



REAL PROPERTY **RESEARCH** GROUP

WASHINGTON/BALTIMORE ■ ATLANTA

## Market Feasibility Analysis

# Farmington Forest Senior Apartments

Dawsonville, Dawson County, Georgia

Prepared for:

**TBG Residential**

Effective Date: May 23, 2013

Site Inspection: May 23, 2013



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## EXECUTIVE SUMMARY

TBG Residential has retained Real Property Research Group, Inc. (RPRG) to conduct a comprehensive market feasibility analysis for Farmington Forest, a proposed senior-oriented rental community in Dawsonville, Dawson County, Georgia. As proposed, Farmington Forest will be financed in part through the use of Low Income Housing Tax Credits (LIHTC) from the Georgia Department of Community Affairs (DCA). The following report, including the executive summary, is based on DCA's 2013 market study requirements.

### 1. Project Description

- Farmington Forest will contain 56 senior-oriented rental units 10 one bedroom units and 47 two bedroom units. Income targeting will include units at both 50 percent and 60 percent AMI. The community will include three buildings one/two story split with all units having walk-up access and two buildings with two/three story split with elevators.
- A detailed summary of the subject property, including the rent and unit configuration, is shown in the table below. The rents shown will include the cost of trash removal.

Farmington Forest						
Highway 53						
Dawsonville, Dawson County, Georgia						
Unit Mix/Rents						
Type	Bed	Bath	Income Target	Quantity	Sq. Feet	Developer Rent
Mix	1	1	50%	2	835	\$375
Mix	1	1	60%	8	835	\$375
Mix	2	2	50%	11	1,100	\$526
Mix	2	2	60%	35	1,100	\$526
<b>Total/Average</b>				<b>56</b>	<b>1,053</b>	<b>\$499</b>

Rents include the cost of trash. Utility Allowances are \$125 (1br) and \$159 (2br).

The following **unit features** are planned:

- Kitchens with a Energy Star refrigerator, stove/oven, dishwasher, and disposal.
- Central heat and air-conditioning.
- Ceiling fans.
- Mini-blinds.

The following **community amenities** are planned:

- Community building with covered porch.
- Furnished Fitness room.
- On-Site Laundry room.
- Outdoor pavilion with barbeque facilities.
- Elevators in 2-3 split buildings.



## **2. Site Description / Evaluation:**

- The subject site is a suitable location for senior rental housing as it is compatible with surrounding land uses, has good visibility from major thoroughfares, and has ample access to amenities, services, and transportation arteries.
- The site for Farmington Forest is located along Highway 53 just south of its intersection with Georgia 400, which are the two primary traffic arteries in the area. A Dawson County Transit Bus Stop will be near the site in front of the Dawson County Fire Station.
- Surrounding land uses of the subject site include residential, commercial, and agricultural uses. Residential uses within one mile of the subject site include single-family detached homes and two multi-family rental communities.
- Community services, neighborhood shopping centers, medical services, and recreational venues are all located in the subject site's immediate vicinity including both convenience and comparison shopping opportunities within two to three miles.
- The subject site is suitable for the proposed development. No land uses were identified at the time of the site visit that would negatively affect the proposed development's viability in the marketplace.

## **3. Market Area Definition**

- The Farmington Forest Market Area includes all of Dawson County and the northeastern portion of Forsyth County and Cumming. The location in the southern portion of Dawson County along Georgia 400 near the North Georgia Premium Outlets will be attractive residents of northern Forsyth County. The northern portion of Forsyth County and Cumming are rural in nature and more comparable with southern Dawson County than with the southern portion of Forsyth County, which serves as a bedroom community to North Fulton County.
- The boundaries of the Farmington Forest Market Area and their approximate distance from the subject site are North: Gilmer/Lumpkin County (5.9 miles); East: Lumpkin/Hall County (3.4 miles); South: Keith Bridge Road (5.6 miles); West: Cherokee/Jasper County (12.5 miles).

## **4. Community Demographic Data**

- Persons age 55+ constitute 24.5 percent of the population in the Farmington Forest Market Area and 21.1 percent of the population in the Bi-County Market Area. Adults age 35-61 comprise the largest percentage of the population in both regions at 38-40 percent.
- Approximately 39 percent of all households in the Farmington Forest Market Area contain children compared to 45.2 percent in the Bi-County Market Area. Single persons account for 17.9 percent and 16.3 percent of households in the Farmington Forest Market Area and Bi-County Market Area, respectively.
- As of the 2010 Census, 17.7 percent of all households in the Farmington Forest Market Area were renters, compared to 15.1 percent in the Bi-County Market Area. Renter households contributed a slightly higher percentage of net household growth between 2000 and 2010 Census counts at 25.1 percent in the market area and 18.2 percent in the Bi-County Market Area.



- The 2013 renter percentages for households with householders 55+ as estimated by Esri are 11.3 percent in the Farmington Forest Market Area and 10.7 percent in the Bi-County Market Area.
- Young working age households form the core of the market area's renters, as nearly half (47.6 percent) of all renter householders are ages 25-44. Older adults and seniors age 55 and older account for 24.8 percent of all renters in the market area and 24.2 percent of the renters in the Bi-County Market Area.
- As of 2010, 49 percent of all renter households contained one or two persons in both the Farmington Forest Market Area and the Bi-County Market Area (Table 14). Three and four person households comprised 34.7 percent of the market area renter households, compared to 33.9 percent of renter households in the Bi-County Market Area.
- According to income distributions provided by Esri, the 2013 median income of households in the Farmington Forest Market Area is \$60,362, which is 22.3 percent lower than the Bi-County Market Area median household income of \$77,724.
- The 2013 median income by tenure for senior householders (age 55 and older) in the Farmington Forest Market Area is \$27,729 for renters and \$51,845 for owners. Over one-quarter (29.6 percent) of all senior renter householders (55+) in the Farmington Forest Market Area earn less than \$15,000 per year.
- Net rents, unit sizes, and rents per square foot for market rate units are as follows:
  - **One bedroom units** average \$638 for 709 square feet or \$0.90 per square foot.
  - **Two bedroom units** average \$701 for 1,003 square feet or \$0.70 per square foot.
- Foreclosures in the area are low and have not had an impact on the multi-family rental market.

##### 5. **Economic Data:**

- Dawson County's unemployment rate peaked at 9.8 percent in 2009 and remained at 9.8 percent in 2010. Over the past two years, economic conditions have improved as the unemployment rate dropped to 9.0 percent in 2011 and 7.7 percent in 2012.
- The recent national recession resulted in a loss of 567 jobs or 7.3 percent of the county's 2007 employment base; however, the county's economy has shown signs of stabilization/recovery with the addition of 333 jobs from 2009 to the third quarter of 2012. Overall, the county experienced a strong net gain of 3,372 jobs or 80.4 percent of total employment since 2000.
- Trade-Transportation-Utilities is by far the largest employment sector in Dawson County with 47.4 percent of the total employment in the third quarter of 2012. By comparison, Trade-Transportation-Utilities represent just 19.1 percent of jobs nationally. Dawson County's next largest job sectors are Government (15.8 percent) and Leisure-Hospitality (11.9 percent).
- No significant economic expansion or contractions were identified in the market area. The local economy is stable and continues to recover from the national recession. Local economics will not negatively impact demand for additional rental housing in the market area.





## 6. Project Specific Affordability and Demand Analysis:

- Farmington Forest will contain 56 units targeted households with households age 55 including 13 units at 50 percent AMI and 43 units at 60 percent AMI.
- The 50 percent units will target renter householders earning between \$15,000 and \$26,550. The 13 proposed units at 50 percent would need to capture 7.2 percent of the 180 age and income qualified renter households in order to lease-up.
- The 60 percent units will target renter householders earning between \$15,000 and \$31,860. The 43 proposed units at 60 percent AMI would need to capture 18.5 percent of the 386 age and income qualified renter households in order to lease-up.
- Project wide, all 56 units will target householders earning between \$15,000 and \$31,860. The proposed 56 units represent 24 percent of the 233 age and income qualified households.
- All affordability capture rates appear to be within reasonable and achievable levels for an age restricted community. It is important to note, affordability capture rates are based solely on existing age and income qualified renter households and do not take into account additional sources of demand such as homeowner conversion, secondary market demand, or affluent children bringing their aging parents into the area.
- Based on DCA methodology, total demand for 50 and 60 percent LIHTC units in the Farmington Forest Market Area is 202, resulting in an LIHTC capture rate of 27.7 percent. Capture rates by bedroom AMI are 8.3 percent for 50 percent AMI and 21.3 percent for 60 percent AMI. Capture rates by bedroom range from 9.3 percent to 14.8 percent.
- Overall, all of the capture rates for Farmington Forest are well within DCA's range of acceptability of 35 percent for rural areas. The overall capture rates and capture rates by floor plan indicate sufficient demand to support the proposed development.

## 7. Competitive Rental Analysis

- RPRG surveyed six general occupancy rental communities in the market area as no senior oriented rental communities were identified in or near the market area. These communities provide an overview of market conditions and an understanding of existing rents among multi-family rental communities. The six communities include four market rate communities and two communities with USDA assistance.
- Two of the market rate communities are located less than one-mile from the subject site near the intersection of Georgia 400 and Highway 53. The remaining four communities are located to the north closer to downtown Dawsonville.
- The newest community in the market area was built in 1999 and the market rate communities' average year built is 1990.
- Among the four market rate communities, seven of 467 units were reported vacant for a vacancy rate of 1.5 percent. The highest vacancy rate among these four communities is 3.7 percent. All 38 deeply subsidized units were occupied for a vacancy rate of 0.0 percent.
- Net rents, unit sizes, and rents per square foot for market rate units are as follows:
  - **One bedroom units** average \$638 for 709 square feet or \$0.90 per square foot.



- **Two bedroom units** average \$701 for 1,003 square feet or \$0.70 per square foot.
- The proposed 50 percent and 60 percent rents at Farmington Forest will be the lowest in the market area.
- Based on these average market rents, the rental advantages for 60 percent units are 41.2 percent for one bedroom units and 24.9 percent for two bedroom units. The overall rent advantage for all units is 27.9 percent.
- No new or planned senior communities were identified in the market area. One new general occupancy LIHTC community is under construction to the north near downtown Dawsonville, but will not be competitive with Farmington Forest given the difference in target market and higher proposed rents.
- Foreclosures in the area are low and have not had an impact on the multi-family rental market.
- No new or planned senior communities were identified in the market area.

## 8. Absorption/Stabilization Estimates

- Based on the product to be constructed, low proposed rent levels, reasonable affordability/demand estimates, and senior rental market conditions, we expect Farmington Forest to lease-up at a pace of at least six units per month. At this rate, the 56 units proposed at the subject property would reach a stabilized occupancy of at least 93 percent within nine months.
- Given the current market conditions and the lack of senior oriented rental options in the market area, we do not believe the development of the subject property will have an adverse impact on existing rental communities in the Farmington Forest Market Area including those with tax credits. With continued strong senior household growth projected in the Farmington Forest Market Area, demand for affordable senior rental housing is likely to increase over the next five years.

## 9. Overall Conclusion / Recommendation

Based on an analysis of projected household growth trends, overall affordability and demand estimates, current rental market conditions, and socio-economic and demographic characteristics of the Farmington Forest Market Area, RPRG believes that the proposed Farmington Forest will be able to successfully reach and maintain a stabilized occupancy of at least 93 percent following its entrance into the rental market. The subject property will fill a void for senior rental housing and will have the lowest rents in the market area.

### DCA Summary Table:

Income/Unit Size	Income Limits	Units Proposed	Renter Income Qualification %	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band	Proposed Rents
<b>50% Units</b>	<b>\$15,000 - \$26,550</b>										
One Bedroom Units	\$15,000 - \$24,900	2	9.6%	79	0	79	2.5%	2 Months	\$653	\$550-\$719	\$375
Two Bedroom Units	\$20,550 - \$26,550	11	9.3%	77	0	77	14.3%	4 Months	\$721	\$615-\$874	\$375
<b>60% Units</b>	<b>\$15,000 - \$31,860</b>										
One Bedroom Units	\$15,000 - \$29,880	8	9.6%	79	0	79	10.1%	4 Months	\$653	\$550-\$719	\$526
Two Bedroom Units	\$20,550 - \$31,860	35	14.8%	123	0	123	28.6%	9 Months	\$721	\$615-\$874	\$526
<b>Project Total</b>	<b>\$15,000 - \$31,860</b>										
50% Units	\$15,000 - \$26,550	13	18.8%	156	0	156	8.3%				
60% Units	\$15,000 - \$31,860	43	24.3%	202	0	202	21.3%				
Total Units	\$15,000 - \$31,860	56	24.3%	202	0	202	27.7%				



SUMMARY TABLE:		
Development Name:	Farmington Forest	Total # Units: 56
Location:	Highway 53, Dawsonville GA	# LIHTC Units: 56
PMA Boundary:	North: Gilmer/Lumpkin County, East: Lumpkin/Hall County, South: Keith Bridge Road, West: Cherokee/Jasper County	
	Farthest Boundary Distance to Subject:	12.5 miles

RENTAL HOUSING STOCK – (found on pages 10, 43-45)				
Type	# Properties	Total Units	Vacant Units	Average Occupancy*
All Rental Housing	6	505	7	98.6%
Market-Rate Housing	4	467	7	98.5%
Assisted/Subsidized Housing not to include LIHTC	2	38	0	100.0%
<b>LIHTC</b>				
Stabilized Comps	4	467	7	98.5%
Properties in construction & lease up				

Subject Development					Average Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
2	1	1	835	\$375	\$638	\$0.76	41.2%	\$719	\$1.00
8	1	1	835	\$375	\$638	\$0.76	41.2%	\$719	\$1.00
11	2	2	1,100	\$526	\$701	\$0.64	25.0%	\$899	\$0.79
35	2	2	1,100	\$526	\$701	\$0.64	25.0%	\$899	\$0.79

DEMOGRAPHIC DATA (found on pages 36, 56)						
	2010		2013		2015	
Renter Households	817	11.3%	900	11.3%	957	11.3%
Income-Qualified Renter HHs (LIHTC)	251	30.8%	248	27.6%	233	24.3%
Income-Qualified Renter HHs (MR)						

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 59)						
Type of Demand	50%	60%				Overall
Renter Household Growth	22	28				28
Existing Households (Overburd + Substand)	111	143				143
Homeowner Conversion (Seniors)	3	4				4
Secondary Market Demand (10%)	20	26				26
<b>Total Primary Market Demand</b>	<b>156</b>	<b>202</b>				<b>202</b>
Less Comparable/Competitive Supply	0	0				0
<b>Adjusted Income-qualified Renter HHs</b>	<b>156</b>	<b>202</b>				<b>202</b>

CAPTURE RATES (found on page 59)						
Targeted Population	50%	60%				Overall
Capture Rate	8.3%	21.3%				27.7%



## 1. INTRODUCTION

### A. Overview of Subject

The subject of this report is Farmington Forest, a proposed senior-oriented rental community in Dawsonville, Dawson County, Georgia. Farmington Forest will be financed in part by Low Income Housing Tax Credits (LIHTC), allocated by the Georgia Department of Community Affairs (DCA), and will be restricted to households with householders age 55 and older. Upon completion, Farmington Forest will offer 56 newly constructed rental units including 13 units addressing households at or below 50 percent AMI and 43 units addressing household at or below 60 percent AMI.

### B. Purpose of Report

The purpose of this market study is to perform a market feasibility analysis through an examination of the economic context, a demographic analysis of the defined market area, a competitive housing analysis, a derivation of demand, and an affordability analysis.

### C. Format of Report

The report format is comprehensive and conforms to DCA's 2013 Market Study Manual. The market study also considered the National Council of Housing Market Analysts' (NCHMA) recommended Model Content Standards and Market Study Index.

### D. Client, Intended User, and Intended Use

The Client is TBG Residential. Along with the Client, the Intended Users are DCA, potential lenders, and investors.

### E. Applicable Requirements

This market study is intended to conform to the requirements of the following:

- DCA's 2013 Market Study Manual and Qualified Allocation Plan (QAP).
- The National Council of Housing Market Analyst's (NCHMA) Model Content Standards and Market Study Index.

### F. Scope of Work

To determine the appropriate scope of work for the assignment, we considered the intended use of the market study, the needs of the user, the complexity of the property, and other pertinent factors. Our concluded scope of work is described below:

- Please refer to Appendix 5 and 6 for a detailed list of DCA and NCHMA requirements as well as the corresponding pages of requirements within the report.
- Tad Scepaniak (Principal) conducted a site visit on May 23, 2013.
- Primary information gathered through field and phone interviews was used throughout the various sections of this report. The interviewees included rental community property managers,
- All pertinent information obtained was incorporated in the appropriate section(s) of this report.



## **G. Report Limitations**

The conclusions reached in a market assessment are inherently subjective and should not be relied upon as a determinative predictor of results that will actually occur in the marketplace. There can be no assurance that the estimates made or assumptions employed in preparing this report will in fact be realized or that other methods or assumptions might not be appropriate. The conclusions expressed in this report are as of the date of this report, and an analysis conducted as of another date may require different conclusions. The actual results achieved will depend on a variety of factors, including the performance of management, the impact of changes in general and local economic conditions, and the absence of material changes in the regulatory or competitive environment. Reference is made to the statement of Underlying Assumptions and Limiting Conditions contained in Appendix I of this report.



## 2. PROJECT DESCRIPTION

### A. Project Overview

Farmington Forest will be a newly constructed senior oriented community off Highway 53 in unincorporated Dawson County, Georgia. It will contain 56 senior-oriented rental units targeting households with householder age 55 and earning up to 50 percent and 60 percent of the Area Median Income (AMI). The unit mix includes 10 one bedroom units and 46 two bedroom units.

### B. Project Type and Target Market

Farmington Forest will offer units targeted to low and moderate income senior households (55+) earning at or below 50 percent and 60 percent of the AMI. The subject property will offer both one and two bedroom floor plans, which will appeal to a variety of senior household types. Potential renter households (55+) include single-persons, couples, and roommates.

### C. Building Types and Placement

Farmington Forest's 56 residential units will be contained within five residential buildings including 3 one/two story splits and 2 two/three story splits. All units in one/two story splits will have walk-up access and the two/three story buildings will have elevator access to upper floors. Community amenities and management office will be contained in a separate building. The residential buildings will be positioned in two rows with the community building and covered pavilion near the entrance.

### D. Detailed Project Description

#### 1. Project Description

- Farmington Forest will offer 10 one bedroom units and 46 two bedroom units (Table 1).
- All one bedroom units will have one bathroom and 835 square feet.
- Two bedroom units will have two bathrooms and 1,100 square feet.
- Rents will include the cost of trash removal.

The following **unit features** are planned:

- Kitchens with an Energy Star refrigerator, stove/oven, dishwasher, disposal, and microwave.
- Central heat and air-conditioning.
- Ceiling fans.
- Mini-blinds.

The following **community amenities** are planned:

- Community building with covered porch.
- Furnished Fitness room.
- On-Site Laundry room.
- Outdoor pavilion with barbeque facilities.
- Elevator



**2. Other Proposed Uses**

None.

**3. Pertinent Information on Zoning and Government Review**

The subject site is zoned for the proposed use. We are not aware of any other land use regulations that would impact the proposed development.

**4. Proposed Timing of Development**

RPRG estimates Farmington Forest will begin construction in 2014 with a date of completion/first move-in in 2015; however, exact construction and pre-leasing dates were not provided. Based on this timeline, the subject property’s anticipated placed-in-service year is 2015.

**Table 1 Farmington Forest Detailed Project Summary**

Farmington Forest Highway 53 Dawsonville, Dawson County, Georgia						
Unit Mix/Rents						
Type	Bed	Bath	Income Target	Quantity	Sq. Feet	Developer Rent
Mix	1	1	50%	2	835	\$375
Mix	1	1	60%	8	835	\$375
Mix	2	2	50%	11	1,100	\$526
Mix	2	2	60%	35	1,100	\$526
<b>Total/Average</b>				<b>56</b>	<b>1,053</b>	<b>\$499</b>

Rents include the cost of trash. Utility Allowances are \$125 (1br) and \$159 (2br).

Project Information		Additional Information	
<b>Number of Residential Buildings</b>	Five	<b>Construction Start Date</b>	2014
<b>Building Type</b>	Garden	<b>Date of First Move-In</b>	2015
<b>Number of Stories</b>	1/2 Split and 2/3 Split	<b>Construction Finish Date</b>	2015
<b>Construction Type</b>	New Const.	<b>Parking Type</b>	Surface
<b>Design Characteristics (exterior)</b>	Hardi-Plank, Brick	<b>Parking Cost</b>	None
<b>Community Amenities</b>	Manager's office, community building, covered pavilion with picnic and barbeque facilities, common area, furnished fitness room, and on-site community laundry room. Elevators in 2-3 split buildings.	<b>Kitchen Amenities</b>	
		<b>Dishwasher</b>	Yes
		<b>Disposal</b>	Yes
		<b>Microwave</b>	Yes
		<b>Range</b>	Yes
<b>Unit Features</b>	HVAC, energy star rated appliances including stove, refrigerator, disposal, dishwasher, and microwave, grab bars, all units will be accessible and adaptable	<b>Utilities Included</b>	
		<b>Water/Sewer</b>	Tenant
		<b>Trash</b>	Owner
		<b>Heat</b>	Tenant
		<b>Heat Source</b>	Elec
		<b>Hot/Water</b>	Tenant
		<b>Electricity</b>	Tenant
<b>Other:</b>			



### 3. SITE AND NEIGHBORHOOD ANALYSIS

#### A. Site Analysis

##### 1. Site Location

The site for Farmington Forest is located on the west side of Highway 53, just south of Georgia 400 in unincorporated Dawson County south of Dawsonville, Georgia (Map 1, Figure 1). The site is located less than one mile south of Georgia 400, the primary north-south transportation corridor in the region.

##### 2. Existing Uses

The subject site is a grassy field with no existing structures (Figure 2).

##### 3. Size, Shape, and Topography

The subject site has a roughly triangular shape with a generally flat topography. The site generally slopes up from Highway 53.

##### 4. General Description of Land Uses Surrounding the Subject Site

The site for Farmington Forest is located in southern Dawsonville, Dawson County just south of Georgia 400. Commercial development along Georgia 400 is the primary land use to the north and west. Residential uses and undeveloped land are common to the east and south. Lake Lanier is less than one mile east of the site with many lake front homes in the area. Complementary land uses in the area include churches and a fire/EMS station.

##### 5. Specific Identification of Land Uses Surrounding the Subject Site

The land uses directly bordering the subject site are as follows (Figure 3):

- **North:** Wooded land
- **East:** Highway 53, Tractor Supply Company, Dawson County Fire/EMS Station
- **South:** Vacant land and single-family detached home
- **West:** Wooded land and multi-family apartments





Map 1 Site Location

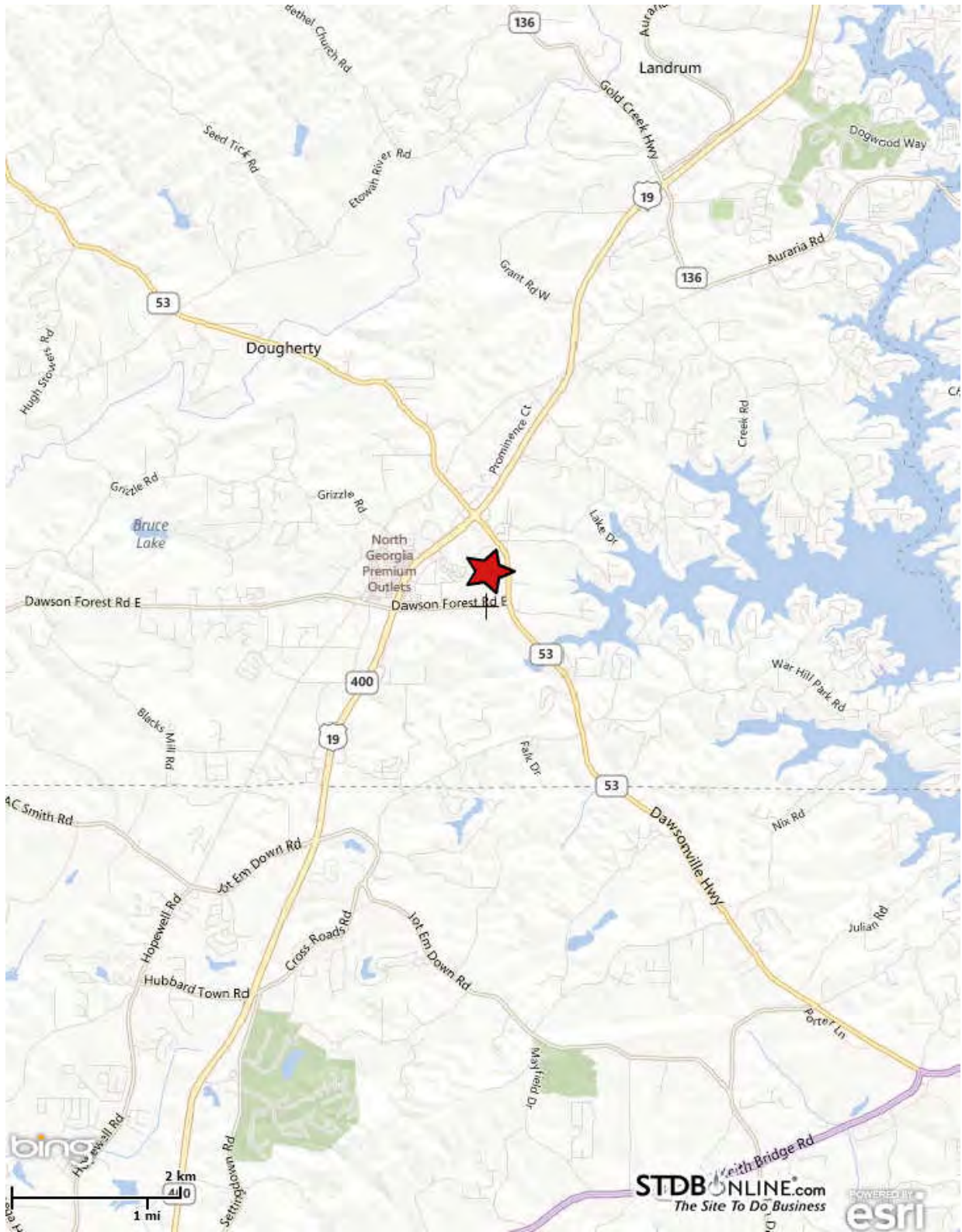


Figure 1 Satellite Image of Subject Site



Figure 2 Views of Subject Site



View of the site facing west from Highway 53



View of the site facing northwest from Highway 53



View of the site facing west from Highway 53



View of the site facing southwest from Highway 53

**Figure 3 Views of Surrounding Land Uses**



Vacant land facing fire station, east of site



Tractor Supply Company, east of site



Public safety building, east of site



Highway 53 facing north near site

## **B. Neighborhood Analysis**

### **1. General Description of Neighborhood**

The subject site is located in unincorporated Dawson County, Georgia south of Dawsonville. Just south of Georgia 400, the site is located between downtown Dawsonville to the north and the large city of Cumming (Forsyth County) to the south. Development in southern Dawson County has been driven by Georgia 400, which is a major transportation artery connecting Dawsonville to Forsyth and North Fulton Counties. Both North Fulton County and Forsyth County have experienced tremendous population and household growth over the past two decades, which has pushed up 400 toward Dawsonville. The development of the North Georgia Premium Outlets spurred significant development near the intersection of Highway 53 and Georgia 400. A significant number of retailers are within one mile of the site.

Lake Lanier, Metro Atlanta's largest lake, is within one mile east of the site. As such, development in this direction is limited to scattered single-family detached homes. Dawson County becomes significantly less densely developed to the southeast and northeast. A large number of residential uses are located to the southeast along Georgia 400 including the northern portion of Forsyth County.

### **2. Neighborhood Planning Activities**

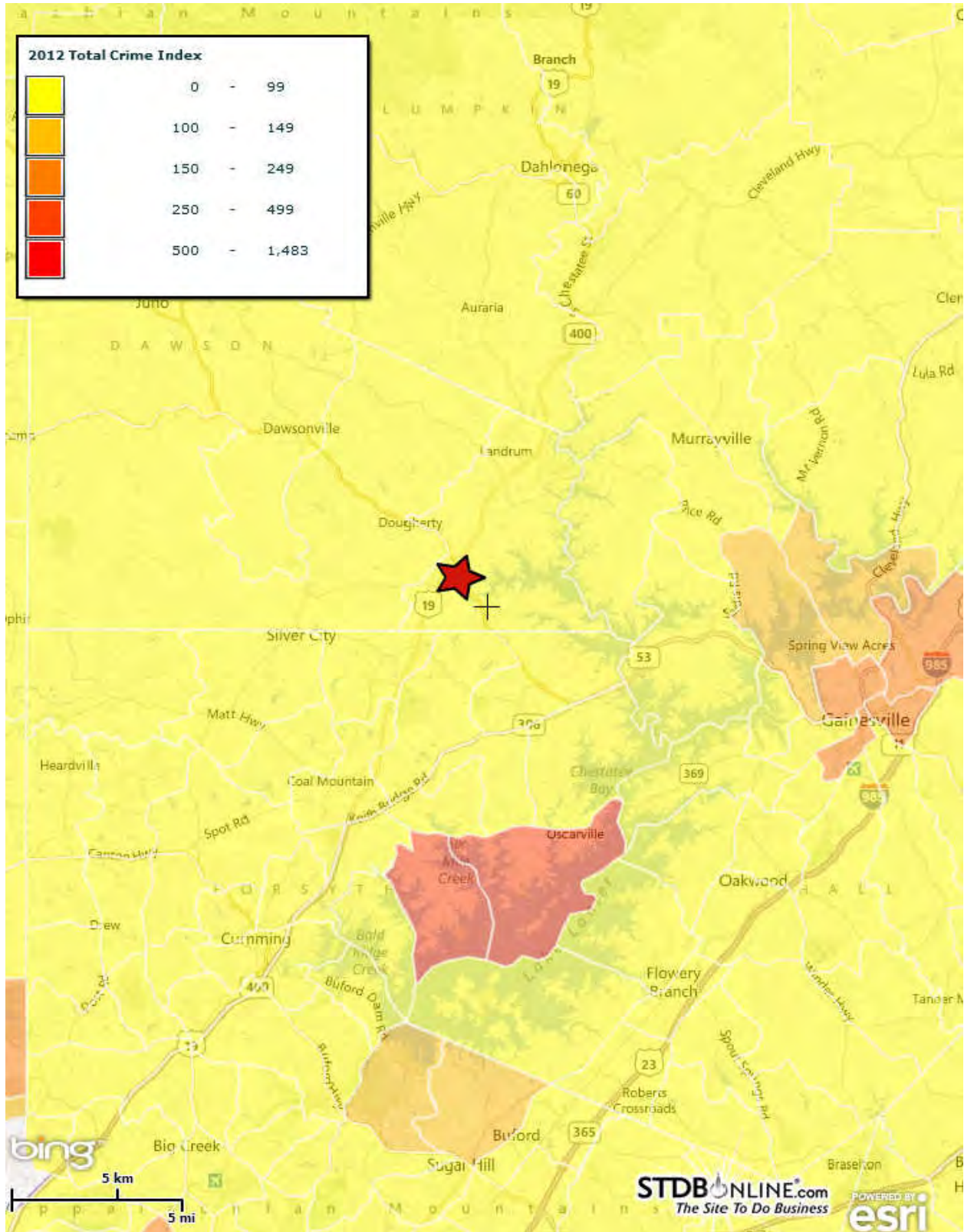
No specific planning activities were identified that would impact the immediate neighborhood or proposed development of Farmington Forest.

### **3. Public Safety**

CrimeRisk data is an analysis tool for crime provided by Applied Geographic Solutions (AGS). CrimeRisk is a block-group level index that measures the relative risk of crime compared to a national average. AGS analyzes known socio-economic indicators for local jurisdictions that report crime statistics to the FBI under the Uniform Crime Reports (UCR) program. Based on detailed modeling of these relationships, CrimeRisk provides a detailed view of the risk of total crime as well as specific crime types at the block group level. In accordance with the reporting procedures used in the UCR reports, aggregate indexes have been prepared for personal and property crimes separately as well as a total index. However it must be recognized that these are un-weighted indexes, in that a murder is weighted no more heavily than purse snatching in this computation. The analysis provides a useful measure of the relative overall crime risk in an area but should be used in conjunction with other measures.

Map 2 displays the 2011 CrimeRisk Index for the census tracts in the general vicinity of the subject site. The relative risk of crime is displayed in gradations from yellow (least risk) to red (most risk). The subject site's census tract and most areas are yellow, indicating they have a low crime risk (0-99) below the national average (100). The subject site and surrounding areas have a below average crime risk. Based on this data, field observations, we do not expect crime or the perception of crime to negatively impact the subject property's marketability.

Map 2 2011 CrimeRisk, Subject Site and Surrounding Areas



## **C. Site Visibility and Accessibility**

### **1. Visibility**

Farmington Forest will have excellent visibility from Highway 53, which has moderate traffic in front of the site.

### **2. Vehicular Access**

The subject property will be accessible via an entrance on Highway 53, which connects to Georgia 400 in front of the site. With moderate traffic in front of the site, residents will not have problems within ingress/egress.

### **3. Availability of Public Transit**

Dawson County is not currently served by wide-spread fixed-route public transportation. Dawson Transit provides public transportation services throughout Dawson County and a select few surrounding towns such as Dahlonega, Cumming, and Gainesville with service on an advanced reservation basis. Dawson Transit provides daily fixed-route transportation from the Dawson County Fire/Police Station to the Dawson Senior Center with a stop within a tenth mile of the subject entrance. This will be the only fixed-route, daily transportation available in the county.

### **4. Availability of Inter-Regional Transit**

The subject site is located less than one mile from Georgia 400, a primary transportation artery in the region. Georgia 400 provides connections to Forsyth and Fulton Counties to the south and Dahlonega to the north. Highway 53 connects Georgia 400 to Dawsonville to the north and Gainesville to the southeast.

### **5. Accessibility Improvements under Construction and Planned**

#### ***Roadway Improvements under Construction and Planned***

RPRG reviewed information from local stakeholders to assess whether any capital improvement projects affecting road, transit, or pedestrian access to the subject site are currently underway or likely to commence within the next few years. Observations made during the site visit contributed to the process. Through this research, RPRG did not identify any projects that would have a direct impact on this market.

#### ***Transit and Other Improvements under Construction and/or Planned***

None identified.

### **6. Environmental Concerns**

No visible environmental or miscellaneous site concerns were identified.

## **D. Residential Support Network**

### **1. Key Facilities and Services near the Subject Site**

The appeal of any given community is often based in part on its proximity to those facilities and services required on a daily basis. Key facilities and services and their distances from the subject site are listed in Table 2. The location of those facilities is plotted on Map 3.

**Table 2 Key Facilities and Services**

Establishment	Type	Address	City	Distance
Dawson County Fire Department	Fire	145 Liberty Dr.	Dawsonville	0.1 mile
Grace Community Church	Church	258 Beartooth Pky.	Dawsonville	0.2 mile
Kroger	Grocery	6625 Highway 53 E	Dawsonville	0.3 mile
Suntrust	Bank	6602 Highway 53 E	Dawsonville	0.3 mile
Rite Aid	Pharmacy	51 Highway 400 S	Dawsonville	0.4 mile
Shell	Convenience Store	41 Big Horn Dr.	Dawsonville	0.4 mile
Ingles	Grocery	118 S 400 Center Ln.	Dawsonville	0.5 mile
Northeast Ga Physicians Group	Doctor/Medicine	45 Medical Center Dr.	Dawsonville	0.6 mile
Thompson Creek Park	Public Park	Thompson Creek Park Rd.	Dawsonville	0.6 mile
Wal-Mart	General Retail	156 Power Center Dr.	Dawsonville	0.7 mile
Ruby Tuesday	Restaurant	796 Highway 400 S	Dawsonville	0.7 mile
Kulish Family Medicine	Doctor/Medicine	35 Lumpkin Campground Rd. N	Dawsonville	0.8 mile
North Georgia Premium Outlets	Mall	800 Highway 400 S	Dawsonville	0.9 mile
Hampton Park Library	Library	5345 Settingdown Rd.	Dawsonville	4.1 miles
Post Office	Post Office	452 Highway 53 E	Dawsonville	6 miles
Dawson County Sheriff's Department	Police	19 Tucker Ave.	Dawsonville	6.6 miles
Dawson County Senior Center	Senior Center	201 Recreation Rd.	Dawsonville	7 miles
Chestatee Regional Hospital	Hospital	227 Mountain Dr.	Dahlonega	11.8 miles
Northside Hospital	Hospital	1200 Northside Forsyth Dr.	Cumming	13.8 miles

Source: Field and Internet Survey, RPRG, Inc.

## 2. Essential Services

### *Health Care*

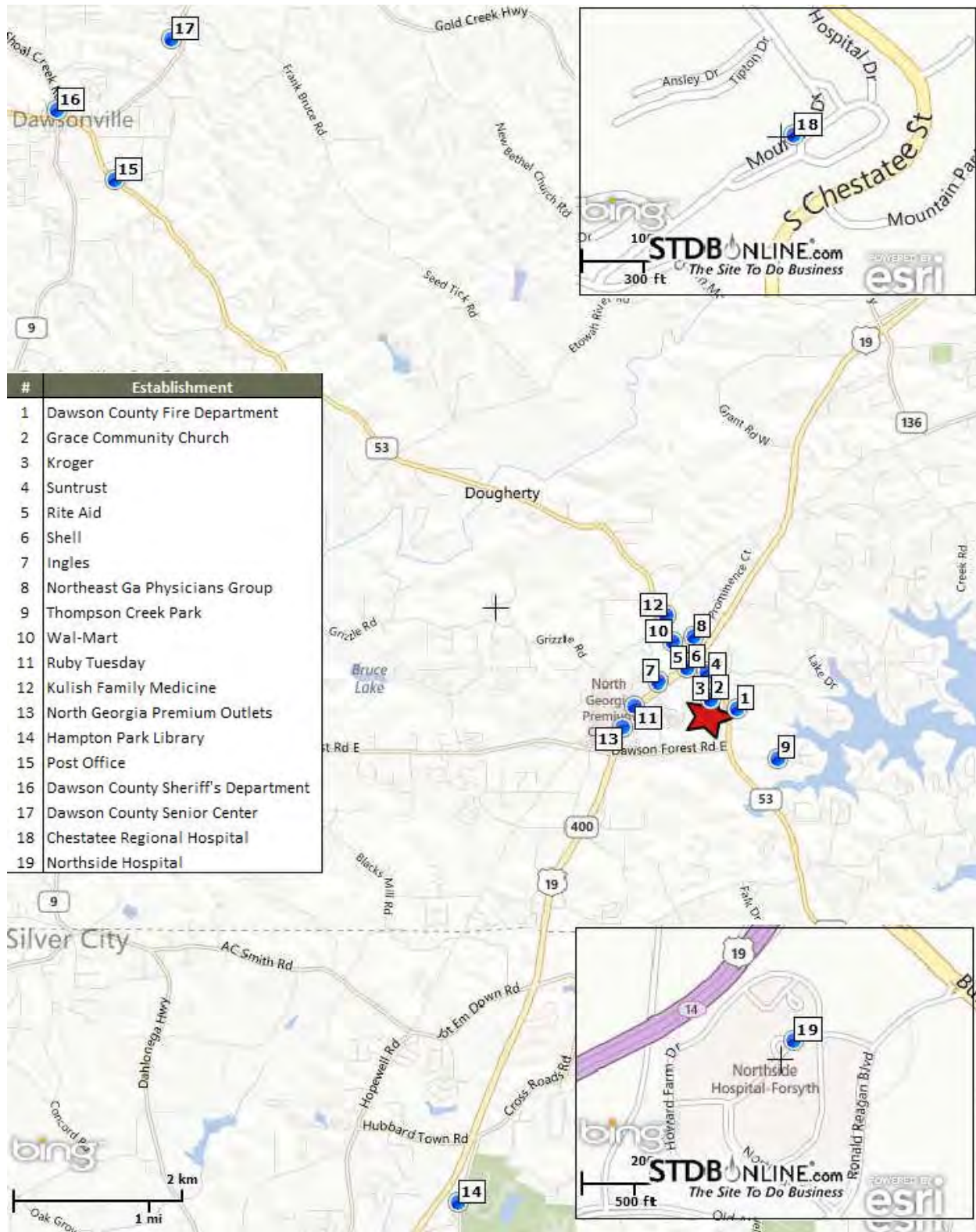
Two major healthcare providers closest to the proposed site are Chestatee Regional Hospital in Dahlonega and Northside Hospital in Cumming. Chestatee Regional Hospital is a 49 bed medical center located 11.8 miles north of the subject site. Chestatee Regional Hospital offers a variety of medical treatment options and services including 24 hour emergency care, surgical services, outpatient surgery, pediatrics, diagnostic/imaging, cardio-pulmonary, sleep center, pain clinic, and intensive care unit. Northside Hospital is a 201 bed medical center with a medical staff of more than 2,200 physicians and 1,800 employees located 13.8 miles southwest of the subject site. Northside Hospital offers a variety of medical treatment options and services including 24 hour emergency care.

In addition to these major medical centers, several smaller clinics and independent physicians are located within one mile including Northeast Georgia Physicians Group within 0.6 miles of the site. Kulish Family Medicine is within 0.8 miles of the subject site.

### *Senior Centers*

The closest senior center to the subject site is the Dawson County Senior Center, situated on Recreation Road in Dawsonville seven miles northwest of the subject site. Open to adult citizens ages 60 and older, the facility offers a wide variety of programs, meals, activities, social events, trips, and transportation.

**Map 3 Location of Key Facilities and Services**







### **3. Commercial Goods and Services**

#### ***Convenience Goods***

The term “convenience goods” refers to inexpensive, nondurable items that households purchase on a frequent basis and for which they generally do not comparison shop. Examples of convenience goods are groceries, fast food, health and beauty aids, household cleaning products, newspapers, and gasoline.

The majority of commercial / retail development is located along Highway 53 and Highway 400, within one mile of the subject site. This area contains a variety of small specialty shops, commercial service providers and restaurants. The closest grocery stores to the site are Kroger and Ingles, 0.3 mile and 0.5 mile, respectively. A Shell convenience store, providing a limited selection of perishable goods and miscellaneous items, is located 0.4 mile from the site as well. A Wal-Mart SuperCenter, can be found 0.7 mile northwest of the site off of Highway 53.

#### ***Shoppers Goods***

The term “shoppers goods” refers to larger ticket merchandise that households purchase on an infrequent basis and for which they usually comparison shop. The category is sometimes called “comparison goods.” Examples of shoppers’ goods are apparel and accessories, furniture and home furnishings, appliances, jewelry, and sporting goods.

Dawsonville’s largest regional shopping mall, North Georgia Premium Outlets, is located off of Highway 400 approximately one mile from the site. North Georgia Premium Outlets contains 140 designer and name brand outlet stores. Substantial commercial development, including numerous big-box retailers, is also located throughout this general area.

### **4. Recreational Amenities**

The site for Farmington Forest is convenient to a variety of recreational amenities, the closest of which are public parks located on or near Lake Lanier – specifically War Hill Park, Toto Creek Park, and Little Hall Park. Additional recreation options include a public library (4 miles) and senior center (7 miles).

### **5. Location of Low Income Housing**

A list and map of existing low-income housing in the Farmington Forest Market Area are provided in the Existing Low Income Rental Housing section of this report, starting on page 46.

## **E. Site Conclusion**

Overall, the site for Farmington Forest is surrounded by a mixture of residential and commercial land uses, most of which are well maintained and compatible with the proposed development. The subject property will also be conveniently located to neighborhood amenities including shopping and healthcare facilities within one mile of the site. Based on the product to be constructed and income levels targeted, the site is suitable for the proposed development.



## 4. MARKET AREA DEFINITION

### A. Introduction

The primary market area for the proposed Farmington Forest is defined as the geographic area from which future residents of the community would primarily be drawn and in which competitive rental housing alternatives are located. In defining the primary market area, RPRG sought to accommodate the joint interests of conservatively estimating housing demand and reflecting the realities of the local rental housing marketplace.

### B. Delineation of Market Area

The Farmington Forest Market Area consists of 2010 Census tracts located in Dawson County and the bordering tracts along Georgia 400 to the southwest. The boundaries of the Farmington Forest Market Area and their approximate distance from the subject site are:

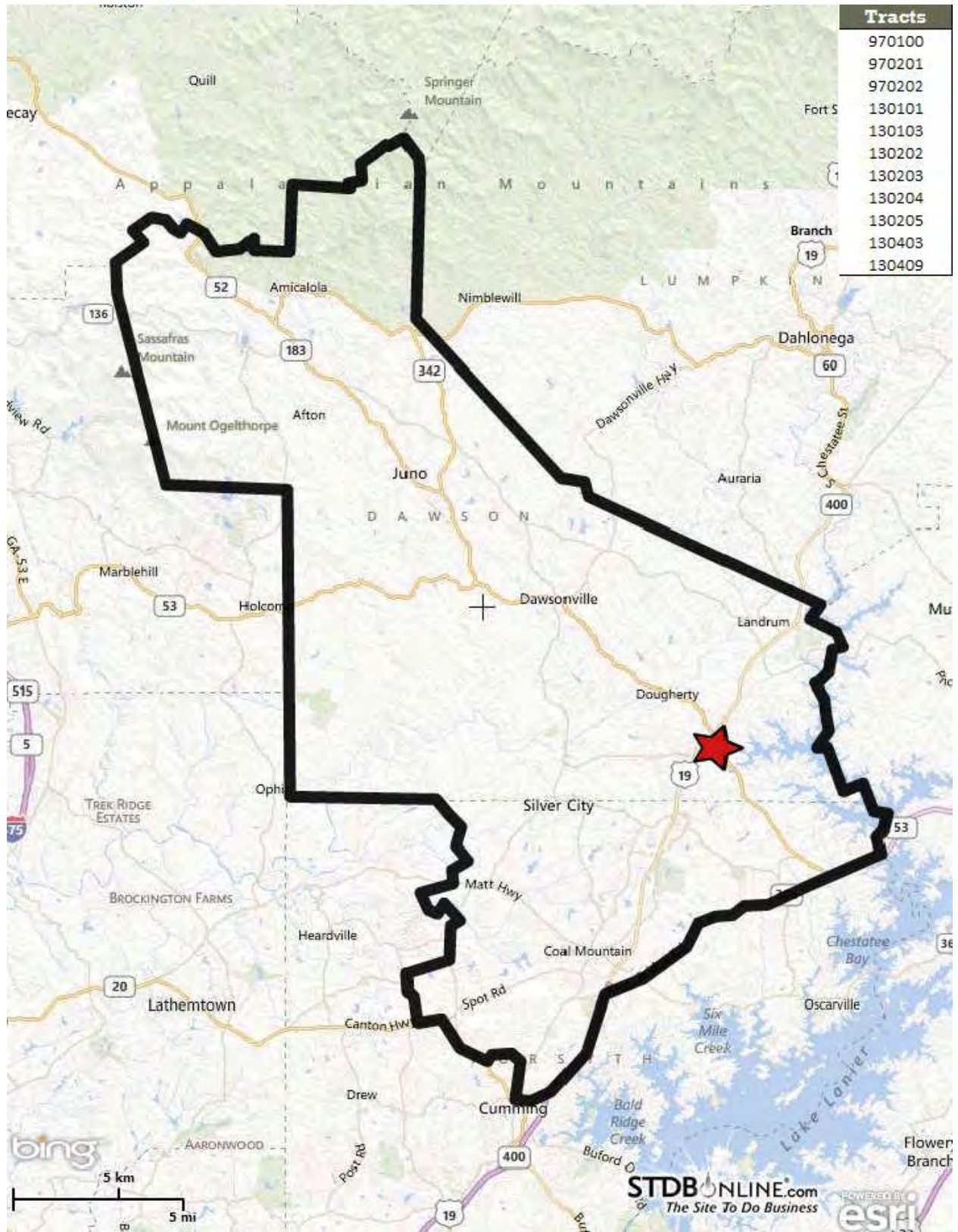
- North:** Gilmer/Lumpkin County ..... (5.9 miles)
- East:** Lumpkin/Hall County ..... (3.4 miles)
- South:** Keith Bridge Road ..... (5.6 miles)
- West:** Cherokee/Jasper County ..... (12.5 miles)

The Farmington Forest Market Area includes all of Dawson County and the northeastern portion of Forsyth County and Cumming. The location in the southern portion of Dawson County along Georgia 400 near the North Georgia Premium Outlets will be attractive residents of northern Forsyth County. The northern portion of Forsyth County and Cumming are rural in nature and more comparable with southern Dawson County than with the southern portion of Forsyth County, which serves as a bedroom community to North Fulton County.

A map of this market area along with a list of 2010 Census tracts that comprise the market area are depicted on the following page. As appropriate for this analysis, the Farmington Forest Market Area is compared to Bi-County Market Area, which is comprised of Dawson County and Forsyth County. Demand estimates, however, are based solely on the Farmington Forest Market Area.



Map 4 Farmington Forest Market Area



## 5. ECONOMIC CONTENT

### A. Introduction

This section of the report focuses primarily on economic trends and conditions in Dawson County, the jurisdiction in which Farmington Forest will be located. For purposes of comparison, economic trends in the State of Georgia, and the nation are also discussed.

### B. Labor Force, Resident Employment, and Unemployment

#### 1. Trends in County Labor Force and Resident Employment

Dawson County's labor force increased in ten of twelve years from 2001 to 2012, experiencing a net gain of 2,328 workers or 25.7 percent for the period (Table 3). Dawson County's labor force was stable during the course of the recent national recession (2008 to 2010), adding 72 workers during that time frame. Dawson County has remained stable since 2010 adding 30 workers from 2010 to 2012. The employed portion of Dawson County's labor force increased to 10,518 over the past three years following a recent low of 10,082 in 2009.

#### 2. Trends in County Unemployment Rate

Following lows of 2.7 percent in 2000 and 3.1 percent in 2001, Dawson County's unemployment rate ranged from 3.8 to 4.3 percent from 2002 to 2007. As the full effects of the recent national recession began to impact the local economy, Dawson County's unemployment rate peaked at 9.8 percent in 2009 and remained at 9.8 percent in 2010. Over the past two years, economic conditions have improved as the unemployment rate dropped to 9.0 percent in 2011 and 7.7 percent in 2012. Overall, the unemployment rate in Dawson County has fallen below state levels in all but one year since 2000.

### C. Commutation Patterns

According to 2007-2011 American Community Survey (ACS) data, 45 percent of workers residing in the Farmington Forest Market Area spent 30 minutes or more commuting to work (Table 4). Nearly one-third (31.8 percent) of workers spent 15-29 minutes commuting while only 16.7 percent commuted less than 15 minutes.

Just under half (48.5 percent) of all workers residing in the Farmington Forest Market Area worked in their county of residence while 50.2 percent worked in another Georgia county. Less than 1.5 percent of market area residents worked outside the state.

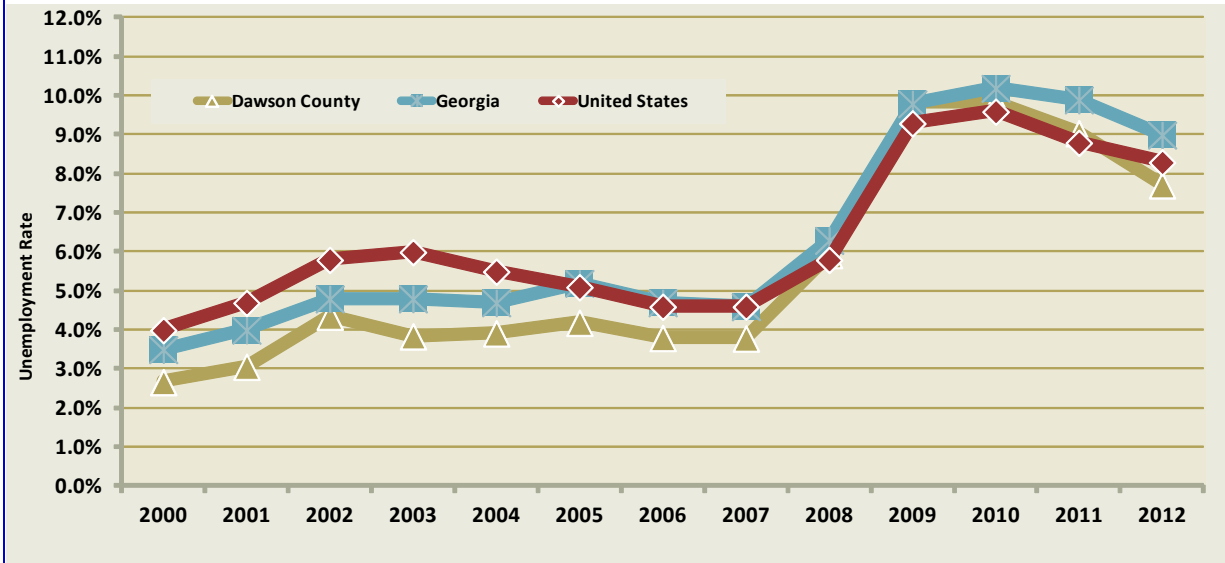


**Table 3 Labor Force and Unemployment Rates**

**Annual Unemployment Rates - Not Seasonally Adjusted**

Annual Unemployment	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Labor Force	9,068	9,269	9,501	9,705	9,902	10,357	10,660	11,090	11,295	11,180	11,367	11,306	11,397
Employment	8,826	8,985	9,088	9,332	9,514	9,923	10,255	10,670	10,626	10,082	10,249	10,283	10,518
Unemployment	242	284	413	373	388	434	405	420	669	1,098	1,118	1,023	879
<b>Unemployment Rate</b>													
Dawson County	2.7%	3.1%	4.3%	3.8%	3.9%	4.2%	3.8%	3.8%	5.9%	9.8%	9.8%	9.0%	7.7%
Georgia	3.5%	4.0%	4.8%	4.8%	4.7%	5.2%	4.7%	4.6%	6.3%	9.8%	10.2%	9.9%	9.0%
United States	4.0%	4.7%	5.8%	6.0%	5.5%	5.1%	4.6%	4.6%	5.8%	9.3%	9.6%	8.8%	8.3%

Source: U.S. Department of Labor, Bureau of Labor Statistics



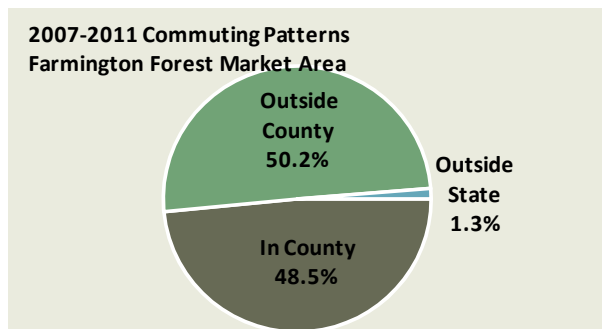
**Table 4 2007-2011 Commuting Patterns, Farmington Forest Market Area**

Travel Time to Work		
Workers 16 years+	#	%
Did not work at home	23,040	93.6%
Less than 5 minutes	497	2.0%
5 to 9 minutes	1,367	5.6%
10 to 14 minutes	2,249	9.1%
15 to 19 minutes	3,502	14.2%
20 to 24 minutes	2,808	11.4%
25 to 29 minutes	1,530	6.2%
30 to 34 minutes	3,490	14.2%
35 to 39 minutes	1,028	4.2%
40 to 44 minutes	797	3.2%
45 to 59 minutes	2,713	11.0%
60 to 89 minutes	2,189	8.9%
90 or more minutes	870	3.5%
Worked at home	1,580	6.4%
<b>Total</b>	<b>24,620</b>	

Source: American Community Survey 2007-2011

Place of Work		
Workers 16 years and over	#	%
Worked in state of residence:	24,308	98.7%
Worked in county of residence	11,940	48.5%
Worked outside county of residence	12,368	50.2%
Worked outside state of residence	312	1.3%
<b>Total</b>	<b>24,620</b>	<b>100%</b>

Source: American Community Survey 2007-2011



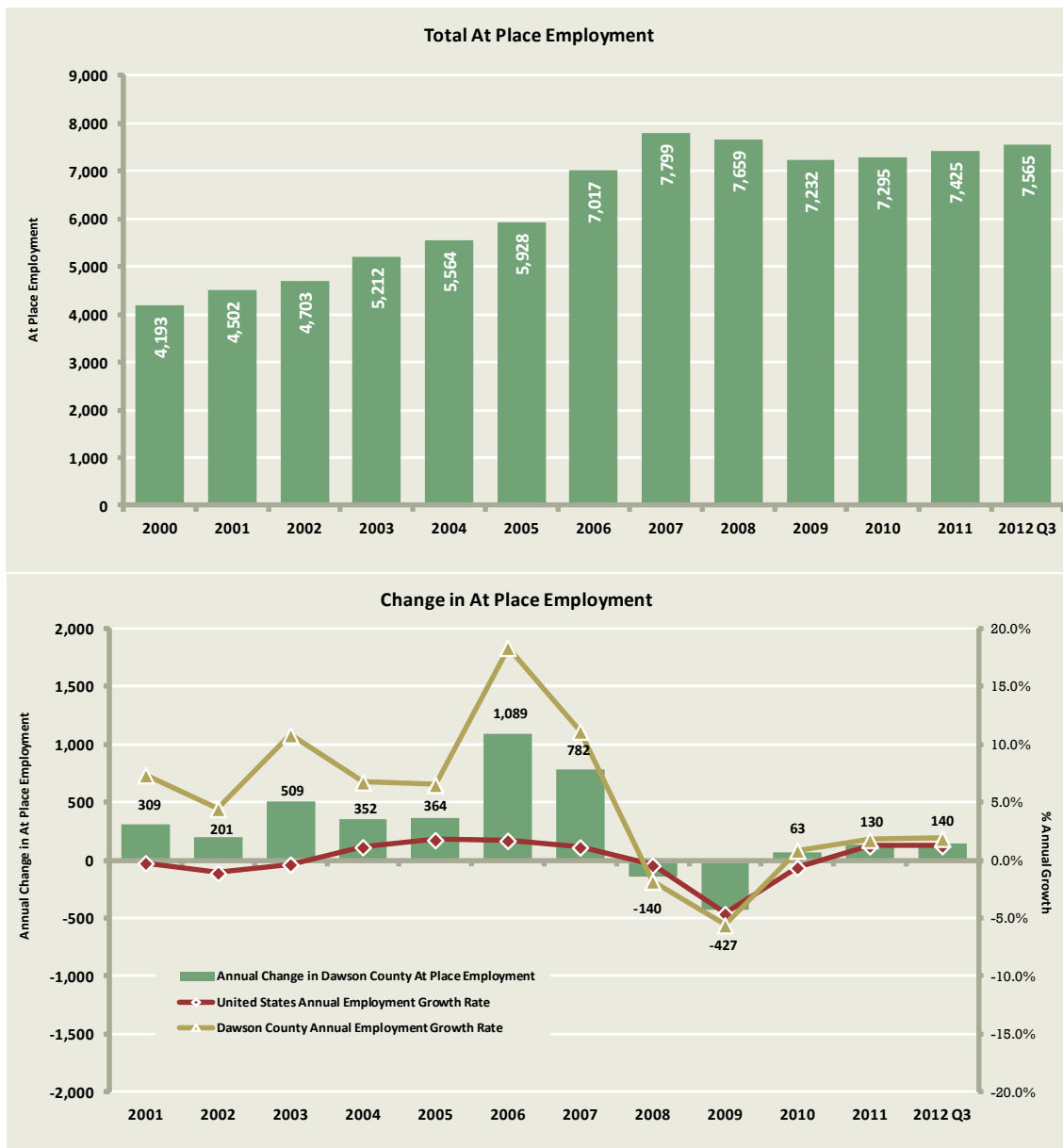


## D. At-Place Employment

### 1. Trends in Total At-Place Employment

Dawson County’s at-place employment has grown in ten of the past 12 years. Strong job growth of 3,606 jobs (86 percent) from 2000 to 2007 was followed by two years of job loss during the course of the recent national recession (2008 and 2009). The recent national recession resulted in a loss of 567 jobs or 7.3 percent of the county’s 2007 employment base (Figure 4); however, the county’s economy has shown signs of stabilization/recovery with the addition of 333 jobs from 2009 to the third quarter of 2012. Overall, the county experienced a strong net gain of 3,372 jobs or 80.4 percent of total employment since 2000.

**Figure 4 At-Place Employment**



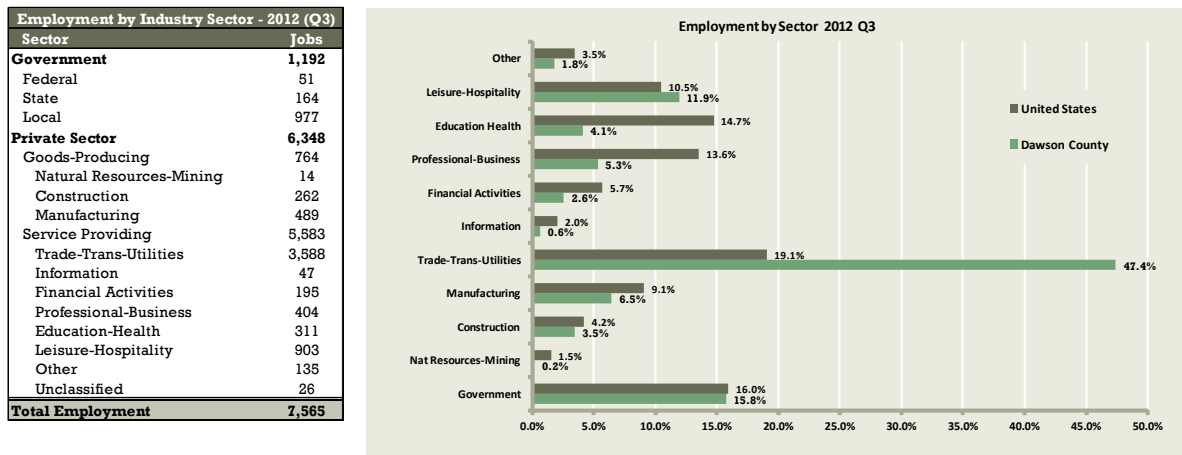
Source: U.S. Department of Labor, Bureau of Labor Statistics, Quarterly Census of Employment and Wages



## 2. At-Place Employment by Industry Sector

Trade-Transportation-Utilities is by far the largest employment sector in Dawson County with 47.4 percent of the total employment in the third quarter of 2012. By comparison, Trade-Transportation-Utilities represent just 19.1 percent of jobs nationally (Figure 5). Dawson County’s next largest job sectors are Government (15.8 percent) and Leisure-Hospitality (11.9 percent). Relative to national figures, Dawson County has notably lower percent of jobs in Education-Health (4.1 versus 14.7 percent), Professional-Business (5.3 percent versus 13.6 percent), Financial Activities (2.6 versus 5.7 percent), and Manufacturing (6.5 versus 9.1 percent).

**Figure 5 Total Employment by Sector, 2012 Q3**

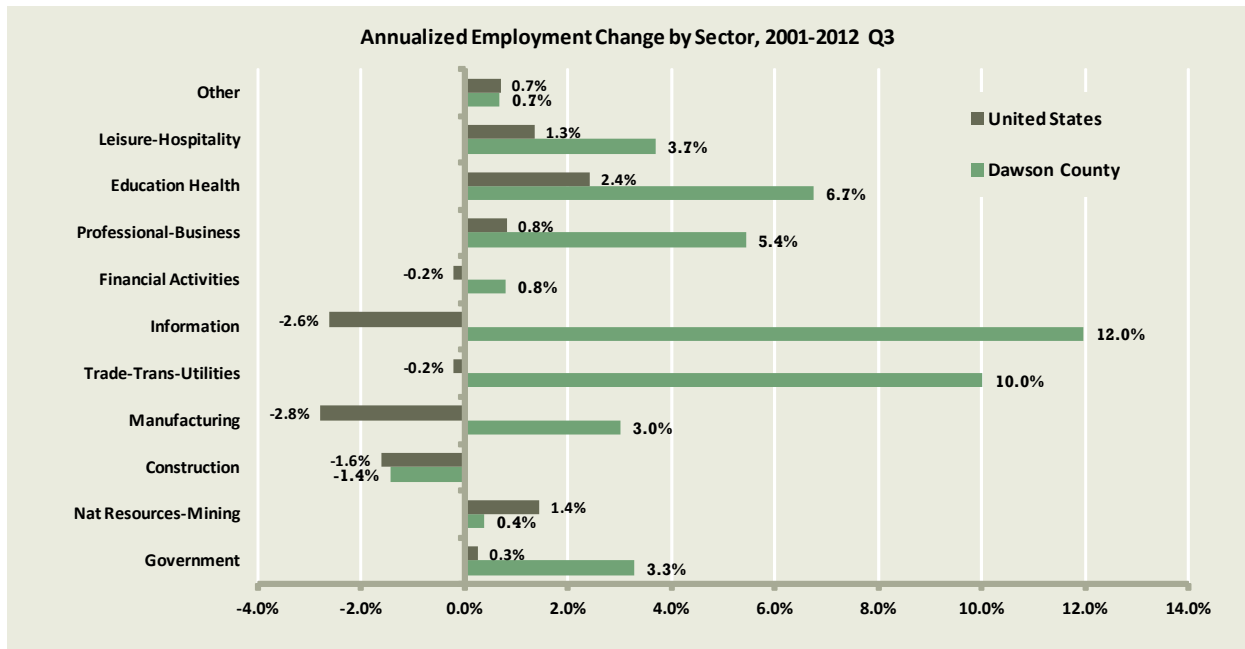


Between 2001 and the third quarter of 2012, ten of eleven industry sectors in Dawson County experienced annual job growth. Information had the highest growth rate at 12 percent; however, this sector accounts for 0.6 percent of total employment (Figure 6). The annual growth rate of 10 percent in Trade-Transportation-Utilities had the greatest impact in terms of total jobs. The annual growth rates in Leisure-Hospitality (3.7 percent) and Government (3.3 percent) had a strong impact in terms of total jobs as well. The only sector losing jobs during this period was Construction, but this sector accounts for only 3.5 percent of the total employment.

To gain insight on how the recent economic downturn has affected the local job base, we examined employment changes by sector from 2007 through 2012(Q3) (Figure 7). Over this approximate five year period, nine of eleven industry sectors in Dawson County reported a net loss in jobs. On a percentage basis, the Professional-Business, Construction, Information, Financial Activities, and Leisure-Hospitality sectors were hit the hardest with declines of 59.1 percent, 49.7 percent, 38.2 percent, 24.2 percent, and 23.6 percent, respectively. While only two sectors added jobs during this time period, these two sectors account for 63.2 percent of the total jobs in the county.

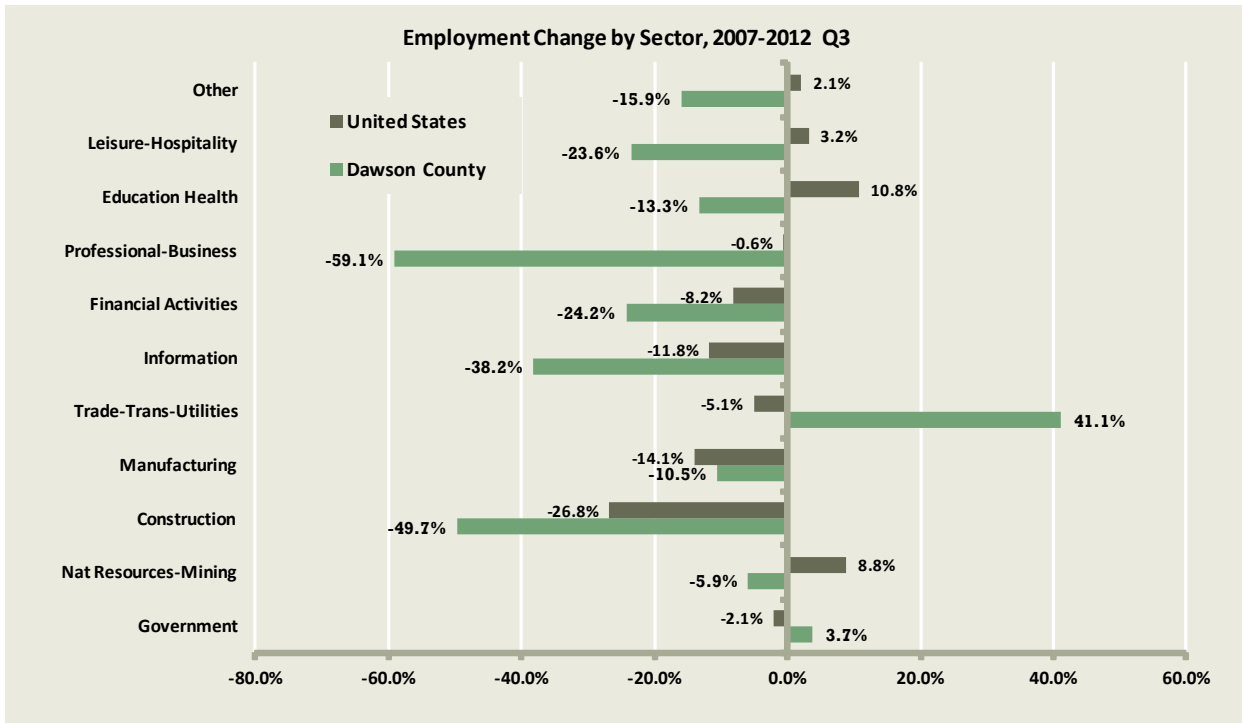


**Figure 6 Change in Employment by Sector 2001-2012 Q3**



Source: U.S. Department of Labor, Bureau of Labor Statistics, Quarterly Census of Employment and Wages

**Figure 7 Change in Employment by Sector 2007-2012 Q3**



Source: U.S. Department of Labor, Bureau of Labor Statistics, Quarterly Census of Employment and Wages



### 3. Major Employers

Six of the top ten major private employers in Dawson County (as of the third quarter of 2012) are in the Trade-Transportation-Utilities sector, including the North Georgia Premium Outlets and five national retail chains (Ingles, Wal-Mart, Home Depot, Williams-Sonoma, and Kroger). The Manufacturing sector is also well represented and includes Impulse Manufacturing Inc., Sleeve Co Inc., Cold Creek Foods, and World Wide Manufacturing Co Inc. Overall, the subject site is conveniently located within one to two miles of eight of these major area employers and within ten miles of all of the major employers Map 5.

**Table 5 2011 Major Employers, Dawson County**

Name	Industry
North Georgia Premium Outlets	Retail
Gold Creek Foods Llc.	Manufacturing
Impulse Manufacturing Inc.	Manufacturing
Ingles Markets Inc.	Retail
Kroger Co.	Retail
Sleeve Co Inc.	Manufacturing
The Home Depot	Retail
Wal-Mart	Retail
Williams-Sonoma Stores Inc.	Retail
World Wide Manufacturing Co Inc.	Manufacturing

Source: Georgia Department of Labor

### 4. Recent Economic Expansions and Contractions

No major company job expansions were identified in Dawson County.

### 5. Conclusions on Local Economics

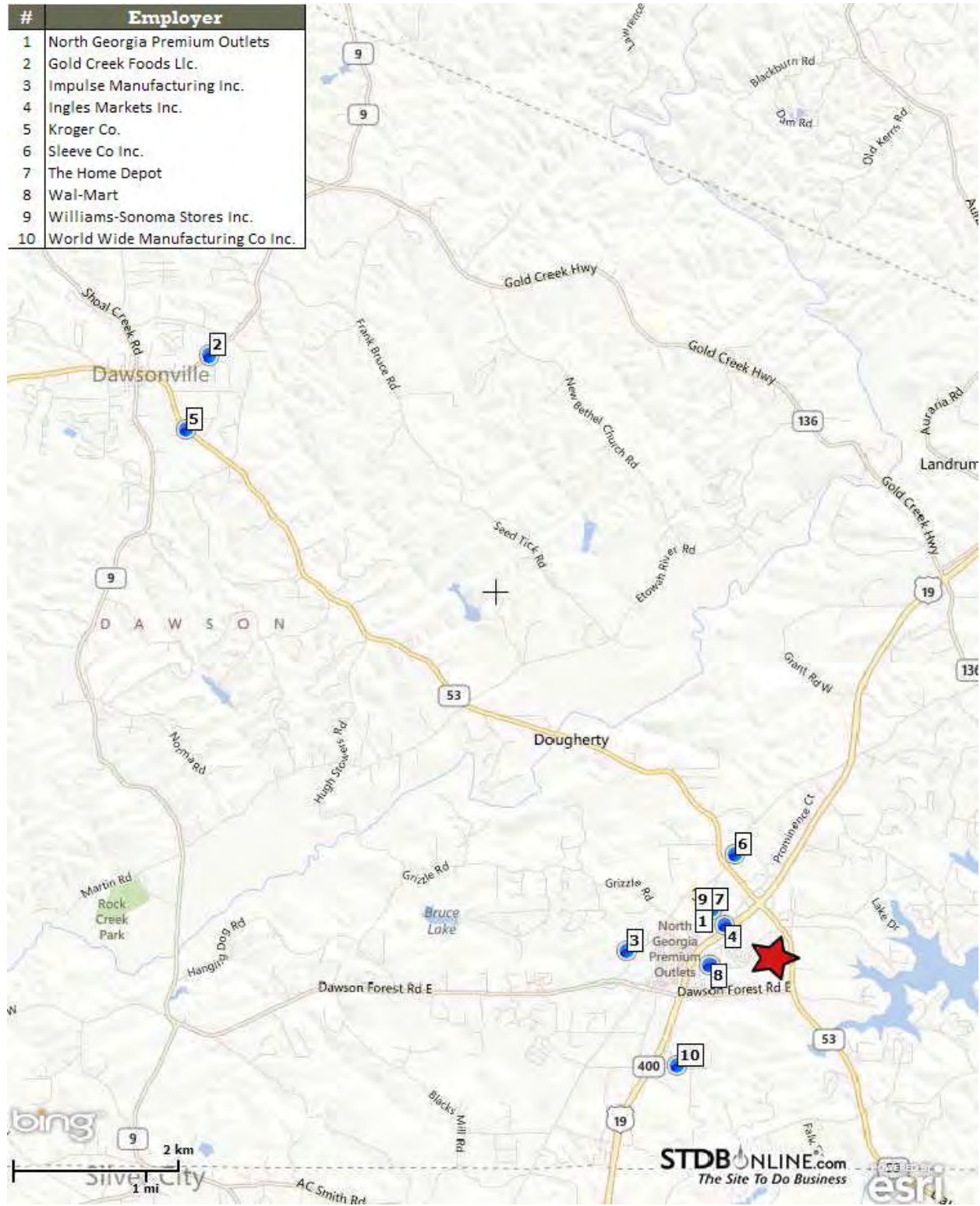
Similar to most areas of the country, Dawson County's economy suffered during the most recent national recession, with job loss and high unemployment; however, the county has shown signs of stabilization over the past three years with declining unemployment rates and job growth. Given the senior-oriented nature of the subject property and its income restrictive nature, we do not expect current economic conditions in Dawson County to negatively impact the proposed development of Farmington Forest.

When analyzing economic trends for Dawson County, it is also important to note the impact of the larger and more diverse economy of the Metro Atlanta region as a whole. As discussed previously, over half of the workers living in the Farmington Forest Market Area travel outside of their county of residence for work. Consequently, changes in the regional economy also have some impact on population and household trends in Dawson County.



**Map 5 Major Employers**

#	Employer
1	North Georgia Premium Outlets
2	Gold Creek Foods Llc.
3	Impulse Manufacturing Inc.
4	Ingles Markets Inc.
5	Kroger Co.
6	Sleeve Co Inc.
7	The Home Depot
8	Wal-Mart
9	Williams-Sonoma Stores Inc.
10	World Wide Manufacturing Co Inc.



## 6. DEMOGRAPHIC ANALYSIS

### A. Introduction and Methodology

RPRG analyzed recent trends in population and households in the Farmington Forest Market Area and the Bi-County Market Area using U.S. Census data and data from Esri, a national data vendor which prepares small area estimates and projections of population and households. Building permit trends collected from the HUD State of the Cities Data Systems (SOCDS) database were also considered. Table 6 presents a series of panels that summarize these Census data, estimates, and projections.

### B. Trends in Population and Households

#### 1. Recent Past Trends

Between 2000 and 2010 Census counts, the population of the Farmington Forest Market Area increased by 34.7 percent, growing from 39,724 to 53,490 people. This equates to an annual growth rate of 3.0 percent or 1,377 people. During the same period, the number of households in the Farmington Forest Market Area increased from 14,626 to 19,108 households (30.6 percent) or a gain of 448 households (2.7 percent) annually.

By comparison, the population of the Bi-County Market Area expanded by 72.9 percent from 2000 to 2010 (5.6 percent annually), while the number of households in the county increased by 67.0 percent (5.3 percent annually).

#### 2. Projected Trends

Based on Esri projections, the Farmington Forest Market Area's population increased by 2,889 people and 1,040 households between 2010 and 2013. RPRG further projects that the market area's population will increase by 2,006 people between 2013 and 2015, bringing the total population to 58,385 people in 2015. This represents an annual gain of 1.8 percent or 1,003 persons. The household base is projected to gain 346 new households per annum resulting in 20,840 households in 2015.

For the Bi-County Market Area, population and household growth rates are projected to be slightly above those in the Farmington Forest Market Area. The county's population and household base are expected to increase at annual rates of 2.5 percent and 2.4 percent, respectively through 2015.



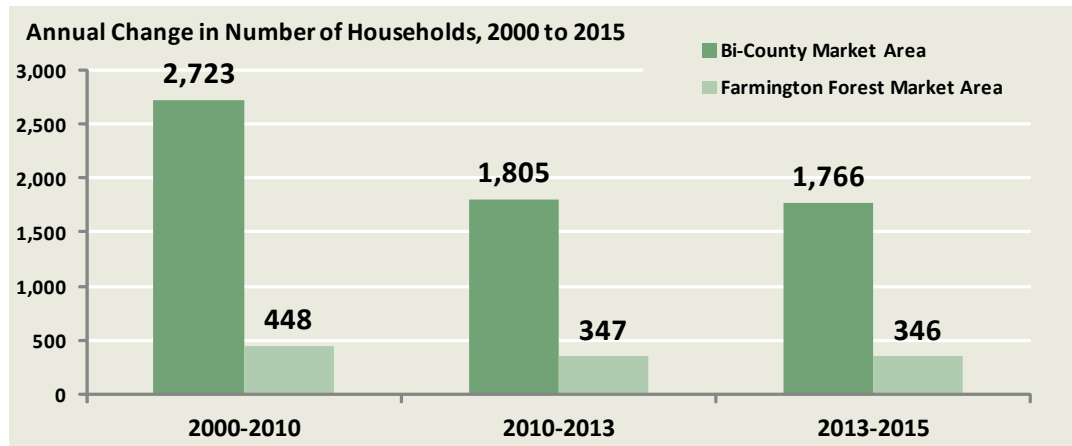
**Table 6 Population and Household Projections**

		Bi-County Market Area				Farmington Forest Market Area				
Population	Count	Total Change		Annual Change		Count	Total Change		Annual Change	
		#	%	#	%		#	%	#	%
2000	114,406					39,724				
2010	197,841	83,435	72.9%	8,344	5.6%	53,490	13,766	34.7%	1,377	3.0%
2013	213,413	15,572	7.9%	5,191	2.6%	56,379	2,889	5.4%	963	1.8%
2015	224,063	10,650	5.0%	5,325	2.5%	58,385	2,006	3.6%	1,003	1.8%

		Bi-County Market Area				Farmington Forest Market Area				
Households	Count	Total Change		Annual Change		Count	Total Change		Annual Change	
		#	%	#	%		#	%	#	%
2000	40,634					14,626				
2010	67,866	27,232	67.0%	2,723	5.3%	19,108	4,482	30.6%	448	2.7%
2013	73,281	5,415	8.0%	1,805	2.6%	20,148	1,040	5.4%	347	1.8%
2015	76,814	3,533	4.8%	1,766	2.4%	20,840	692	3.4%	346	1.7%

Source: 2000 Census; 2010 Census; Esri; and Real Property Research Group, Inc.



### 3. Building Permit Trends

RPRG examines building permit trends to help determine if the housing supply is meeting demand, as measured by new households. From 2000 and 2009, an average of 3,192 new housing units was authorized annually in the Bi-County Market Area compared to annual household growth of 2,723 between the 2000 and 2010 census counts (Table 7).

Annual building permit activity in the Bi-County Market Area was steady from 2000 to 2004, ranging from 2,919 to 3,671 units permitted per year. Building permit activity surged in 2005 and 2006 with 4,602 and 5,170 permits being issued, respectively. Beginning in 2007, building permit activity steadily declined during the recent national recession and housing market downturn. While building permit activity has slowly increased from a low point of 854 units in 2009, the Bi-County Market Area averaged just 1,075 permitted units annually from 2009 to 2011. By structure type, 96 percent of all residential permits issued in the Bi-County Market Area were for single-family detached homes. Multi-family structures (5+ units) accounted for just three percent of units permitted.



**Table 7 Building Permits by Structure Type, Dawson County**

Bi-County Market Area													2000-2011	Annual Average
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011			
Single Family	3,463	2,919	2,912	3,461	3,335	4,570	4,583	3,188	1,358	854	1,160	1,211	33,014	2,751
Two Family	0	0	2	0	22	0	0	0	4	0	0	0	28	2
3 - 4 Family	0	0	0	8	48	16	8	4	0	0	0	0	84	7
5+ Family	208	0	5	56	72	16	579	11	215	0	0	0	1,162	97
<b>Total</b>	<b>3,671</b>	<b>2,919</b>	<b>2,919</b>	<b>3,525</b>	<b>3,477</b>	<b>4,602</b>	<b>5,170</b>	<b>3,203</b>	<b>1,577</b>	<b>854</b>	<b>1,160</b>	<b>1,211</b>	<b>34,288</b>	<b>2,857</b>

Source: U.S. Census Bureau, C-40 Building Permit Reports.





#### 4. Trends in Older Adult Households

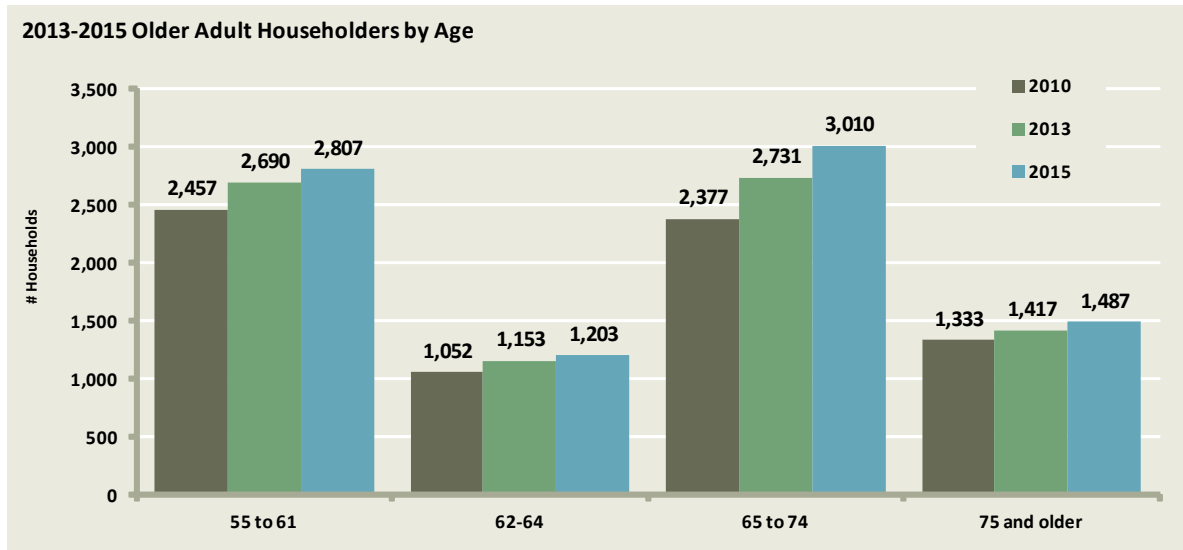
Table 8 details the age distribution and growth of older adult and senior households by age cohort in the Farmington Forest Market Area for 2010, 2013 and 2015. Older adult and senior households are expected to increase at a faster rate on a percentage basis than that of total households in the Farmington Forest Market Area. In 2010, the Farmington Forest Market Area had 7,219 households with a householder age 55+ including 4,762 households were householders age 62+. Between 2010 and 2013, senior households increased by 10.7 percent among households with householders 55+ and 11.3 among households with householders 62+.

From 2013 to 2015, households with householders age 55+ are projected to increase at an annual rate of 3.2 percent or 258 households. This would bring the total number of households with householders age 55+ in the Farmington Forest Market Area to 8,507. Most household growth is projected among households with householder age 62+ with an annual increase of 199 households or 3.7 percent.

**Table 8 Trends in Older Adult Householders, Farmington Forest Market Area**

Farmington Forest Market Area							Change 2010 to 2013				Change 2013 to 2015			
							Total		Annual		Total		Annual	
Age of	2010		2013		2015		#	%	#	%	#	%	#	%
55 to 61	2,457	34.0%	2,690	33.7%	2,807	33.0%	233	9.5%	78	3.1%	117	4.3%	58	2.1%
62-64	1,052	14.6%	1,153	14.4%	1,203	14.1%	100	9.5%	33	3.1%	50	4.3%	25	2.1%
65 to 74	2,377	32.9%	2,731	34.2%	3,010	35.4%	354	14.9%	118	4.7%	279	10.2%	140	5.0%
75 and older	1,333	18.5%	1,417	17.7%	1,487	17.5%	84	6.3%	28	2.1%	69	4.9%	35	2.4%
<b>Householders 55+</b>	<b>7,219</b>	<b>100.0%</b>	<b>7,991</b>	<b>100.0%</b>	<b>8,507</b>	<b>100.0%</b>	<b>772</b>	<b>10.7%</b>	<b>257</b>	<b>3.4%</b>	<b>515</b>	<b>6.5%</b>	<b>258</b>	<b>3.2%</b>
<b>Householders 62+</b>	<b>4,762</b>		<b>5,301</b>		<b>5,700</b>		<b>539</b>	<b>11.3%</b>	<b>180</b>	<b>3.6%</b>	<b>399</b>	<b>7.5%</b>	<b>199</b>	<b>3.7%</b>

Source: 2010 Census; Esri; RPRG



### C. Demographic Characteristics

#### 1. Age Distribution and Household Type

Based on Esri estimates for 2013, the population of the Farmington Forest Market Area is slightly older than the Bi-County Market Area with median ages of 37 and 36, respectively (Table 9). Seniors (persons age 55 and older) constitute 24.5 percent of the population in the Farmington Forest Market Area compared to 21.1 percent of the population in the Bi-County Market Area. Adults age

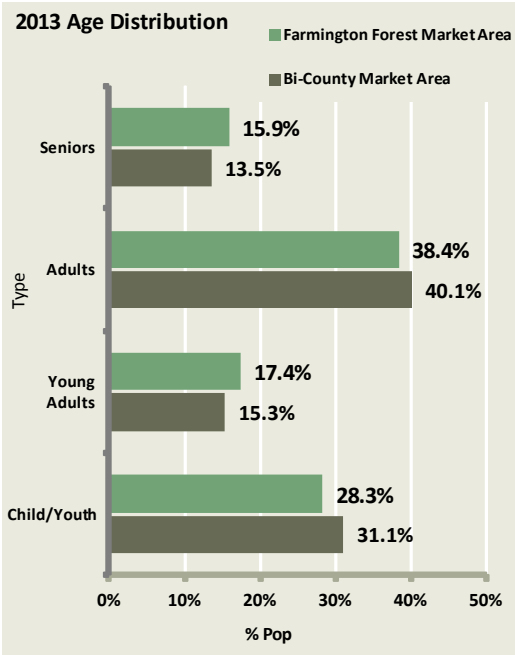


35-61 comprise the largest percentage of the population in both regions at 38.4 percent in the Farmington Forest Market Area and 40.1 percent in the Bi-County Market Area.

**Table 9 2013 Age Distribution**

	Bi-County Market Area		Farmington Forest Market Area	
	#	%	#	%
<b>Children/Youth</b>	<b>66,267</b>	<b>31.1%</b>	<b>15,974</b>	<b>28.3%</b>
Under 5 years	16,081	7.5%	3,831	6.8%
5-9 years	19,477	9.1%	4,356	7.7%
10-14 years	18,130	8.5%	4,276	7.6%
15-19 years	12,579	5.9%	3,511	6.2%
<b>Young Adults</b>	<b>32,694</b>	<b>15.3%</b>	<b>9,819</b>	<b>17.4%</b>
20-24 years	8,570	4.0%	2,931	5.2%
25-34 years	24,123	11.3%	6,887	12.2%
<b>Adults</b>	<b>85,606</b>	<b>40.1%</b>	<b>21,645</b>	<b>38.4%</b>
35-44 years	37,610	17.6%	8,659	15.4%
45-54 years	31,759	14.9%	8,097	14.4%
55-61 years	16,236	7.6%	4,889	8.7%
<b>Seniors</b>	<b>28,847</b>	<b>13.5%</b>	<b>8,942</b>	<b>15.9%</b>
62-64 years	6,958	3.3%	2,095	3.7%
65-74 years	14,527	6.8%	4,642	8.2%
75-84 years	5,621	2.6%	1,766	3.1%
85 and older	1,740	0.8%	438	0.8%
<b>TOTAL</b>	<b>213,413</b>	<b>100%</b>	<b>56,379</b>	<b>100%</b>
<b>Median Age</b>	<b>36</b>		<b>37</b>	

Source: Esri; RPRG, Inc.

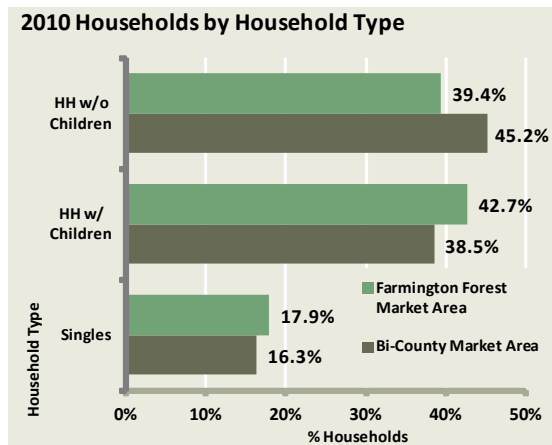


Approximately 39 percent of all households in the Farmington Forest Market Area contain children compared to 45.2 percent in the Bi-County Market Area (Table 10). Approximately 43 percent of all households in the Farmington Forest Market Area and 38.5 percent of households in the Bi-County Market Area contain at least two adults but no children. Single persons account for 17.9 percent and 16.3 percent of households in the Farmington Forest Market Area and Bi-County Market Area, respectively.

**Table 10 2010 Households by Household Type**

	Bi-County Market Area		Farmington Forest Market Area	
	#	%	#	%
<b>Households by Household Type</b>				
Married w/Children	25,143	37.0%	5,772	30.2%
Other w/ Children	5,519	8.1%	1,760	9.2%
<b>Households w/ Children</b>	<b>30,662</b>	<b>45.2%</b>	<b>7,532</b>	<b>39.4%</b>
Married w/o Children	20,772	30.6%	6,429	33.6%
Other Family w/o Children	2,805	4.1%	961	5.0%
Non-Family w/o Children	2,541	3.7%	768	4.0%
<b>Households w/o Children</b>	<b>26,118</b>	<b>38.5%</b>	<b>8,158</b>	<b>42.7%</b>
Singles Living Alone	11,086	16.3%	3,430	17.9%
<b>Singles</b>	<b>11,086</b>	<b>16.3%</b>	<b>3,430</b>	<b>17.9%</b>
<b>Total</b>	<b>67,866</b>	<b>100%</b>	<b>19,120</b>	<b>100%</b>

Source: 2010 Census; RPRG, Inc.





## 2. Renter Household Characteristics

As of the 2010 Census, 17.7 percent of all households in the Farmington Forest Market Area were renters, compared to 15.1 percent in the Bi-County Market Area. Renter households accounted for a slightly higher percentage of net household growth between 2000 and 2010 Census counts at 25.1 percent in the market area and 18.2 percent in the Bi-County Market Area (Table 11). Renter percentages for 2015 are projected at 17.9 percent in the Farmington Forest Market Area and 15.2 percent in the Bi-County Market Area.

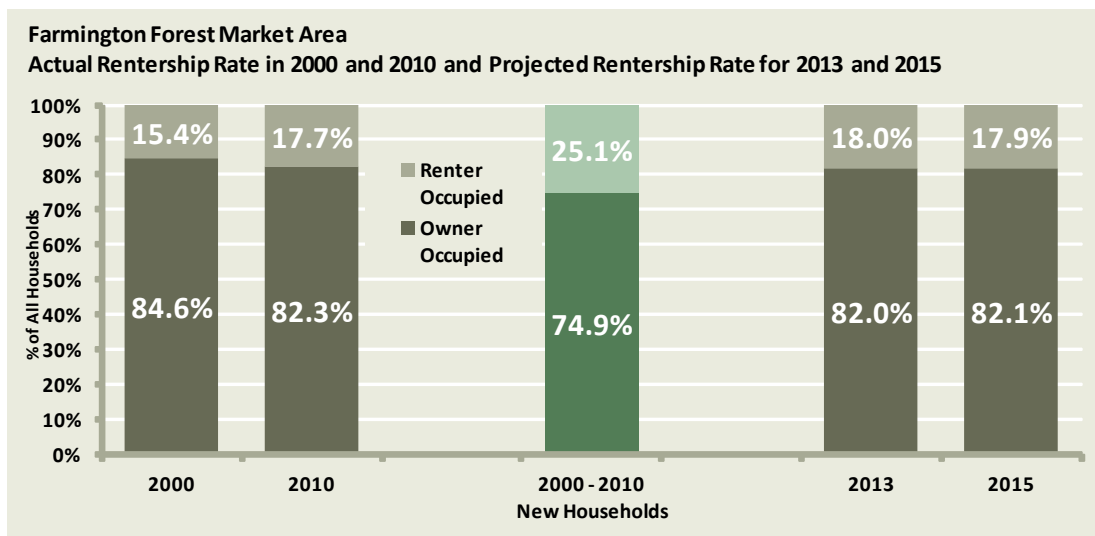
Among householders age 55 and older, the renter percentages in both geographies are lower than for all households. The 2013 renter percentages for households with householders 55+ as estimated by Esri are 11.3 percent in the Farmington Forest Market Area and 10.7 percent in the Bi-County Market Area (Table 12).

**Table 11 Households by Tenure**

Bi-County Market Area	2000		2010		Change 2000-2010		2013		2015	
Housing Units	#	%	#	%	#	%	#	%	#	%
Owner Occupied	35,369	87.0%	57,650	84.9%	22,281	81.8%	62,061	84.7%	65,137	84.8%
Renter Occupied	5,265	13.0%	10,216	15.1%	4,951	18.2%	11,220	15.3%	11,677	15.2%
<b>Total Occupied</b>	<b>40,634</b>	<b>100%</b>	<b>67,866</b>	<b>100%</b>	<b>27,232</b>	<b>100%</b>	<b>73,281</b>	<b>100%</b>	<b>76,814</b>	<b>100%</b>
Total Vacant	3,034		6,611				6,505		6,818	
<b>TOTAL UNITS</b>	<b>43,668</b>		<b>74,477</b>				<b>79,786</b>		<b>83,632</b>	

Farmington Forest Market Area	2000		2010		Change 2000-2010		2013		2015	
Housing Units	#	%	#	%	#	%	#	%	#	%
Owner Occupied	12,375	84.6%	15,730	82.3%	3,355	74.9%	16,522	82.0%	17,108	82.1%
Renter Occupied	2,251	15.4%	3,378	17.7%	1,127	25.1%	3,626	18.0%	3,732	17.9%
<b>Total Occupied</b>	<b>14,626</b>	<b>100%</b>	<b>19,108</b>	<b>100%</b>	<b>4,482</b>	<b>100%</b>	<b>20,148</b>	<b>100%</b>	<b>20,840</b>	<b>100%</b>
Total Vacant	1,622		2,865				2,627		2,717	
<b>TOTAL UNITS</b>	<b>16,248</b>		<b>21,973</b>				<b>22,775</b>		<b>23,558</b>	

Source: U.S. Census of Population and Housing, 2000, 2010; Esri, RPRG, Inc.







**Table 12 Senior Households by Tenure, Age 55+**

Senior Households 55+	Bi-County Market Area		Farmington Forest Market Area	
	Number	Percent	Number	Percent
2013 Households				
Owner Occupied	22,796	89.3%	7,091	88.7%
Renter Occupied	2,721	10.7%	900	11.3%
<b>Total Occupied</b>	<b>25,517</b>	<b>100.0%</b>	<b>7,991</b>	<b>100.0%</b>

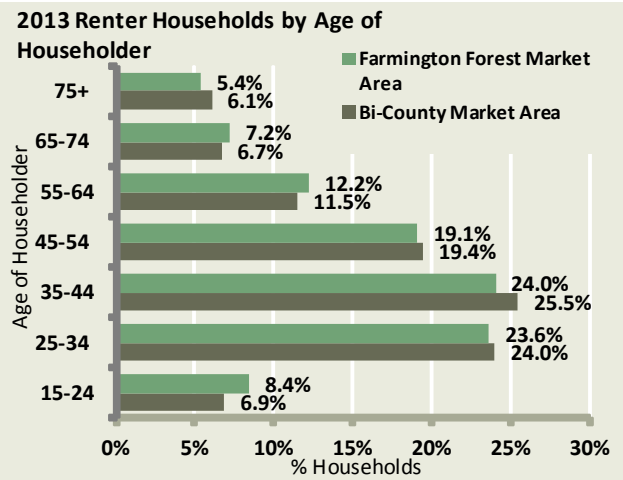
Source: 2000 Census; 2010 Census; ESRI; RPRG

Young working age households form the core of the market area’s renters, as nearly half (47.6 percent) of all renter householders are ages 25-44 (Table 13). Older adults and seniors age 55 and older account for 24.8 percent of all renters in the market area and 24.2 percent of the renters in the Bi-County Market Area.

**Table 13 Renter Households by Age of Householder**

Renter Households	Bi-County Market Area		Farmington Forest Market Area	
	#	%	#	%
Age of HHldr				
15-24 years	772	6.9%	306	8.4%
25-34 years	2,691	24.0%	857	23.6%
35-44 years	2,856	25.5%	871	24.0%
45-54 years	2,180	19.4%	692	19.1%
55-64 years	1,290	11.5%	443	12.2%
65-74 years	750	6.7%	262	7.2%
75+ years	681	6.1%	195	5.4%
<b>Total</b>	<b>11,220</b>	<b>100%</b>	<b>3,626</b>	<b>100%</b>

Source: Esri, Real Property Research Group, Inc.



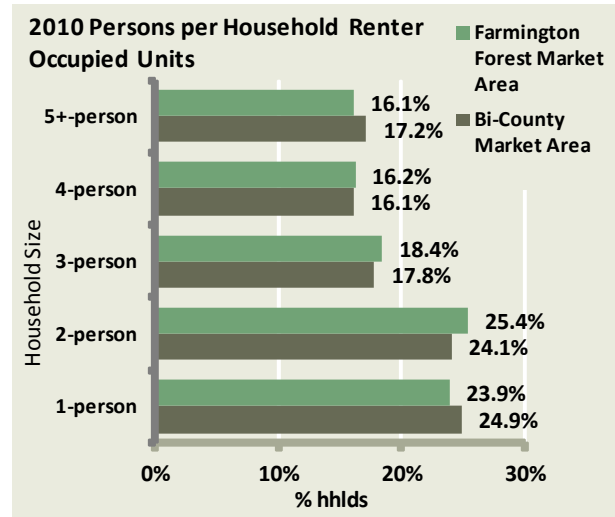
As of 2010, 49 percent of all renter households contained one or two persons in both the Farmington Forest Market Area and the Bi-County Market Area (Table 14). Three and four person households comprised 34.7 percent of the market area renter households, compared to 33.9 percent of renter households in the Bi-County Market Area. Large households (5+ persons) accounted for 16.1 percent of renter households in the Farmington Forest Market Area and 17.2 percent of renter households in Bi-County Market Area.



**Table 14 2010 Renter Households by Household Size**

Renter Occupied	Bi-County Market Area		Farmington Forest Market Area	
	#	%	#	%
1-person household	2,540	24.9%	806	23.9%
2-person household	2,458	24.1%	858	25.4%
3-person household	1,819	17.8%	623	18.4%
4-person household	1,646	16.1%	548	16.2%
5+-person household	1,753	17.2%	544	16.1%
<b>TOTAL</b>	<b>10,216</b>	<b>100%</b>	<b>3,379</b>	<b>100%</b>

Source: 2010 Census



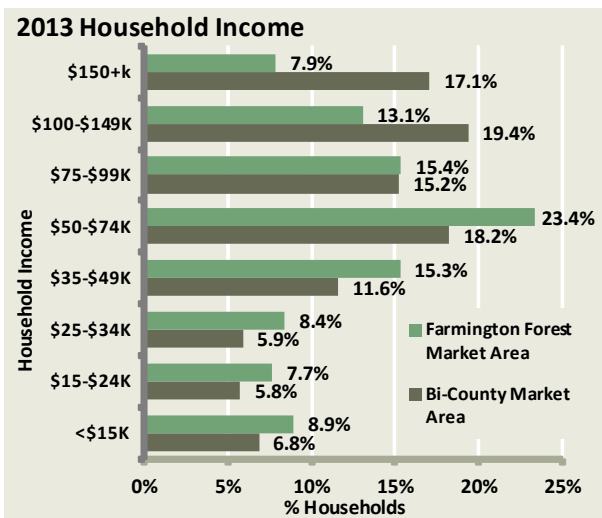
### 3. Income Characteristics

According to income distributions provided by Esri, the 2013 median income of households in the Farmington Forest Market Area is \$60,362, which is 22.3 percent lower than the Bi-County Market Area median household income of \$77,724 (Table 15). Approximately 17 percent of the households in the market area earn less than \$25,000, compared to 12.6 percent in the Bi-County Market Area. Nearly one-quarter (23.7 percent) of households in the market area earn \$25,000 to \$49,999.

**Table 15 2013 Household Income**

	Bi-County Market Area		Farmington Forest Market Area	
	#	%	#	%
less than \$15,000	5,015	6.8%	1,801	8.9%
\$15,000 - \$24,999	4,226	5.8%	1,543	7.7%
\$25,000 - \$34,999	4,316	5.9%	1,698	8.4%
\$35,000 - \$49,999	8,500	11.6%	3,082	15.3%
\$50,000 - \$74,999	13,368	18.2%	4,705	23.4%
\$75,000 - \$99,999	11,157	15.2%	3,098	15.4%
\$100,000 - \$149,999	14,183	19.4%	2,633	13.1%
\$150,000 Over	12,516	17.1%	1,589	7.9%
<b>Total</b>	<b>73,281</b>	<b>100%</b>	<b>20,148</b>	<b>100%</b>
<b>Median Income</b>	<b>\$77,724</b>		<b>\$60,362</b>	

Source: Esri; Real Property Research Group, Inc.



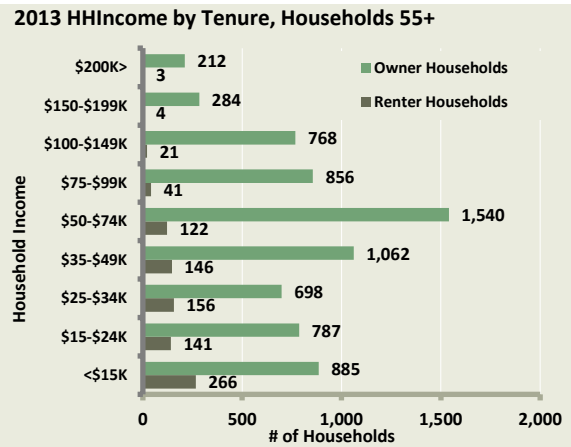


Based on the U.S. Census Bureau’s American Community Survey (ACS) data and breakdown of tenure and household estimates, the 2013 median income by tenure for senior householders (age 55 and older) in the Farmington Forest Market Area is \$27,729 for renters and \$51,845 for owners (Table 16). Over one-quarter (29.6 percent) of all senior renter householders (55+) in the Farmington Forest Market Area earn less than \$15,000 per year. Thirty-three percent of senior renter households (55+) earn \$15,000 to \$34,999.

**Table 16 2013 Senior Household Income by Tenure, Households 55+**

Farmington Forest Market Area		Renter Households		Owner Households	
		#	%	#	%
less than	\$15,000	266	29.6%	885	12.5%
	\$15,000	141	15.7%	787	11.1%
	\$25,000	156	17.3%	698	9.8%
	\$35,000	146	16.2%	1,062	15.0%
	\$50,000	122	13.6%	1,540	21.7%
	\$75,000	41	4.6%	856	12.1%
	\$100,000	21	2.3%	768	10.8%
	\$150,000	4	0.4%	284	4.0%
	\$200,000 over	3	0.3%	212	3.0%
<b>Total</b>		<b>900</b>	<b>100%</b>	<b>7,091</b>	<b>100%</b>
<b>Median Income</b>		<b>\$27,729</b>		<b>\$51,845</b>	

Source: American Community Survey 2007-2011 Estimates, RPRG, Inc.



## 7. COMPETITIVE HOUSING ANALYSIS

### A. Introduction and Sources of Information

This section presents data and analyses pertaining to the supply of rental housing in the Farmington Forest Market Area. We pursued several avenues of research in an attempt to identify multifamily rental projects that are in the planning stages or under construction in the Farmington Forest Market Area. We spoke to planning and zoning officials with Dawsonville, Dawson County, and Forsyth County. We also reviewed the list of recent LIHTC awards from DCA. The rental survey was conducted in April 2013.

### B. Overview of Market Area Housing Stock

Based on the 2007-2011 ACS survey, single-family detached homes comprise 53.3 percent of the rental stock in the Farmington Forest Market Area and mobile homes comprise 25.5 percent of rentals. These two structure types account for 67.1 percent of the renter occupied units in the Bi-County Market Area (Table 17). Multi-family structures (i.e., buildings with five or more units) accounted for only 11.7 percent of the rentals in Farmington Forest Market Area and 18.5 percent of rentals in the Bi-County Market Area. Nearly all (over 99 percent) of owner occupied units in both the Farmington Forest Market Area and the Bi-County Market Area consist of single-family detached homes, mobile homes, and townhomes.

**Table 17 Dwelling Units by Structure and Tenure**

Owner Occupied	Bi-County Market Area		Farmington Forest Market Area		Renter Occupied	Bi-County Market Area		Farmington Forest Market Area	
	#	%	#	%		#	%	#	%
1, detached	49,742	91.2%	13,145	88.5%	1, detached	4,668	51.4%	1,490	53.3%
1, attached	2,121	3.9%	416	2.8%	1, attached	614	6.8%	65	2.3%
2	17	0.0%	0	0.0%	2	319	3.5%	85	3.0%
3-4	100	0.2%	10	0.1%	3-4	373	4.1%	117	4.2%
5-9	79	0.1%	0	0.0%	5-9	331	3.6%	126	4.5%
10-19	0	0.0%	0	0.0%	10-19	518	5.7%	176	6.3%
20+ units	35	0.1%	0	0.0%	20+ units	833	9.2%	26	0.9%
Mobile home	2,445	4.5%	1,279	8.6%	Mobile home	1,424	15.7%	713	25.5%
Boat, RV, Van	9	0.0%	0	0.0%	Boat, RV, Van	0	0.0%	0	0.0%
<b>TOTAL</b>	<b>54,548</b>	<b>100%</b>	<b>14,850</b>	<b>100%</b>	<b>TOTAL</b>	<b>9,080</b>	<b>100%</b>	<b>2,798</b>	<b>100%</b>

Source: American Community Survey 2007-2011

Source: American Community Survey 2007-2011

The housing stock in the Farmington Forest Market Area is slightly older than in the Bi-County Market Area, overall. Among renter occupied units, the median year built was 1990 in the Farmington Forest Market Area and 1993 in the Bi-County Market Area (Table 18). The Farmington Forest Market Area's owner occupied housing stock had a median year built of 1996 versus 1998 in the Bi-County Market Area. Twenty-eight percent of the renter occupied units in the Farmington Forest Market Area were built since 2000 and 49.1 percent were built during the 1990s or 1980s. Approximately 23 percent of renter occupied units in the Farmington Forest Market Area were built prior to 1980.

According to ACS data, the median value among owner-occupied housing units in the Farmington Forest Market Area from 2007 to 2011 was \$208,480, which is \$61,295 or 22.7 percent lower than the Bi-County Market Area median of \$267,775 (Table 19). Fifty-six percent of market area homes are valued at \$150,000 to \$299,999. ACS estimates home values based upon values from homeowners' assessments of the values of their homes. This data is traditionally a less accurate and reliable indicator of home prices in an area than actual sales data, but offers insight of relative housing values among two or more areas.



**Table 18 Dwelling Units by Year Built and Tenure**

	Bi-County Market Area		Farmington Forest Market Area	
	#	%	#	%
<b>Owner Occupied</b>				
2005 or later	10,864	19.9%	2,243	15.1%
2000 to 2004	13,791	25.3%	3,640	24.5%
1990 to 1999	19,121	35.1%	4,649	31.3%
1980 to 1989	5,572	10.2%	2,187	14.7%
1970 to 1979	2,661	4.9%	1,063	7.2%
1960 to 1969	1,155	2.1%	586	3.9%
1950 to 1959	651	1.2%	214	1.4%
1940 to 1949	237	0.4%	155	1.0%
1939 or earlier	496	0.9%	113	0.8%
<b>TOTAL</b>	<b>54,548</b>	<b>100%</b>	<b>14,850</b>	<b>100%</b>
<b>MEDIAN YEAR BUILT</b>	<b>1998</b>		<b>1996</b>	

Source: American Community Survey 2007-2011

	Bi-County Market Area		Farmington Forest Market Area	
	#	%	#	%
<b>Renter Occupied</b>				
2005 or later	1,300	14.3%	286	10.2%
2000 to 2004	1,890	20.8%	493	17.6%
1990 to 1999	2,147	23.6%	652	23.3%
1980 to 1989	1,573	17.3%	721	25.8%
1970 to 1979	1,042	11.5%	396	14.2%
1960 to 1969	438	4.8%	32	1.1%
1950 to 1959	315	3.5%	91	3.3%
1940 to 1949	107	1.2%	48	1.7%
1939 or earlier	268	3.0%	79	2.8%
<b>TOTAL</b>	<b>9,080</b>	<b>100%</b>	<b>2,798</b>	<b>100%</b>
<b>MEDIAN YEAR BUILT</b>	<b>1993</b>		<b>1990</b>	

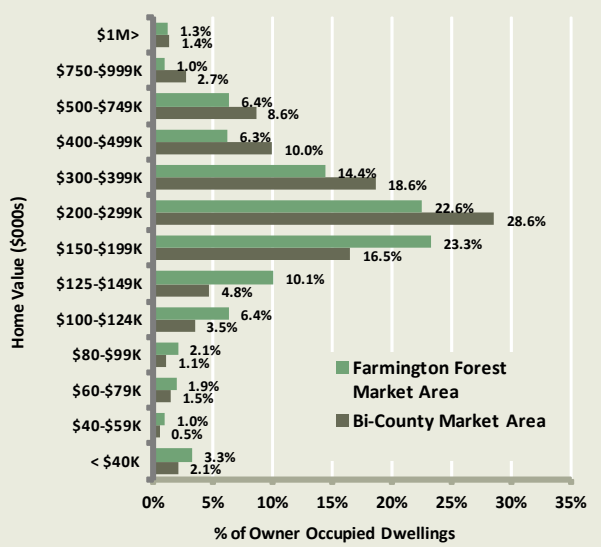
Source: American Community Survey 2007-2011

**Table 19 Value of Owner Occupied Housing Stock**

	Bi-County Market Area		Farmington Forest Market Area	
	#	%	#	%
less than \$40,000	1,150	2.1%	488	3.3%
\$40,000 \$59,000	294	0.5%	150	1.0%
\$60,000 \$79,999	804	1.5%	286	1.9%
\$80,000 \$99,999	616	1.1%	307	2.1%
\$100,000 \$124,999	1,894	3.5%	937	6.4%
\$125,000 \$149,999	2,584	4.8%	1,481	10.1%
\$150,000 \$199,999	8,994	16.5%	3,424	23.3%
\$200,000 \$299,999	15,544	28.6%	3,319	22.6%
\$300,000 \$399,999	10,128	18.6%	2,120	14.4%
\$400,000 \$499,999	5,417	10.0%	923	6.3%
\$500,000 \$749,999	4,687	8.6%	943	6.4%
\$750,000 \$999,999	1,488	2.7%	145	1.0%
\$1,000,000 over	764	1.4%	186	1.3%
<b>Total</b>	<b>54,364</b>	<b>100%</b>	<b>14,709</b>	<b>100%</b>
<b>Median Value</b>	<b>\$269,775</b>		<b>\$208,480</b>	

Source: American Community Survey 2007-2011

**2007-2011 Home Value**



## **C. Survey of Rental Communities**

### **1. Introduction to the Multi-Family Rental Housing Survey**

No senior oriented rental communities were identified in the Farmington Forest Market Area. In lieu of age restricted or targeted rental options, we have surveyed identified general occupancy rental communities in the market area. Although not designed for senior renters, these communities provide an overview of market conditions and an understanding of existing rents among multi-family rental communities. Overall, six communities were surveyed including four market rate communities and two deeply subsidized communities (USDA Rural Development). Given the rent and income limits for the USDA communities, these two communities are summarized separately in terms of rent and vacancies. Profile sheets with detailed information on each surveyed community, including photographs, are attached as Appendix 7.

### **2. Location**

Two of the market rate communities are located less than one-mile from the subject site near the intersection of Georgia 400 and Highway 53 (Map 6). The remaining four communities are located to the north closer to downtown Dawsonville. The location of the subject property and the two southern communities is considered superior to the communities located near Dawsonville given the proximity to Georgia 400 and major commercial development.

### **3. Community Size**

Among the four market rate communities, the average size is 117 with a range from 27 units to 200 units (Table 20). The two USDA communities total only 38 units or an average of 19 units per community (Table 21).

### **4. Structure Type**

Garden style units are the most common in the market area as they are offered at all six communities. One of the communities also offers townhouse units.

### **5. Year Built**

The newest community in the market area was built in 1999 and the market rate communities' average year built is 1990.

### **6. Vacancy Rates**

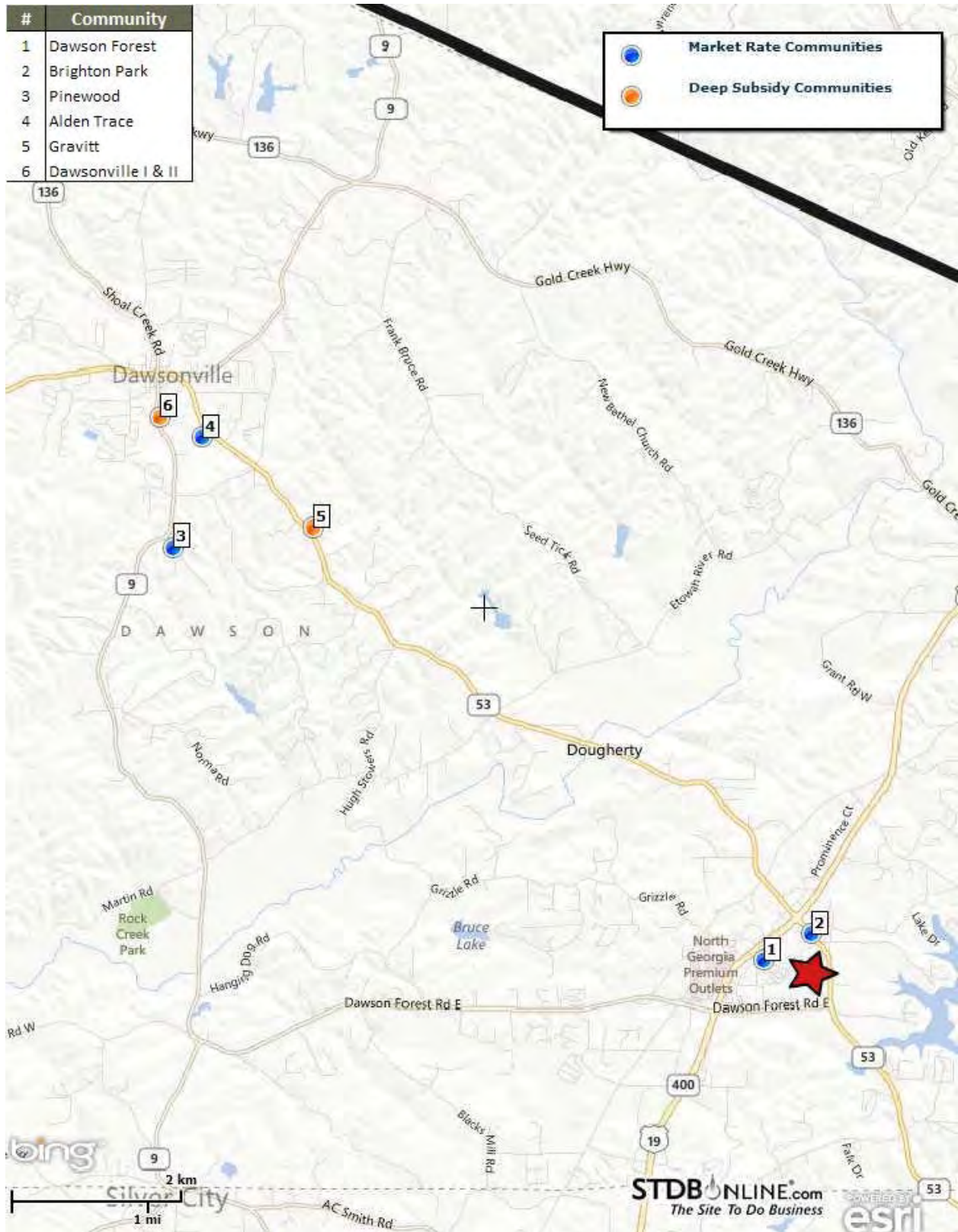
Among the four market rate communities, seven of 467 units were reported vacant for a vacancy rate of 1.5 percent. The highest vacancy rate among these four communities is 3.7 percent. All 38 deeply subsidized units were occupied for a vacancy rate of 0.0 percent.

### **7. Absorption History**

The newest community was built in 1999, thus recent absorption history is not available.



Map 6 Surveyed Rental Communities



**Table 20 Rental Summary, Market Rate Communities**

Map #	Community	Year Built	Year Rehab	Structure Type	Total Units	Vacant Units	Vacancy Rate	Ave 1BR Rent (1)	Ave 2BR Rent (1)	Incentive
	<b>Subject* 50% AMI</b>			Mix	13			\$375	\$526	
	<b>Subject* 60% AMI</b>			Mix	43			\$375	\$526	
1	Dawson Forest	1985		Gar	198	3	1.5%	\$719	\$874	None
2	Brighton Park			Gar	200	3	1.5%	\$675	\$756	None
3	Pinewood	1985	2003	Gar/TH	27	1	3.7%	\$550	\$618	None
4	Alden Trace	1999		Gar	42	0	0.0%		\$595	None
<b>Total</b>					<b>467</b>	<b>7</b>	<b>1.5%</b>			
<b>Average</b>		<b>1990</b>			<b>117</b>			<b>\$648</b>	<b>\$711</b>	

(1) Rent is contract rent, and not adjusted for utilities or incentives

Source: Field Survey, Real Property Research Group, Inc. May 2013.

**Table 21 Rental Summary, Deeply Subsidized Communities**

Map #	Community	Year Built	Structure Type	Total Units	Vacant Units	Vacancy Rate	Ave 1BR Rent (1)	Ave 2BR Rent (1)	Incentive
5	Gravitt**	1985	Gar	12	0	0.0%		\$485	None
6	Dawsonville I&II**	1990	Gar	26	0	0.0%	\$421	\$450	None
<b>Total</b>				<b>38</b>	<b>0</b>	<b>0.0%</b>			
<b>Average</b>		<b>1988</b>		<b>19</b>			<b>\$421</b>	<b>\$468</b>	

Deep Subsidy Communities\*

(1) Rent is contract rent, and not adjusted for utilities or incentives

Source: Field Survey, Real Property Research Group, Inc. May 2013.

## 8. Unit Distribution

Among the market rate communities reported unit distribution, 79.4 percent of units have two bedrooms (Table 22). One and three bedroom units account for 14.2 percent and 6.3 percent of surveyed market rate units, respectively.

## 9. Effective Rents

Effective rents, adjusted net of utilities and incentives, are shown in Table 22. For the purposes of this analysis, the net rents are adjusted to include only the cost of just trash removal, similar to the proposed structure at Farmington Forest. Net rents, unit sizes, and rents per square foot for senior units in the market area are:

- **One bedroom units** average \$638 for 709 square feet or \$0.90 per square foot.
- **Two bedroom units** average \$701 for 1,003 square feet or \$0.70 per square foot.

The proposed 50 percent and 60 percent rents at Farmington Forest will be the lowest in the market area.



**Table 22 Rental Salient Characteristics, Surveyed Communities**

Community	Type	Total Units	One Bedroom Units				Two Bedroom Units			
			Units	Rent(1)	SF	Rent/SF	Units	Rent(1)	SF	Rent/SF
<b>Subject* 50% AMI</b>	Mix	13	2	\$375	835	\$0.45	11	\$526	1,100	\$0.48
<b>Subject* 60% AMI</b>	Mix	43	8	\$375	835	\$0.45	35	\$526	1,100	\$0.48
Dawson Forest	Gar	198		\$704	778	\$0.90		\$854	1,127	\$0.76
Brighton Park	Gar	200	32	\$675	800	\$0.84	136	\$756	1,157	\$0.65
Pinewood	Gar/TH	27	4	\$535	550	\$0.97	23	\$598	930	\$0.64
Alden Trace	Gar	42					42	\$595	800	\$0.74
<b>Total/Average</b>		<b>467</b>		<b>\$638</b>	<b>709</b>	<b>\$0.90</b>		<b>\$701</b>	<b>1,003</b>	<b>\$0.70</b>
<b>Unit Distribution</b>		<b>253</b>	<b>36</b>					<b>201</b>		
<b>% of Total</b>		<b>54.2%</b>	<b>14.2%</b>					<b>79.4%</b>		

(1) Rent is adjusted to include only Trash and incentives

Source: Field Survey, Real Property Research Group, Inc. May 2013.

### 10. Payment of Utility Costs

Among the four market rate communities, two include the cost of only trash removal and two also include water/sewer (Table 23). Farmington Forest will include the cost of trash removal.

### 11. Unit Features

Only one of the four market rate communities offer dishwashers and none offers a microwave. All four communities also include washer/dryer connections and patio or balcony. As general occupancy communities, none include grab bars or emergency pull cords.

**Table 23 Utility Arrangement and Unit Features**

Community	Heat Type	Utilities Included in Rent						Dish-washer	Parking	In-Unit Laundry	Grab Bar
		Heat	Hot Water	Cooking	Electric	Water	Trash				
<b>Subject</b>	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Std.	Surface		Std.
Alden Trace	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>		Surface	Hook Ups	
Brighton Park	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>		Surface	Hook Ups	
Dawson Forest	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Std.	Surface	Hook Ups	
Pinewood	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		Surface	Hook Ups	

Source: Field Survey, Real Property Research Group, Inc. May 2013.

### 12. Community Amenities

Two of the communities offer extensive recreational amenities with community rooms, fitness rooms, swimming pools, playgrounds, and tennis courts (Table 24). The other two communities do

not offer recreational amenities. Farmington Forest will offer senior oriented rental amenities including community gathering areas, a fitness room, and outdoor sitting areas.

**Table 24 Community Amenities**

Community	Clubhouse	Fitness Room	Pool	Playground	Tennis Court	Business Center	Gated Entry
<b>Subject</b>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Alden Trace	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Brighton Park	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Dawson Forest	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Pinewood	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Source: Field Survey, Real Property Research Group, Inc. May 2013.

### 13. DCA Average Market Rent

Given the limited number of multi-family rental communities, the average “market rents” as outlined in DCA’s 2013 Market Study Manual are simply the averages among the four market rate communities. It is important to note that these “average market rents” are not adjusted to reflect differences in age, unit size, or amenities relative to the subject property. The average rents at these communities of \$638 for one bedroom units and \$701 for two bedroom units result in rent advantages of 41.2 percent (one bedroom) and 24.9 percent (two bedroom) for 60 percent units (Table 25). The overall rent advantage is 29.8 percent.

**Table 25 Average Market Rent and Rent Advantage Summary**

	1 BR Units	2 BR Units
<b>Avg. Market Rent</b>	<b>\$638</b>	<b>\$701</b>
<b>Proposed 60% Rent</b>	<b>\$375</b>	<b>\$526</b>
Advantage (\$)	\$263	\$175
Advantage (%)	41.2%	24.9%
Total Units	8	35
<b>Proposed 50% Rent</b>	<b>\$375</b>	<b>\$526</b>
Advantage (\$)	\$263	\$175
Advantage (%)	41.2%	24.9%
Total Units	2	11
<b>Overall Rent Advantage</b>		<b>27.9%</b>

## D. Interviews

Primary information gathered through field and phone interviews was used throughout the various sections of this report. The interviewees included rental community property managers, staff with the City of Dawsonville Planning Department, David McKee with the Dawson County Planning and Development Department, Forsyth County Planning, and the Cumming Housing Authority. Information gathered during interviews was used in the appropriate section of this report.



### E. Multi-Family Pipeline

No proposed senior communities were identified in the Farmington Forest Market Area. One general occupancy LIHTC community is currently under construction in the northern portion of the market area. Farmington Woods will offer 72 LIHTC units including one, two, and three bedroom units at both 50 percent and 60 percent of the AMI. The rents at Farmington Woods will be much higher than those proposed at Farmington Forest with one bedroom rents of \$498 (50%) and \$549 (60%) and two bedroom rents of \$563 (50%) and \$613 (60%). Given the different target market and higher rents, Farmington Woods and Farmington Forest are not expected to compete with one another.

### F. Housing Authority Data

The closest housing authority serving the market area is the Cumming Housing Authority in Forsyth County, which operates 50 public housing units. The waiting list was estimated at three years.

### G. Existing Low Income Rental Housing

Table 26 and Map 7 show the location of the subject site in relation to existing low-income rental housing properties, including those with tax credits. All LIHTC communities were surveyed and included in this report. Neither of these communities is age targeted. As noted previously, 72 general occupancy LIHTC units are currently under construction at Farmington Forest.

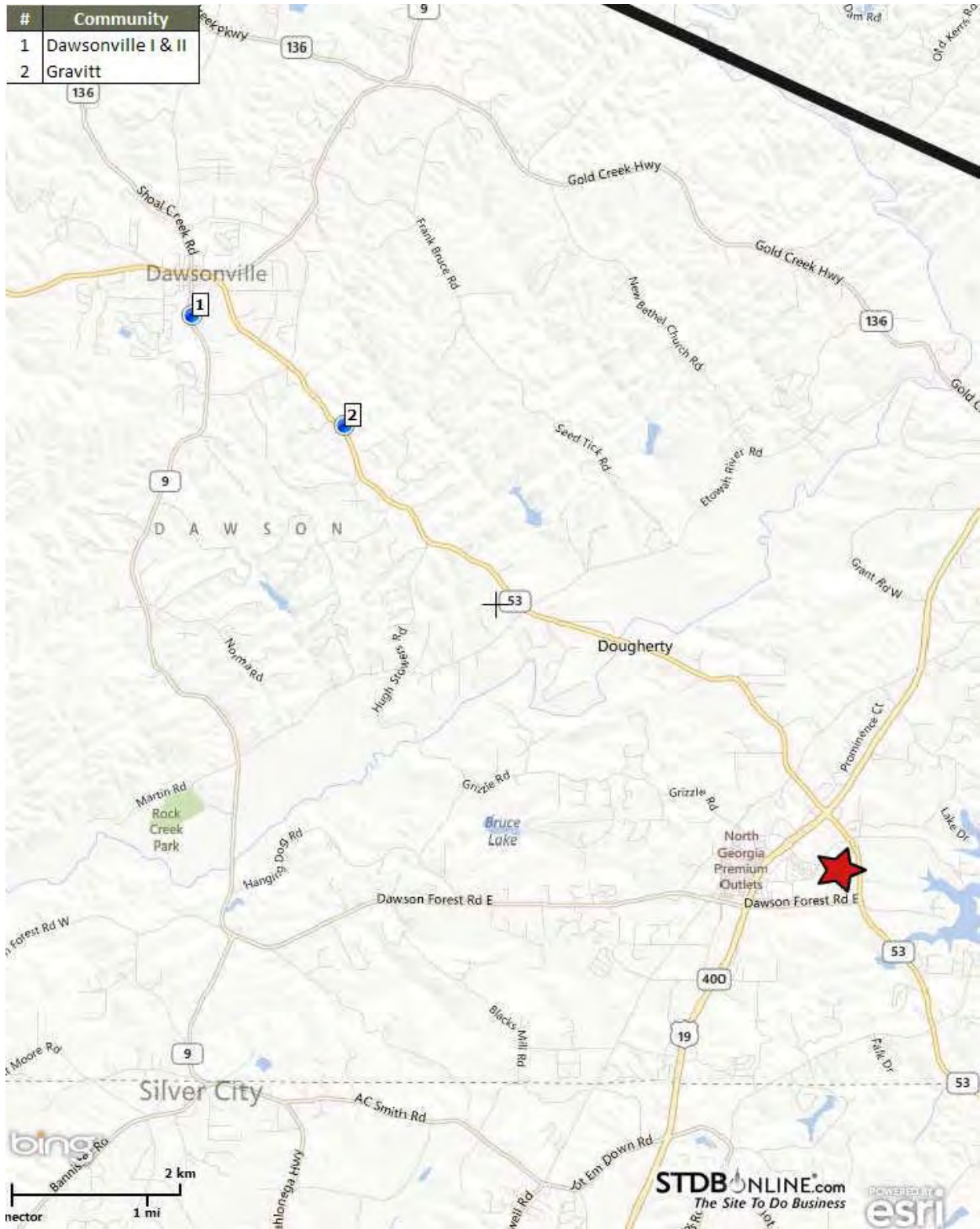
**Table 26 Subsidized Communities, Farmington Forest Market Area**

Property	Subsidy	Type	Address	Distance
Dawsonville I & II	Rural Development	Family	239 Hwy. 9 N	6.6 miles
Gravitt	Rural Development	Family	239 Hwy. 9 N	6.6 miles

Source: GA DCA, HUD, USDA



**Map 7 Subsidized Rental Communities**





### H. Impact of Abandoned, Vacant, or Foreclosed Homes

Based on field observations and the age of the existing housing stock, limited abandoned / vacant single and multi-family homes exist in the Farmington Forest Market Area. In addition, to understand the state of foreclosure in the community around the subject site, we tapped data available through RealtyTrac, a web site aimed primarily at assisting interested parties in the process of locating and purchasing properties in foreclosure and at risk of foreclosure. RealtyTrac classifies properties in its database into several different categories, among them three that are relevant to our analysis: 1.) pre-foreclosure property – a property with loans in default and in danger of being repossessed or auctioned, 2.) auction property – a property that lien holders decide to sell at public auctions, once the homeowner’s grace period has expired, in order to dispose of the property as quickly as possible, and 3.) bank-owned property – a unit that has been repossessed by lenders. We included properties within these three foreclosure categories in our analysis. We queried the RealtyTrac database for ZIP code 30127 in which the subject property will be located and the broader areas of Dawsonville, Dawson County, Georgia, and the United States for comparison purposes.

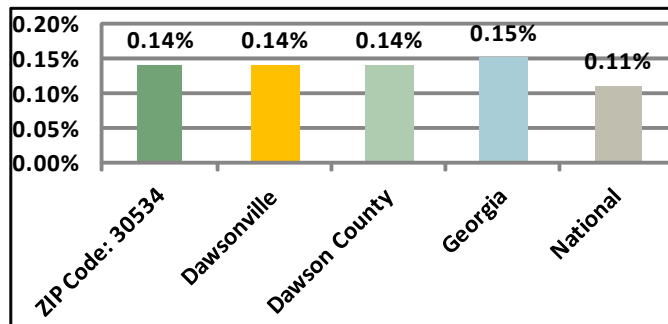
Our RealtyTrac search resulted in a foreclosure rate of 0.14 percent for ZIP Code 30534 and Dawsonville, which is comparable with the county, state, and national averages. Dawson County and Georgia foreclosures rates were 0.15 percent and 0.11 percent nationally (Table 27). Over the past year, the number of foreclosures in the subject property’s ZIP Code ranged from 13 and 48 (Table 28). Foreclose activity has decreased from mid 2012.

While the conversion of such properties can affect the demand for new multi-family rental housing in some markets, the impact on senior oriented communities is typically limited. In many instances, senior householders “downsize” living accommodations (move from a larger unit to a smaller unit) due to the higher upkeep and long-term cost. As such, the convenience of on-site amenities and the more congregate style living offered at age restricted communities is preferable to lower density unit types, such as single-family detached homes, most common to abandonment and/or foreclosure. Overall, we do not believe foreclosed, abandoned, or vacant single/multi-family homes will impact the subject property’s ability to lease its units.

**Table 27 Foreclosure Rate, ZIP CODE 30101, March 2013**

Geography	April 2013 Foreclosure Rate
ZIP Code: 30534	0.14%
Dawsonville	0.14%
Dawson County	0.14%
Georgia	0.15%
National	0.11%

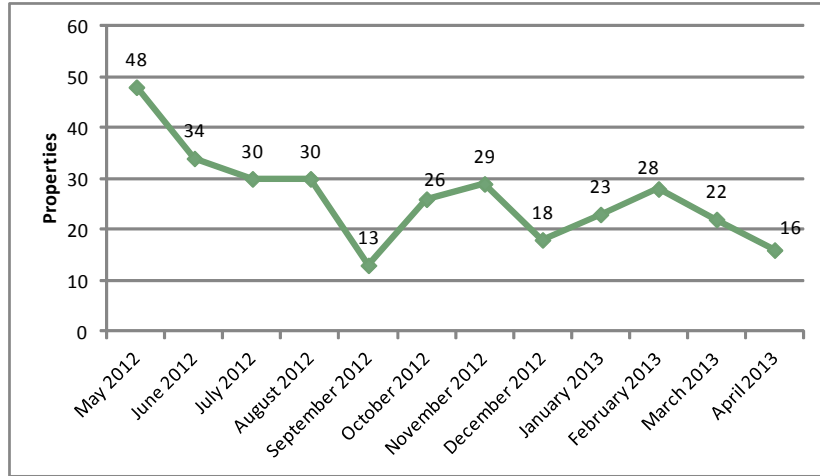
Source: Realtytrac.com





**Table 28 Recent Foreclosure Activity, ZIP CODE 30101**

Zip Code - 30534	
Month	# of Foreclosures
May 2012	48
June 2012	34
July 2012	30
August 2012	30
September 2012	13
October 2012	26
November 2012	29
December 2012	18
January 2013	23
February 2013	28
March 2013	22
April 2013	16



Source: Realtytrac.com

## 8. FINDINGS AND CONCLUSIONS

### A. Key Findings

Based on the preceding review of the subject project and demographic and competitive housing trends in the Farmington Forest Market Area, RPRG offers the following key findings:

#### 1. Site and Neighborhood Analysis

The subject site is a suitable location for senior rental housing as it is compatible with surrounding land uses, has good visibility from major thoroughfares, and has ample access to amenities, services, and transportation arteries.

- The site for Farmington Forest is located along Highway 53 just south of its intersection with Georgia 400, which are the two primary traffic arteries in the area.
- Surrounding land uses of the subject site include residential, commercial, and agricultural uses. Residential uses within one mile of the subject site include single-family detached homes and two multi-family rental communities.
- Community services, neighborhood shopping centers, medical services, and recreational venues are all located in the subject site's immediate vicinity including both convenience and comparison shopping opportunities within two to three miles.
- The subject site is suitable for the proposed development. No land uses were identified at the time of the site visit that would negatively affect the proposed development's viability in the marketplace.

#### 2. Economic Context

Despite job losses and high unemployment experienced during the most recent national recession, Dawson County appears stable as signs of post-recession recovery continue.

- Dawson County's unemployment rate peaked at 9.8 percent in 2009 and remained at 9.8 percent in 2010. Over the past two years, economic conditions have improved as the unemployment rate dropped to 9.0 percent in 2011 and 7.7 percent in 2012.
- The recent national recession resulted in a loss of 567 jobs or 7.3 percent of the county's 2007 employment base; however, the county's economy has shown signs of stabilization/recovery with the addition of 333 jobs from 2009 to the third quarter of 2012. Overall, the county experienced a strong net gain of 3,372 jobs or 80.4 percent of total employment since 2000.
- Trade-Transportation-Utilities is by far the largest employment sector in Dawson County with 47.4 percent of the total employment in the third quarter of 2012. By comparison, Trade-Transportation-Utilities represent just 19.1 percent of jobs nationally. Dawson County's next largest job sectors are Government (15.8 percent) and Leisure-Hospitality (11.9 percent).

#### 3. Population and Household Trends

The Farmington Forest Market Area experienced significant population and household growth during the past decade. Growth is expected to continue at a steady pace through 2015, albeit at a slower rate. Over the next three years, senior household growth is expected to outpace total household growth on a percentage basis.



- Between 2000 and 2010 Census counts, the population of the Farmington Forest Market Area increased by 34.7 percent, growing from 39,724 to 53,490 people. This equates to an annual growth rate of 3.0 percent or 1,377 people. During the same period, the number of households in the Farmington Forest Market Area increased from 14,626 to 19,108 households (30.6 percent) or a gain of 448 households (2.7 percent) annually.
- From 2013 to 2015, households with householders age 55+ are projected to increase at an annual rate of 3.2 percent or 258 households. This would bring the total number of households with householders age 55+ in the Farmington Forest Market Area to 8,507. Most household growth is projected among households with householder age 62+ with an annual increase of 199 households or 3.7 percent.

#### 4. Demographic Analysis

- Persons age 55+ constitute 24.5 percent of the population in the Farmington Forest Market Area and 21.1 percent of the population in the Bi-County Market Area. Adults age 35-61 comprise the largest percentage of the population in both regions at 38-40 percent.
- Approximately 39 percent of all households in the Farmington Forest Market Area contain children compared to 45.2 percent in the Bi-County Market Area. Single persons account for 17.9 percent and 16.3 percent of households in the Farmington Forest Market Area and Bi-County Market Area, respectively.
- As of the 2010 Census, 17.7 percent of all households in the Farmington Forest Market Area were renters, compared to 15.1 percent in the Bi-County Market Area. Renter households contributed a slightly higher percentage of net household growth between 2000 and 2010 Census counts at 25.1 percent in the market area and 18.2 percent in the Bi-County Market Area.
- The 2013 renter percentages for households with householders 55+ as estimated by Esri are 11.3 percent in the Farmington Forest Market Area and 10.7 percent in the Bi-County Market Area.
- Young working age households form the core of the market area's renters, as nearly half (47.6 percent) of all renter householders are ages 25-44. Older adults and seniors age 55 and older account for 24.8 percent of all renters in the market area and 24.2 percent of the renters in the Bi-County Market Area.
- As of 2010, 49 percent of all renter households contained one or two persons in both the Farmington Forest Market Area and the Bi-County Market Area (Table 14). Three and four person households comprised 34.7 percent of the market area renter households, compared to 33.9 percent of renter households in the Bi-County Market Area.
- According to income distributions provided by Esri, the 2013 median income of households in the Farmington Forest Market Area is \$60,362, which is 22.3 percent lower than the Bi-County Market Area median household income of \$77,724.
- The 2013 median income by tenure for senior householders (age 55 and older) in the Farmington Forest Market Area is \$27,729 for renters and \$51,845 for owners. Over one-quarter (29.6 percent) of all senior renter householders (55+) in the Farmington Forest Market Area earn less than \$15,000 per year.





## 5. Competitive Housing Analysis

RPRG surveyed six general occupancy rental communities in the market area as no senior oriented rental communities were identified in or near the market area. These communities provide an overview of market conditions and an understanding of existing rents among multi-family rental communities. The six communities include four market rate communities and two communities with USDA assistance.

- Two of the market rate communities are located less than one-mile from the subject site near the intersection of Georgia 400 and Highway 53. The remaining four communities are located to the north closer to downtown Dawsonville.
- The newest community in the market area was built in 1999 and the market rate communities' average year built is 1990.
- Among the four market rate communities, seven of 467 units were reported vacant for a vacancy rate of 1.5 percent. The highest vacancy rate among these four communities is 3.7 percent. All 38 deeply subsidized units were occupied for a vacancy rate of 0.0 percent.
- Net rents, unit sizes, and rents per square foot for market rate units are as follows:
  - **One bedroom units** average \$638 for 709 square feet or \$0.90 per square foot.
  - **Two bedroom units** average \$701 for 1,003 square feet or \$0.70 per square foot.
- The proposed 50 percent and 60 percent rents at Farmington Forest will be the lowest in the market area.
- Based on these average market rents, the rental advantages for 60 percent units are 41.2 percent for one bedroom units and 24.9 percent for two bedroom units. The overall rent advantage for all units is 27.9 percent.
- No new or planned senior communities were identified in the market area. One new general occupancy LIHTC community is under construction to the north near downtown Dawsonville, but will not be competitive with Farmington Forest given the difference in target market and higher proposed rents.

## B. Affordability Analysis

### 1. Methodology

The Affordability Analysis tests the percentage of age and income-qualified households in the market area that the subject community must capture in order to achieve full occupancy.

The first component of the Affordability Analysis involves looking at the total household income distribution and renter household income distribution among primary market area households 55 and older for the target year of 2015. RPRG calculated the income distribution for both total households and renter households (55+) based on the relationship between owner and renter household incomes by income cohort from the 2007-2011 American Community Survey along with estimates and projected income growth as projected by Esri (Table 29).

A particular housing unit is typically said to be affordable to households that would be expending a certain percentage of their annual income or less on the expenses related to living in that unit. In the case of rental units, these expenses are generally of two types – monthly contract rents paid to landlords and payment of utility bills for which the tenant is responsible. The sum of the contract rent and utility bills is referred to as a household’s ‘gross rent burden’. For the Affordability Analysis of this age restricted community, RPRG employs a 40 percent gross rent burden.

The proposed LIHTC units at Farmington Forest will target senior renter households earning up to 50 percent and 60 percent of the Area Median Income (AMI), adjusted for household size. Maximum income limits are derived from 2013 HUD income limits for the Atlanta-Sandy Springs-Marietta MSA and are based on an average of 1.5 persons for one bedroom units and 2.0 persons for two bedroom units. Rent and income limits are detailed in Table 30 on the following page.

**Table 29 2015 Total and Renter Income Distribution, Households 55+**

		Total Households		Renter Households	
		#	%	#	%
less than	\$15,000	1,164	13.7%	220	23.0%
	\$15,000 - \$24,999	874	10.3%	165	17.2%
	\$25,000 - \$34,999	795	9.3%	99	10.3%
	\$35,000 - \$49,999	1,206	14.2%	180	18.8%
	\$50,000 - \$74,999	1,825	21.5%	180	18.9%
	\$75,000 - \$99,999	1,135	13.3%	68	7.1%
	\$100,000 - \$149,999	927	10.9%	35	3.6%
	\$150,000 - Over	580	6.8%	10	1.0%
<b>Total</b>		<b>8,507</b>	<b>100%</b>	<b>957</b>	<b>100%</b>
<b>Median Income</b>		<b>\$52,934</b>		<b>\$34,447</b>	

Source: American Community Survey 2007-2011 Projections, RPRG, Inc.



**Table 30 LIHTC Income and Rent Limits, Atlanta-Sandy Springs-Marietta MSA**

HUD 2013 Median Household Income											
Atlanta-Sandy Springs-Marietta, GA HUD Metro FMR Area		\$66,300									
Very Low Income for 4 Person Household		\$33,150									
2013 Computed Area Median Gross Income		<b>\$66,300</b>									
Utility Allowance: Efficiency		\$0									
1 Bedroom		\$125									
2 Bedroom		\$159									
3 Bedroom		\$0									
4 Bedroom		\$0									
<b>LIHTC Household Income Limits by Household Size:</b>											
	<b>Household Size</b>	<b>30%</b>	<b>40%</b>	<b>50%</b>	<b>60%</b>	<b>80%</b>	<b>100%</b>	<b>150%</b>			
	1 Person	\$13,950	\$18,600	\$23,250	\$27,900	\$37,200	\$46,500	\$69,750			
	2 Persons	\$15,930	\$21,240	\$26,550	\$31,860	\$42,480	\$53,100	\$79,650			
	3 Persons	\$17,910	\$23,880	\$29,850	\$35,820	\$47,760	\$59,700	\$89,550			
	4 Persons	\$19,890	\$26,520	\$33,150	\$39,780	\$53,040	\$66,300	\$99,450			
	5 Persons	\$21,510	\$28,680	\$35,850	\$43,020	\$57,360	\$71,700	\$107,550			
	6 Persons	\$23,100	\$30,800	\$38,500	\$46,200	\$61,600	\$77,000	\$115,500			
<b>Imputed Income Limits by Number of Bedrooms:</b>											
<b>Assumes max 2.0 person hhlds</b>	<b>Persons</b>	<b>Bedrooms</b>	<b>30%</b>	<b>40%</b>	<b>50%</b>	<b>60%</b>	<b>80%</b>	<b>100%</b>	<b>150%</b>		
	1	0	\$13,950	\$18,600	\$23,250	\$27,900	\$37,200	\$46,500	\$69,750		
	1.5	1	\$14,940	\$19,920	\$24,900	\$29,880	\$39,840	\$49,800	\$74,700		
	2	2	\$15,930	\$21,240	\$26,550	\$31,860	\$42,480	\$53,100	\$79,650		
	2	3	\$15,930	\$21,240	\$26,550	\$31,860	\$42,480	\$53,100	\$79,650		
	2	4	\$15,930	\$21,240	\$26,550	\$31,860	\$42,480	\$53,100	\$79,650		
<b>LIHTC Tenant Rent Limits by Number of Bedrooms:</b>											
<i>Assumes 1.5 Persons per bedroom</i>											
		<b>30%</b>		<b>40%</b>		<b>50%</b>		<b>60%</b>		<b>80%</b>	
<b># Persons</b>		<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>
Efficiency		\$349		\$465		\$581		\$698		\$930	
1 Bedroom		\$374	\$249	\$498	\$373	\$623	\$498	\$747	\$622	\$996	\$871
2 Bedroom		\$448	\$289	\$597	\$438	\$746	\$587	\$896	\$737	\$1,194	\$1,035
3 Bedroom		\$518		\$690		\$863		\$1,035		\$1,380	
4 Bedroom		\$578		\$770		\$963		\$1,155		\$1,540	

Source: U.S. Department of Housing and Urban Development

**2. Affordability Analysis**

The steps in the affordability analysis (Table 31) are as follows:

- Looking at the one bedroom units, the overall shelter cost for a 50 percent one bedroom unit at the proposed gross rent would be \$500, which is a net rent of \$375 plus \$125 utility cost.
- By applying a 40 percent rent burden to this gross rent, we determined that the minimum income limit to afford a one bedroom 50 percent unit is \$15,000. The projected number of market area senior households (55+) earning at least this amount in 2015 is 7,342.
- The maximum income limit for a one bedroom unit at 50 percent AMI is \$24,900 based on an average household size of 1.5 persons. According to the interpolated income distribution for 2015, the Farmington Forest Market Area will have 6,477 senior households (55+) with incomes above this maximum income.



- Subtracting the 6,477 senior households (55+) with incomes above the maximum income limit from the 7,342 senior households (55+) that could afford to rent this unit, RPRG computes that an estimated 865 senior households in the Farmington Forest Market Area will be within the target income segment for the one bedroom units at 50 percent AMI.
- The capture rate for the two one-bedroom units at 50 percent AMI is 0.2 percent for all senior households (55+).
- We then determined that 163 senior renter households (55+) with incomes between the minimum income required and maximum income allowed will reside in the market in 2015. The community will need to capture 1.2 percent of these senior renter households to lease the two units in this floor plan.
- Capture rates are also calculated for other floor plans and for the project overall. Overall renter capture rates by AMI level are 7.2 percent for 50 percent units, 18.5 percent for 60 percent units, and 24.0 percent for all units.

### **3. Conclusions of Affordability**

While somewhat high, all affordability capture rates are within acceptable and achievable levels for a senior-oriented rental community (generally 20 to 25 percent). No existing senior rental communities were identified in the market area and the market area is projected to continue to experience steady senior household growth.



**Table 31 2015 Affordability Analysis, Farmington Forest**

50% Units	One Bedroom		Two Bedroom	
	Min.	Max.	Min.	Max.
Number of Units	2		11	
Net Rent	\$375		\$526	
Gross Rent	\$500		\$685	
% Income for Shelter	40%		40%	
Income Range (Min, Max)	\$15,000	\$24,900	\$20,550	\$26,550
<b>Total Households</b>				
Range of Qualified Hhlds	7,342	6,477	6,857	6,345
# Qualified Households	865		512	
<b>Total HH Capture Rate</b>	<b>0.2%</b>		<b>2.1%</b>	
<b>Renter Households</b>				
Range of Qualified Hhlds	737	573	645	557
# Qualified Hhlds	163		89	
<b>Renter HH Capture Rate</b>	<b>1.2%</b>		<b>12.4%</b>	

60% Units	One Bedroom		Two Bedroom	
	Min.	Max.	Min.	Max.
Number of Units	8		35	
Net Rent	\$375		\$526	
Gross Rent	\$500		\$685	
% Income for Shelter	40%		40%	
Income Range (Min, Max)	\$15,000	\$29,880	\$20,550	\$31,860
<b>Total Households</b>				
Range of Qualified Hhlds	7,342	6,081	6,857	5,923
# Qualified Households	1,262		934	
<b>Unit Total HH Capture Rate</b>	<b>0.6%</b>		<b>3.7%</b>	
<b>Renter Households</b>				
Range of Qualified Hhlds	737	524	645	504
# Qualified Hhlds	213		141	
<b>Renter HH Capture Rate</b>	<b>3.8%</b>		<b>24.8%</b>	

Income Target	Units	All Households = 8,507				Renter Households = 957				
			Band of Qualified Hhlds	# Qualified HHs	Capture Rate	Band of Qualified Hhlds	# Qualified HHs	Capture Rate		
50% Units	13	<i>Income Households</i>	\$15,000 7,342	\$26,550 6,345	997	1.3%	\$15,000 737	\$26,550 557	180	7.2%
60% Units	43	<i>Income Households</i>	\$15,000 7,342	\$31,860 5,923	1,419	3.0%	\$15,000 737	\$31,860 504	233	18.5%
Total Units	56	<i>Income Households</i>	\$15,000 7,342	\$31,860 5,923	1,419	3.9%	\$15,000 737	\$31,860 504	233	24.0%

Source: 2010 U.S. Census, Esri, Estimates, RPRG, Inc.

## C. Demand Estimates and Capture Rates

### 1. Methodology

DCA’s demand methodology for senior-oriented developments consists of four components:

- The first component of demand is household growth. This number is the number of age and income qualified renter households projected to move into the Farmington Forest Market Area between the base year of 2011 and the year of market-entry of 2015.
- The next component of demand is income qualified renter households living in substandard households. “Substandard” is defined as having more than 1.01 persons per room and/or lacking complete plumbing facilities. According to ACS data, the percentage of renter households in the primary market area that are “substandard” is 10.0 percent (Table 32). This substandard percentage is applied to current household numbers.
- The third component of demand is cost burdened renters, which is defined as those renter households paying more than 40 percent of household income for housing costs. According to ACS Census data, 60.2 percent of the Farmington Forest Market Area’s senior renter



households (65+) are categorized as cost burdened (Table 32). This cost burdened percentage is applied to the current senior household base (55+).

- The final component of demand is from homeowners converting to rental housing. There is a lack of detailed local or regional information regarding the movership of elderly homeowners to rental housing. According to the American Housing Survey conducted for the U.S. Census Bureau in 2011, 3.0 percent of elderly households move each year in the Atlanta MSA. Of those moving within the past twelve months and reporting tenure, 31.8 percent moved from owned to rental housing (Table 33). This equates to 1.0 percent of all senior households converting from owners to renters. **Despite this information, demand from this component is limited to two percent of total demand per DCA requirements.**

The first three components of DCA demand are augmented by 15 percent to account for secondary market demand. While no longer specifically part of DCA's demand methodology, this component of demand is relevant for senior-oriented communities that often attract a significant proportion of tenants from well beyond primary market area boundaries.

The data assumptions used in the calculation of these demand estimates are detailed at the bottom of Table 34. Income qualification percentages are derived by using the Affordability Analysis detailed in Table 31.

## 2. Demand Analysis

According to DCA's demand methodology, all comparable units built or approved since the base year (2011) are to be subtracted from the demand estimates to arrive at net demand. No such communities were identified in the Farmington Forest Market Area.

The overall capture rate for the 56 proposed units at Farmington Forest is 27.7 percent (Table 35). Capture rates by income level are 8.3 percent for 50 percent units and 21.3 percent for 60 percent units. Capture rates by floor plan range from 2.5 percent to 28.6 percent and are all within acceptable levels (Table 35).



**Table 32 Substandard and Cost Burdened Calculations**

Rent Cost Burden		
Total Households	#	%
Less than 10.0 percent	65	2.3%
10.0 to 14.9 percent	274	9.8%
15.0 to 19.9 percent	206	7.4%
20.0 to 24.9 percent	380	13.6%
25.0 to 29.9 percent	279	10.0%
30.0 to 34.9 percent	114	4.1%
35.0 to 39.9 percent	144	5.1%
40.0 to 49.9 percent	321	11.5%
50.0 percent or more	643	23.0%
Not computed	372	13.3%
<b>Total</b>	<b>2,798</b>	<b>100%</b>
<b>&gt; 35% income on rent</b>	<b>1,108</b>	<b>45.7%</b>

Households 65+		
Total Households	#	%
Less than 20.0 percent	32	13.6%
20.0 to 24.9 percent	6	2.6%
25.0 to 29.9 percent	15	6.4%
30.0 to 34.9 percent	0	0.0%
35.0 percent or more	119	50.6%
Not computed	63	26.8%
<b>Total</b>	<b>235</b>	<b>100%</b>
<b>&gt; 35% income on rent</b>	<b>119</b>	<b>69.2%</b>
<b>&gt; 40% income on rent</b>		<b>60.2%</b>

Substandardness	
Total Households	
<b>Owner occupied:</b>	
Complete plumbing facilities:	14,775
1.00 or less occupants per room	14,506
1.01 or more occupants per room	269
Lacking complete plumbing facilities:	75
Overcrowded or lacking plumbing	344
<b>Renter occupied:</b>	
Complete plumbing facilities:	2,762
1.00 or less occupants per room	2,518
1.01 or more occupants per room	244
Lacking complete plumbing facilities:	36
Overcrowded or lacking plumbing	280
<b>Substandard Housing</b>	<b>624</b>
<b>% Total Stock Substandard</b>	<b>3.5%</b>
<b>% Rental Stock Substandard</b>	<b>10.0%</b>

Source: American Community Survey 2007-2011

**Table 33 Homeownership to Rental Housing Conversion**

Homeownership to Rental Housing Conversion		
Tenure of Previous Residence - Renter Occupied Units Senior Households 65+	Atlanta MSA	
	#	%
Total Households	293,600	
<b>Total Households Moving within the Past Year</b>	<b>8,800</b>	<b>3.0%</b>
Total Moved from Home, Apt., Mfg./Mobile Home	8,500	96.6%
<b>Moved from Owner Occupied Housing</b>	<b>2,700</b>	<b>31.8%</b>
Moved from Renter Occupied Housing	5,800	68.2%
Total Moved from Other Housing or Not Reported	300	3.4%
<b>% of Senior Households Moving Within the Past Year</b>		<b>3.0%</b>
<b>% of Senior Movers Converting from Homeowners to Renters</b>		<b>31.8%</b>
<b>% of Senior Households Converting from Homeowners to Renters</b>		<b>1.0%</b>

Source: American Housing Survey, 2011

**Table 34 Overall Demand Estimates, Farmington Forest**

	Income Target	50% Units	60% Units	Total Units
	Minimum Income Limit	\$15,000	\$15,000	\$15,000
	Maximum Income Limit	\$26,550	\$31,860	\$31,860
<b>(A) Renter Income Qualification Percentage</b>		<b>18.8%</b>	<b>24.3%</b>	<b>24.3%</b>
Demand from New Renter Households <i>Calculation (C-B)*F*A</i>		22	28	28
<b>PLUS</b>				
Demand from Existing Renter HHs (Substandard) <i>Calculation B*D*F*A</i>		16	20	20
<b>PLUS</b>				
Demand from Existing Renter HHs (Overburdened) <i>Calculation B*E*F*A</i>		95	123	123
<b>PLUS</b>				
Secondary Market Demand Adjustment (15%)		20	26	26
<b>SUBTOTAL</b>		<b>153</b>	<b>198</b>	<b>198</b>
<b>PLUS</b>				
Demand Elderly Homeowner Conversion		3	4	4
<b>TOTAL DEMAND</b>		<b>156</b>	<b>202</b>	<b>202</b>
<b>LESS</b>				
Comparable Units Built or Planned Since 2010		0	0	0
<b>Net Demand</b>		<b>156</b>	<b>202</b>	<b>202</b>
Proposed Units		13	43	56
<b>Capture Rate</b>		<b>8.3%</b>	<b>21.3%</b>	<b>27.7%</b>

Demand Calculation Inputs	
A). % of Renter Hhlds with Qualifying Income	see above
B). 2011 Senior Households (55+)	7,468
C). 2015 Senior Households (55+)	8,507
D). Substandard Housing (% of Rental Stock)	10.0%
E). Rent Overburdened (% Senior Households)	60.2%
F). Renter Percentage (Senior Households)	11.3%
G). Elderly Homeowner Turnover	1.0%

**Table 35 Demand by Floor Plan, Farmington Forest**

Income/Unit Size	Income Limits	Units Proposed	Renter Income Qualification %	Total Demand	Supply	Net Demand	Capture Rate
<b>50% Units</b>	<b>\$15,000 - \$26,550</b>						
One Bedroom Units	\$15,000 - \$24,900	2	9.6%	79	0	79	2.5%
Two Bedroom Units	\$20,550 - \$26,550	11	9.3%	77	0	77	14.3%
<b>60% Units</b>	<b>\$15,000 - \$31,860</b>						
One Bedroom Units	\$15,000 - \$29,880	8	9.6%	79	0	79	10.1%
Two Bedroom Units	\$20,550 - \$31,860	35	14.8%	123	0	123	28.6%





## **D. Absorption Estimate**

No new communities exist in the market area to determine lease up. In addition to the experiences of recently constructed rental communities, the projected absorption rate is based on projected household growth, age and income-qualified renter households, affordability/demand estimates, rental market conditions, and the marketability of the proposed site and product.

- The population and household bases of the Farmington Forest Market Area are projected to grow at a steady pace, adding 1,003 people (1.8 percent) and 346 households (1.7 percent) per year through 2015.
- Senior household growth is expected to outpace total household growth on a percentage basis over the next three years. From 2013 and 2015, older adult householders age 55 and older are projected to increase at an annual rate of 3.2 percent or 258 households per year.
- A total of 233 renter households age 55+ will be income qualified for the 56 proposed LIHTC units.
- No senior oriented communities exist in the market area. The proposed development of Farmington Forest Market Area will fill a void for senior oriented rental units. Few vacancies exist among general occupancy communities in the market area.
- The proposed rents will be the lowest in the market area.
- Upon completion, Farmington Forest will offer an attractive product that will be among the most attractive rental communities in the Farmington Forest Market Area.

Based on the product to be constructed, low proposed rent levels, reasonable affordability/demand estimates, and senior rental market conditions, we expect Farmington Forest to lease-up at a pace of at least six units per month. At this rate, the 56 units proposed at the subject property would reach a stabilized occupancy of at least 93 percent within nine months.



## E. Target Markets

Farmington Forest will target very low to moderate income senior renter households age 55 and older. The subject property will offer both one and two bedroom floor plans, which will appeal to a variety of senior households. Potential renter households (55+) include single-persons, couples, and roommates.

## F. Product Evaluation

Considered in the context of the competitive environment, the relative position of Farmington Forest is as follows:

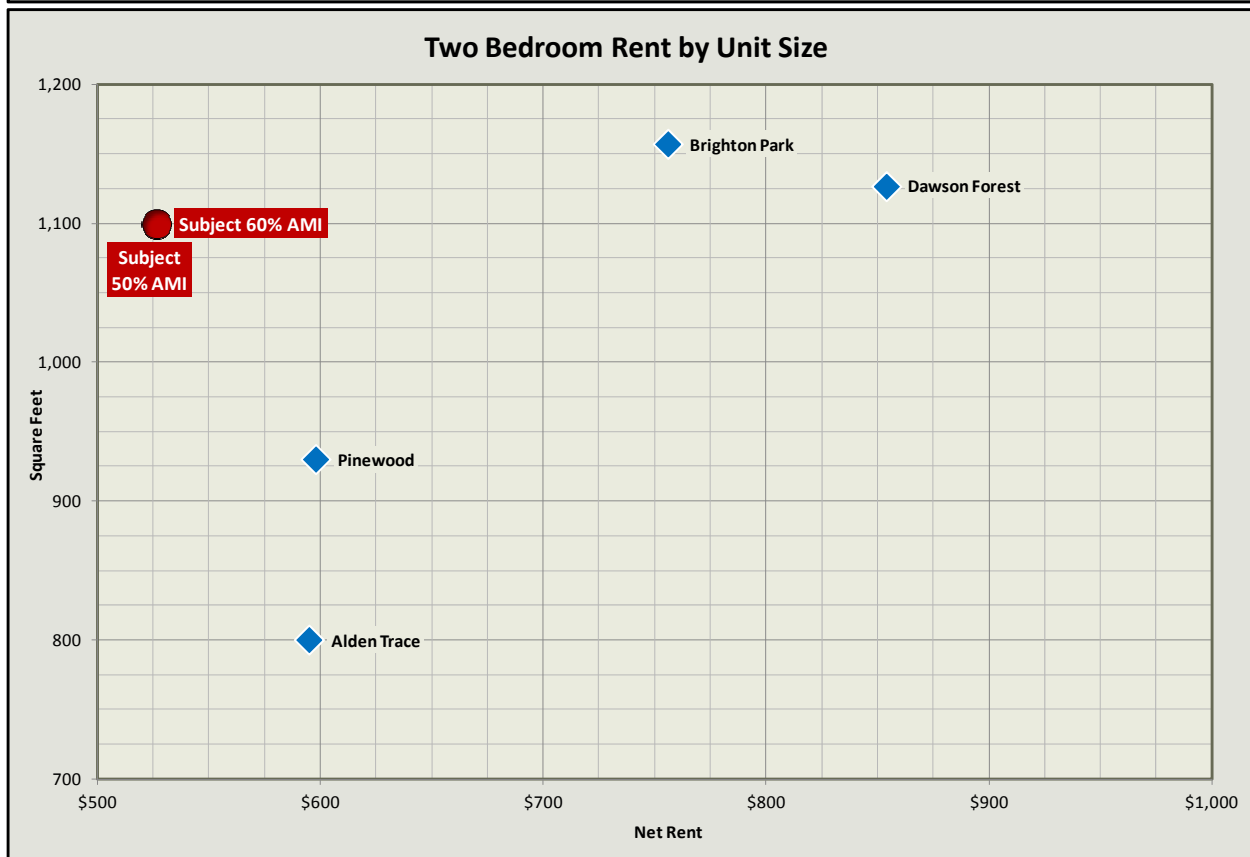
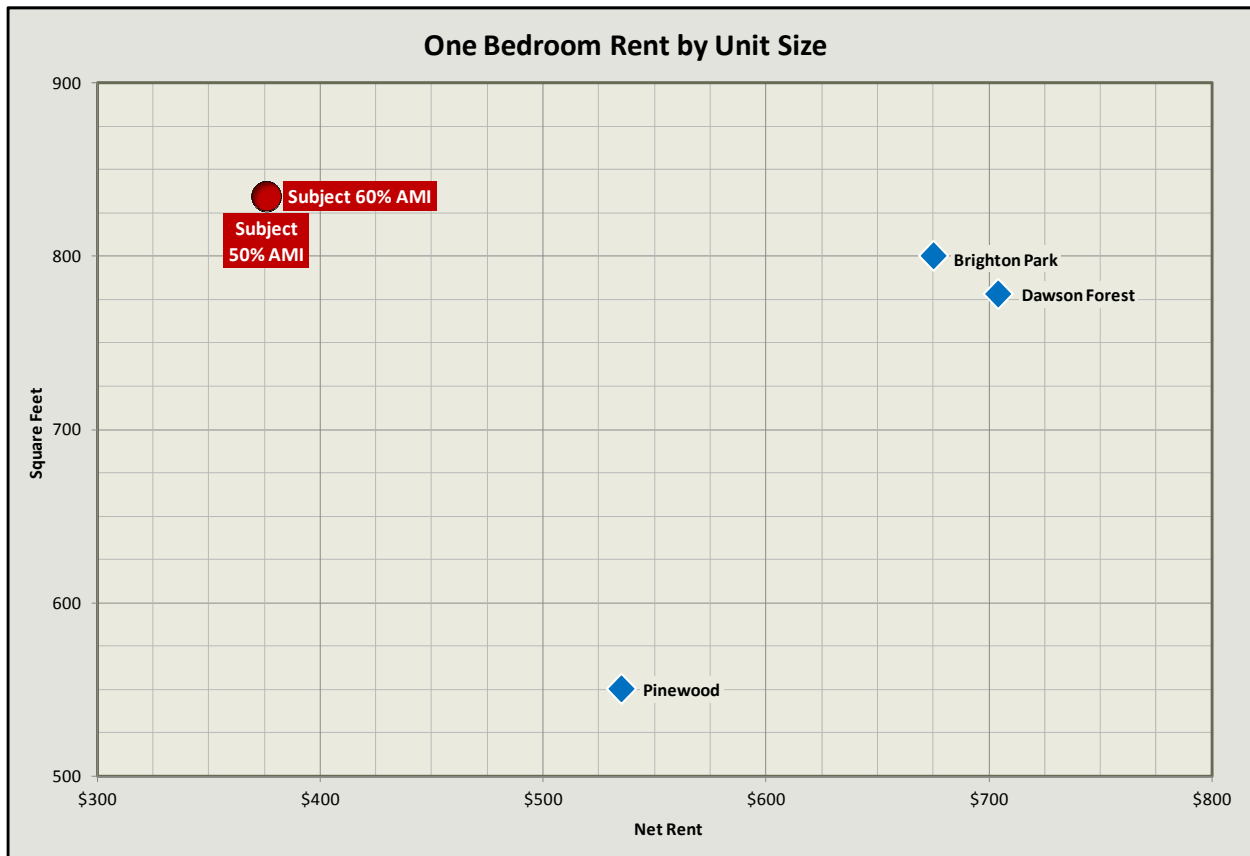
- **Site:** The subject site is acceptable for a rental housing development targeted to low and moderate income senior households. Surrounding land uses are compatible with multi-family development and are appropriate for senior-oriented housing. The subject site is convenient to major thoroughfares and community amenities including healthcare facilities, retail centers, and recreational facilities.
- **Unit Distribution:** The proposed unit mix for Farmington Forest includes 10 one bedroom units and 46 two bedroom units. Both one and two bedroom units are common among senior LIHTC rental communities and will be well received by the target market.
- **Unit Size:** The proposed unit sizes at Farmington Forest are 835 square feet for one bedroom units and 1,100 square feet for two bedroom units. These unit sizes are larger than general occupancy communities in the market area.
- **Unit Features:** The newly constructed units at the subject property will offer fully equipped kitchens with energy efficient appliances. Flooring will be a carpet and vinyl. Farmington Forest will be the only rental community offering senior oriented features including grab bars.
- **Community Amenities:** Farmington Forest will offer communities amenities designed for seniors including community gathering areas, a fitness center, and outdoor sitting areas. These amenities will be well received by the target market and are appropriate given the proposed price point.

## G. Price Position

As shown in Figure 8, the proposed 50 percent and 60 percent rents will be the lowest priced units in the market area. These low rents will be accompanied by larger than average unit sizes.



Figure 8 Price Position – One and Two Bedroom Units





**H. Impact on Existing Market**

Given the current market conditions and the lack of senior oriented rental options in the market area, we do not believe the development of the subject property will have an adverse impact on existing rental communities in the Farmington Forest Market Area including those with tax credits. With continued strong senior household growth projected in the Farmington Forest Market Area, demand for affordable senior rental housing is likely to increase over the next five years.

**I. Final Conclusions and Recommendations**

Income/Unit Size	Income Limits	Units Proposed	Renter Income Qualification %	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band	Proposed Rents
<b>50% Units</b>	<b>\$15,000 - \$26,550</b>										
One Bedroom Units	\$15,000 - \$24,900	2	9.6%	79	0	79	2.5%	2 Months	\$653	\$550-\$719	\$375
Two Bedroom Units	\$20,550 - \$26,550	11	9.3%	77	0	77	14.3%	4 Months	\$721	\$615-\$874	\$375
<b>60% Units</b>	<b>\$15,000 - \$31,860</b>										
One Bedroom Units	\$15,000 - \$29,880	8	9.6%	79	0	79	10.1%	4 Months	\$653	\$550-\$719	\$526
Two Bedroom Units	\$20,550 - \$31,860	35	14.8%	123	0	123	28.6%	9 Months	\$721	\$615-\$874	\$526
<b>Project Total</b>	<b>\$15,000 - \$31,860</b>										
50% Units	\$15,000 - \$26,550	13	18.8%	156	0	156	8.3%				
60% Units	\$15,000 - \$31,860	43	24.3%	202	0	202	21.3%				
Total Units	\$15,000 - \$31,860	56	24.3%	202	0	202	27.7%				

Based on an analysis of projected household growth trends, overall affordability and demand estimates, current rental market conditions, and socio-economic and demographic characteristics of the Farmington Forest Market Area, RPRG believes that the proposed Farmington Forest will be able to successfully reach and maintain a stabilized occupancy of at least 93 percent following its entrance into the rental market. The subject property will fill a void for senior rental housing and will have the lowest rents in the market area.

Tad Scepaniak  
Principal



## **APPENDIX 1 UNDERLYING ASSUMPTIONS AND LIMITING CONDITIONS**

In conducting the analysis, we will make the following assumptions, except as otherwise noted in our report:

1. There are no zoning, building, safety, environmental or other federal, state or local laws, regulations or codes which would prohibit or impair the development, marketing or operation of the subject project in the manner contemplated in our report, and the subject project will be developed, marketed and operated in compliance with all applicable laws, regulations and codes.
2. No material changes will occur in (a) any federal, state or local law, regulation or code (including, without limitation, the Internal Revenue Code) affecting the subject project, or (b) any federal, state or local grant, financing or other program which is to be utilized in connection with the subject project.
3. The local, national and international economies will not deteriorate, and there will be no significant changes in interest rates or in rates of inflation or deflation.
4. The subject project will be served by adequate transportation, utilities and governmental facilities.
5. The subject project will not be subjected to any war, energy crisis, embargo, strike, earthquake, flood, fire or other casualty or act of God.
6. The subject project will be on the market at the time and with the product anticipated in our report, and at the price position specified in our report.
7. The subject project will be developed, marketed and operated in a highly professional manner.
8. No projects will be developed which will be in competition with the subject project, except as set forth in our report.
9. There are neither existing judgments nor any pending or threatened litigation, which could hinder the development, marketing or operation of the subject project.



The analysis will be subject to the following limiting conditions, except as otherwise noted in our report:

1. The analysis contained in this report necessarily incorporates numerous estimates and assumptions with respect to property performance, general and local business and economic conditions, the absence of material changes in the competitive environment and other matters. Some estimates or assumptions, however, inevitably will not materialize, and unanticipated events and circumstances may occur; therefore, actual results achieved during the period covered by our analysis will vary from our estimates and the variations may be material.
2. Our absorption estimates are based on the assumption that the product recommendations set forth in our report will be followed without material deviation.
3. All estimates of future dollar amounts are based on the current value of the dollar, without any allowance for inflation or deflation.
4. We have no responsibility for considerations requiring expertise in other fields. Such considerations include, but are not limited to, legal matters, environmental matters, architectural matters, geologic considerations, such as soils and seismic stability, and civil, mechanical, electrical, structural and other engineering matters.
5. Information, estimates and opinions contained in or referred to in our report, which we have obtained from sources outside of this office, are assumed to be reliable and have not been independently verified.
6. The conclusions and recommendations in our report are subject to these Underlying Assumptions and Limiting Conditions and to any additional assumptions or conditions set forth in the body of our report.

## APPENDIX 2 ANALYST CERTIFICATIONS

I certify that, to the best of my knowledge and belief:

- I have made a physical inspection of the market area and the subject property and that information has been used in the full study of need and demand for the proposed units.
- The report was written according to DCA's market study requirements, the information included is accurate and the report can be relied upon by DCA as a true assessment of the low-income housing rental market.
- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and is my personal, unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report, and I have no personal interest or bias with respect to the parties involved.
- My compensation is not contingent on an action or event resulting from the analysis, opinions, or conclusions in, or the use of, this report.
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and the Standards of Professional Practice as set forth in the Uniform Standards of Professional Appraisal Practice (USPAP) as adopted by the Appraisal Standards Board of the Appraisal Foundation.
- To the best of my knowledge, the market can (cannot) 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 provided and this document is assignable to other lenders that are parties to the DCA loan transaction.



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Tad Scepaniak  
Principal  
Real Property Research Group, Inc.

Warning: Title 18 U.S.C. 1001, provides in part that whoever knowingly and willfully makes or uses a document containing any false, fictitious, or fraudulent statement or entry, in any manner in the jurisdiction of any department or agency of the United States, shall be fined not more than \$10,000 or imprisoned for not more than five years or both.



### APPENDIX 3 NCHMA CERTIFICATION

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

Real Property Research Group, Inc. is duly qualified and experienced in providing market analysis for Affordable Housing. The company's principals participate in NCHMA educational and information sharing programs to maintain the highest professional standards and state-of-the-art knowledge. Real Property Research Group, Inc. is an independent market analyst. No principal or employee of Real Property Research Group, Inc. has any financial interest whatsoever in the development for which this analysis has been undertaken.

While the document specifies Real Property Research Group, Inc., the certification is always signed by the individual completing the study and attesting to the certification.

**Real Property Research Group, Inc.**



\_\_\_\_\_  
Tad Scepianiak  
Name

\_\_\_\_\_  
Principal  
Title

\_\_\_\_\_  
May 23, 2013  
Date





## APPENDIX 4 ANALYST RESUMES

### ROBERT M. LEFENFELD

Mr. Lefenfeld is the Managing Principal of the firm with over 30 years of experience in the field of residential market research. Before founding Real Property Research Group in February, 2001, Bob served as an officer of research subsidiaries of the accounting firm of Reznick Fedder & Silverman and Legg Mason. Between 1998 and 2001, Bob was Managing Director of RF&S Realty Advisors, conducting market studies throughout the United States on rental and for sale projects. From 1987 to 1995, Bob served as Senior Vice President of Legg Mason Realty Group, managing the firm's consulting practice and serving as publisher of a Mid-Atlantic residential data service, Housing Market Profiles. Prior to joining Legg Mason, Bob spent ten years with the Baltimore Metropolitan Council as a housing economist. Bob also served as Research Director for Regency Homes between 1995 and 1998, analyzing markets throughout the Eastern United States and evaluating the company's active building operation.

Bob oversees the execution and completion of all of the firm's research assignments, ranging from a strategic assessment of new development and building opportunities throughout a region to the development and refinement of a particular product on a specific site. He combines extensive experience in the real estate industry with capabilities in database development and information management. Over the years, he has developed a series of information products and proprietary databases serving real estate professionals.

Bob has lectured and written extensively on the subject of residential real estate market analysis. He has served as a panel member, speaker, and lecturer at events held by the National Association of Homebuilders, the National Council on Seniors' Housing and various local homebuilder associations. Bob serves as a visiting professor for the Graduate Programs in Real Estate Development, School of Architecture, Planning and Preservation, University of Maryland College Park. He has served as National Chair of the National Council of Housing Market Analysts (NCAMA) and is currently a board member of the Baltimore chapter of Lambda Alpha Land Economics Society.

#### **Areas of Concentration:**

**Strategic Assessments:** Mr. Lefenfeld has conducted numerous corridor analyses throughout the United States to assist building and real estate companies in evaluating development opportunities. Such analyses document demographic, economic, competitive, and proposed development activity by submarket and discuss opportunities for development.

**Feasibility Analysis:** Mr. Lefenfeld has conducted feasibility studies for various types of residential developments for builders and developers. Subjects of these analyses have included for-sale single family and townhouse developments, age-restricted rental and for-sale developments, large multi-product PUDs, urban renovations, and continuing care facilities for the elderly. In addition, he has conducted feasibility work in conjunction with Hope VI applications for redevelopment of public housing sites and analyses of rental developments for 221(d)4 insurance and tax credit applications.

**Information Products:** Bob has developed a series of proprietary databases to assist clients in monitoring growth trends. Subjects of these databases have included for-sale housing, pipeline information, and rental communities. Information compiled is committed to a Geographic Information System (GIS), allowing the comprehensive integration of data.

#### **Education:**



Masters of Urban and Regional Planning; The George Washington University.  
Bachelor of Arts, Political Science; Northeastern University.

#### **TADSCEPANIAK**

Tad Scepaniak directs the Atlanta office of Real Property Research Group and leads the firm's affordable housing practice. Tad directs the firm's efforts in the southeast and south central United States and has worked extensively in North Carolina, South Carolina, Georgia, Florida, Tennessee, Iowa, and Michigan. He specializes in the preparation of market feasibility studies for rental housing communities, including market-rate apartments developed under the HUD 221(d)(4) program and affordable housing built under the Low-Income Housing Tax Credit program. Along with work for developer clients, Tad is the key contact for research contracts with the North Carolina, South Carolina, Georgia, Michigan, and Iowa Housing Finance agencies. Tad is also responsible for development and implementation of many of the firm's automated systems.

Tad is Co-Chair of the Standards Committee of the National Council of Housing Market Analysts (NCAHMA). He has taken a lead role in the development of the organization's Standard Definitions and Recommended Market Study Content, and he has authored and co-authored white papers on market areas, derivation of market rents, and selection of comparable properties. Tad is also a founding member of the Atlanta chapter of the Lambda Alpha Land Economics Society.

#### **Areas of Concentration:**

**Low Income Tax Credit Rental Housing:** Mr. Scepaniak has worked extensively with the Low Income Tax Credit program throughout the United States, with special emphasis on the Southeast and Mid-Atlantic regions.

**Senior Housing:** Mr. Scepaniak has conducted feasibility analysis for a variety of senior oriented rental housing. The majority of this work has been under the Low Income Tax Credit program; however his experience includes assisted living facilities and market rate senior rental communities.

**Market Rate Rental Housing:** Mr. Scepaniak has conducted various projects for developers of market rate rental housing. The studies produced for these developers are generally used to determine the rental housing needs of a specific submarket and to obtain financing.

**Student Housing:** Tad has conducted market analyses of student housing solutions for small to mid-size universities. The analysis includes current rental market conditions, available on-campus housing options, student attitudes, and financial viability of proposed developments. Completed campus studies include Southern Polytechnic University, University of Illinois Champaign-Urbana, North Georgia State College and University, and Abraham Baldwin Agricultural College.

#### **Education:**

Bachelor of Science – Marketing; Berry College – Rome, Georgia.



**APPENDIX 5 DCA CHECKLIST**

I understand that by initializing (or checking) the following items, I am stating that those items are included and/or addressed in the report. If an item is not checked, a full explanation is included in the report. A list listing of page number(s) is equivalent to check or initializing.

The report was written according to DCA's market study requirements, that the information included is accurate and that the report can be relied upon by DCA as a true assessment of the low-income housing rental market.

I also certify that I have inspected the subject property as well as all rent comparables.

Signed: 

Date: May 23, 2013

Tad Scepianiak

**A. Executive Summary**

1. Project Description:
  - i. Brief description of the project location including address and/or position relative to the closest cross-street..... Page(s) 11
  - ii. Construction and Occupancy Types ..... Page(s) 9
  - iii. Unit mix, including bedrooms, bathrooms, square footage, Income targeting, rents, and utility allowance ..... Page(s) 10
  - iv. Any additional subsidies available, including project based rental assistance (PBRA) ..... Page(s) N/A
  - v. Brief description of proposed amenities and how they compare with existing properties ..... Page(s) 44
2. Site Description/Evaluation:
  - i. A brief description of physical features of the site and adjacent parcels..... Page(s) 17
  - ii. A brief overview of the neighborhood land composition (residential, commercial, industrial, agricultural)..... Page(s) 15
  - iii. A discussion of site access and visibility ..... Page(s) 17, 17
  - iv. Any significant positive or negative aspects of the subject site..... Page(s) 20
  - v. A brief summary of the site's proximity to neighborhood services including shopping, medical care, employment concentrations, public transportation, etc ..... Page(s) 17
  - vi. An overall conclusion of the site's appropriateness for the proposed development..... Page(s) 20
3. Market Area Definition:
  - i. A brief definition of the primary market area (PMA) including boundaries and their approximate distance from the subject site ..... Page(s) 21
4. Community Demographic Data:
  - i. Current and projected household and population counts for the PMA..... Page(s) 30
  - ii. Household tenure including any trends in rental rates. .... Page(s) 35
  - iii. Household income level. .... Page(s) 37



- iv. Discuss Impact of foreclosed, abandoned / vacant, single and multi-family homes, and commercial properties in the PMA of the proposed development. .... Page(s) 48
- 5. Economic Data:
  - i. Trends in employment for the county and/or region..... Page(s) 25
  - ii. Employment by sector for the primary market area. .... Page(s) 26
  - iii. Unemployment trends for the county and/or region for the past five years..... Page(s) 23
  - iv. Brief discussion of recent or planned employment contractions or expansions..... Page(s) 28
  - v. Overall conclusion regarding the stability of the county's economic environment.. .... Page(s) 28
- 6. Project Specific Affordability and Demand Analysis:
  - i. Number of renter households income qualified for the proposed development. For senior projects, this should be age and income qualified renter households..... Page(s) 56-59
  - ii. Overall estimate of demand based on DCA's demand methodology..... Page(s) 57-59
  - iii. Capture rates for the proposed development including the overall project, all LIHTC units (excluding any PBRA or market rate units), and a conclusion regarding the achievability of these capture rates..... Page(s) 59
- 7. Competitive Rental Analysis
  - i. An analysis of the competitive properties in the PMA. .... Page(s) 39-45
  - ii. Number of properties..... Page(s) 39-45
  - iii. Rent bands for each bedroom type proposed. .... Page(s) 39-45
  - iv. Average market rents..... Page(s) 45
- 8. Absorption/Stabilization Estimate:
  - i. Expected absorption rate of the subject property (units per month)..... Page(s) 60
  - ii. Expected absorption rate by AMI targeting. .... Page(s) 7
  - iii. Months required for the project to reach a stabilized occupancy of 93 percent. .... Page(s) 60
- 9. Overall Conclusion:
  - i. A narrative detailing key conclusions of the report including the analyst's opinion regarding the proposed development's potential for success..... Page(s) 63
- 10. Summary Table..... Page(s) 7

**B. Project Description**

- 1. Project address and location..... Page(s) 10
- 2. Construction type..... Page(s) 10
- 3. Occupancy Type..... Page(s) 10
- 4. Special population target (if applicable). .... Page(s) 10
- 5. Number of units by bedroom type and income targeting (AMI)..... Page(s) 10
- 6. Unit size, number of bedrooms, and structure type. .... Page(s) 10
- 7. Rents and Utility Allowances..... Page(s) 10
- 8. Existing or proposed project based rental assistance..... Page(s) 10
- 9. Proposed development amenities..... Page(s) 9, 10
- 10. For rehab proposals, current occupancy levels, rents, tenant incomes (if applicable), and scope of work including an estimate of the total and per unit construction cost. .... Page(s) N/A
- 11. Projected placed-in-service date..... Page(s) 10, 10

**C. Site Evaluation**

- 1. Date of site / comparables visit and name of site inspector..... Page(s) 7
- 2. Site description
  - i. Physical features of the site. .... Page(s) 11
  - ii. Positive and negative attributes of the site..... Page(s) 11, 20



iii. Detailed description of surrounding land uses including their condition.....	Page(s)	11
3. Description of the site’s physical proximity to surrounding roads, transportation, amenities, employment, and community services.....	Page(s)	17-20
4. Color photographs of the subject property, surrounding neighborhood, and street scenes with a description of each vantage point.....	Page(s)	13-14
5. Neighborhood Characteristics		
i. Map identifying the location of the project.....	Page(s)	12
ii. List of area amenities including their distance (in miles) to the subject site.....	Page(s)	18
iii. Map of the subject site in proximity to neighborhood amenities.....	Page(s)	19
6. Map identifying existing low-income housing projects located within the PMA and their distance from the subject site.....	Page(s)	46
7. Road or infrastructure improvements planned or under construction in the PMA.....	Page(s)	17
8. Discussion of accessibility, ingress/egress, and visibility of the subject site.....	Page(s)	17
9. Visible environmental or miscellaneous site concerns.....	Page(s)	17
10. Overall conclusions about the subject site, as it relates to the marketability of the proposed development.....	Page(s)	20
<b>D. Market Area</b>		
1. Definition of the primary market area (PMA) including boundaries and their approximate distance from the subject site.....	Page(s)	21
2. Map Identifying subject property’s location within market area.....	Page(s)	22
<b>E. Community Demographic Data</b>		
1. Population Trends		
i. Total Population.....	Page(s)	31
ii. Population by age group.....	Page(s)	34
iii. Number of elderly and non-elderly.....	Page(s)	34
iv. Special needs population (if applicable).....	Page(s)	N/A
2. Household Trends		
i. Total number of households and average household size.....	Page(s)	31
ii. Household by tenure.....	Page(s)	35,36
iii. Households by income.....	Page(s)	37
iv. Renter households by number of persons in the household.....	Page(s)	37
<b>F. Employment Trends</b>		
1. Total jobs in the county or region.....	Page(s)	25
2. Total jobs by industry – numbers and percentages.....	Page(s)	26
3. Major current employers, product or service, total employees, anticipated expansions/contractions, as well as newly planned employers and their impact on employment in the market area.....	Page(s)	28
4. Unemployment trends, total workforce figures, and number and percentage unemployed for the county over the past five years.....	Page(s)	24
5. Map of the site and location of major employment concentrations.....	Page(s)	29
6. Analysis of data and overall conclusions relating to the impact on housing demand.....	Page(s)	63
<b>G. Project-specific Affordability and Demand Analysis</b>		
1. Income Restrictions / Limits.....	Page(s)	53, 54

2. Affordability estimates.....	Page(s)	53-56
3. Components of Demand		
i. Demand from new households.....	Page(s)	56-59
ii. Demand from existing households.....	Page(s)	56-59
iii. Elderly Homeowners likely to convert to rentership.....	Page(s)	56-59
iv. Other sources of demand (if applicable).....	Page(s)	N/A
4. Net Demand, Capture Rate, and Stabilization Calculations		
i. Net demand		
1. By AMI Level.....	Page(s)	59
2. By floor plan.....	Page(s)	59
ii. Capture rates		
1. By AMI level.....	Page(s)	59
2. By floor plan.....	Page(s)	59
3. Capture rate analysis chart.....	Page(s)	7, 59

## H. Competitive Rental Analysis

1. Detailed project information for each competitive rental community surveyed		
i. Charts summarizing competitive data including a comparison of the proposed project's rents, square footage, amenities, to comparable rental communities in the market area.....	Page(s)	41-45
2. Additional rental market information		
i. An analysis of voucher and certificates available in the market area.....	Page(s)	46
ii. Lease-up history of competitive developments in the market area.....	Page(s)	41
iii. Tenant profile and waiting list of existing phase (if applicable).....	Page(s)	N/A
iv. Competitive data for single-family rentals, mobile homes, etc. in rural areas if lacking sufficient comparables (if applicable).....	Page(s)	N/A
3. Map showing competitive projects in relation to the subject property.....	Page(s)	42
4. Description of proposed amenities for the subject property and assessment of quality and compatibility with competitive rental communities.....	Page(s)	44
5. For senior communities, an overview / evaluation of family properties in the PMA.....	Page(s)	
6. Subject property's long-term impact on competitive rental communities in the PMA.....	Page(s)	63
7. Competitive units planned or under construction the market area		
i. Name, address/location, owner, number of units, configuration, rent structure, estimated date of market entry, and any other relevant information.....	Page(s)	46
8. Narrative or chart discussing how competitive properties compare with the proposed development with respect to total units, rents, occupancy, location, etc.....	Page(s)	61
i. Average market rent and rent advantage.....	Page(s)	45
9. Discussion of demand as it relates to the subject property and all comparable DCA funded projects in the market area.....	Page(s)	56-60
10. Rental trends in the PMA for the last five years including average occupancy trends and projection for the next two years.....	Page(s)	35
11. Impact of foreclosed, abandoned, and vacant single and multi-family homes as well commercial properties in the market area.....	Page(s)	48
12. Discussion of primary housing voids in the PMA as they relate to the subject property.....	Page(s)	N/A

## I. Absorption and Stabilization Rates

1. Anticipated absorption rate of the subject property.....	Page(s)	60
2. Stabilization period.....	Page(s)	60



J. Interviews.....	Page(s) 45
<b>K. Conclusions and Recommendations</b>	
1. Conclusion as to the impact of the subject property on PMA.....	Page(s) 63
2. Recommendation as the subject property's viability in PMA.....	Page(s) 63
L. Signed Statement Requirements.....	Page(s) App.

## APPENDIX 6 NCHMA CHECKLIST

**Introduction:** Members of the National Council of Housing Market Analysts provides a checklist referencing all components of their market study. This checklist is intended to assist readers on the location and content of issues relevant to the evaluation and analysis of market studies. The page number of each component referenced is noted in the right column. In cases where the item is not relevant, the author has indicated "N/A" or not applicable. Where a conflict with or variation from client standards or client requirements exists, the author has indicated a "V" (variation) with a comment explaining the conflict. More detailed notations or explanations are also acceptable.

<b>Component (*First occurring page is noted)</b>		<b>*Page(s)</b>
<b>Executive Summary</b>		
1.	Executive Summary	
<b>Project Summary</b>		
2.	Project description with exact number of bedrooms and baths proposed, income limitation, proposed rents, and utility allowances	9,10
3.	Utilities (and utility sources) included in rent	9, 10
4.	Project design description	9,10
5.	Unit and project amenities; parking	9,10
6.	Public programs included	9
7.	Target population description	9
8.	Date of construction/preliminary completion	10
9.	If rehabilitation, existing unit breakdown and rents	N/A
10.	Reference to review/status of project plans	9
<b>Location and Market Area</b>		
11.	Market area/secondary market area description	21
12.	Concise description of the site and adjacent parcels	11
13.	Description of site characteristics	11
14.	Site photos/maps	12 - 14
15.	Map of community services	19
16.	Visibility and accessibility evaluation	17
17.	Crime information	15
<b>Employment and Economy</b>		
18.	Employment by industry	26
19.	Historical unemployment rate	24
20.	Area major employers	27
21.	Five-year employment growth	25





22.	Typical wages by occupation	N/A
23.	Discussion of commuting patterns of area workers	23
<b>Demographic Characteristics</b>		
24.	Population and household estimates and projections	30
25.	Area building permits	31
26.	Distribution of income	35
27.	Households by tenure	35
<b>Competitive Environment</b>		
28.	Comparable property profiles	77
29.	Map of comparable properties	42
30.	Comparable property photos	77
31.	Existing rental housing evaluation	39
32.	Comparable property discussion	39
33.	Area vacancy rates, including rates for tax credit and government-subsidized communities	41
34.	Comparison of subject property to comparable properties	61
35.	Availability of Housing Choice Vouchers	46
36.	Identification of waiting lists	N/A
37.	Description of overall rental market including share of market-rate and affordable properties	N/A
38.	List of existing LIHTC properties	77
39.	Discussion of future changes in housing stock	46
40.	Discussion of availability and cost of other affordable housing options, including homeownership	39
41.	Tax credit and other planned or under construction rental communities in market area	46
<b>Analysis/Conclusions</b>		
42.	Calculation and analysis of Capture Rate	56
43.	Calculation and analysis of Penetration Rate	39
44.	Evaluation of proposed rent levels	61
45.	Derivation of Achievable Market Rent and Market Advantage	45
46.	Derivation of Achievable Restricted Rent	N/A
47.	Precise statement of key conclusions	50
48.	Market strengths and weaknesses impacting project	61
49.	Recommendation and/or modification to project description	61, if applicable
50.	Discussion of subject property's impact on existing housing	61
51.	Absorption projection with issues impacting performance	60



52.	Discussion of risks or other mitigating circumstances impacting project	50, if applicable
53.	Interviews with area housing stakeholders	46
<b>Certifications</b>		
54.	Preparation date of report	Cover
55.	Date of field work	7
56.	Certifications	74
57.	Statement of qualifications	67
58.	Sources of data not otherwise identified	N/A
59.	Utility allowance schedule	N/A

**APPENDIX 7 RENTAL COMMUNITY PROFILES**

Community	Address	City	Phone Number	Date Surveyed	Contact
Alden Trace	40 Alden Ct.	Dawsonville	706-265-7976	5/22/2013	Property Manager
Brighton Park	6625 Hwy. 53 E	Dawsonville	478-956-1950	5/22/2013	Property Manager
Dawson Forest	100 Green Forest Dr.	Dawsonville	706-216-4292	5/22/2013	Property Manager
Dawsonville I & II	239 Hwy. 9 N	Dawsonville	706-265-3003	5/28/2013	Property Manager
Gravitt	5 Gravitt Dr.	Dawsonville	706-265-3003	5/28/2013	Property Manager
Pinewood	54 Reeves Rd.	Dawsonville	706-344-9252	5/29/2013	Property Manager

# Alden Trace

## Multifamily Community Profile

40 Aldon Ct  
Dawsonville, GA 30534

Community Type: Market Rate - General

Structure Type: 1-Story Garden

42 Units      0.0% Vacant (0 units vacant) as of 5/22/2013

Opened in 1999



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input type="checkbox"/>	Pool-Outdr: <input type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One	--	--	--	--	Centrl Lndry: <input type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	100.0%	\$615	800	\$0.77	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Three	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Playground: <input type="checkbox"/>	

### Features

Standard: In Unit Laundry (Hook-ups); Central A/C; Carpet / Vinyl/Linoleum

Select Units: --

Optional(\$): --

Security: --

Parking 1: Free Surface Parking  
Fee: --

Parking 2: --  
Fee: --

Property Manager: **Starmount Properties**  
Owner: --

### Comments

Floorplans (Published Rents as of 5/22/2013) (2)										Historic Vacancy & Eff. Rent (1)			
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	2	1	42	\$595	800	\$.74	Market	5/22/13	0.0%	--	\$615	--

### Adjustments to Rent

Incentives:

None

Utilities in Rent:      Heat Fuel: **Electric**

Heat:       Cooking:       Wtr/Swr:

Hot Water:       Electricity:       Trash:

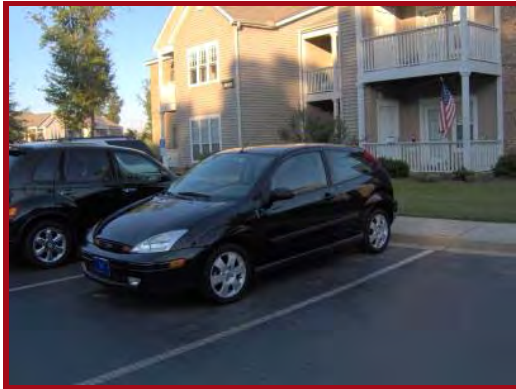
# Brighton Park

## Multifamily Community Profile

6625 Hwy. 53E Ste 400  
Dawsonville, GA 30534

Community Type: Market Rate - General  
Structure Type: Garden

200 Units      1.5% Vacant (3 units vacant) as of 5/22/2013



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	16.0%	\$690	800	\$0.86	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input type="checkbox"/>	Tennis: <input checked="" type="checkbox"/>
Two	68.0%	\$776	1,157	\$0.67	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	8.0%	\$920	1,332	\$0.69	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	

### Features

Standard: In Unit Laundry (Hook-ups); Central A/C; Carpet

Select Units: --

Optional(\$): --

Security: --

Parking 1: Free Surface Parking  
Fee: --

Parking 2: --  
Fee: --

Property Manager: Malbury Properties  
Owner: --

### Comments

Floorplans (Published Rents as of 5/22/2013) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	32	\$675	800	\$0.84	Market	5/22/13	1.5%	\$690	\$776	\$920
Garden	--	2	1	48	\$730	1,157	\$0.63	Market					
Garden	--	2	2	88	\$770	1,157	\$0.67	Market					
Garden	--	3	2	16	\$895	1,332	\$0.67	Market					

### Adjustments to Rent

Incentives:

None

Utilities in Rent:      Heat Fuel: Electric

Heat:       Cooking:       Wtr/Swr:   
Hot Water:       Electricity:       Trash:

# Dawson Forest

## Multifamily Community Profile

100 Green Forest Drive  
Dawsonville, GA 30534

Community Type: Market Rate - General

Structure Type: Garden

198 Units      1.5% Vacant (3 units vacant) as of 5/22/2013

Opened in 1985



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	--	\$719	778	\$0.92	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Two	--	\$874	1,127	\$0.78	<input type="checkbox"/>	<input type="checkbox"/>
Two/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Three	--	\$939	1,378	\$0.68	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Four+	--	--	--	--	<input type="checkbox"/>	<input checked="" type="checkbox"/>
					<input checked="" type="checkbox"/>	

**Features**  
Standard: Dishwasher; Disposal; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Storage (In Unit); Carpet

Select Units: HighCeilings  
Optional(\$): --  
Security: Unit Alarms; Gated Entry  
Parking 1: Free Surface Parking      Parking 2: Detached Garage  
Fee: --      Fee: \$100  
Property Manager: EOS  
Owner: --

### Comments

Floorplans (Published Rents as of 5/22/2013) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	--	\$719	778	\$0.92	Market	5/22/13	1.5%	\$719	\$874	\$939
Garden	--	2	2	--	\$849	1,109	\$0.77	Market					
Garden	--	2	2	--	\$899	1,144	\$0.79	Market					
Garden	--	3	2	--	\$939	1,378	\$0.68	Market					

### Adjustments to Rent

Incentives:  
None  
Utilities in Rent:      Heat Fuel: Electric  
Heat:       Cooking:       Wtr/Swr:   
Hot Water:       Electricity:       Trash:

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(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management

Dawsonville I&II

Multifamily Community Profile

239 Hwy 9 North  
Dawsonville,GA 30534

CommunityType: Deep Subsidy-General  
Structure Type: 2-Story Garden

26 Units 0.0% Vacant (0 units vacant) as of 5/28/2013

Opened in 1990

Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
One	38.5%	\$421	750	\$0.56	Comm Rm:	Basketball:
One/Den	--	--	--	--	Centrl Lndry:	Tennis:
Two	61.5%	\$450	1,000	\$0.45	Elevator:	Volleyball:
Two/Den	--	--	--	--	Fitness:	CarWash:
Three	--	--	--	--	Hot Tub:	BusinessCtr:
Four+	--	--	--	--	Sauna:	ComputerCtr:
					Playground:	<input type="checkbox"/>

Features	
Standard: In Unit Laundry (Hook-ups); Central A/C; Carpet / Vinyl/Linoleum	
Select Units: Ice Maker	
Optional(\$): --	
Security: --	
Parking 1: Free Surface Parking	Parking 2: --
Fee: --	Fee: --
Property Manager: --	
Owner: --	

Comments

Rents are basic. Note rents: Ph I: 1BR \$572, 2BR \$633; Ph II: 1BR \$564; 2BR \$635. 8 Ph I units & 1 Ph II unit have rental assistance.

Floorplans (Published Rents as of 5/28/2013) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Phase I 1BR / Garden	--	1	1	6	\$415	750	\$0.55	USDA	5/28/13	0.0%	\$421	\$450	--
Phase II 1BR / Garden	--	1	1	4	\$431	750	\$0.57	USDA					
Phase I 2BR / Garden	--	2	1.5	8	\$445	1,000	\$0.45	USDA					
Phase II 2BR / Garden	--	2	1.5	8	\$455	1,000	\$0.46	USDA					

Adjustments to Rent

Incentives:

None

Utilities in Rent: Heat Fuel: Electric

Heat:  Cooking:  Wtr/Swr:   
Hot Water:  Electricity:  Trash:

# Gravitt

## Multifamily Community Profile

5 Gravitt Drive  
Dawsonville, GA 30534

Community Type: Deep Subsidy-General

Structure Type: Garden

12 Units      0.0% Vacant (0 units vacant) as of 5/28/2013

Opened in 1985



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
One	--	--	--	--	Comm Rm:	Basketball:
One/Den	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
Two	100.0%	\$485	1,000	\$0.49	Centrl Lndry:	Tennis:
Two/Den	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
Three	--	--	--	--	Elevator:	Volleyball:
Four+	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
					Fitness:	CarWash:
					<input type="checkbox"/>	<input type="checkbox"/>
					Hot Tub:	BusinessCtr:
					<input type="checkbox"/>	<input type="checkbox"/>
					Sauna:	ComputerCtr:
					<input type="checkbox"/>	<input type="checkbox"/>
					Playground:	<input type="checkbox"/>

### Features

Standard: Central A/C; Carpet / Vinyl/Linoleum

Select Units: Ice Maker

Optional(\$): --

Security: --

Parking 1: Free Surface Parking  
Fee: --

Parking 2: --  
Fee: --

Property Manager: --  
Owner: --

### Comments

USDA, office located at 239 Hwy 9 with Dawsonville Apts. 6 rentable units, 5 foundationally unsound. 1 unit vacant but not available, work in progress. 4 units have rental assistance. Rent is basic. Note rent is \$668.

### Floorplans (Published Rents as of 5/28/2013) (2)

### Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	2	1	12	\$485	1,000	\$.49	USDA	5/28/13	0.0%	--	\$485	--

### Adjustments to Rent

Incentives:

None

Utilities in Rent:      Heat Fuel: Electric

Heat:       Cooking:       Wtr/Swr:   
Hot Water:       Electricity:       Trash:



# Pinewood

## Multifamily Community Profile

54 Reeves Road  
Dawsonville, GA 30534

Community Type: Market Rate - General

Structure Type: Garden/TH

27 Units      3.7% Vacant (1 units vacant) as of 5/29/2013

Last Major Rehab in 2003      Opened in 1985



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
One	14.8%	\$550	550	\$1.00	Comm Rm:	Basketball:
One/Den	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
Two	85.2%	\$618	930	\$0.67	Centrl Lndry:	Tennis:
Two/Den	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
Three	--	--	--	--	Elevator:	Volleyball:
Four+	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
					Fitness:	CarWash:
					<input type="checkbox"/>	<input type="checkbox"/>
					Hot Tub:	BusinessCtr:
					<input type="checkbox"/>	<input type="checkbox"/>
					Sauna:	ComputerCtr:
					<input type="checkbox"/>	<input type="checkbox"/>
					Playground:	<input type="checkbox"/>
					<input type="checkbox"/>	

### Features

Standard: In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Carpet

Select Units: --

Optional(\$): --

Security: --

Parking 1: Free Surface Parking  
Fee: --

Parking 2: --  
Fee: --

Property Manager: --  
Owner: --

### Comments

All units have W/D hookups. 1BRs have stacked W/D included in rent.

Also rent 1 SFD for ~\$850.

Floorplans (Published Rents as of 5/29/2013) (2)										Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$	
Garden	--	1	1	4	\$550	550	\$1.00	Market	5/29/13	3.7%	\$550	\$618	--	
Garden	--	2	1	4	\$588	930	\$.63	Market						
Townhouse	--	2	1	19	\$625	930	\$.67	Market						

### Adjustments to Rent

Incentives:

None

Utilities in Rent:      Heat Fuel: Electric

Heat:       Cooking:       Wtr/Swr:

Hot Water:       Electricity:       Trash: