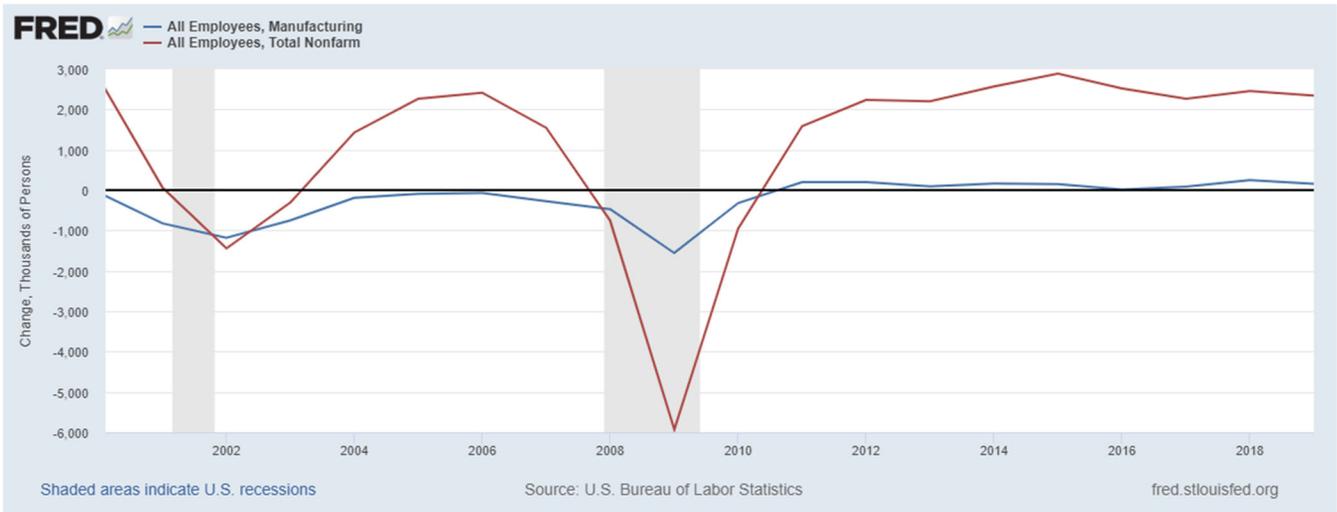


Source: Federal Reserve Bank of St. Louis, 1/2020.

Note: Shaded area indicates U.S. recessions. The employment data is seasonally adjusted.



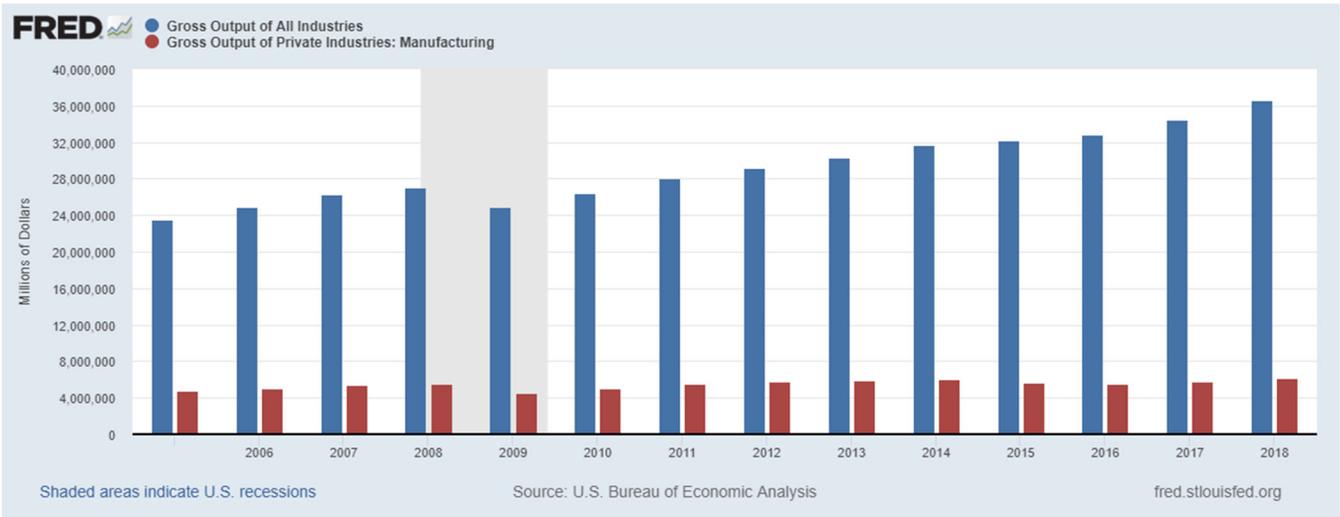
Source: Federal Reserve Bank of St. Louis, 1/2020.
 Note: Shaded area indicates U.S. recessions. The employment data is seasonally adjusted.



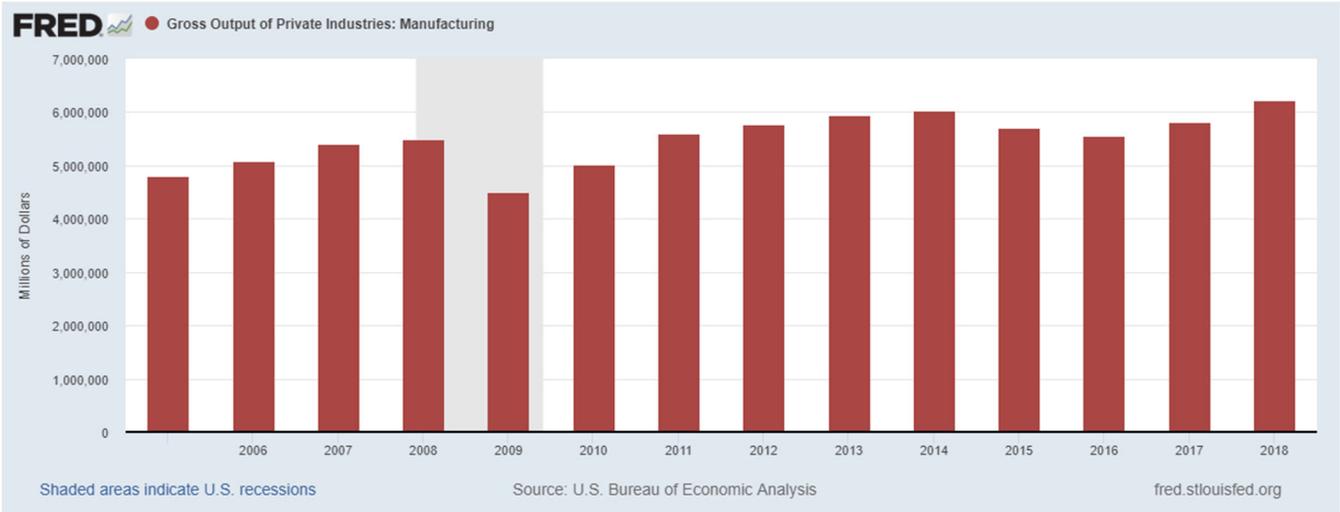
Source: Federal Reserve Bank of St. Louis, 1/2020.
 Note: Shaded area indicates U.S. recessions. The employment data is seasonally adjusted.

Total employment in the manufacturing sector, as well as the overall non-farm industry sector, declined from 2007 to 2009. Due to the most recent recession, all non-farm industries in the nation, including manufacturing, experienced significant loss. Since the most recent recession, total employment in non-farm industries has steadily increased, though the manufacturing sector has experienced a slower recovery than other non-farm industries.

The following charts illustrate U.S. manufacturing gross output compared to that across all industries since 2005.



Source: Federal Reserve Bank of St. Louis, 1/2020.
 Note: Shaded area indicates U.S. recessions.



Source: Federal Reserve Bank of St. Louis, 1/2020.
 Note: Shaded area indicates U.S. recessions.

As illustrated by the previous graphs, manufacturing constitutes approximately 17 percent of the gross output of all private industries and experienced five years of consistent growth starting in 2009. Manufacturing output also surpassed pre-recessionary output levels in 2011, three years following the most recent national recession. However, manufacturing output decreased for both 2015 and 2016.

While the rebound in manufacturing output is noteworthy, this has not necessarily turned into job creation for the national economy. Since the most recent recession, job creation in the manufacturing sector continues to lag the overall economy. According to a November 18, 2016 article published by the *MIT Technology Review*, automation in the manufacturing sector has curtailed employment growth- a trend that is likely to continue through the coming years. As illustrated in the following graph, national employment in the manufacturing sector has been steadily declining since the 1980s, while production has increased. Overall, the Griffin area has experienced a 1.2 percent growth in employment from 2010 to 2020. However, we believe it is reasonable to assume that the Griffin area, similar to the rest of the nation, could be negatively impacted by automation in the manufacturing sector, leading to a decline in manufacturing employment.

3. Major Employers

The table below shows the largest employers in Spalding County, Georgia.

MAJOR EMPLOYERS Spalding County, Georgia		
Employer Name	Industry	# Of Employees
Griffin-Spalding County School System	Education Services	1,452
Spalding Regional Medical Center	Healthcare/Social Assistance	900
Catepillar, INC	Manufacturing	900
Spalding County Government	Public Administration	601
CareMaster Medical	Manufacturing	600
Southern Crescent Technical College	Education Services	640
City of Griffin	Public Administration	466
University of Georgia - Griffin Campus	Education Services	405
Norcom	Manufacturing	280
1888 Mills	Manufacturing	278
AEP Industries, Inc	Manufacturing	250
Hoshzaki America, Inc.	Manufacturing	240
Supreme Corp	Manufacturing	200
Bandag, Inc	Manufacturing	170
Totals		7,382

Source: Griffin-Spalding Development Authority, June 2021

Griffin-Spalding County School System is the largest employer in the City of Griffin. Other major employers include companies in manufacturing, public administration, and healthcare/social assistance services. While healthcare, education, and public services are historically stable industries, manufacturing is historically unstable, especially during times of recession.

Expansions/Contractions

According to the Griffin Chamber of Commerce, Griffin has more than 65 existing manufacturers. We performed internet research and came across the following economic developments in recent years in Spalding County.

- There is an under construction 300,000 square foot plant by Caterpillar, Inc. that represents a \$50 million investment. The Caterpillar generator facility is located in the Green Valley Industrial Park off Georgia Highway 16 and is anticipated to employ over 300 workers.
- Dollar General completed construction in May 2018 on a one million square foot distribution center along the Butts-Spalding county line. This facility created approximately 500 jobs in the local economy. Dollar General has also announced publicly that they will be seeking to open their retail stores throughout the area.
- According to the Georgia Department of Economic Development (GDEcD) announced December 30, 2019 that Mitsui Kinzoku Die-Casting Technology America, Inc. (MKDA), a Japanese-based automotive parts manufacturer, will build a new manufacturing facility in Griffin, creating over 30 new jobs and investing \$20 million in the project.

WARN Notices

According to Georgia Department of Labor, there has been one Worker Adjustment and Retraining Notification (WARN) notices issued in Spalding County since 2018. The following table illustrates the employment contractions from January 2018 through 2021 year-to-date.

WARN LISTINGS

Spalding County, Georgia

Company	Industry	Employees Affected	Layoff Date
Conifer Revenue Cycle Solutions, LLC	Healthcare/Social Assistance	60	12/31/2018
Total		60	

Source: Georgia Department of Labor, June 2021

As the table depicts, there have been approximately 60 employees impacted by the layoffs or closures since 2018. Further, the local employment and unemployment data reflects significant economic losses as a result of the COVID-19 pandemic. However, as previously noted, recent employment expansions help counteract these contractions. We expect some employment losses will continue in the market, particularly those in volatile industries including manufacturing. Despite these job losses that have been reported, the county as a whole has experienced some job creation after the onset of the COVID-19 pandemic. Overall, we anticipate that the elevated layoff pace will subside now that economic restrictions have been loosened in the Subject's market area.

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for the MSA from 2001 to April 2021.

EMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)						
Atlanta-Sandy Springs-Alpharetta, GA						
Metropolitan Statistical Area				USA		
	Total Employment	% Change	Differential from peak	Total Employment	% Change	Differential from peak
2005	2,442,874	-	-18.6%	141,730,000	-	-10.0%
2006	2,530,045	3.6%	-15.7%	144,427,000	1.9%	-8.3%
2007	2,604,959	3.0%	-13.2%	146,047,000	1.1%	-7.3%
2008	2,583,907	-0.8%	-13.9%	145,363,000	-0.5%	-7.7%
2009	2,441,233	-5.5%	-18.6%	139,878,000	-3.8%	-11.2%
2010	2,443,058	0.1%	-18.6%	139,064,000	-0.6%	-11.7%
2011	2,484,286	1.7%	-17.2%	139,869,000	0.6%	-11.2%
2012	2,540,376	2.3%	-15.3%	142,469,000	1.9%	-9.6%
2013	2,570,771	1.2%	-14.3%	143,929,000	1.0%	-8.6%
2014	2,614,133	1.7%	-12.9%	146,305,000	1.7%	-7.1%
2015	2,650,971	1.4%	-11.6%	148,833,000	1.7%	-5.5%
2016	2,788,925	5.2%	-7.0%	151,436,000	1.7%	-3.9%
2017	2,923,168	4.8%	-2.6%	153,337,000	1.3%	-2.7%
2018	2,960,617	1.3%	-1.3%	155,761,000	1.6%	-1.1%
2019	3,000,035	1.3%	0.0%	157,538,000	1.1%	0.0%
2020	2,846,578	-5.1%	-5.1%	147,795,000	-6.2%	-6.2%
2021 YTD Average*	2,958,805	3.9%	-	150,267,200	1.7%	-
Apr-2020	2,604,375	-	-	133,326,000	-	-
Apr-2021	2,995,798	15.0%	-	151,160,000	13.4%	-

Source: U.S. Bureau of Labor Statistics, June 2021

UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	Atlanta-Sandy Springs-Alpharetta, GA Metropolitan Statistical Area			USA		
	Unemployment Rate	Change	Differential from peak	Unemploymen t Rate	Change	Differential from peak
2005	5.7%	-	2.3%	5.1%	-	1.4%
2006	5.0%	-0.7%	1.7%	4.6%	-0.5%	1.0%
2007	4.8%	-0.2%	1.4%	4.6%	0.0%	1.0%
2008	6.7%	1.9%	3.3%	5.8%	1.2%	2.1%
2009	10.4%	3.7%	7.0%	9.3%	3.5%	5.6%
2010	10.4%	0.0%	7.1%	9.6%	0.3%	6.0%
2011	9.8%	-0.6%	6.4%	9.0%	-0.7%	5.3%
2012	8.7%	-1.1%	5.3%	8.1%	-0.9%	4.4%
2013	7.7%	-0.9%	4.4%	7.4%	-0.7%	3.7%
2014	6.8%	-0.9%	3.4%	6.2%	-1.2%	2.5%
2015	5.8%	-1.0%	2.4%	5.3%	-0.9%	1.6%
2016	5.2%	-0.6%	1.8%	4.9%	-0.4%	1.2%
2017	4.6%	-0.6%	1.2%	4.4%	-0.5%	0.7%
2018	3.9%	-0.7%	0.5%	3.9%	-0.4%	0.2%
2019	3.4%	-0.5%	0.0%	3.7%	-0.2%	0.0%
2020	6.9%	3.5%	3.5%	8.1%	4.4%	4.4%
2021 YTD Average*	4.4%	-2.5%	-	6.2%	-1.9%	-
Apr-2020	12.6%	-	-	14.4%	-	-
Apr-2021	3.9%	-8.7%	-	5.7%	-8.7%	-

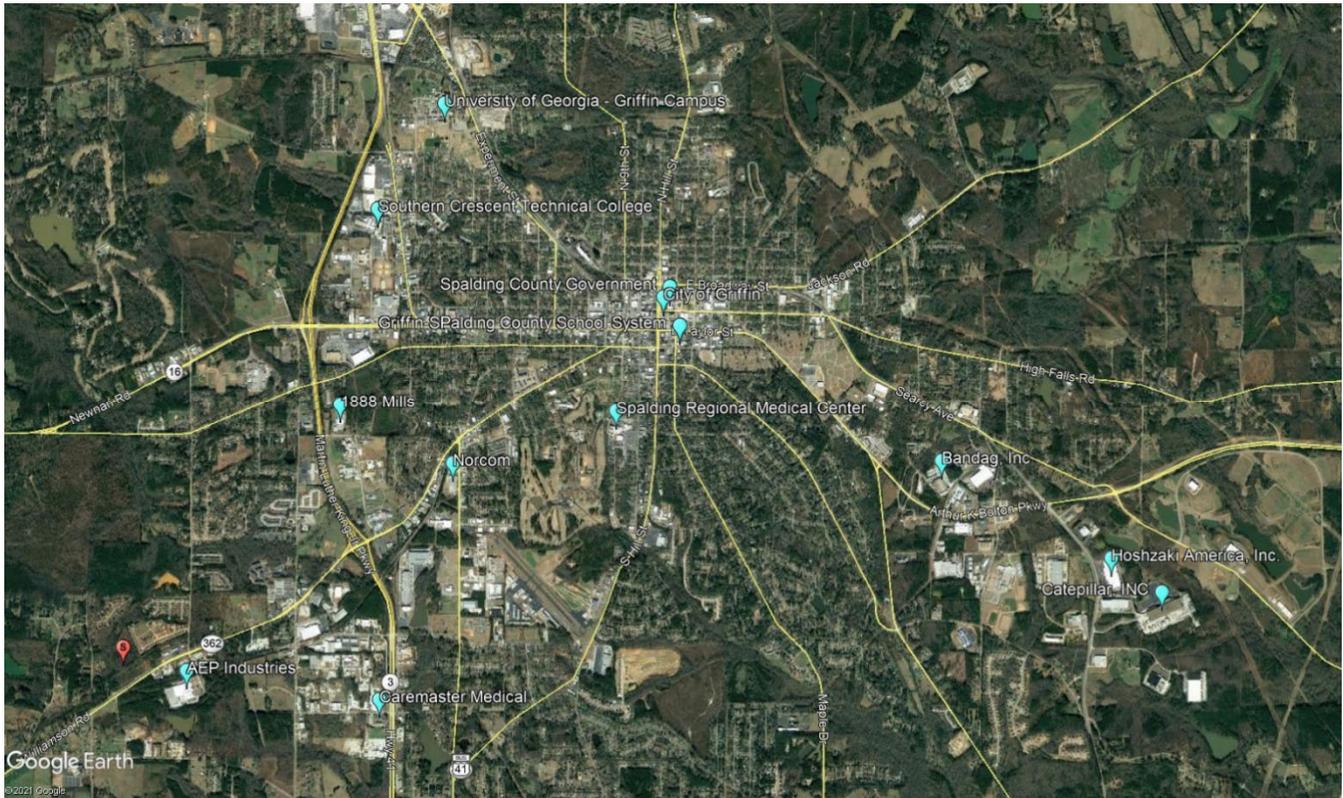
Source: U.S. Bureau of Labor Statistics, June 2021

Total employment in the MSA expanded in the years preceding the national recession, with annual job growth outpacing the overall nation between 2005 and 2007. The effects of the recession were particularly pronounced in the MSA, which experienced a 6.3 percentage point contraction in employment (2008-2009), well above the 4.9 percentage point contraction reported by the nation as a whole (2008-2010). Since 2012, average employment growth in the MSA generally exceeded the nation. Employment totals in the 12-month period prior to April 2021 saw an increase of 15.0 percent, compared to an increase of 13.4 percent experienced by the nation over the same length of time. As of April 2021, Governor Brian Kemp issued a new order in late March which rolled back restrictions on businesses and gatherings. The new order, effective April 8, removes a ban on gatherings and a shelter-in-place requirement for medically fragile residents. Distance requirements at restaurants, bars, gyms and other businesses were also reduced, however, return to full economic potential is unlikely while the global health crisis continues.

The MSA experienced a higher average unemployment rate relative to the overall nation during the years preceding the recession. The effects of the recession were more pronounced in the MSA, which experienced a 5.6 percentage point increase in unemployment, compared to only a 5.0 percentage point increase across the overall nation. Since 2012, the MSA generally experienced a lower unemployment rate compared to the overall nation. As a result of the COVID- 19 pandemic and stay-at-home orders, record national unemployment claims began in March 2020 and will likely continue in the near future. We anticipate the unemployment rate in the MSA will remain elevated in the coming months.

5. Map of Site and Major Employment Concentrations

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



Source: Google Earth, June 2021.

MAJOR EMPLOYERS

Spalding County, Georgia

Employer Name	Industry	# Of Employees
Griffin-Spalding County School System	Education Services	1,452
Spalding Regional Medical Center	Healthcare/Social Assistance	900
Caterpillar, INC	Manufacturing	900
Spalding County Government	Public Administration	601
CareMaster Medical	Manufacturing	600
Southern Crescent Technical College	Education Services	640
City of Griffin	Public Administration	466
University of Georgia - Griffin Campus	Education Services	405
Norcom	Manufacturing	280
1888 Mills	Manufacturing	278
AEP Industries, Inc	Manufacturing	250
Hoshzaki America, Inc.	Manufacturing	240
Supreme Corp	Manufacturing	200
Bandag, Inc	Manufacturing	170
Totals		7382

Source: Griffin -Spalding Development Authority, June 2021

6. Conclusion

Employment in the PMA is concentrated in the manufacturing, healthcare/social assistance, and retail trade industries, which collectively comprise 40.0 percent of local employment. The large share of PMA employment in manufacturing and retail trade is notable as these industries are historically volatile, and prone to contraction during recessionary periods. This has been evident during the COVID-19 pandemic. The manufacturing industry has experienced a negative impact to demand, production, and revenues over the past several months. Many manufacturing jobs are on-site and cannot be carried out remotely. Additionally, slowed economic activity as a result of the shutdown has reduced demand for industrial products in the United States and globally. Due to the COVID-19 pandemic, retail spending has decreased significantly and a majority of retailers are suffering as a result of the shutdown. However, the PMA also has a significant share of employment in the public healthcare and social assistance industries, which are historically known to exhibit greater stability during recessionary periods. Relative to the overall nation, the PMA features comparatively greater employment in the manufacturing, transportation/warehousing, and retail trade industries. Conversely, the PMA is underrepresented in the professional/scientific/technical services, healthcare/social assistance, and finance/insurance industries.

Total employment in the MSA expanded in the years preceding the national recession, with annual job growth outpacing the overall nation between 2005 and 2007. The effects of the recession were particularly pronounced in the MSA, which experienced a 6.3 percentage point contraction in employment (2008-2009), well above the 4.9 percentage point contraction reported by the nation as a whole (2008-2010). Since 2012, average employment growth in the MSA generally exceeded the nation. Employment totals in the 12-month period prior to April 2021 saw an increase of 15.0 percent, compared to an increase of 13.4 percent experienced by the nation over the same length of time. As of April 2021, Governor Brian Kemp issued a new order in late March which rolled back restrictions on businesses and gatherings. The new order, effective April 8, removes a ban on gatherings and a shelter-in-place requirement for medically fragile residents. Distance requirements at restaurants, bars, gyms and other businesses were also reduced, however, return to full economic potential is unlikely while the global health crisis continues.

The MSA experienced a higher average unemployment rate relative to the overall nation during the years preceding the recession. The effects of the recession were more pronounced in the MSA, which experienced a 5.6 percentage point increase in unemployment, compared to only a 5.0 percentage point increase across the overall nation. Since 2012, the MSA generally experienced a lower unemployment rate compared to the overall nation. As a result of the COVID-19 pandemic and stay-at-home orders, record national unemployment claims began in March 2020 and will likely continue in the near future. We anticipate the unemployment rate in the MSA will remain elevated in the coming months.

Beginning in March 2020, the international pandemic caused by the COVID-19 coronavirus resulted in governments across the globe taking dramatic efforts to slow the spread and flatten the infection curve in order to reduce the strain on our health care system. Consequently, over the past year there has been a sharp and dramatic increase in layoffs due to the economic restrictions related to the emergency response. Governments have passed significant economic stimulus packages to help in offsetting the economic impact. Local governments have begun to lift or loosen restrictions and the stimulus passed thus far has blunted some of the impact from the emergency measures. It remains unclear as to how these measures will impact the housing market long term. However, based on the data available through 12 months, which indicates some multifamily real estate transactions have continued to close without repricing and rent collection losses during this period have declined less than projected, the governmental response has offset a significant portion of the economic losses presented by the emergency. There is evidence that, despite the significant level of recent layoffs, many other area employers are hiring. Overall, we anticipate that the elevated layoff pace will subside now that economic restrictions have been loosened in the Subject's market area though a return to full economic potential is unlikely while the global health crisis continues.

H. PROJECT-SPECIFIC AFFORDABILITY AND DEMAND ANALYSIS

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

1. Income Restrictions

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

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

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

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

2. Affordability

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

FAMILY INCOME LIMITS

Unit Type	Minimum Allowable Income	Maximum Allowable Income
	@60%	
1BR	\$29,143	\$41,400
2BR	\$34,423	\$46,560
3BR	\$39,017	\$55,860

3. Demand

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

Demand from New Households

The number of new households entering the market is the first level of demand calculated. We utilized 2023, the anticipated date of market entry, as the base year for the analysis. Therefore, 2020 household population estimates are inflated to 2023 by interpolation of the difference between 2020 estimates and 2025 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 2023. This number takes the overall growth from 2020 to 2023 and applies it to its respective income cohorts by percentage. This number does not reflect lower income households losing population, as this may be a result of simple dollar value inflation.

Demand from Existing Households

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

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

Demand from Elderly Homeowners likely to Convert to Rentership

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

3d. Other

Per the 2021 GA DCA Qualified Allocation Plan (QAP) and Market Study Manual, GA DCA does not consider demand from outside the Primary Market Area (PMA), including the Secondary Market Area (SMA). Therefore, we do not account for leakage from outside the PMA boundaries in our demand analysis.

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

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

Net Demand

The following pages will outline the overall demand components added together less the supply of competitive developments awarded and/or constructed or placed in service from 2018 to the present.

Additions to Supply

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

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

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

We consulted a June 2021 Costar report as well as the Georgia Department of Community Affairs listings of properties awarded LIHTC financing since 2018. The proposed and under construction properties identified in the PMA are illustrated in the table below.

PLANNED DEVELOPMENT							
Property Name	Rent Structure	Tenancy	Total	Competitive	LIHTC Allocation	Construction Status	Distance
Fairmont Homes	LIHTC/PBRA	Family	80	0	2020	Existing	4.1 miles
Nine Oaks	LIHTC/PBRA	Senior	50	0	2020	Existing	3.1 miles
Totals			130	0			

Source: CoStar, Georgia Department of Community Affairs, July 2021.

- Fairmont Homes Apartments and Nine Oaks are existing, public housing developments that were awarded tax credits in 2020 for renovations. These properties offer a total of 130 units, all of which operate with a project-based subsidy and will continue to operate as such following renovations. Fairmont Homes targets families and offers one, two, three and four-bedroom units. Nine Oaks targets seniors and offers one-bedroom units. As these properties are existing and will not add any units to the market, we will not deduct these units from our demand analysis.

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

ADDITIONS TO SUPPLY						
Unit Type	30% AMI	40% AMI	50% AMI	60% AMI	Unrestricted	Overall
0BR						0
1BR						0
2BR						0
3BR						0
4BR						0
5BR						0
Total	0	0	0	0	0	0

Rehab Developments and PBRA

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

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

Capture Rates

The above calculations and derived capture rates are illustrated in the following tables. Note that the demographic data used in the following tables, including tenure patterns, household size and income distribution through the projected market entry date of 2023 are illustrated in the previous section of this report.

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA

Income Cohort	2020		Projected Mkt Entry April 2023		2025	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	1,285	11.7%	1,262	11.2%	1,244	10.9%
\$10,000-19,999	2,073	18.8%	1,979	17.6%	1,902	16.7%
\$20,000-29,999	1,794	16.3%	1,744	15.5%	1,703	14.9%
\$30,000-39,999	1,023	9.3%	1,070	9.5%	1,109	9.7%
\$40,000-49,999	1,649	15.0%	1,598	14.2%	1,556	13.6%
\$50,000-59,999	745	6.8%	813	7.2%	869	7.6%
\$60,000-74,999	860	7.8%	882	7.9%	900	7.9%
\$75,000-99,999	562	5.1%	657	5.9%	735	6.4%
\$100,000-124,999	516	4.7%	568	5.1%	610	5.3%
\$125,000-149,999	208	1.9%	252	2.2%	288	2.5%
\$150,000-199,999	183	1.7%	263	2.3%	329	2.9%
\$200,000+	105	1.0%	142	1.3%	172	1.5%
Total	11,003	100.0%	11,231	100.0%	11,417	100.0%

Source: HISTA Data / Ribbon Demographics 2020, Novogradac Consulting LLP, June 2021.

60% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$29,143		Maximum Income Limit		\$55,860	
Income Category	New Renter Households - Total Change		Income Brackets	Percent within Cohort	Renter		
	in Households PMA 2020 to Prj Mrkt Entry April 2023				Households within Bracket		
\$0-9,999	-23	-9.9%	\$0	0.0%	0		
\$10,000-19,999	-94	-41.3%	\$0	0.0%	0		
\$20,000-29,999	-50	-22.0%	\$856	8.6%	-4		
\$30,000-39,999	47	20.8%	\$9,999	100.0%	47		
\$40,000-49,999	-51	-22.5%	\$9,999	100.0%	-51		
\$50,000-59,999	68	30.0%	\$5,860	58.6%	40		
\$60,000-74,999	22	9.7%	\$0	0.0%	0		
\$75,000-99,999	95	41.8%	\$0	0.0%	0		
\$100,000-124,999	52	22.7%	\$0	0.0%	0		
\$125,000-149,999	44	19.3%	\$0	0.0%	0		
\$150,000-199,999	80	35.3%	\$0	0.0%	0		
\$200,000+	37	16.2%	\$0	0.0%	0		
Total	228	100.0%		14.0%	32		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$29,143		Maximum Income Limit		\$55,860	
Income Category	Total Renter Households PMA 2020		Income Brackets	Percent within Cohort	Households within Bracket		
	\$0-9,999	1,285			11.7%	\$0	0.0%
\$10,000-19,999	2,073	18.8%	\$0	0.0%	0		
\$20,000-29,999	1,794	16.3%	\$856	8.6%	154		
\$30,000-39,999	1,023	9.3%	\$9,999	100.0%	1,023		
\$40,000-49,999	1,649	15.0%	\$9,999	100.0%	1,649		
\$50,000-59,999	745	6.8%	\$5,860	58.6%	437		
\$60,000-74,999	860	7.8%	\$0	0.0%	0		
\$75,000-99,999	562	5.1%	\$0	0.0%	0		
\$100,000-124,999	516	4.7%	\$0	0.0%	0		
\$125,000-149,999	208	1.9%	\$0	0.0%	0		
\$150,000-199,999	183	1.7%	\$0	0.0%	0		
\$200,000+	105	1.0%	\$0	0.0%	0		
Total	11,003	100.0%		29.6%	3,262		

ASSUMPTIONS - @60%

Tenancy		Family		% of Income towards Housing		35%	
Rural/Urban		Urban		Maximum # of Occupants		5	
Persons in Household	OBR	1BR	2BR	3BR	4BR+		
1	0%	80%	20%	0%	0%		
2	0%	20%	80%	0%	0%		
3	0%	0%	60%	40%	0%		
4	0%	0%	30%	70%	0%		
5+	0%	0%	0%	100%	0%		

Demand from New Renter Households 2020 to April 2023

Income Target Population	@60%
New Renter Households PMA	228
Percent Income Qualified	14.0%
New Renter Income Qualified Households	32

Demand from Existing Households 2020

Demand from Rent Overburdened Households

Income Target Population	@60%
Total Existing Demand	11,003
Income Qualified	29.6%
Income Qualified Renter Households	3,262
Percent Rent Overburdened Prj Mrkt Entry April 2023	49.4%
Rent Overburdened Households	1,611

Demand from Living in Substandard Housing

Income Qualified Renter Households	3,262
Percent Living in Substandard Housing	2.1%
Households Living in Substandard Housing	70

Senior Households Converting from Homeownership

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

Total Demand

Total Demand from Existing Households	1,681
Total New Demand	32
Total Demand (New Plus Existing Households)	1,713

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

By Bedroom Demand

One Person	30.8%	527
Two Persons	22.4%	384
Three Persons	18.4%	316
Four Persons	13.8%	236
Five Persons	14.6%	251
Total	100.0%	1,713

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	80%	421
Of two-person households in 1BR units	20%	77
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	20%	105
Of two-person households in 2BR units	80%	307
Of three-person households in 2BR units	60%	189
Of four-person households in 2BR units	30%	71
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%	126
Of four-person households in 3BR units	70%	165
Of five-person households in 3BR units	100%	251
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	0%	0
Of five-person households in 4BR units	0%	0
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
Total Demand		1,713

Total Demand (Subject Unit Types)			Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	498	-	0	=	498
2 BR	673	-	0	=	673
3 BR	542	-	0	=	542
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	1,713		0		1,713

Developer's Unit Mix			Net Demand	Capture Rate	
0 BR	-	/	-	=	-
1 BR	15	/	498	=	3.0%
2 BR	75	/	673	=	11.2%
3 BR	60	/	542	=	11.1%
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	150		1,713		8.8%

Overall

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$29,143		Maximum Income Limit		\$55,860	
Income Category	New Renter Households - Total Change		Income Brackets	Percent within Cohort	Renter		
	in Households PMA 2020 to Prj Mrkt Entry April 2023				Households within Bracket		
\$0-9,999	-23	-9.9%	\$0	0.0%	0		
\$10,000-19,999	-94	-41.3%	\$0	0.0%	0		
\$20,000-29,999	-50	-22.0%	\$856	8.6%	-4		
\$30,000-39,999	47	20.8%	\$9,999	100.0%	47		
\$40,000-49,999	-51	-22.5%	\$9,999	100.0%	-51		
\$50,000-59,999	68	30.0%	\$5,860	58.6%	40		
\$60,000-74,999	22	9.7%	\$0	0.0%	0		
\$75,000-99,999	95	41.8%	\$0	0.0%	0		
\$100,000-124,999	52	22.7%	\$0	0.0%	0		
\$125,000-149,999	44	19.3%	\$0	0.0%	0		
\$150,000-199,999	80	35.3%	\$0	0.0%	0		
\$200,000+	37	16.2%	\$0	0.0%	0		
Total	228	100.0%		14.0%	32		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$29,143		Maximum Income Limit		\$55,860	
Income Category	Total Renter Households PMA 2020		Income Brackets	Percent within Cohort	Households within Bracket		
	\$0-9,999	1,285			11.7%	\$0	0.0%
\$10,000-19,999	2,073	18.8%	\$0	0.0%	0		
\$20,000-29,999	1,794	16.3%	\$856	8.6%	154		
\$30,000-39,999	1,023	9.3%	\$9,999	100.0%	1,023		
\$40,000-49,999	1,649	15.0%	\$9,999	100.0%	1,649		
\$50,000-59,999	745	6.8%	\$5,860	58.6%	437		
\$60,000-74,999	860	7.8%	\$0	0.0%	0		
\$75,000-99,999	562	5.1%	\$0	0.0%	0		
\$100,000-124,999	516	4.7%	\$0	0.0%	0		
\$125,000-149,999	208	1.9%	\$0	0.0%	0		
\$150,000-199,999	183	1.7%	\$0	0.0%	0		
\$200,000+	105	1.0%	\$0	0.0%	0		
Total	11,003	100.0%		29.6%	3,262		

ASSUMPTIONS - Overall

Tenancy		Family		% of Income towards Housing		35%	
Rural/Urban		Urban		Maximum # of Occupants		5	
Persons in Household	OBR	1BR	2BR	3BR	4BR+		
1	0%	80%	20%	0%	0%		
2	0%	20%	80%	0%	0%		
3	0%	0%	60%	40%	0%		
4	0%	0%	30%	70%	0%		
5+	0%	0%	0%	100%	0%		

Demand from New Renter Households 2020 to April 2023

Income Target Population	Overall
New Renter Households PMA	228
Percent Income Qualified	14.0%
New Renter Income Qualified Households	32

Demand from Existing Households 2020

Demand from Rent Overburdened Households

Income Target Population	Overall
Total Existing Demand	11,003
Income Qualified	29.6%
Income Qualified Renter Households	3,262
Percent Rent Overburdened Prj Mrkt Entry April 2023	49.4%
Rent Overburdened Households	1,611

Demand from Living in Substandard Housing

Income Qualified Renter Households	3,262
Percent Living in Substandard Housing	2.1%
Households Living in Substandard Housing	70

Senior Households Converting from Homeownership

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

Total Demand

Total Demand from Existing Households	1,681
Total New Demand	32
Total Demand (New Plus Existing Households)	1,713

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

By Bedroom Demand

One Person	30.8%	527
Two Persons	22.4%	384
Three Persons	18.4%	316
Four Persons	13.8%	236
Five Persons	14.6%	251
Total	100.0%	1,713

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	80%	421
Of two-person households in 1BR units	20%	77
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	20%	105
Of two-person households in 2BR units	80%	307
Of three-person households in 2BR units	60%	189
Of four-person households in 2BR units	30%	71
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%	126
Of four-person households in 3BR units	70%	165
Of five-person households in 3BR units	100%	251
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	0%	0
Of five-person households in 4BR units	0%	0
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
Total Demand		1,713

Total Demand (Subject Unit Types)			Additions to Supply		Net Demand
0 BR	-	-	0	=	-
1 BR	498	-	0	=	498
2 BR	673	-	0	=	673
3 BR	542	-	0	=	542
4 BR	-	-	0	=	-
5 BR	-	-	0	=	-
Total	1,713		0		1,713

Developer's Unit Mix			Net Demand	Capture Rate	
0 BR	-	/	-	=	-
1 BR	15	/	498	=	3.0%
2 BR	75	/	673	=	11.2%
3 BR	60	/	542	=	11.1%
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	150		1,713		8.8%

CAPTURE RATE ANALYSIS CHART

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

- The number of households in the PMA is expected to increase 1.2 percent annually between 2020 and 2023.
- This demand analysis does not measure the PMA's or Subject's ability to attract additional or latent demand into the market from elsewhere by offering an affordable option. We believe this to be moderate and therefore the demand analysis is somewhat conservative in its conclusions because this demand is not included.

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

DEMAND AND NET DEMAND

DCA Conclusion Tables (Family)	HH at @60% AMI (\$29,143 to \$55,860)	All Tax Credit Households
Demand from New Households (age and income appropriate)	32	32
PLUS	+	+
Demand from Existing Renter Households - Substandard Housing	70	70
PLUS	+	+
Demand from Existing Renter Housholds - Rent Overburdened Households	1,611	1,611
Sub Total	1,713	1,713
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 2% where applicable)	0	0
Equals Total Demand	1,713	1,713
Less	-	-
Competitive New Supply	0	0
Equals Net Demand	1,713	1,713

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Average Market	Minimum Market Rent	Maximum Market Rent	Proposed Rents
1BR @60%	\$29,143	\$41,400	15	498	0	498	3.0%	\$1,002	\$660	\$1,551	\$745
1BR Overall	\$29,143	\$41,400	15	498	0	498	3.0%	-	-	-	-
2BR @60%	\$34,423	\$46,560	75	673	0	673	11.2%	\$1,014	\$740	\$1,701	\$875
2BR Overall	\$34,423	\$46,560	75	673	0	673	11.2%	-	-	-	-
3BR @60%	\$39,017	\$55,860	60	542	0	542	11.1%	\$1,152	\$897	\$1,868	\$975
3BR Overall	\$39,017	\$55,860	60	542	0	542	11.1%	-	-	-	-
Overall	\$29,143	\$55,860	150	1,713	0	1,713	8.8%	-	-	-	-

As the analysis illustrates, the Subject’s capture rates at the 60 percent AMI level will range from 3.0 to 11.2 percent, with an overall capture rate of 8.8 percent. Therefore, we believe there is adequate demand for the Subject. All capture rates are within Georgia DCA thresholds.

I. COMPETITIVE RENTAL ENVIRONMENT

Survey of Comparable Projects

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent structure. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes ten “true” comparable properties containing 1,116 units.

The availability of LIHTC data is considered good; there are eight existing LIHTC properties in the PMA. We include four LIHTC and mixed-income comparable properties. All of the LIHTC and mixed-income properties target the general population and offer similar unit types in comparison to the proposed Subject. The LIHTC and mixed-income comparables were built or renovated between 2002 and 2019. All of the LIHTC and mixed-income comparables are located within the PMA, between 2.7 and 4.9 miles of the proposed Subject in Griffin. It should be noted that the property managers at these properties generally did not experience a significant impact to collections, occupancy, or traffic during the COVID-19 pandemic.

The availability of market rate data is considered good. The Subject is located in Griffin and there are a number of market rate properties in the area. We include six conventional properties in our analysis of the competitive market. Five of the market rate properties are located within the PMA, between 0.6 and 2.2 miles from the Subject site in Griffin. The remaining market rate comparable, Springs At McDonough, is located 15.8 miles from the Subject site in McDonough. This property is located in a slightly superior location compared to the Subject in terms of median rent, median household income, and median home value. These comparables were built or renovated between 1989 and 2020 and are good proxies for the Subject property as they are among the newest market properties in the area that offer similar unit types. There are a limited number of new construction market rate properties in the area. Overall, we believe the market rate properties used in our analysis are the most comparable. Other market rate properties are excluded based on proximity and unit types. It should be noted that the property managers at these properties generally did not experience a significant impact to collections, occupancy, or traffic during the COVID-19 pandemic.

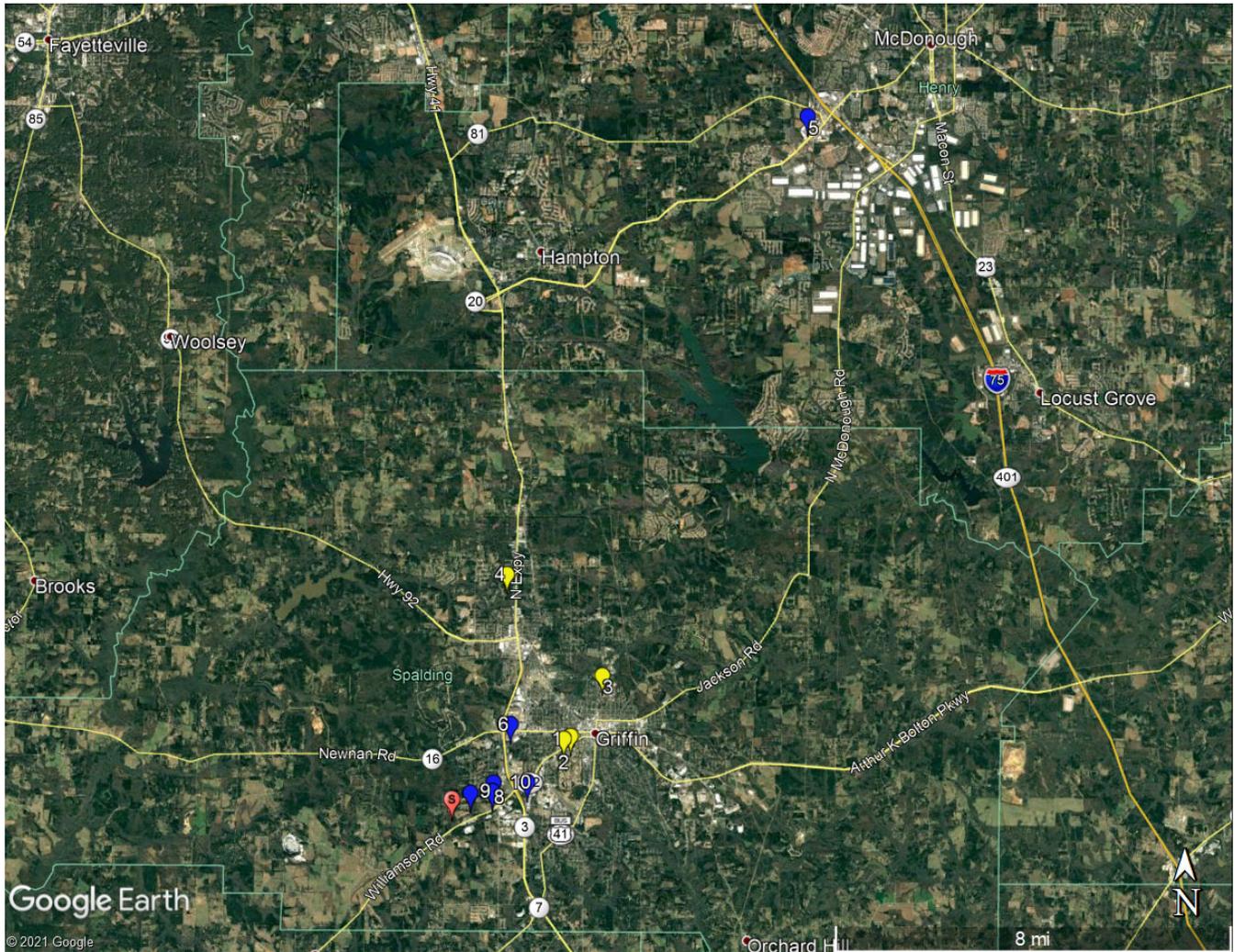
A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided on the following pages. A map illustrating the location of the Subject in relation to comparable properties is also provided on the following pages. The properties are further profiled in the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

Excluded Properties

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

EXCLUDED PROPERTIES						
Property Name	Program	Location	Tenancy	# of Units	Reason for Exclusion	
Terraces At The Park	LIHTC	Griffin	Senior	68	Dissimilar tenancy	
Glenco Trace Apartments	LIHTC	Griffin	Senior	72	Dissimilar tenancy	
Iris At Park Pointe	LIHTC	Griffin	Senior	85	Dissimilar tenancy	
Marian Point	LIHTC/ Market	Griffin	Family	24	Unable to contact	
Fairmont Homes	LIHTC/PBRA	Griffin	Family	80	Subsidized	
Nine Oaks	LIHTC/PBRA	Griffin	Senior	50	Subsidized	
Oak Village	Rural Development	Zebulon	Senior	24	Subsidized	
Piedmont Ridge Apartments	Rural Development	Zebulon	Family	78	Subsidized	
Ava Park Apartments	Section 8	Griffin	Family	80	Subsidized	
Heritage Apartments	Section 8	Griffin	Family	120	Subsidized	
Northside Hills Apartments	Section 8	Griffin	Family	264	Subsidized	
St. George's Court	Section 8	Griffin	Senior	100	Subsidized	
Appleton Apartments	Market	Griffin	Family	80	Inferior condition	
700 South	Market	Griffin	Family	18	More proximate comparables; low unit count	
Garden Gate Apartments	Market	Griffin	Family	72	Inferior condition	
Hill Street Commons	Market	Griffin	Family	6	Inferior condition; low unit count	
North Pointe Apartments	Market	Griffin	Family	32	More proximate comparables	
Parkhill	Market	Griffin	Family	48	Inferior condition	
Pike's Peak	Market	Griffin	Family	16	More proximate comparables; low unit count	
Pleasant Valley Apartments	Market	Griffin	Family	40	More proximate comparables	
Roseview Apartments	Market	Griffin	Family	41	Inferior condition	
Terrace Place	Market	Griffin	Family	18	More proximate comparables; low unit count	
Vineyard Villas	Market	Griffin	Family	77	More proximate comparables	
Willow Creek Apartments	Market	Griffin	Family	53	Inferior condition	
Griffin Crossings Apartments	Market	Griffin	Family	272	More proximate comparables	

1. Comparable Rental Property Map



Source: Google Earth, June 2021.

COMPARABLE PROPERTIES

#	Comparable Property	City	Rent Structure	Distance to Subject
S	Griffin Village	Griffin	LIHTC	-
1	Oaks At Park Pointe	Griffin	LIHTC/PBRA	2.7 miles
2	Poplar Grove	Griffin	LIHTC/ Market	2.9 miles
3	St. Phillip Villas	Griffin	LIHTC/ Market	4.1 miles
4	Tranquility At Griffin	Griffin	LIHTC	4.9 miles
5	Springs At McDonough*	McDonough	Market	15.8 miles
6	Vineyard Creek Apartments	Griffin	Market	2.2 miles
7	Vineyard Hill Apartments	Griffin	Market	0.6 miles
8	Vineyard Place Apartments	Griffin	Market	1.1 miles
9	Walden Pointe Apartment Homes	Griffin	Market	0.9 miles
10	Westwind Apartments	Griffin	Market	1.7 miles

*Located outside PMA

GRIFFIN VILLAGE – GRIFFIN, GEORGIA – MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.						
	Units Surveyed:	1,116	Weighted Occupancy:	99.6%		
	Market Rate	816	Market Rate	99.5%		
	Tax Credit	300	Tax Credit	100.0%		
RENT	One Bedroom One Bath	Average	Two Bedroom One Bath	Average	Three Bedroom Two Bath	Average
	Property		Property		Property	
	Springs At Mcdonough (Market)	\$1,551	Springs At Mcdonough (Market)(2BA)	\$1,701	Springs At Mcdonough (Market)	\$1,868
	Springs At Mcdonough (Market)	\$1,526	Springs At Mcdonough (Market)(2BA)	\$1,686	Springs At Mcdonough (Market)	\$1,803
	Springs At Mcdonough (Market)	\$1,475	Walden Pointe Apartment Homes (Market)(2BA)	\$1,300	Walden Pointe Apartment Homes (Market)	\$1,510
	Walden Pointe Apartment Homes (Market)	\$1,145	St. Phillip Villas (Market)(2BA)	\$1,048	St. Phillip Villas (Market)	\$1,185
	St. Phillip Villas (Market)	\$875	St. Phillip Villas (@60%)(2BA)	\$1,026	St. Phillip Villas (@60%)	\$1,168
	Vineyard Place Apartments (Market)	\$860	Vineyard Place Apartments (Market)(2BA)	\$975	Vineyard Place Apartments (Market)	\$1,035
	Vineyard Creek Apartments (Market)	\$855	Vineyard Place Apartments (Market)(2BA)	\$960	Vineyard Creek Apartments (Market)(2.5BA)	\$1,010
	St. Phillip Villas (@60%)	\$854	Vineyard Place Apartments (Market)(2BA)	\$950	Vineyard Hill Apartments (Market)(2.5BA)	\$1,010
	Vineyard Place Apartments (Market)	\$850	Poplar Grove (Market)	\$933	Vineyard Creek Apartments (Market)	\$1,005
	Griffin Village (@60%)	\$745	Vineyard Place Apartments (Market)	\$915	Griffin Village (@60%)	\$975
	Griffin Village (@60%)	\$745	Vineyard Creek Apartments (Market)(2.5BA)	\$915	St. Phillip Villas (@50%)	\$938
	Tranquility At Griffin (@60%)	\$695	Vineyard Creek Apartments (Market)	\$895	Tranquility At Griffin (@60%)	\$925
	St. Phillip Villas (@50%)	\$687	Griffin Village (@60%)	\$875	Vineyard Hill Apartments (Market)	\$910
	Poplar Grove (Market)	\$680	St. Phillip Villas (@50%)(2BA)	\$826	Oaks At Park Pointe (@60%)	\$897
	Poplar Grove (@60%)	\$660	Tranquility At Griffin (@60%)(2BA)	\$825	Oaks At Park Pointe (@50%)	\$897
	Poplar Grove (@50%)	\$609	Oaks At Park Pointe (@60%)(1.5BA)	\$790	Oaks At Park Pointe (@60%)	\$897
	Poplar Grove (@30%)	\$331	Oaks At Park Pointe (@60%)(1.5BA)	\$790	Oaks At Park Pointe (@60%)	\$897
			Poplar Grove (@60%)	\$788	Oaks At Park Pointe (@50%)	\$749
			Westwind Apartments (Market)	\$740	Oaks At Park Pointe (@50%)	\$749
			Poplar Grove (@50%)	\$726		
			Oaks At Park Pointe (@50%)(1.5BA)	\$614		
			Oaks At Park Pointe (@50%)(1.5BA)	\$614		
			Poplar Grove (@30%)	\$401		
SQUARE FOOTAGE	Walden Pointe Apartment Homes (Market)	998	Walden Pointe Apartment Homes (Market)(2BA)	1,280	Walden Pointe Apartment Homes (Market)	1,480
	St. Phillip Villas (@60%)	975	Springs At Mcdonough (Market)(2BA)	1,202	Springs At Mcdonough (Market)	1,430
	St. Phillip Villas (Market)	975	St. Phillip Villas (Market)(2BA)	1,175	St. Phillip Villas (@50%)	1,350
	St. Phillip Villas (@50%)	975	St. Phillip Villas (@60%)(2BA)	1,175	St. Phillip Villas (@60%)	1,350
	Springs At Mcdonough (Market)	907	St. Phillip Villas (@50%)(2BA)	1,175	St. Phillip Villas (Market)	1,350
	Springs At Mcdonough (Market)	828	Vineyard Place Apartments (Market)(2BA)	1,150	Springs At Mcdonough (Market)	1,334
	Tranquility At Griffin (@60%)	827	Vineyard Place Apartments (Market)(2BA)	1,093	Vineyard Creek Apartments (Market)(2.5BA)	1,300
	Vineyard Place Apartments (Market)	805	Springs At Mcdonough (Market)(2BA)	1,088	Oaks At Park Pointe (@50%)	1,262
	Springs At Mcdonough (Market)	797	Vineyard Creek Apartments (Market)(2.5BA)	1,085	Tranquility At Griffin (@60%)	1,249
	Griffin Village (@60%)	752	Vineyard Place Apartments (Market)(2BA)	1,080	Vineyard Place Apartments (Market)	1,240
	Vineyard Place Apartments (Market)	745	Westwind Apartments (Market)	1,075	Oaks At Park Pointe (@60%)	1,226
	Griffin Village (@60%)	700	Tranquility At Griffin (@60%)(2BA)	1,064	Oaks At Park Pointe (@60%)	1,226
	Poplar Grove (Market)	611	Vineyard Place Apartments (Market)	1,003	Oaks At Park Pointe (@50%)	1,226
	Poplar Grove (@60%)	611	Oaks At Park Pointe (@50%)(1.5BA)	991	Oaks At Park Pointe (@60%)	1,219
	Poplar Grove (@30%)	611	Oaks At Park Pointe (@60%)(1.5BA)	991	Oaks At Park Pointe (@50%)	1,219
	Poplar Grove (@50%)	611	Griffin Village (@60%)	954	Griffin Village (@60%)	1,205
	Vineyard Creek Apartments (Market)	575	Oaks At Park Pointe (@50%)(1.5BA)	900	Vineyard Hill Apartments (Market)(2.5BA)	1,196
			Vineyard Creek Apartments (Market)	900	Vineyard Creek Apartments (Market)	1,161
			Oaks At Park Pointe (@60%)(1.5BA)	900	Vineyard Hill Apartments (Market)	1,094
			Poplar Grove (Market)	879		
			Poplar Grove (@50%)	879		
			Poplar Grove (@60%)	879		
			Poplar Grove (@30%)	879		
RENT PER SQUARE FOOT	Springs At Mcdonough (Market)	\$1.85	Springs At Mcdonough (Market)(2BA)	\$1.55	Springs At Mcdonough (Market)	\$1.35
	Springs At Mcdonough (Market)	\$1.84	Springs At Mcdonough (Market)(2BA)	\$1.42	Springs At Mcdonough (Market)	\$1.31
	Springs At Mcdonough (Market)	\$1.71	Poplar Grove (Market)	\$1.06	Walden Pointe Apartment Homes (Market)	\$1.02
	Vineyard Creek Apartments (Market)	\$1.49	Walden Pointe Apartment Homes (Market)(2BA)	\$1.02	St. Phillip Villas (Market)	\$0.88
	Walden Pointe Apartment Homes (Market)	\$1.15	Vineyard Creek Apartments (Market)	\$0.99	Vineyard Creek Apartments (Market)	\$0.87
	Vineyard Place Apartments (Market)	\$1.14	Griffin Village (@60%)	\$0.92	St. Phillip Villas (@60%)	\$0.87
	Poplar Grove (Market)	\$1.11	Vineyard Place Apartments (Market)	\$0.91	Vineyard Hill Apartments (Market)(2.5BA)	\$0.84
	Poplar Grove (@60%)	\$1.08	Poplar Grove (@60%)	\$0.90	Vineyard Place Apartments (Market)	\$0.83
	Vineyard Place Apartments (Market)	\$1.07	St. Phillip Villas (Market)(2BA)	\$0.89	Vineyard Hill Apartments (Market)	\$0.83
	Griffin Village (@60%)	\$1.06	Vineyard Place Apartments (Market)(2BA)	\$0.88	Griffin Village (@60%)	\$0.81
	Poplar Grove (@50%)	\$1.00	Vineyard Place Apartments (Market)(2BA)	\$0.88	Vineyard Creek Apartments (Market)(2.5BA)	\$0.78
	Griffin Village (@60%)	\$0.99	Oaks At Park Pointe (@60%)(1.5BA)	\$0.88	Tranquility At Griffin (@60%)	\$0.74
	St. Phillip Villas (Market)	\$0.90	St. Phillip Villas (@60%)(2BA)	\$0.87	Oaks At Park Pointe (@60%)	\$0.74
	St. Phillip Villas (@60%)	\$0.88	Vineyard Place Apartments (Market)(2BA)	\$0.85	Oaks At Park Pointe (@60%)	\$0.73
	Tranquility At Griffin (@60%)	\$0.84	Vineyard Creek Apartments (Market)(2.5BA)	\$0.84	Oaks At Park Pointe (@60%)	\$0.73
	St. Phillip Villas (@50%)	\$0.70	Poplar Grove (@50%)	\$0.83	Oaks At Park Pointe (@50%)	\$0.71
	Poplar Grove (@30%)	\$0.54	Oaks At Park Pointe (@60%)(1.5BA)	\$0.80	St. Phillip Villas (@50%)	\$0.69
			Tranquility At Griffin (@60%)(2BA)	\$0.78	Oaks At Park Pointe (@50%)	\$0.61
			St. Phillip Villas (@50%)(2BA)	\$0.70	Oaks At Park Pointe (@50%)	\$0.61
			Westwind Apartments (Market)	\$0.69		
			Oaks At Park Pointe (@50%)(1.5BA)	\$0.68		
			Oaks At Park Pointe (@50%)(1.5BA)	\$0.62		
			Poplar Grove (@30%)	\$0.46		

PROPERTY PROFILE REPORT

Oaks At Park Pointe

Effective Rent Date	6/10/2021
Location	420 Park Rd Griffin, GA 30224 Spalding County
Distance	2.7 miles
Units	84
Vacant Units	0
Vacancy Rate	0.0%
Type	Townhouse (2 stories)
Year Built/Renovated	2015 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy with majority families; ten percent seniors
Contact Name	Williams
Phone	678-806-8900



Market Information

Program	@50% (Project Based Rental Assistance -
Annual Turnover Rate	56%
Units/Month Absorbed	21
HCV Tenants	8%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Unchanged
Concession	None
Waiting List	Yes; 50 households

Utilities

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

Photos



PROPERTY PROFILE REPORT

Poplar Grove

Effective Rent Date	6/21/2021
Location	617 Meriwether St Griffin, GA 30224 Spalding County
Distance	2.9 miles
Units	36
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	1945 / 2012
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed local tenancy. Eight percent seniors
Contact Name	Dee
Phone	678-688-5388



Market Information

Program	@30%, @50%, @60%, Market
Annual Turnover Rate	25%
Units/Month Absorbed	N/A
HCV Tenants	25%
Leasing Pace	Within two months
Annual Chg. in Rent	Increased three to four percent
Concession	None
Waiting List	None

Utilities

A/C	not included -- wall
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)	2	611	\$376	\$0	@30%	No	N/A	N/A	yes	None
1	1	Garden (2 stories)	4	611	\$654	\$0	@50%	No	N/A	N/A	no	None
1	1	Garden (2 stories)	6	611	\$705	\$0	@60%	No	N/A	N/A	no	None
1	1	Garden (2 stories)	4	611	\$725	\$0	Market	No	N/A	N/A	N/A	None
2	1	Garden (2 stories)	2	879	\$453	\$0	@30%	No	N/A	N/A	yes	None
2	1	Garden (2 stories)	6	879	\$778	\$0	@50%	No	N/A	N/A	no	None
2	1	Garden (2 stories)	8	879	\$840	\$0	@60%	No	N/A	N/A	no	None
2	1	Garden (2 stories)	4	879	\$985	\$0	Market	No	N/A	N/A	N/A	None

Photos



PROPERTY PROFILE REPORT

St. Phillip Villas

Effective Rent Date	6/10/2021
Location	829 N Hill St Griffin, GA 30223 Spalding County
Distance	4.1 miles
Units	60
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	2002 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Griffin Crossing, Iris at Park Point, Oaks at Park
Tenant Characteristics	Mixed tenancy with majority families; 20 percent seniors
Contact Name	Melinda
Phone	770-229-4008



Market Information

Program	@50%, @60%, Market
Annual Turnover Rate	20%
Units/Month Absorbed	N/A
HCV Tenants	15%
Leasing Pace	Pre-leased to two weeks
Annual Chg. in Rent	Increased up to ten percent
Concession	None
Waiting List	Yes; 99 households

Utilities

A/C	not included -- central
Cooking	not included -- gas
Water Heat	not included -- gas
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)	4	975	\$732	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Garden (2 stories)	4	975	\$899	\$0	@60%	Yes	0	0.0%	yes	None
1	1	Garden (2 stories)	4	975	\$920	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (2 stories)	12	1,175	\$878	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Garden (2 stories)	20	1,175	\$1,078	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden (2 stories)	4	1,175	\$1,100	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Garden (2 stories)	4	1,350	\$1,003	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	4	1,350	\$1,233	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	4	1,350	\$1,250	\$0	Market	Yes	0	0.0%	N/A	None

Photos



PROPERTY PROFILE REPORT

Tranquility At Griffin

Effective Rent Date	6/10/2021
Location	2173 N Expy Griffin, GA 30223 Spalding County
Distance	4.9 miles
Units	120
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	2019 / N/A
Marketing Began	11/01/2019
Leasing Began	11/01/2019
Last Unit Leased	10/01/2020
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy with majority families; 20 percent seniors
Contact Name	Summer
Phone	770-615-8600



Market Information

Program	@60%
Annual Turnover Rate	3%
Units/Month Absorbed	11
HCV Tenants	13%
Leasing Pace	Within one week
Annual Chg. in Rent	Unchanged
Concession	None
Waiting List	Yes; 300+ households

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	12	827	\$695	\$0	@60%	Yes	0	0.0%	no	None
2	2	Garden (3 stories)	60	1,064	\$825	\$0	@60%	Yes	0	0.0%	no	None
3	2	Garden (3 stories)	48	1,249	\$925	\$0	@60%	Yes	0	0.0%	no	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$695	\$0	\$695	\$0	\$695
2BR / 2BA	\$825	\$0	\$825	\$0	\$825
3BR / 2BA	\$925	\$0	\$925	\$0	\$925

Amenities

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

Comments

The property manager reported the rents are not at the maximum allowable levels, but the owners intentionally keep rents low to promote affordability. During the COVID-19 pandemic, the contact reported that collections, occupancy, and traffic have not experienced a significant impact. Additionally, management noted a strong demand for affordable housing in the Griffin area.

Photos



PROPERTY PROFILE REPORT

Springs At Mcdonough

Effective Rent Date	5/10/2021
Location	325 South Point Boulevard Mcdonough, GA 30253 Henry County
Distance	15.8 miles
Units	268
Vacant Units	4
Vacancy Rate	1.5%
Type	Garden (2 stories)
Year Built/Renovated	2017 / N/A
Marketing Began	5/01/2017
Leasing Began	5/01/2017
Last Unit Leased	9/01/2018
Major Competitors	None reported
Tenant Characteristics	Mixed tenancy, some corporate units
Contact Name	Tiffany
Phone	770-884-6888



Market Information

Program	Market
Annual Turnover Rate	29%
Units/Month Absorbed	17
HCV Tenants	0%
Leasing Pace	Preleased to two weeks
Annual Chg. in Rent	Fluctuates daily; trending upward
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Garden (2 stories)	N/A	551	\$1,406	\$0	Market	No	N/A	N/A	N/A	None
0	1	Garden (2 stories)	N/A	660	\$1,450	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (2 stories)	N/A	797	\$1,475	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (2 stories)	N/A	828	\$1,526	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (2 stories)	N/A	907	\$1,551	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (2 stories)	N/A	1,088	\$1,686	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (2 stories)	N/A	1,202	\$1,701	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (2 stories)	N/A	1,334	\$1,803	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (2 stories)	N/A	1,430	\$1,868	\$0	Market	No	N/A	N/A	N/A	None

Photos



PROPERTY PROFILE REPORT

Vineyard Creek Apartments

Effective Rent Date	6/14/2021
Location	1569 GA-16 Griffin, GA 30223 Spalding County
Distance	2.2 miles
Units	60
Vacant Units	0
Vacancy Rate	0.0%
Type	Various (2 stories)
Year Built/Renovated	1985 / 2020
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Griffin Crossing and Walden Pointe
Tenant Characteristics	Mixed tenancy with majority families
Contact Name	Wendy
Phone	770-233-6895



Market Information

Program	Market
Annual Turnover Rate	20%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Increased up to 14 percent
Annual Chg. in Rent	None
Concession	None
Waiting List	Yes; three households

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	N/A	575	\$840	\$0	Market	Yes	0	N/A	N/A	None
2	1	Garden (2 stories)	N/A	900	\$880	\$0	Market	Yes	0	N/A	N/A	None
2	2.5	Townhouse (2 stories)	N/A	1,085	\$900	\$0	Market	Yes	0	N/A	N/A	None
3	2	Garden (2 stories)	N/A	1,161	\$990	\$0	Market	Yes	0	N/A	N/A	None
3	2.5	Townhouse (2 stories)	N/A	1,300	\$995	\$0	Market	Yes	0	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$840	\$0	\$840	\$15	\$855
2BR / 1BA	\$880	\$0	\$880	\$15	\$895
2BR / 2.5BA	\$900	\$0	\$900	\$15	\$915
3BR / 2BA	\$990	\$0	\$990	\$15	\$1,005
3BR / 2.5BA	\$995	\$0	\$995	\$15	\$1,010

Vineyard Creek Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Exterior Storage	Garbage Disposal		
Oven	Refrigerator		
Washer/Dryer hookup			
Property		Premium	Other
Central Laundry	Off-Street Parking	None	None
On-Site Management	Picnic Area		
Playground	Swimming Pool		

Comments

The property manager reported strong demand for rental housing in the area. The property is currently renovating units as they become vacant. Approximately 20 units have been renovated as of the date of this interview. Renovated units rent for a premium of \$30 to \$100 compared to non-renovated units. The rents in the profile reflect renovated units. Renovations include new flooring, appliances, and light fixtures.

Photos



Comments

Overall, the contact did not report any significant impact to the property as a result of the COVID-19 pandemic. Further, the contact stated demand for rental housing in the area is high.

Photos



PROPERTY PROFILE REPORT

Vineyard Place Apartments

Effective Rent Date	6/15/2021
Location	657 Carver Rd Griffin, GA 30223 Spalding County
Distance	1.1 miles
Units	112
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	1989 / 2005
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Walden Pointe
Tenant Characteristics	Mostly families
Contact Name	Tyler
Phone	770-229-5572



Market Information

Program	Market
Annual Turnover Rate	21%
Units/Month Absorbed	N/A
HCV Tenants	1%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Fluctuates daily; trending upwards
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	24	745	\$835	\$0	Market	No	0	0.0%	N/A	None
1	1	Garden (2 stories)	N/A	805	\$845	\$0	Market	No	0	N/A	N/A	None
2	1	Garden (2 stories)	16	1,003	\$900	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (2 stories)	48	1,080	\$935	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (2 stories)	16	1,093	\$945	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (2 stories)	N/A	1,150	\$960	\$0	Market	No	0	N/A	N/A	None
3	2	Garden (2 stories)	24	1,240	\$1,020	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$835 - \$845	\$0	\$835 - \$845	\$15	\$850 - \$860
2BR / 1BA	\$900	\$0	\$900	\$15	\$915
2BR / 2BA	\$935 - \$960	\$0	\$935 - \$960	\$15	\$950 - \$975
3BR / 2BA	\$1,020	\$0	\$1,020	\$15	\$1,035

Vineyard Place Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Patrol	None
Carpeting	Central A/C	Perimeter Fencing	
Coat Closet	Dishwasher		
Exterior Storage	Ceiling Fan		
Fireplace	Garbage Disposal		
Microwave	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Clubhouse/Meeting Room/Community	Exercise Facility	None	None
Central Laundry	Off-Street Parking		
On-Site Management	Playground		
Recreation Areas	Sauna		
Sport Court	Swimming Pool		
Tennis Court			

Comments

The contact reported no significant impact to collections, occupancy, or phone traffic during the COVID-19 pandemic.

Photos



PROPERTY PROFILE REPORT

Walden Pointe Apartment Homes

Effective Rent Date	6/14/2021
Location	701 Carver Rd Griffin, GA 30223 Spalding County
Distance	0.9 miles
Units	216
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	1998 / 2018
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Vineyard Place and Griffin Crossing
Tenant Characteristics	Approximately 20% seniors, 80% families, most from Spalding County
Contact Name	Bradie
Phone	770-228-3366



Market Information

Program	Market
Annual Turnover Rate	28%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased up to 26 percent
Concession	None
Waiting List	Yes; one household

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	72	998	\$1,130	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (3 stories)	112	1,280	\$1,285	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Garden (3 stories)	32	1,480	\$1,495	\$0	Market	Yes	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,130	\$0	\$1,130	\$15	\$1,145
2BR / 2BA	\$1,285	\$0	\$1,285	\$15	\$1,300
3BR / 2BA	\$1,495	\$0	\$1,495	\$15	\$1,510

Walden Pointe Apartment Homes, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	In-Unit Alarm	None
Carpeting	Central A/C	Patrol	
Coat Closet	Dishwasher		
Exterior Storage	Ceiling Fan		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Vaulted Ceilings	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Car Wash	Clubhouse/Meeting Room/Community	None	Dog park,
Courtyard	Exercise Facility		
Garage(\$75.00)	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Swimming Pool	Tennis Court		

Comments

The property does not accept Housing Choice Vouchers. The contact reported no significant impact to collections, occupancy, or traffic during the COVID-19 pandemic. Further, the contact stated the demand for rental housing in the area is high.

Photos



PROPERTY PROFILE REPORT

Westwind Apartments

Effective Rent Date	6/15/2021
Location	1456 Williamson Rd Griffin, GA 30224 Spalding County
Distance	1.7 miles
Units	32
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	1989 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mostly families and young adults
Contact Name	Property Manager
Phone	(770) 227-5634



Market Information

Program	Market
Annual Turnover Rate	16%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased one percent
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	1	Garden (2 stories)	32	1,075	\$725	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 1BA	\$725	\$0	\$725	\$15	\$740

Amenities

In-Unit	Security	Services
Blinds	None	None
Carpets		
Carpeting		
Coat Closet		
Ceiling Fan		
Microwave		
Refrigerator		
Property	Premium	Other
Off-Street Parking	None	None

Comments

Contact stated that through COVID, property performance has not been affected and there have been no changes to occupancy or collections.

Photos



2. Housing Choice Vouchers

We spoke with Mary de la Vaux, Special Assistant at the Georgia Department of Community Affairs. Ms. de la Vaux reported that 344 Housing Choice Vouchers are currently administered in Spalding County. Additionally, the waiting list for vouchers was last open on April 26, 2021, and is currently closed. There are currently no households on the waiting list for Spalding County.

The following table illustrates voucher usage at the comparables.

TENANTS WITH VOUCHERS		
Property Name	Rent Structure	Housing Choice Voucher Tenants
Oaks At Park Pointe	LIHTC/PBRA	8%
Poplar Grove	LIHTC/ Market	25%
St. Phillip Villas	LIHTC/ Market	15%
Tranquility At Griffin	LIHTC	13%
Springs At Mcdonough*	Market	0%
Vineyard Creek Apartments	Market	0%
Vineyard Hill Apartments	Market	11%
Vineyard Place Apartments	Market	1%
Walden Pointe Apartment Homes	Market	0%
Westwind Apartments	Market	0%

*Located outside of the PMA

Housing Choice Voucher usage among the comparables ranges from zero to 25 percent. The LIHTC and mixed-income properties report a low reliance on tenants with vouchers. Thus, it appears that the Subject will not need to rely on voucher residents in order to maintain a high occupancy level. As a LIHTC property, we anticipate the Subject will operate with a voucher usage of less than 15 percent.

3. Phased Developments

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

Lease Up History

We were able to obtain absorption information from three of the comparable properties, which is illustrated following table.

ABSORPTION					
Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Tranquility At Griffin	LIHTC	Family	2019	120	11
Springs At Mcdonough	Market	Family	2017	268	17
Oaks At Park Pointe	LIHTC (PBRA)	Family	2015	84	21

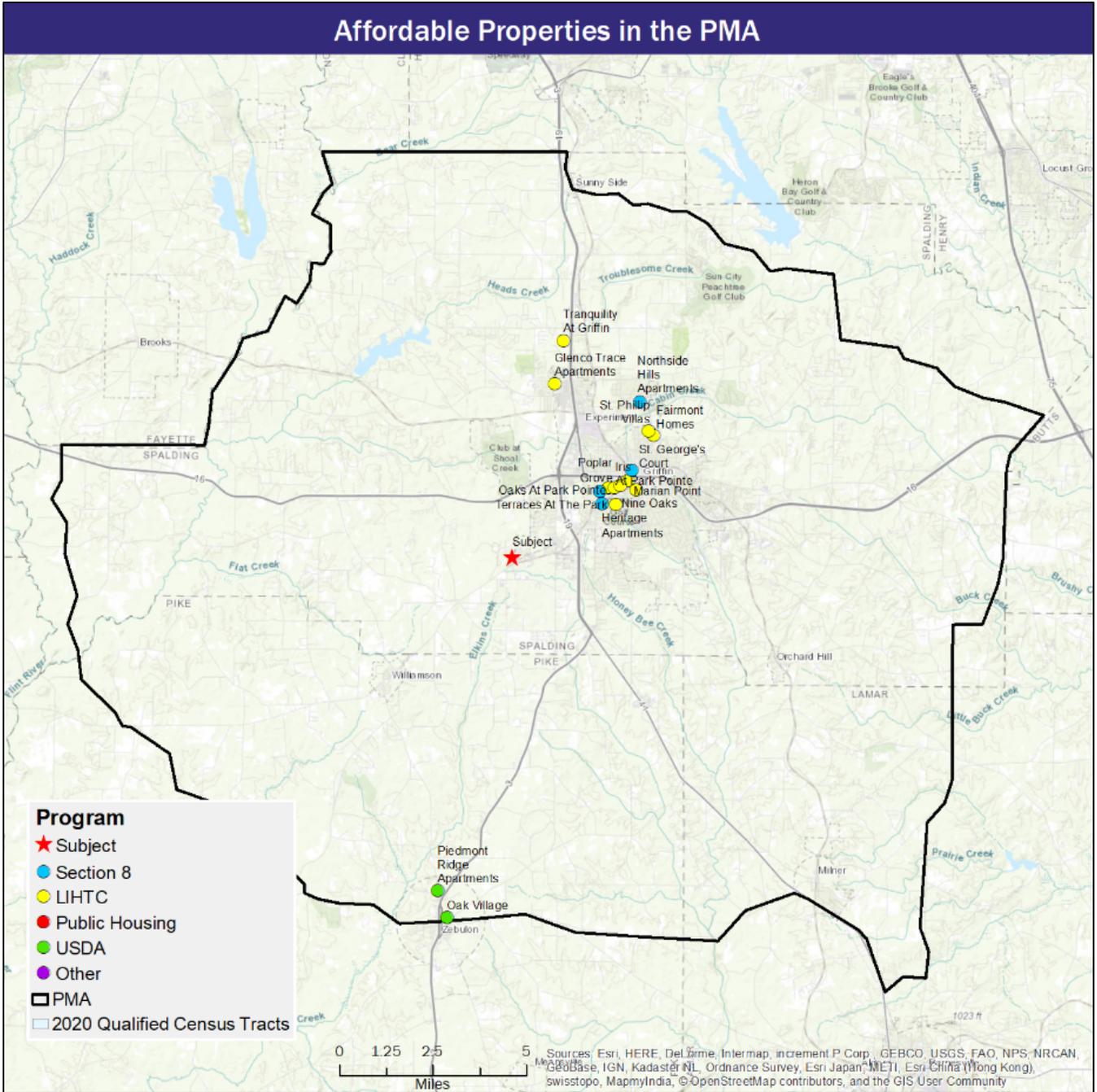
Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. Tranquility At Griffin is a LIHTC development located north of the Subject site in Griffin. This property opened in November 2019 and demonstrated an absorption rate of eleven units per month. The contact reported strong demand for affordable housing in the area and stated that the property reached stabilization in October 2020. Springs At McDonough is a market rate development located northeast of the Subject site in McDonough. Springs At McDonough opened in May 2017 and demonstrated an absorption rate of 17 units per month, which equates to an absorption of 16 months. Oaks At Park Pointe is a LIHTC development located northeast of the Subject site in Griffin. This property opened in 2015 and demonstrated an absorption rate of 21 units per month. The contact reported strong demand for affordable housing in the area. We believe there will be strong demand for the Subject’s units due to the low vacancy rates among the stabilized LIHTC comparables and presence of

waiting lists in the market. We believe the Subject will experience an absorption rate most similar to the LIHTC properties illustrated above. We estimate that the Subject will experience an absorption rate of 15 units per month. This indicates an absorption period of nine to ten months to reach 93 percent occupancy and our concluded stabilized occupancy of 95 percent. It should be noted that construction on the Subject is not anticipated to be completed until April 2023, which is considered outside of the primary window from the COVID-19 pandemic.

Competitive Project Map

COMPETITIVE PROJECTS

Property Name	Program	Location	Tenancy	# of Units	Occupancy	Map Color	
Griffin Village	LIHTC	Griffin	Family	150	-	Star	
Oaks At Park Pointe	LIHTC/PBRA	Griffin	Family	84	100.0%	Yellow	
Poplar Grove	LIHTC/ Market	Griffin	Family	36	100.0%		
Tranquility At Griffin	LIHTC	Griffin	Family	120	100.0%		
St. Phillip Villas	LIHTC/ Market	Griffin	Family	60	100.0%		
Terraces At The Park	LIHTC	Griffin	Senior	68	97.1%		
Glenco Trace Apartments	LIHTC	Griffin	Senior	72	100.0%		
Iris At Park Pointe	LIHTC	Griffin	Senior	85	N/A		
Marian Point	LIHTC/ Market	Griffin	Family	24	N/A		
Fairmont Homes	LIHTC/PBRA	Griffin	Family	80	96.3%		
Nine Oaks	LIHTC/PBRA	Griffin	Senior	50	96.0%		
Oak Village	Rural Development	Zebulon	Senior	24	95.8%		Green
Piedmont Ridge Apartments	Rural Development	Zebulon	Family	78	100.0%		Blue
Ava Park Apartments	Section 8	Griffin	Family	80	96.3%		
Heritage Apartments	Section 8	Griffin	Family	120	98.3%		
Northside Hills Apartments	Section 8	Griffin	Family	264	100.0%		
St. George's Court	Section 8	Griffin	Senior	100	96.0%		



4. Amenities

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

AMENITY MATRIX

	Subject	Oaks At Park Pointe	Poplar Grove	St. Phillip Villas	Tranquility At Griffin	Springs At Mcdonough	Vineyard Creek	Vineyard Hill Apartments	Vineyard Place	Walden Pointe	Westwind Apartments
Rent Structure	LIHTC	LIHTC/PBRA	LIHTC/	LIHTC/	LIHTC	Market	Market	Market	Market	Market	Market
Building											
Property Type	Garden	Townhouse	Garden	Garden	Garden	Garden	Various	Various	Garden	Garden	Garden
# of Stories	3-stories	2-stories	2-stories	2-stories	3-stories	2-stories	2-stories	2-stories	2-stories	3-stories	2-stories
Year Built	2023	2015	1945	2002	2019	2017	1985	1995	1989	1998	1989
Year Renovated	n/a	n/a	2012	n/a	n/a	n/a	2020	n/a	2005	2018	n/a
Courtyard	no	no	no	no	no	no	no	no	no	yes	no
Utility Structure											
Cooking	no	no	no	no	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no	no	no	no
Water	no	no	yes	yes	no	no	no	no	no	no	no
Sewer	no	no	yes	yes	no	no	no	no	no	no	no
Accessibility											
Grab Bars	no	no	no	no	no	no	no	no	no	no	no
Hand Rails	yes	no	no	no	no	no	no	no	no	no	no
Pull Cords	no	no	no	no	no	no	no	no	no	no	no
Unit Amenities											
Balcony/Patio	no	yes	no	yes	yes	yes	yes	yes	yes	yes	no
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Carpeting	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Hardwood	no	no	no	no	no	no	no	no	no	no	yes
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Ceiling Fan	no	yes	no	no	yes	yes	no	no	yes	yes	yes
Coat Closet	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes
Exterior Storage	no	yes	no	yes	yes	no	yes	yes	yes	yes	no
Fireplace	no	no	no	no	no	no	no	no	yes	no	no
Vaulted Ceilings	no	no	no	no	no	no	no	no	no	yes	no
Walk-In Closet	no	no	no	yes	no	yes	no	yes	yes	yes	no
Washer/Dryer	no	yes	yes	no	yes	yes	no	yes	no	no	no
W/D Hookup	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no
Kitchen											
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Disposal	no	yes	yes	yes	yes	yes	yes	no	yes	yes	yes
Microwave	yes	yes	no	no	yes	no	no	no	yes	yes	yes
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Community											
Business Center	yes	yes	yes	yes	yes	no	no	no	no	no	no
Community Room	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	no
Central Laundry	yes	no	no	yes	yes	no	yes	yes	yes	yes	no
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no
Concierge	no	no	no	no	no	yes	no	no	no	no	no
Recreation											
Basketball Court	no	no	no	yes	no	no	no	no	no	no	no
Exercise Facility	no	no	yes	yes	yes	yes	no	no	yes	yes	no
Playground	yes	yes	yes	yes	yes	no	yes	yes	yes	yes	no
Swimming Pool	no	no	no	no	yes	yes	yes	yes	yes	yes	no
Picnic Area	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	no
Sport Court	no	no	no	no	no	no	no	no	yes	no	no
Tennis Court	no	no	no	no	no	no	no	no	yes	yes	no
Sauna	no	no	no	no	no	no	no	no	yes	no	no
Recreational Area	no	no	no	yes	no	no	no	no	yes	no	no
WiFi	no	no	no	no	no	yes	no	no	no	no	no
Adult Education	yes	no	no	no	no	no	no	no	no	no	no
Security											
In-Unit Alarm	no	yes	no	no	no	no	no	no	no	yes	no
Limited Access	no	no	no	yes	no	yes	no	no	no	no	no
Patrol	no	no	no	no	no	no	no	no	yes	yes	no
Perimeter Fencing	no	no	no	yes	no	no	no	no	yes	no	no
Video Surveillance	yes	no	no	no	no	yes	no	no	no	no	no
Parking											
Garage	no	no	no	no	no	yes	no	no	no	yes	no
Garage Fee	n/a	\$0	\$0	\$0	\$0	\$120	\$0	\$0	\$0	\$75	\$0
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Off-Street Fee	n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

The Subject will offer inferior to slightly superior in-unit amenities in comparison to the LIHTC, mixed income, and market rate comparable properties and inferior to superior property amenities. The Subject will offer washer/dryer hookups, a business center, and community room, which many of the comparables will lack. However, the Subject will lack balconies/patios, exterior storage, in-unit washers/dryers, an exercise facility, and a swimming pool, which are offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market.

5. Comparable Tenancy

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

6. Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY						
Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate	
Oaks At Park Pointe	LIHTC/PBRA	Family	84	0	0.0%	
Poplar Grove	LIHTC/ Market	Family	36	0	0.0%	
St. Phillip Villas	LIHTC/ Market	Family	60	0	0.0%	
Tranquility At Griffin	LIHTC	Family	120	0	0.0%	
Springs At McDonough*	Market	Family	268	4	1.5%	
Vineyard Creek Apartments	Market	Family	60	0	0.0%	
Vineyard Hill Apartments	Market	Family	128	0	0.0%	
Vineyard Place Apartments	Market	Family	112	0	0.0%	
Walden Pointe Apartment Homes	Market	Family	216	0	0.0%	
Westwind Apartments	Market	Family	32	0	0.0%	
Total LIHTC			300	0	0.0%	
Total Market Rate			816	4	0.5%	
Overall Total			1,116	4	0.4%	

*Located outside of the PMA

Overall vacancy in the market is very low at 0.4 percent. Total LIHTC vacancy is lower, at zero percent. All of the LIHTC and mixed income comparables reported no significant impact to operations due to the COVID-19 pandemic. Three of the LIHTC and mixed income comparables reported maintaining waiting lists ranging from 50 to over 300 households in length. These factors indicate demand for affordable housing in the area is strong.

All but one of the market rate comparable properties reported full occupancy. Springs At McDonough reported a vacancy rate of 1.5 percent, which is considered low. Additionally, two of the market rate comparables maintain short waiting lists. Based on these factors, we believe that there is sufficient demand for additional affordable housing in the market. We do not believe that the Subject will impact the performance of the existing LIHTC properties if allocated. We believe the Subject will operate with a vacancy rate of five percent or less.

7. Properties Under Construction and Proposed

There are no properties currently planned, proposed, or under construction

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	Oaks At Park Pointe	LIHTC/PBRA	Family	Similar	Superior	Similar	Slightly Inferior	Similar	5
2	Poplar Grove	LIHTC/Market	Family	Slightly Superior	Superior	Similar	Inferior	Similar	5
3	St. Phillip Villas	LIHTC/Market	Family	Slightly Superior	Slightly Superior	Slightly Inferior	Inferior	Slightly Superior	0
4	Tranquility At Griffin	LIHTC	Family	Superior	Superior	Slightly Inferior	Similar	Similar	15
5	Springs At McDonough	Market	Family	Slightly Superior	Superior	Slightly Superior	Slightly Inferior	Slightly Superior	20
6	Vineyard Creek Apartments	Market	Family	Similar	Slightly Superior	Slightly Inferior	Inferior	Similar	-10
7	Vineyard Hill Apartments	Market	Family	Slightly Superior	Superior	Similar	Inferior	Similar	5
8	Vineyard Place Apartments	Market	Family	Slightly Superior	Slightly Superior	Slightly Inferior	Inferior	Similar	-5
9	Walden Pointe Apartment Homes	Market	Family	Slightly Superior	Slightly Superior	Slightly Inferior	Inferior	Superior	5
10	Westwind Apartments	Market	Family	Inferior	Slightly Inferior	Similar	Inferior	Similar	-25

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

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

LIHTC RENT COMPARISON @60%

Property Name	1BR	2BR	3BR	Rents at Max?
Griffin Village	\$745	\$875	\$975	No
2021 LIHTC Maximum Rent (Net) (Spalding County)	\$865	\$1,035	\$1,181	
Oaks At Park Pointe	-	\$790	\$897	No
Poplar Grove	\$660	\$788	-	No
St. Phillip Villas	\$854	\$1,026	\$1,168	Yes
Tranquility At Griffin	\$695	\$825	\$925	No
Average	\$736	\$857	\$997	

The comparable LIHTC and mixed income properties are located in Spalding County and were built or renovated between 2002 and 2019. The AMI in Spalding County reached its peak in 2021. Therefore, the LIHTC and mixed income comparables are held to the 2021 maximum allowable rents in Spalding County. St. Phillip Villas reported achieving the maximum allowable rents for its units restricted to 60 percent AMI. However, the rents at this property appear to be slightly below the maximum allowable levels. This is likely due to differing utility allowances. None of the remaining comparable properties reported achieving the maximum allowable rents for their units restricted to 60 percent AMI. However, it should be noted that management at Oaks At Park Pointe and Tranquility At Griffin reported that rents are intentionally held low for affordability, and that higher rents at 60 percent AMI are achievable.

St. Phillip Villas is located 4.1 miles from the Subject in Griffin and offers a slightly inferior location compared to the Subject in terms of median household income, median rent, and median home value. This property was constructed in 2002 and exhibits average condition, which is considered inferior to the anticipated excellent condition of the Subject upon completion. St. Phillip Villas offers slightly superior property amenities compared to the Subject as it offers an exercise facility, which the Subject will not offer. This property offers slightly superior in-unit amenities as it offers balconies/patios and exterior storage, which the Subject will not offer. St. Phillip Villas offers slightly superior unit sizes to the Subject. Overall, St. Phillip Villas is considered similar to the proposed Subject. This property is fully-occupied and maintains a waiting list consisting of 99 households. Additionally, management at St. Phillip Villas reported a strong demand for affordable housing in the area.

St. Phillip Villas is achieving the maximum allowable LIHTC net rents for their units restricted to 60 percent of the AMI. Additionally, all of the comparable LIHTC and mixed income properties are fully-occupied and three of the comparable properties maintain waiting lists ranging from 50 to over 300 households. Property managers reported a strong demand for affordable housing in the area and two of our contacts noted that higher rents are achievable. Thus, we believe that the presence of waiting lists and low vacancy throughout the comparable properties is indicative of strong demand for affordable housing in the marketplace. As such, we believe the Subject can achieve rents similar to those at St. Phillip Villas. Therefore, we believe the Subject’s proposed one, two, and three-bedroom rents at 60 percent AMI are reasonable and achievable as proposed.

Achievable Market Rents

Based on the quality of the surveyed comparable properties and the anticipated quality of the Subject, we conclude that the Subject’s proposed LIHTC rental rates are below the achievable market rates for the Subject’s area. The table below illustrates the comparison of the market rents.

SUBJECT COMPARISON TO MARKET RENTS

Unit Type	Rent Level	Subject Pro Forma Rent	Surveyed Min	Surveyed Max	Surveyed Average	Achievable Market Rent	Subject Rent Advantage
1BR / 1BA	@60%	\$745	\$660	\$1,551	\$1,002	\$1,000	34%
1BR / 1BA	@60%	\$745	\$660	\$1,551	\$1,002	\$1,000	34%
2BR / 1BA	@60%	\$875	\$740	\$1,701	\$1,014	\$1,150	31%
3BR / 2BA	@60%	\$975	\$897	\$1,868	\$1,152	\$1,350	38%

Vineyard Place Apartments is a market rate property that is located 1.1 miles from the Subject site in Griffin in a similar location. Vineyard Place Apartments was built in 1989, renovated in 2005 and exhibits average condition, which is inferior to the anticipated excellent condition of the Subject upon completion. Vineyard Place Apartments offers slightly superior property amenities compared to the Subject as it offers an exercise facility and swimming pool, which the Subject will not offer, though it does not offer a business center, which the Subject will offer. This property offers slightly superior in-unit amenities as it offers balconies/patios and exterior storage, which the Subject will not offer. In terms of unit sizes, Vineyard Place Apartments is similar to the Subject. Overall, Vineyard Place Apartments is considered slightly inferior to the proposed Subject.

Walden Pointe Apartment Homes is a market rate property that is located 0.9 mile from the Subject in Griffin and offers a superior location. Walden Pointe Apartment Homes was built in 1998, renovated in 2018, and exhibits average condition, which is inferior to the anticipated excellent condition of the Subject upon completion. Walden Pointe Apartment Homes offers slightly superior property amenities compared to the Subject as it offers an exercise facility and a swimming pool, which the Subject will not offer, though it does not offer a business center, which the Subject will offer. This property offers slightly superior unit amenities when compared to the Subject as it offers exterior storage and balconies/patios, which the Subject will not

offer. In terms of unit sizes, Walden Pointe Apartment Homes is superior to the proposed Subject. Overall, Walden Pointe Apartment Homes is slightly superior to the Subject, as proposed.

Overall, we believe that the Subject can achieve rents above those currently achieved at Vineyard Place Apartments and below the rents currently achieved at Walden Pointe Apartments. Thus, we conclude to market rents of **\$1,000, \$1,150, and \$1,350** for the Subject’s one, two and three-bedroom units, respectively. Thus, the Subject’s proposed rents will offer a significant rent advantage ranging from 39 to 46 percent below achievable market rents.

9. Rental Trends in the PMA

The table below depicts household growth by tenure from 2000 through 2025.

TENURE PATTERNS PMA

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	15,448	63.6%	8,823	36.4%
2020	17,463	61.3%	11,003	38.7%
Projected Mkt Entry April 2023	18,182	61.8%	11,231	38.2%
2025	18,771	62.2%	11,417	37.8%

Source: Esri Demographics 2020, Novogradac Consulting LLP, June 2021

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

Historical Vacancy

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

Property Name	Program	Total Units	HISTORICAL VACANCY										
			2016 Q2	2017 Q2	2018 Q2	2018 Q3	2019 Q1	2019 Q2	2020 Q1	2020 Q2	2020 Q3	2021 Q1	2021 Q2
Griffin Village	LIHTC	150	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Oaks At Park Pointe	LIHTC/PBRA	84	N/A	0.0%	0.0%	0.0%	2.4%	N/A	N/A	0.0%	0.0%	0.0%	0.0%
Poplar Grove	LIHTC/ Market	36	N/A	5.6%	0.0%	0.0%	5.6%	N/A	N/A	N/A	5.6%	5.6%	0.0%
St. Phillip Villas	LIHTC/ Market	60	1.7%	1.7%	1.7%	3.3%	3.3%	N/A	N/A	N/A	N/A	N/A	0.0%
Tranquility At Griffin	LIHTC	120	N/A	N/A	N/A	N/A	N/A	N/A	N/A	25.0%	25.0%	0.0%	0.0%
Springs At McDonough	Market	268	N/A	N/A	32.1%	N/A	N/A	N/A	6.0%	N/A	4.5%	3.0%	1.5%
Vineyard Creek Apartments	Market	60	0.0%	5.0%	0.0%	0.0%	0.0%	N/A	N/A	0.0%	0.0%	N/A	0.0%
Vineyard Hill Apartments	Market	128	3.1%	N/A	0.0%								
Vineyard Place Apartments	Market	112	0.9%	4.5%	0.0%	5.4%	0.0%	0.0%	1.8%	1.8%	1.8%	N/A	0.0%
Walden Pointe Apartment Homes	Market	216	0.0%	1.4%	0.9%	0.0%	4.2%	5.6%	5.6%	1.4%	1.4%	N/A	0.0%
Westwind Apartments	Market	32	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	0.0%

The historical vacancy rates at all of the comparable properties for several quarters in the past five years are illustrated in the previous table. In general, the comparable properties experienced decreasing vacancy from 2016 through the second quarter of 2021. It should be noted that Tranquility At Griffin’s elevated vacancy in the second and third quarter of 2020 can be attributed to the property’s lease-up phase, as this property did not stabilize until October 2020. Overall, we believe that the current performance of the LIHTC comparable properties, as well as the strong absorption rates demonstrated at Tranquility At Griffin, Springs At McDonough, and Oaks At Park Pointe indicate demand for affordable and conventional rental housing in the Subject’s market.

Change in Rental Rates

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

RENT GROWTH		
Property Name	Rent Structure	Rent Growth
Oaks At Park Pointe	LIHTC/PBRA	Unchanged
Poplar Grove	LIHTC/ Market	Increased three to four percent
St. Phillip Villas	LIHTC/ Market	Increased up to ten percent
Tranquility At Griffin	LIHTC	Unchanged
Springs At Mcdonough*	Market	Fluctuates daily; trending upward
Vineyard Creek Apartments	Market	None
Vineyard Hill Apartments	Market	Increased up to three percent annually
Vineyard Place Apartments	Market	Fluctuates daily; trending upward
Walden Pointe Apartment Homes	Market	Increased up to 26 percent
Westwind Apartments	Market	Increased one percent

The LIHTC properties report growth of up to ten percent in the past year. The market rate properties reported rent growth in all but one comparable. We anticipate that the Subject will be able to achieve moderate rent growth in the future as a LIHTC property.

10. Impact of Foreclosed, Abandoned and Vacant Structures

According to a report released by ATTOM Data Solutions, lenders started the foreclosure process on 5,909 U.S. properties in May 2021, down 7 percent from last month and up 36 percent from a year ago. Counter to the national trend, states that had at least 100 foreclosure starts in May 2021 and saw the greatest monthly increase in foreclosure starts included: Ohio (up 96 percent); Alabama (up 78 percent); Michigan (up 65 percent); Georgia (up 61 percent); and Virginia (up 50 percent). Lenders repossessed 1,315 U.S. properties through completed foreclosures (REOs) in May 2021, down 15 percent from last month and down 54 percent from last year. Those states that had the greatest number of REOs in May 2021, included: California (154 REOs); Florida (148 REOs); Illinois (144 REOs); Texas (83 REOs); and Ohio (70 REOs). Based on our inspection of the Subject’s immediate area, there are no foreclosed or abandoned structures that would impact the marketability of the Subject.

11. LIHTC Competition – DCA Funded Properties within the PMA

Capture rates for the Subject are considered low for all bedroom types and AMI levels. If allocated, the Subject will be inferior to similar to the existing LIHTC housing stock. All of the LIHTC and mixed income properties are fully-occupied. Further, three of the LIHTC and mixed income comparables reported maintaining waiting lists ranging from 50 to over 300 households, indicating strong demand for affordable housing in the area. Therefore, we believe there is strong demand for the Subject as proposed.

There are no under construction or proposed developments in the PMA at this time. Tranquility at Griffin is the newest LIHTC property in the market. The property opened in November 2019 and is fully-occupied. The property also maintains a waiting list consisting of over 300 households. As such, it appears there is still a need for additional affordable housing in the market. Two other properties were awarded tax credits in recent years, Fairmont Homes and Nine Oaks; however, these are existing public housing developments that operate all units with a subsidy and maintain a stabilized occupancy rate at this time. As such, no new affordable units will enter the market prior to the Subject’s completion and the current LIHTC market indicates demand for additional family LIHTC units. We do not believe that the addition of the Subject to the market will impact the two new LIHTC properties or the existing LIHTC properties that are in overall good condition.

12. Effect of Subject on Other Affordable Units in Market

There are no proposed LIHTC developments in the PMA. The low vacancy rates among both the affordable and market rate properties illustrates unmet demand for affordable housing in the area. Further, the LIHTC and mixed income comparables reported maintaining waiting lists ranging from 50 to over 300 households. In summary, the performance of the comparable LIHTC properties, the existence of waiting lists for affordable units, and the Subject's low to moderate capture rates 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 fully-occupied. Furthermore, the LIHTC and mixed income comparables maintain waiting lists ranging from 50 to over 300 households in length. These factors indicate a strong demand for affordable housing. The Subject will offer inferior to slightly superior in-unit amenities in comparison to the LIHTC, mixed income, and market rate comparable properties and inferior to superior property amenities. The Subject will offer washer/dryer hookups, a business center, and community room, which many of the comparables will lack. However, the Subject will lack balconies/patios, exterior storage, in-unit washers/dryers, an exercise facility, and a swimming pool, which are offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered similar to superior in terms of condition to the comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties. In general, the Subject will be inferior to superior to the comparable properties. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by the presence of waiting lists and full occupancy at all of the LIHTC comparable properties, we believe that the Subject is feasible as proposed. We believe that it will fill a void in the market and will perform well. Further, we believe that the Subject's affordable operations will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments). The timing of the Subject's construction will further insulate it from the current COVID-19 pandemic. The Subject is scheduled to be complete in April 2023, which is considered outside the primary window of the pandemic.

J. ABSORPTION AND STABILIZATION RATES

ABSORPTION AND STABILIZATION RATES

We were able to obtain absorption information from three of the comparable properties, which is illustrated following table.

ABSORPTION

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Tranquility At Griffin	LIHTC	Family	2019	120	11
Springs At McDonough	Market	Family	2017	268	17
Oaks At Park Pointe	LIHTC (PBRA)	Family	2015	84	21

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. Tranquility At Griffin is a LIHTC development located north of the Subject site in Griffin. This property opened in November 2019 and demonstrated an absorption rate of eleven units per month. The contact reported strong demand for affordable housing in the area and stated that the property reached stabilization in October 2020. Springs At McDonough is a market rate development located northeast of the Subject site in McDonough. Springs At McDonough opened in May 2017 and demonstrated an absorption rate of 17 units per month, which equates to an absorption of 16 months. Oaks At Park Pointe is a LIHTC development located northeast of the Subject site in Griffin. This property opened in 2015 and demonstrated an absorption rate of 21 units per month. The contact reported strong demand for affordable housing in the area. We believe there will be strong demand for the Subject’s units due to the low vacancy rates among the stabilized LIHTC comparables and presence of waiting lists in the market. We believe the Subject will experience an absorption rate most similar to the LIHTC properties illustrated above. We estimate that the Subject will experience an absorption rate of 15 units per month. This indicates an absorption period of nine to ten months to reach 93 percent occupancy and our concluded stabilized occupancy of 95 percent. It should be noted that construction on the Subject is not anticipated to be completed until April 2023, which is considered outside of the primary window from the COVID-19 pandemic.

K. INTERVIEWS

Georgia Department of Community Affairs

We spoke with Mary de la Vaux, Special Assistant at the Georgia Department of Community Affairs. Ms. de la Vaux reported that 344 Housing Choice Vouchers are currently administered in Spalding County. Additionally, the waiting list for vouchers was last open on April 26, 2021, and is currently closed. There are currently no households on the waiting list for Spalding County. The payment standards for Spalding County are listed below.

PAYMENT STANDARDS

Unit Type	Payment Standard
One-Bedroom	\$957
Two-Bedroom	\$1,089
Three-Bedroom	\$1,375

Source: Georgia Department of Community Affairs, effective January 2021.

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

Planning

We consulted a June 2021 Costar report as well as the Georgia Department of Community Affairs listings of properties awarded LIHTC financing since 2018. The proposed and under construction properties identified in the PMA are illustrated in the table below.

PLANNED DEVELOPMENT

Property Name	Rent Structure	Tenancy	Total	Competitive	LIHTC Allocation	Construction Status	Distance
Fairmont Homes	LIHTC/PBRA	Family	80	0	2020	Existing	4.1 miles
Nine Oaks	LIHTC/PBRA	Senior	50	0	2020	Existing	3.1 miles
Totals			130	0			

Source: CoStar, Georgia Department of Community Affairs, July 2021

- Fairmont Homes Apartments and Nine Oaks are existing, public housing developments that were awarded tax credits in 2020 for renovations. These properties offer a total of 130 units, all of which operate with a project-based subsidy and will continue to operate as such following renovations. Fairmont Homes targets families and offers one, two, three and four-bedroom units. Nine Oaks targets seniors and offers one-bedroom units. As these properties are existing and will not add any units to the market, we will not deduct these units from our demand analysis.

Griffin Chamber of Commerce

According to the Griffin Chamber of Commerce, Griffin has more than 65 existing manufacturers. We performed internet research and came across the following economic developments in recent years in Spalding County.

- There is an under construction 300,000 square foot plant by Caterpillar, Inc. that represents a \$50 million investment. The Caterpillar generator facility is located in the Green Valley Industrial Park off Georgia Highway 16 and is anticipated to employ over 300 workers.
- Dollar General completed construction in May 2018 on a one million square foot distribution center along the Butts-Spalding county line. This facility brought approximately 500 jobs to the local economy. Dollar General has also announced publicly that they will be seeking to open their retail stores throughout the area.
- According to the Georgia Department of Economic Development (GDEcD) announced December 30, 2019 that Mitsui Kinzoku Die-Casting Technology America, Inc. (MKDA), a Japanese-based automotive parts

manufacturer, will build a new manufacturing facility in Griffin, creating over 30 new jobs and investing \$20 million in the project.

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

L. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

Demographics

Between 2010 and 2020 there was approximately 0.7 percent annual population growth in the PMA, which lagged both the MSA and national population growth. Over the next five years, the population growth in the PMA is projected to increase at a 1.2 percent annual rate, which lags the MSA and exceeds national projections. The current population of the PMA is 77,422 and is expected to be 81,920 in 2025. The current number of households in the PMA is 28,466 and is expected to be 30,188 in 2025. Renter households are concentrated in the lowest income cohorts, with 47.4 percent of renter households in the PMA are earning incomes between \$20,000 and \$59,999 annually. The Subject will target households earning between \$27,429 and \$55,860 for its units. Therefore, the Subject should be well-positioned to service this market. Overall, population growth has increased, the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

Employment Trends

Employment in the PMA is concentrated in the manufacturing, healthcare/social assistance, and retail trade industries, which collectively comprise 40.0 percent of local employment. The large share of PMA employment in manufacturing and retail trade is notable as these industries are historically volatile, and prone to contraction during recessionary periods. This has been evident during the COVID-19 pandemic. The manufacturing industry has experienced a negative impact to demand, production, and revenues over the past several months. Many manufacturing jobs are on-site and cannot be carried out remotely. Additionally, slowed economic activity as a result of the shutdown has reduced demand for industrial products in the United States and globally. Due to the COVID-19 pandemic, retail spending has decreased significantly and a majority of retailers are suffering as a result of the shutdown. However, the PMA also has a significant share of employment in the public healthcare and social assistance industries, which are historically known to exhibit greater stability during recessionary periods. Relative to the overall nation, the PMA features comparatively greater employment in the manufacturing, transportation/warehousing, and retail trade industries. Conversely, the PMA is underrepresented in the professional/scientific/technical services, healthcare/social assistance, and finance/insurance industries.

Total employment in the MSA expanded in the years preceding the national recession, with annual job growth outpacing the overall nation between 2005 and 2007. The effects of the recession were particularly pronounced in the MSA, which experienced a 6.3 percentage point contraction in employment (2008-2009), well above the 4.9 percentage point contraction reported by the nation as a whole (2008-2010). Since 2012, average employment growth in the MSA generally exceeded the nation. Employment totals in the 12-month period prior to April 2021 saw an increase of 15.0 percent, compared to an increase of 13.4 percent experienced by the nation over the same length of time. As of April 2021, Governor Brian Kemp issued a new order in late March which rolled back restrictions on businesses and gatherings. The new order, effective April 8, removes a ban on gatherings and a shelter-in-place requirement for medically fragile residents. Distance requirements at restaurants, bars, gyms and other businesses were also reduced, however, return to full economic potential is unlikely while the global health crisis continues.

The MSA experienced a higher average unemployment rate relative to the overall nation during the years preceding the recession. The effects of the recession were more pronounced in the MSA, which experienced a 5.6 percentage point increase in unemployment, compared to only a 5.0 percentage point increase across the overall nation. Since 2012, the MSA generally experienced a lower unemployment rate compared to the overall nation. As a result of the COVID-19 pandemic and stay-at-home orders, record national unemployment claims began in March 2020 and will likely continue in the near future. We anticipate the unemployment rate in the MSA will remain elevated in the coming months.

Beginning in March 2020, the international pandemic caused by the COVID-19 coronavirus resulted in governments across the globe taking dramatic efforts to slow the spread and flatten the infection curve in order to reduce the strain on our health care system. Consequently, over the past year there has been a sharp and dramatic increase in layoffs due to the economic restrictions related to the emergency response. Governments have passed significant economic stimulus packages to help in offsetting the economic impact. Local governments have begun to lift or loosen restrictions and the stimulus passed thus far has blunted some of the impact from the emergency measures. It remains unclear as to how these measures will impact the housing market long term. However, based on the data available through 12 months, which indicates some multifamily real estate transactions have continued to close without repricing and rent collection losses during this period have declined less than projected, the governmental response has offset a significant portion of the economic losses presented by the emergency. There is evidence that, despite the significant level of recent layoffs, many other area employers are hiring. Overall, we anticipate that the elevated layoff pace will subside now that economic restrictions have been loosened in the Subject's market area though a return to full economic potential is unlikely while the global health crisis continues.

Capture Rates

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

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Average Market	Minimum Market Rent	Maximum Market Rent	Proposed Rents
1BR @60%	\$29,143	\$41,400	15	498	0	498	3.0%	\$1,002	\$660	\$1,551	\$745
1BR Overall	\$29,143	\$41,400	15	498	0	498	3.0%	-	-	-	-
2BR @60%	\$34,423	\$46,560	75	673	0	673	11.2%	\$1,014	\$740	\$1,701	\$875
2BR Overall	\$34,423	\$46,560	75	673	0	673	11.2%	-	-	-	-
3BR @60%	\$39,017	\$55,860	60	542	0	542	11.1%	\$1,152	\$897	\$1,868	\$975
3BR Overall	\$39,017	\$55,860	60	542	0	542	11.1%	-	-	-	-
Overall	\$29,143	\$55,860	150	1,713	0	1,713	8.8%	-	-	-	-

As the analysis illustrates, the Subject's capture rates at the 60 percent AMI level will range from 3.0 to 11.2 percent, with an overall capture rate of 8.8 percent. Therefore, we believe there is adequate demand for the Subject. All capture rates are within Georgia DCA thresholds.

Absorption

We were able to obtain absorption information from three of the comparable properties, which is illustrated following table.

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Tranquility At Griffin	LIHTC	Family	2019	120	11
Springs At McDonough	Market	Family	2017	268	17
Oaks At Park Pointe	LIHTC (PBRA)	Family	2015	84	21

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. Tranquility At Griffin is a LIHTC development located north of the Subject site in Griffin. This property opened in November 2019 and demonstrated an absorption rate of eleven units per month. The contact reported strong demand for affordable housing in the area and stated that the property reached stabilization in October 2020. Springs At McDonough is a market rate development located northeast of the Subject site in McDonough. Springs At McDonough opened in May 2017 and demonstrated an absorption rate of 17 units per month, which equates to an absorption of 16 months. Oaks At Park Pointe is a LIHTC development located northeast of the Subject site in Griffin. This property opened in 2015 and demonstrated an absorption rate of 21 units per month. The contact reported strong demand for affordable housing in the area. We believe there will be strong demand for the Subject's units due to the low vacancy rates among the stabilized LIHTC comparables and presence of

waiting lists in the market. We believe the Subject will experience an absorption rate most similar to the LIHTC properties illustrated above. We estimate that the Subject will experience an absorption rate of 15 units per month. This indicates an absorption period of nine to ten months to reach 93 percent occupancy and our concluded stabilized occupancy of 95 percent. It should be noted that construction on the Subject is not anticipated to be completed until April 2023, which is considered outside of the primary window from the COVID-19 pandemic.

Vacancy Trends

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY					
Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Oaks At Park Pointe	LIHTC/PBRA	Family	84	0	0.0%
Poplar Grove	LIHTC/ Market	Family	36	0	0.0%
St. Phillip Villas	LIHTC/ Market	Family	60	0	0.0%
Tranquility At Griffin	LIHTC	Family	120	0	0.0%
Springs At McDonough*	Market	Family	268	4	1.5%
Vineyard Creek Apartments	Market	Family	60	0	0.0%
Vineyard Hill Apartments	Market	Family	128	0	0.0%
Vineyard Place Apartments	Market	Family	112	0	0.0%
Walden Pointe Apartment Homes	Market	Family	216	0	0.0%
Westwind Apartments	Market	Family	32	0	0.0%
Total LIHTC			300	0	0.0%
Total Market Rate			816	4	0.5%
Overall Total			1,116	4	0.4%

*Located outside of the PMA

Overall vacancy in the market is very low at 0.4 percent. Total LIHTC vacancy is lower, at zero percent. All of the LIHTC and mixed income comparables reported no significant impact to operations due to the COVID-19 pandemic. Three of the LIHTC and mixed income comparables reported maintaining waiting lists ranging from 50 to over 300 households in length. These factors indicate demand for affordable housing in the area is strong.

All but one of the market rate comparable properties reported full occupancy. Springs At McDonough reported a vacancy rate of 1.5 percent, which is considered low. Additionally, two of the market rate comparables maintain short waiting lists. Based on these factors, we believe that there is sufficient demand for additional affordable housing in the market. We do not believe that the Subject will impact the performance of the existing LIHTC properties if allocated. We believe the Subject will operate with a vacancy rate of five percent or less.

Strengths of the Subject

The Subject will be the newest LIHTC development in the PMA upon completion. The Subject will exhibit excellent condition upon completion, which is similar to superior to the existing LIHTC housing stock in the PMA. The Subject will offer a competitive amenity package including a business center, community room, and central laundry, which many of the comparables will lack. The Subject will offer a considerable rent advantage over many of the comparables; the Subject’s proposed rents are within the range in the market and offer a considerable rent advantage to achievable market rents. Thus, the Subject will fill a void for units at this AMI level in the market. Therefore, we believe the Subject will be well received in the market given its competitive advantage over the existing housing stock, competitive amenity packages, and rent advantage over the LIHTC and market rate comparables.

Conclusion

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The LIHTC comparables are fully-occupied. Furthermore, the LIHTC and mixed income comparables maintain waiting lists ranging from 50 to over 300 households in length. These factors indicate a strong demand for affordable housing. The Subject will offer inferior to slightly superior in-unit amenities in comparison to the LIHTC, mixed income, and market rate comparable properties and inferior to superior property amenities. The Subject will offer washer/dryer hookups, a business center, and community room, which many of the comparables will lack. However, the Subject will lack balconies/patios, exterior storage, in-unit washers/dryers, an exercise facility, and a swimming pool, which are offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered similar to superior in terms of condition to the comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties. In general, the Subject will be inferior to superior to the comparable properties. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by the presence of waiting lists and full occupancy at all of the LIHTC comparable properties, we believe that the Subject is feasible as proposed. We believe that it will fill a void in the market and will perform well. Further, we believe that the Subject's affordable operations will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments). The timing of the Subject's construction will further insulate it from the current COVID-19 pandemic. The Subject is scheduled to be complete in April 2023, which is considered outside the primary window of the pandemic.

Recommendations

We recommend the Subject as proposed.

M. SIGNED STATEMENT REQUIREMENTS

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

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

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



H. Blair Kincer, MAI, CRE
LEED Green Associate
Partner
Novogradac Consulting LLP
Blair.Kincer@novoco.com

September 5, 2021



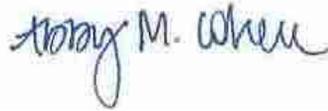
Brian Neukam
Manager
Brian.Neukam@novoco.com

September 5, 2021



Taylor Zubek
Junior Analyst
Taylor.Zubek@novoco.com

September 5, 2021



Abby Cohen
Partner
Novogradac Consulting LLP
Abby.Cohen@novoco.com

September 5, 2021



Brinton Noble
Analyst
Brinton.Noble@novoco.com

September 5, 2021

ADDENDUM A
Assumptions and Limiting Conditions

ASSUMPTIONS AND LIMITING CONDITIONS

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

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

ADDENDUM B

Subject and Neighborhood Photographs

Photographs of Subject Site and Surrounding Uses



View northeast along Williamson Road



View southwest along Williamson Road



View of Subject site



View of Subject site



View of Subject site



View of Subject site



Dollar General in Subject's Neighborhood



Gas station in the Subject's neighborhood



Walgreen's in the Subject's neighborhood



Ingles in the Subject's neighborhood



Kroger in the Subject's neighborhood



Railroad tracks south of the Subject site



Industrial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood

ADDENDUM C
Qualifications

STATEMENT OF PROFESSIONAL QUALIFICATIONS

H. BLAIR KINCER, MAI, CRE

I. Education

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

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

II. Licensing and Professional Affiliation

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

Certified General Real Estate Appraiser, No. GA12288 – District of Columbia
Certified General Real Estate Appraiser, No. RZ4162 – State of Florida
Certified General Real Estate Appraiser, No. CG1694 – State of Maine
Certified General Real Estate Appraiser, No. 1326 – State of Maryland
Certified General Real Estate Appraiser, No. 103789 – State of Massachusetts
Certified General Real Estate Appraiser, No. 46000039124 – State of New York
Certified General Real Estate Appraiser, No. A6765 – State of North Carolina
Certified General Real Estate Appraiser, No. GA001407L – Commonwealth of Pennsylvania
Certified General Real Estate Appraiser, No. 5930 – State of South Carolina
Certified General Real Estate Appraiser, No. 3918 – State of Tennessee
Certified General Real Estate Appraiser, No. 4001004822 – Commonwealth of Virginia
Certified General Real Estate Appraiser, No. CG360 – State of West Virginia

III. Professional Experience

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

IV. Professional Training

Have presented at and attended various industry conferences regarding the HTC, RETC, NMTC and LIHTC and various market analysis and valuation issues.

Obtained the MAI designation in 1998, maintaining continuing education requirements since. Registered as completing additional professional development programs administered by the Appraisal Institute in the following topic areas:

- 1) Valuation of the Components of a Business Enterprise
- 2) Valuation of Sustainable Buildings: Commercial
- 3) Valuation of Sustainable Buildings: Residential

V. Real Estate Assignments – Examples

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

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

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

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

STATEMENT OF PROFESSIONAL QUALIFICATIONS

ABBY M. COHEN

I. Education

The Pennsylvania State University, University Park, PA
Bachelor of Arts

II. Licensing and Professional Affiliation

Certified General Appraiser, FL License #RZ4143
Certified General Appraiser, MD License #40032823
Certified General Appraiser, NC License #A8127
Certified General Appraiser, NJ License #42RG00255000
Certified General Appraiser, SC License #7487

Designated Member of the National Council of Housing Market Analysts (NCHMA)
Member of Commercial Real Estate Women (CREW) Network

III. Professional Experience

Novogradac & Company LLP, Partner
Novogradac & Company LLP, Principal
Novogradac & Company LLP, Manager
Novogradac & Company LLP, Senior Real Estate Analyst

IV. Professional Training

7-Hour National USPAP Update for 2020-2021, February 2020
Appraisal of Fast Food Facilities, February 2020
Appraisal of Self-Storage Facilities, February 2020
The Odd Side of Appraisal, February 2020
Basic Hotel Appraising – Limited Service Hotels, October 2019
Advanced Hotel Appraising – Full Service Hotels, October 2019
Appraisal of REO and Foreclosure Properties, October 2019
Appraisal of Land Subject to Ground Leases, December 2017
Business Practices and Ethics, January 2017
General Appraiser Report Writing and Case Studies, February 2015
General Appraiser Sales Comparison Approach, February 2015
General Appraiser Site Valuation and Cost Approach, February 2015
Expert Witness for Commercial Appraisers, January 2015
Commercial Appraisal Review, January 2015
Real Estate Finance Statistics and Valuation Modeling, December 2014
General Appraiser Income Approach Part II, December 2014
General Appraiser Income Approach Part I, November 2014
General Appraiser Market Analysis and Highest & Best Use, November 2014
IRS Valuation Summit, October 2014
15-Hour National USPAP Equivalent, April 2013
Basic Appraisal Procedures, March 2013
Basic Appraisal Principles, January 2013

V. Publications

Co-authored “Post Rev. Proc. 2014-12 Trend Emerges: Developer Fee Reasonableness Opinions,” Novogradac Journal of Tax Credits, March 2016

VI. Real Estate Assignments

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

- Performed a variety of asset management services for a lender including monitoring and reporting property performance on a monthly basis. Data points monitored include economic vacancy, levels of concessions, income and expense levels, NOI and status of capital projects. Data used to determine these effects on the project's ability to meet its income-dependent obligations.
- Performed asset management services for lenders and syndicators on underperforming assets to identify significant issues facing the property and recommend solutions. Scope of work included analysis of deferred maintenance and property condition, security issues, signage, marketing strategy, condition of units upon turnover and staffing plan. Performed a physical inspection of the assets, to include interior and exterior of property and assessed how the property compares to competition. Analyzed operating expense results.
- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties, on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, large family, and acquisition with rehabilitation. Completed market studies in all states.
- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low-Income Housing Tax Credit properties, USDA Rural Development, and market rate multifamily developments. Analysis includes property screenings, valuation analysis, rent comparability studies, expense comparability analysis, determination of market rents, and general market analysis.
- Assisted in appraisal work for retail and commercial properties in various parts of the country for various lenders. The client utilized the study for underwriting purposes.
- Conducted market studies and appraisals for projects under the HUD Multifamily Accelerated Processing program.
- Prepared 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.
- Performed all aspects of data collection and data mining for web-based rent reasonableness systems for use by local housing authorities.
- Completed numerous reasonableness opinions related to Revenue Procedure 2014-12. Transactions analyzed include projects involving the use of Historic Tax Credits, New Markets Tax Credits and Investment Tax Credits. Fees and arrangements tested for reasonableness include developer fees, construction management fees, property management fees, asset management fees, various leasing-related payments and overall master lease terms.

**STATEMENT OF PROFESSIONAL QUALIFICATIONS
BRIAN NEUKAM**

EDUCATION

Georgia Institute of Technology, Bachelor of Industrial Engineering, 1995

State of Georgia Certified General Real Property Appraiser No.329471

State of North Carolina Certified General Appraiser No. 8284

State of South Carolina Certified General Appraiser No. 7493

PROFESSIONAL TRAINING

National USPAP and USPAP Updates

General Appraiser Market Analysis and Highest & Best Use

General Appraiser Sales Comparison Approach

General Appraiser Site Valuation and Cost Approach

General Appraiser Income Capitalization Approach I and II

General Appraiser Report Writing and Case Studies

EXPERIENCE

Novogradac & Company LLP, Manager, December 2016-present

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

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

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

REAL ESTATE ASSIGNMENTS

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

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

STATEMENT OF PROFESSIONAL QUALIFICATIONS

Brinton Noble

I. Education

Clemson University - Clemson, SC
Bachelor of Science in Economics

II. Professional Experience

Analyst, Novogradac & Company LLP, December 2019 – Present
Junior Analyst, Novogradac & Company LLP, January 2019 – December 2019
Substitute Teacher, Fayetteville-Manlius School District, September 2017 - October 2018
Intern to the Assistant Superintendent of Business Administration, Fayetteville-Manlius School District, May 2016 - June 2016

III. Research Assignments

A representative sample of work on various types of projects:

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

STATEMENT OF PROFESSIONAL QUALIFICATIONS

TAYLOR ZUBEK

I. Education

Georgia Southern University – Statesboro, GA
Bachelor of Business Administration – Management, Minor in Finance

II. Professional Experience

Junior Analyst, *Novogradac & Company LLP* – February 2020 – Present

III. Research Assignments

A representative sample of work on various types of projects:

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

ADDENDUM D

Summary Matrix

SUMMARY MATRIX

Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate			
Subject	Griffin Village 2151 Williamson Road Griffin, GA 30224 Spalding County	-	Garden 3-stories 2023 / n/a Family	@60%	1BR / 1BA	12	8.0%	700	@60%	\$745	No	N/A	N/A	N/A			
					1BR / 1BA	3	2.0%	752	@60%	\$745	No	N/A	N/A	N/A			
					2BR / 1BA	75	50.0%	954	@60%	\$875	No	N/A	N/A	N/A			
					3BR / 2BA	60	40.0%	1,205	@60%	\$975	No	N/A	N/A	N/A			
						<u>150</u>										N/A	N/A
1	Oaks At Park Pointe 420 Park Rd Griffin, GA 30224 Spalding County	2.7 miles	Townhouse 2-stories 2015 / n/a Family	@50% (Project Based Rental Assistance - PBRA), @60%	2BR / 1.5BA	23	27.4%	900	Based Rental Ass	\$614	N/A	Yes	0	0.0%			
					2BR / 1.5BA	1	1.2%	991	Based Rental Ass	\$614	N/A	Yes	0	0.0%			
					2BR / 1.5BA	23	27.4%	900	@60%	\$790	No	Yes	0	0.0%			
					2BR / 1.5BA	1	1.2%	991	@60%	\$790	No	Yes	0	0.0%			
					3BR / 2BA	5	6.0%	1,219	Based Rental Ass	\$749	N/A	Yes	0	0.0%			
					3BR / 2BA	12	14.3%	1,226	Based Rental Ass	\$749	No	Yes	0	0.0%			
					3BR / 2BA	1	1.2%	1,262	Based Rental Ass	\$897	No	Yes	0	0.0%			
					3BR / 2BA	5	6.0%	1,219	@60%	\$897	No	Yes	0	0.0%			
					3BR / 2BA	11	13.1%	1,226	@60%	\$897	No	Yes	0	0.0%			
						<u>2</u>	2.4%	1,226	@60%	\$897	No	Yes	0	0.0%			
2	Poplar Grove 617 Meriwether St Griffin, GA 30224 Spalding County	2.9 miles	Garden 2-stories 1945 / 2012 Family	@30%, @50%, @60%, Market	1BR / 1BA	2	5.6%	611	@30%	\$331	Yes	No	N/A	N/A			
					1BR / 1BA	4	11.1%	611	@50%	\$609	No	No	N/A	N/A			
					1BR / 1BA	6	16.7%	611	@60%	\$660	No	No	N/A	N/A			
					1BR / 1BA	4	11.1%	611	Market	\$680	N/A	No	N/A	N/A			
					2BR / 1BA	2	5.6%	879	@30%	\$401	Yes	No	N/A	N/A			
					2BR / 1BA	6	16.7%	879	@50%	\$726	No	No	N/A	N/A			
					2BR / 1BA	8	22.2%	879	@60%	\$788	No	No	N/A	N/A			
					2BR / 1BA	4	11.1%	879	Market	\$933	N/A	No	N/A	N/A			
						<u>36</u>										0	0.0%
					3	St. Phillip Villas 829 N Hill St Griffin, GA 30223 Spalding County	4.1 miles	Garden 2-stories 2002 / n/a Family	@50%, @60%, Market	1BR / 1BA	4	6.7%	975	@50%	\$687	Yes	Yes
1BR / 1BA	4	6.7%	975	@60%						\$854	Yes	Yes	0	0.0%			
1BR / 1BA	4	6.7%	975	Market						\$875	N/A	Yes	0	0.0%			
2BR / 2BA	12	20.0%	1,175	@50%						\$826	Yes	Yes	0	0.0%			
2BR / 2BA	20	33.3%	1,175	@60%						\$1,026	Yes	Yes	0	0.0%			
2BR / 2BA	4	6.7%	1,175	Market						\$1,048	N/A	Yes	0	0.0%			
3BR / 2BA	4	6.7%	1,350	@50%						\$938	Yes	Yes	0	0.0%			
3BR / 2BA	4	6.7%	1,350	@60%						\$1,168	Yes	Yes	0	0.0%			
3BR / 2BA	4	6.7%	1,350	Market						\$1,185	N/A	Yes	0	0.0%			
	<u>60</u>															0	0.0%
4	Tranquility At Griffin 2173 N Expy Griffin, GA 30223 Spalding County	4.9 miles	Garden 3-stories 2019 / n/a Family	@60%	1BR / 1BA	12	10.0%	827	@60%	\$695	No	Yes	0	0.0%			
					2BR / 2BA	60	50.0%	1,064	@60%	\$825	No	Yes	0	0.0%			
					3BR / 2BA	48	40.0%	1,249	@60%	\$925	No	Yes	0	0.0%			
						<u>120</u>										0	0.0%
																0	0.0%
5	Springs At McDonough 325 South Point Boulevard McDonough, GA 30253 Henry County	15.8 miles	Garden 2-stories 2017 / n/a Family	Market	0BR / 1BA	N/A	N/A	551	Market	\$1,406	N/A	No	N/A	N/A			
					0BR / 1BA	N/A	N/A	660	Market	\$1,450	N/A	No	N/A	N/A			
					1BR / 1BA	N/A	N/A	797	Market	\$1,475	N/A	No	N/A	N/A			
					1BR / 1BA	N/A	N/A	828	Market	\$1,526	N/A	No	N/A	N/A			
					1BR / 1BA	N/A	N/A	907	Market	\$1,551	N/A	No	N/A	N/A			
					2BR / 2BA	N/A	N/A	1,088	Market	\$1,686	N/A	No	N/A	N/A			
					2BR / 2BA	N/A	N/A	1,202	Market	\$1,701	N/A	No	N/A	N/A			
					3BR / 2BA	N/A	N/A	1,334	Market	\$1,803	N/A	No	N/A	N/A			
					3BR / 2BA	N/A	N/A	1,430	Market	\$1,868	N/A	No	N/A	N/A			
						<u>268</u>										4	1.5%
6	Vineyard Creek Apartments 1569 GA-16 Griffin, GA 30223 Spalding County	2.2 miles	Various 2-stories 1985 / 2020 Family	Market	1BR / 1BA	N/A	N/A	575	Market	\$855	N/A	Yes	0	N/A			
					2BR / 1BA	N/A	N/A	900	Market	\$895	N/A	Yes	0	N/A			
					2BR / 2.5BA	N/A	N/A	1,085	Market	\$915	N/A	Yes	0	N/A			
					3BR / 2BA	N/A	N/A	1,161	Market	\$1,005	N/A	Yes	0	N/A			
					3BR / 2.5BA	N/A	N/A	1,300	Market	\$1,010	N/A	Yes	0	N/A			
	<u>60</u>										0	0.0%					
7	Vineyard Hill Apartments 600 S Pine Hill Rd Griffin, GA 30224 Spalding County	0.6 miles	Various 2-stories 1995 / n/a Family	Market	3BR / 2BA	8	6.3%	1,094	Market	\$910	N/A	No	0	0.0%			
					3BR / 2.5BA	120	93.8%	1,196	Market	\$1,010	N/A	No	0	0.0%			
						<u>128</u>									0	0.0%	
8	Vineyard Place Apartments 657 Carver Rd Griffin, GA 30223 Spalding County	1.1 miles	Garden 2-stories 1989 / 2005 Family	Market	1BR / 1BA	24	21.4%	745	Market	\$850	N/A	No	0	0.0%			
					1BR / 1BA	N/A	N/A	805	Market	\$860	N/A	No	0	N/A			
					2BR / 1BA	16	14.3%	1,003	Market	\$915	N/A	No	0	0.0%			
					2BR / 2BA	48	42.9%	1,080	Market	\$950	N/A	No	0	0.0%			
					2BR / 2BA	16	14.3%	1,093	Market	\$960	N/A	No	0	0.0%			
					2BR / 2BA	N/A	N/A	1,150	Market	\$975	N/A	No	0	N/A			
	<u>24</u>	21.4%	1,240	Market	\$1,035	N/A	No	0	0.0%								
9	Walden Pointe Apartment Homes 701 Carver Rd Griffin, GA 30223 Spalding County	0.9 miles	Garden 3-stories 1998 / 2018 Family	Market	1BR / 1BA	72	33.3%	998	Market	\$1,145	N/A	Yes	0	0.0%			
					2BR / 2BA	112	51.9%	1,280	Market	\$1,300	N/A	Yes	0	0.0%			
					3BR / 2BA	32	14.8%	1,480	Market	\$1,510	N/A	Yes	0	0.0%			
						<u>216</u>									0	0.0%	
10	Westwind Apartments 1456 Williamson Rd Griffin, GA 30224 Spalding County	1.7 miles	Garden 2-stories 1989 / n/a Family	Market	2BR / 1BA	32	100.0%	1,075	Market	\$740	N/A	No	0	0.0%			
						<u>32</u>									0	0.0%	