

Market Feasibility Analysis

Brier Creek Apartments
535 Brier Creek Circle
Millen, Jenkins County, Georgia 30442

Prepared For

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SECTION A – EXECUTIVE SUMMARY

This report evaluates the market feasibility of the existing Brier Creek Apartments rental community to be renovated utilizing financing from the Low-Income Housing Tax Credit (LIHTC) program in Millen, Georgia. Based on the findings contained in this report, we believe a market will continue to exist for the subject project following renovations, as long as the subject project is renovated and operated as proposed in this report.

1. Project Description:

The Brier Creek Apartments property was originally built in 1994 and has operated under Tax Credit and Rural Development 515 (RD 515) program guidelines since that time. The project contains 28 senior (age 62+) units. All 28 units receive Rental Assistance (RA) directly from Rural Development. The RA allows tenants to pay up to 30% of their adjusted gross incomes towards housing costs (collected rent and tenant-paid utilities). Management reports the project is currently 100.0% occupied and maintains a one-household waiting list.

The proposed Tax Credit renovations, which will be financed through a Tax Exempt Bond, will involve the extensive rehabilitation of each unit and the community spaces. Once renovations are complete, RA will be preserved for 28 units, which will continue to target households up to 60% of AMHI. The renovations of the subject project are expected to begin in 2013, but will be completed in 2014.

2. Site Description/Evaluation:

The subject project is currently 100% occupied, which is evidence that the site location has had a positive impact on its marketability. Surrounding land uses are generally consistent with residential housing and no known nuisances were observed within proximity of the site. Visibility and access are considered good. Basic community services are available within 1.5 miles of the site, including but not limited to grocery stores, banks, convenience stores, discount retailers, gas stations, an acute-care health center and the local senior center within Jenkins County. It is our opinion that following the subject project's renovations, the surrounding land uses and proximity to community services will continue to have a positive impact on the marketability of the site.

3. Market Area Definition:

The Millen Site PMA includes all of Jenkins County and the boundaries of the Site PMA are that of the county itself. All of the aforementioned boundaries are within 16.0 miles of the site. A justification of these boundaries and a detailed map are included in Section D of this report.

4. Community Demographic Data:

Between 2013 and 2015, the number of all renter households is projected to decline by 17, or 1.7%. However, senior renter households will actually increase by 10, or 3.4% during the same time period. The subject project will target senior households generally earning less than \$30,000, which are projected to increase by 3 or 1.6%. As such, there will likely be a stable base of continued demographic support for the subject development through 2015. Further, the project is also expected to attract support from elderly homeowners downsizing from the cost and burden of home maintenance. In 2015, the number of senior homeowners earning less than \$30,000 is expected to be 555, or 68.4% of all senior homeowners. These trends among low-income seniors exhibit a stable base of potential support for the subject project. Detailed demographic information is included in Section E of this report.

5. Economic Data:

The Jenkins County employment base declined by over 1,300 workers, or 39.4%, between 2006 and 2010. Notably, the most significant impact originated during the national recession, as many local manufacturers were forced to consolidate, relocate or close permanently. According to local economic representatives, Jenkins County has stabilized since 2010 and has shown signs of limited growth during the previous three years. The new construction of the Carbo Ceramics manufacturing plant has created short-term construction jobs, and will add between 75 and 100 permanent jobs back to the market. However, the unemployment rate within Jenkins County remains significantly higher than statewide and national averages. As no other significant employment announcements have been made in the previous year, it is anticipated that the local economy will continue to struggle with high unemployment rates and limited job opportunities. Notably, however, the population and household base documented in the demographics section of this report is anticipated to remain relatively stable compared to the significant decline in employment. As such, the persistent levels of unemployment within the county will likely increase the demand for affordable rental housing, as many households are likely surviving on reduced incomes relative to pre-recession levels.

The proposed project will continue to target senior households. Therefore, many potential renters are expected to be completely or partially retired. Thus, economic trends are less significant as they relate to the market feasibility of the age-restricted subject project.

6. Project-Specific Affordability and Demand Analysis:

The Brier Creek Apartments property has project-based Rental Assistance (RA) available to all 28 of its units. As such, tenants with little to no income are eligible to reside at this project. Following LIHTC renovations, all 28 units of RA are expected to remain in-place. Based on our demand estimates detailed in Section G of this report, there will be 73 income-qualified renter households to support the 28 renovated units. As such, the capture rate would be 38.4% (28 / 73 = 38.4%) if all units were vacated. However, the project is 100.0% occupied and all current tenants are anticipated to remain following LIHTC renovations. Therefore, the renovated subject project will have an effective capture rate of 0.0%. A detailed capture rate analysis and alternative demand scenarios are provided in Section G of this report.

7. Comparable/Competitive Rental Analysis

Based on our research, there are no comparable Tax Credit properties located within the Millen Site PMA. As such, we identified and surveyed four LIHTC properties located outside of the Site PMA, but within the nearby region, that we consider comparable. All four comparable properties and the subject property are illustrated in the following table.

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Brier Creek Apartments	1994 / 2014	28	100.0%	-	1 H.H.	Seniors 62+; 60% AMHI & RD 515
910	Madison Meadows Apts.	2002	96*	94.8%	29.8 Miles	None	Families; 50% & 60% AMHI
914	Laurel Pointe Apts.	2003	57*	100.0%	30.2 Miles	3-8 Months	Seniors 55+; 50% & 60% AMHI
937	Pecan Chase Apts.	1997	35	100.0%	22.4 Miles	6 H.H.	Families; 30% & 50% AMHI
941	Waynesboro Academy Senior Apts.	2011	39	97.4%	21.8 Miles	None	Seniors 62+; 50% & 60% AMHI

OCC. - Occupancy

*Tax Credit units only

900 Map IDs are located outside of the Site PMA

The four LIHTC projects have a combined occupancy rate of 97.4%, which illustrates that these properties are well-received within their markets and they will serve as accurate benchmarks to compare with the renovated subject units.

The gross rents for the comparable projects and the proposed rents at the subject site, as well as their unit mixes and vacancies by bedroom type are listed in the following table:

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)			Rent Special
		One-Br.	Two-Br.	Three-Br.	
Site	Brier Creek Apartments	\$513*/60% (28)	-	-	-
910	Madison Meadows Apts.	-	\$698/50% (27/0) \$826/60% (22/4)	\$803/50% (23/0) \$951/60% (24/1)	\$99 Move-In
914	Laurel Pointe Apts.	\$516/50% (6/0) \$516/60% (13/0)	\$617/50% (12/0) \$617/60% (26/0)	-	None
937	Pecan Chase Apts.	\$344/30% (3/0)	\$407/30% (3/0) \$576/50% (5/0)	\$639/50% (24/0)	None
941	Waynesboro Academy Senior Apts.	\$507/50% (12/0) \$577/60% (7/1)	\$617/50% (12/0) \$727/60% (8/0)	-	None

900 Map IDs are located outside the Site PMA
 *Maximum Allowable LIHTC Gross Rent (2013)

As proposed, the subject development will maintain Rental Assistance on all 28 of its units, which will limit all tenants gross rent to 30% of their adjusted household income. Considering the proposed renovations planned for the development, the subsidized rents will continue to represent a significant value in the market.

Overall, the proposed project is older than the selected properties, but substantial renovations will effectively update its aesthetic appeal. Our comparative analysis in Section H reveals the unit designs (square footage and bathrooms) of the subject units are comparable to those in the region, but are at a slight disadvantage due to the smaller floor plans. Similarly, the proposed amenities package is considered appropriate, but the lack of a social services package (service coordination) and a computer lab will also create a slight marketing disadvantage. Regardless, all 28 subject units will retain their Rental Assistance (RA) subsidy, which will effectively allow tenants to limit their gross rent to 30% of their adjusted gross household income. Based on the scope of renovations and the continued presence of RA, we expect the renovated subject project to be competitive as proposed.

8. Absorption/Stabilization Estimates

According to management, the subject project is currently 100.0% occupied and maintains a one-household wait list for the next available unit. All current residents are expected to qualify for the subject units following renovations; therefore, few if any of the subject units will have to be re-rented immediately following renovations. **Therefore, there will be no absorption period for the subject units as all 28 are already effectively leased.** However, for the purposes of this analysis, we assume that all 28 subject units will be vacated and that all units will have to be re-rented (assuming RA is preserved on all units). We also assume the absorption period at the site begins as soon as the first renovated units are available for occupancy.

It is our opinion that the 28 units at the subject site will reach a stabilized occupancy of 93.0% within approximately five to six months following renovations, assuming total displacement of existing tenants. This absorption period is based on an average absorption rate of approximately five to six units per month. Our absorption projections assume that no other projects targeting a similar income group will be developed during the projection period and that the renovations will be completed as outlined in this report. These absorption projections also assume that RA on all 28 units will be maintained.

9. Overall Conclusion:

Based on the findings reported in our market study, it is our opinion that a market will continue to exist for the 28 units at the subject site, assuming it is renovated and operated as detailed in this report. Changes in the project's scope of renovations, rents, amenities or renovation completion date may alter these findings.

Based on the preceding analysis and information provided throughout this report, we have no recommendations or suggested modifications for the subject project at this time.

SUMMARY TABLE

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

Development Name:	Brier Creek Apartments	Total # Units:	28
Location:	535 Brier Creek Circle, Millen, GA 30442	# LIHTC Units:	28
PMA Boundary:	Includes all of Jenkins County		
Farthest Boundary Distance to Subject:			16.0 miles

RENTAL HOUSING STOCK (found on page H-2 & Addendum A)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	3	146	0	100.0%
Market-Rate Housing	0	0	0	n/a
Assisted/Subsidized Housing not to include LIHTC	3	146*	0	100.0%
LIHTC	0	0**	0	n/a
Stabilized Comps (in PMA only)	0	0	0	n/a
Properties in Construction & Lease Up	-	-	-	-

*Excludes non-subsidized units at mixed-income developments

**Excludes market-rate and subsidized units at mixed-income developments

Subject Development					Achievable Market Rents			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
28	One	1.0	650	\$500	\$500	\$0.77	0.0%	\$599	\$0.89

DEMOGRAPHIC DATA (found in Sections E & G)

	2010		2013		2015	
Renter Households	1,017	31.9%	1,023	32.3%	1,005	32.1%
Income-Qualified Renter HHs (LIHTC)*	N/A	N/A	184	5.8%	188	6.0%
Income-Qualified Renter HHs (MR)	N/A	N/A	N/A	N/A	N/A	N/A

*As proposed with the retention of RA (Age-Appropriate)

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page G-5)

Type of Demand	RA Units	Non-RA Units	Overall as Proposed	Market-rate	Other__	LIHTC Only Scenario
Renter Household Growth	4	-	4	-	-	2
Existing Households (Overburd + Substand)	68	-	68	-	-	29
Homeowner conversion (Seniors)	1	-	1	-	-	1
Total Primary Market Demand	73	-	73	-	-	32
Less Comparable/Competitive Supply	0	-	0	-	-	0
Net Income-Qualified Renter HHs	73	-	73	-	-	32

CAPTURE RATES (found on page G-5)

Targeted Population	RA Units	Non-RA Units	Overall as Proposed	Market-rate	Other__	LIHTC Only Scenario
Capture Rate	0.0%*	-	0.0%*	-	-	87.5%

*All occupied subsidized units at the project have been deducted from this demand analysis

SECTION B – PROJECT DESCRIPTION

The Brier Creek Apartments property was originally built in 1994 and has operated under Tax Credit and Rural Development 515 (RD 515) program guidelines since that time. The project contains 28 senior (age 62+) units. All 28 units receive Rental Assistance (RA) directly from Rural Development. The RA allows tenants to pay up to 30% of their adjusted gross incomes towards housing costs (collected rent and tenant-paid utilities). Management reports the project is currently 100.0% occupied and maintains a one-household waiting list.

The proposed Tax Credit renovations, which will be financed through a Tax Exempt Bond, will involve the extensive rehabilitation of each unit and the community spaces. Once renovations are complete, RA will be preserved for 28 units, which will continue to target households up to 60% of AMHI. The renovations of the subject project are expected to begin in 2013, but will be completed in 2014. It should be noted that the proposed gross rents are above the 2013 maximum allowable gross LIHTC limits for Jenkins County. Therefore, the proposed gross rents would need to be lowered to or below the 2013 maximum allowable gross LIHTC limits in the unlikely event that the subject project lost RA on all 28 units and had to operate exclusively under the LIHTC program. Note that the 2013 maximum allowable gross LIHTC rents for Jenkins County have been utilized throughout the remainder of this report. Additional project details follow:

- 1. PROJECT NAME:** Brier Creek Apartments

- 2. PROPERTY LOCATION:** 535 Brier Creek Circle
Millen, Georgia 30442
(Jenkins County)

- 3. PROJECT TYPE:** Current: RD 515
Proposed: Tax Credit Bond & RD 515

- 4. UNIT CONFIGURATION AND RENTS:**

Total Units	Bedroom Type	Baths	Style	Square Feet	Current Rents*	2013 LIHTC Rents				2013 Rent Limits		Market Rents (CRCU)	Proposed Achievable Net Rents
						AMHI	Gross	U.A.	Net	Max. Allow.	Fair Market		
28	One-Br.	1.0	Garden	650	\$440	60%	\$570	\$70	\$500	\$513	\$466	\$500	\$500
28	Total												

Source: Boyd Management

AMHI – Area Median Household Income (Jenkins County, GA Non-Metro Area; 2013)

*Denotes current basic rent

U.A. – Utility Allowance

Max. Allow. – Maximum Allowable

CRCU – Conventional Rents for Comparable Units

TH – Townhouse

G - Garden

- 5. TARGET MARKET:** Senior (Ages 62 and older)
- 6. PROJECT DESIGN:** Four (4) one-story residential buildings and a community building
- 7. ORIGINAL YEAR BUILT:** 1994
- 8. ANTICIPATED RENOVATION COMPLETION DATE:** 2013-2014

9. UNIT AMENITIES:

- Refrigerator
- Range
- Dishwasher
- Central Air Conditioning
- Washer/Dryer Hookups
- Ceiling Fans
- Patio
- Carpeting
- Window Blinds
- Emergency Pull Cords
- Exterior Storage Closets

10. COMMUNITY AMENITIES:

- On-Site Management Office
- Community Room
- Central Laundry Facility
- Picnic Area

11. RESIDENT SERVICES:

None

12. UTILITY RESPONSIBILITY:

The landlord is responsible for cold water, sewer and trash removal. Tenants are responsible for all other utilities, including but not limited to the following:

- General Electricity
- Electric Heat
- Electric Hot Water
- Electric Cooking

13. RENTAL ASSISTANCE:

The subject property operates under Tax Credit and RD 515 program guidelines with Rental Assistance on all 28 units. The Rental Assistance allows tenants to pay up to 30% of their gross adjusted income towards housing costs. Rental Assistance on the 28 units will remain in place following LIHTC renovations.

14. PARKING:

The subject site offers a surface parking lot at no additional charge to its residents.

15. CURRENT OCCUPANCY AND TENANT PROFILE:

The 28-unit project is currently 100.0% occupied and maintains a one-household wait list for the next available unit. Based on information provided by the developer, we anticipate that most, if not all, current tenants will continue to income-qualify following renovations. This assumes that the subject project will maintain Rental Assistance on its 28 units.

16. PLANNED RENOVATIONS:

Currently, the subject project is considered to be of relatively good overall quality, but shows signs of property aging. According to the developer, the subject development will undergo approximately \$27,000 in renovations per unit. The subject is expected to include, but will not be limited to, the following renovations:

- Replacement of existing flooring
- Replacement of kitchen cabinets and countertops
- Replacement of existing kitchen appliances
- Replacement of plumbing fixtures
- Replacement of lighting fixtures
- Replacement of bathroom cabinets and countertop
- Painting of unit interiors
- Installation of new HVAC
- Re-roofing of buildings
- Upgrade and improve exteriors of buildings
- Landscape improvements to the entrance with new signage (as needed)
- ADA regulations met
- Upgrade sidewalks, dumpster surrounds and landscaping.

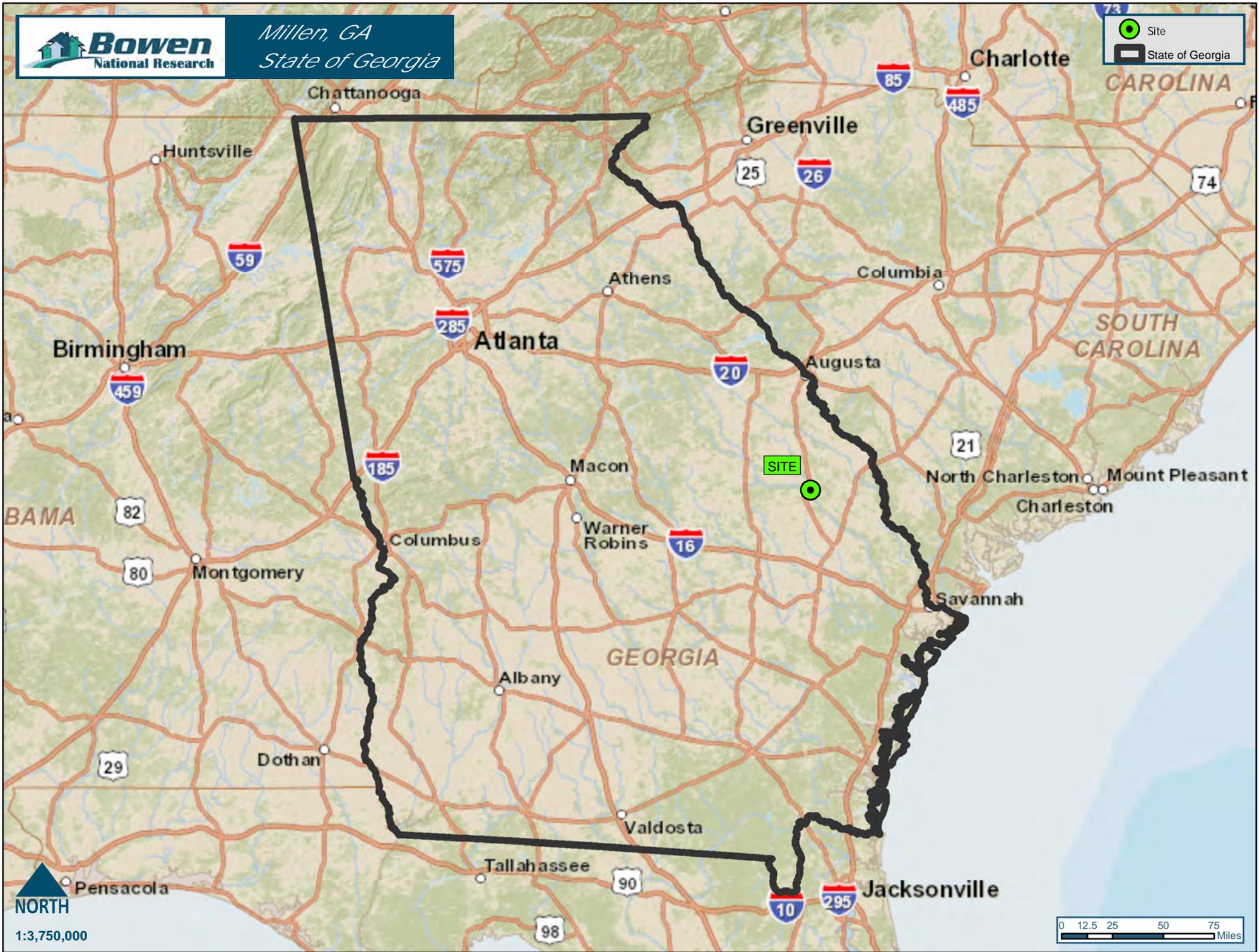
17. STATISTICAL AREA: Jenkins County, GA-Non-Metro Area (2013)

A state map, an area map and a map illustrating the site neighborhood are on the following pages.



Millen, GA
State of Georgia

Site
State of Georgia



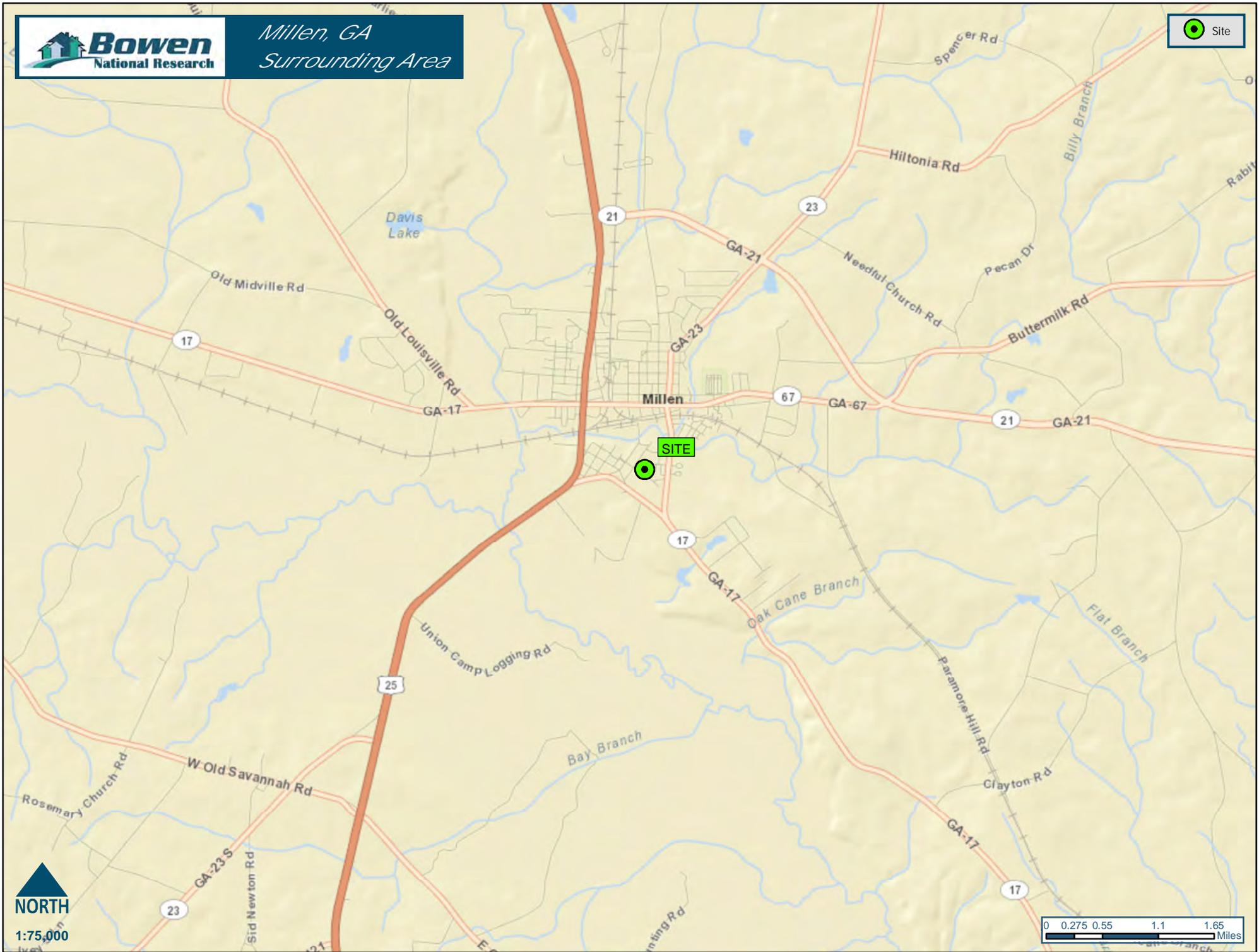
NORTH

1:3,750,000



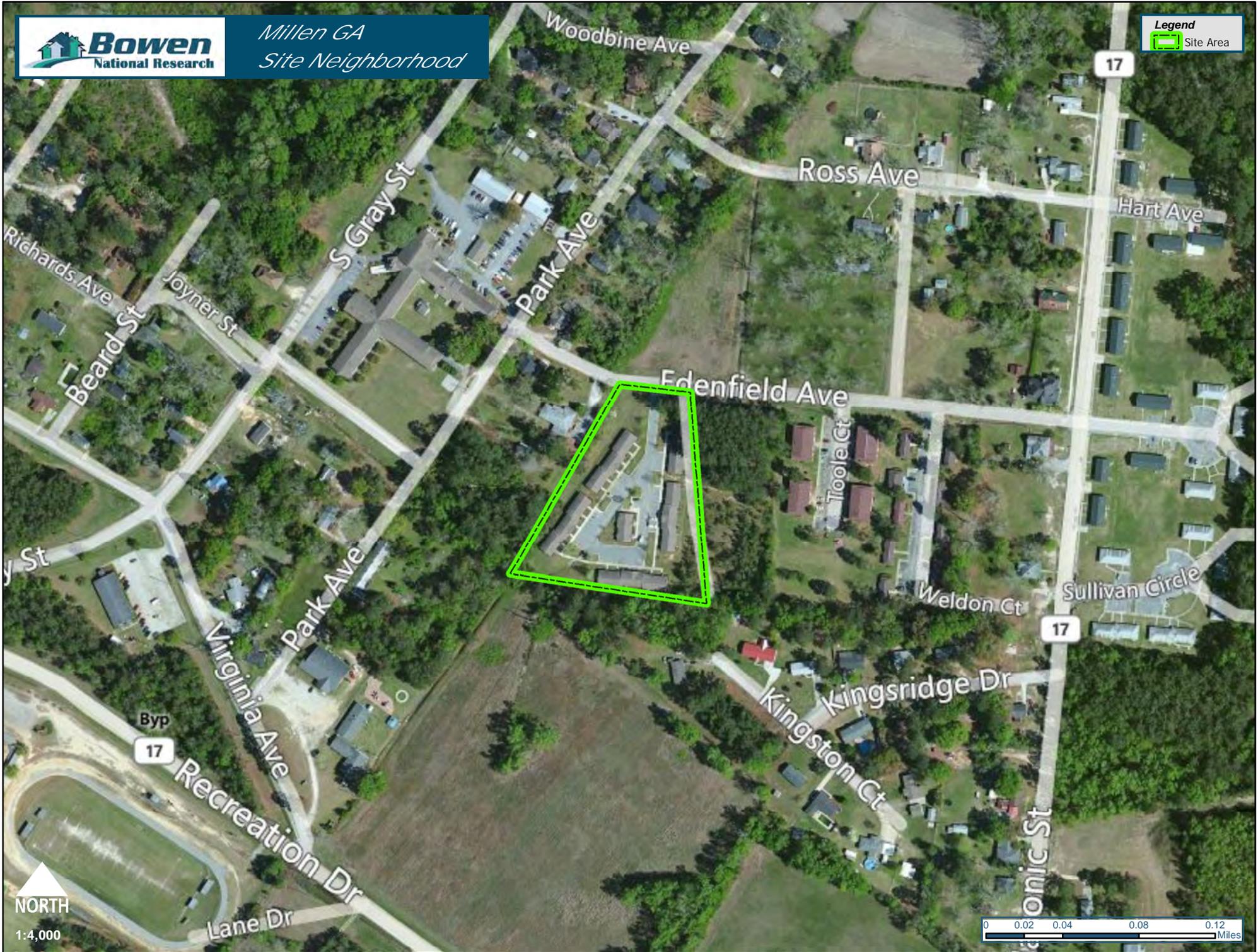


Millen, GA
Surrounding Area



NORTH
1:75,000

0 0.275 0.55 1.1 1.65 Miles



SECTION C – SITE DESCRIPTION AND EVALUATION

1. LOCATION

The subject site is the existing Brier Creek apartments at 535 Brier Creek Circle in the southeastern portion of Millen, Jenkins County, Georgia. Millen is approximately 52.0 miles south of Augusta and approximately 76.0 miles northwest of Savannah, Georgia. Lisa Wood, an employee of Bowen National Research, inspected the site and area apartments during the week of September 9, 2013.

2. SURROUNDING LAND USES

The subject site is within an established area of Millen, Georgia. Surrounding land uses include single-family homes, a nursing center, multifamily housing, and wooded land. Adjacent land uses are detailed as follows:

North -	Edenfield Avenue is a two-lane, lightly-traveled residential roadway that borders the subject site to the north. Continuing north is undeveloped land and scattered single-family dwellings considered to be in average condition.
East -	Wooded land borders the subject site to the east. Continuing east is Edenfield Apartments, which is a recently renovated multifamily apartment complex, considered to be in very good condition. A residential neighborhood comprised primarily of single-family homes is located farther west. State Route 17, also known as Masonic Street, is located beyond and is an arterial roadway throughout the city of Millen.
South -	A tree line borders the site to the south. Undeveloped and agricultural lands extend beyond. The Mille-Jenkins Recreation facility is located to the southwest, but is not visible from the site.
West -	A residential neighborhood comprised mostly of single-family homes that are considered to be in average condition is located west of the site. Note, however, that the Bethany Nursing Center is also located within this neighborhood and is considered to be in fair condition as well.

The subject site is situated in a rural, but established area of Millen. Surrounding land uses are consistent with those observed throughout the market area and are considered consistent with the residential use of the subject site. No nuisances were observed within proximity of the site. Overall, the subject property fits well with the surrounding land uses, which should continue to contribute to the marketability of the site.

Photographs of the site and a map illustrating the location of Low-Income Housing Tax Credit and other affordable housing projects within the market area is located later in this section.

3. VISIBILITY AND ACCESS

The subject property derives access from Edenfield Avenue. Vehicular and pedestrian traffic are considered light. Ingress and egress to and from the site is convenient for both eastbound and westbound traffic on Edenfield Avenue. The site is within 0.8 miles of State Routes 23/67/121. Although there is no regularly scheduled public transportation available within the market area, Jenkins County Transit does offer an on-call, door-to-door transportation service for a fee and at least a 24-hour notice. Overall, access is considered good.

The subject buildings and site signage are clearly visible from Edenfield Avenue. The light traffic limits the exposure of the property to drive-by traffic, but the subject property has been able to consistently maintain a 100.0% occupancy rate and waiting list. Therefore, overall visibility of the project is considered good. Further, the subject site is located nearby State Route 17, which is an arterial roadway throughout the city of Millen. In the unlikely event that the subject project is completely vacated and had to lease all 28 units at once, it is recommended that promotional signage be placed along this arterial roadway to increase the visibility of the project.

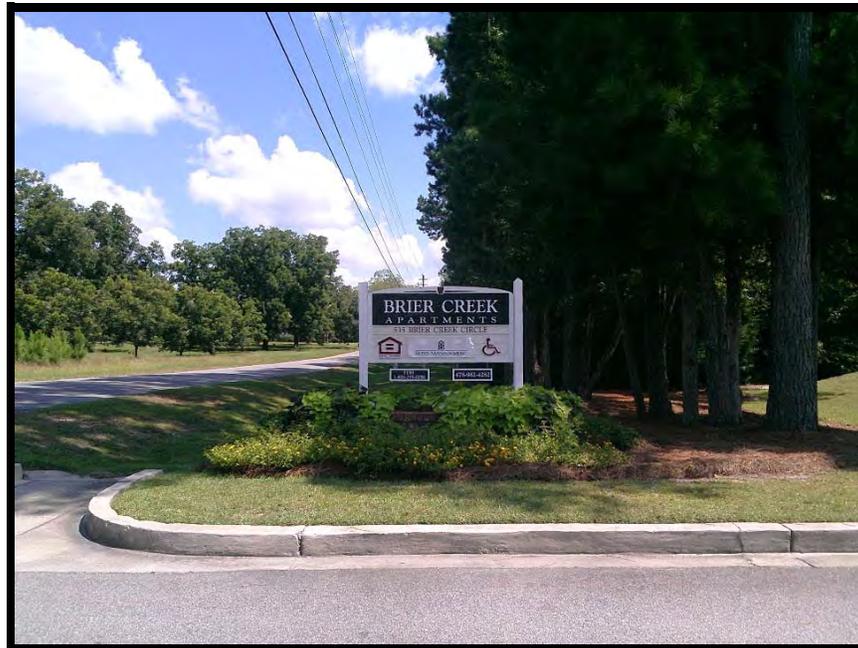
4. SITE PHOTOGRAPHS

Photographs of the subject site are on located on the following pages.

SITE PHOTOGRAPHS



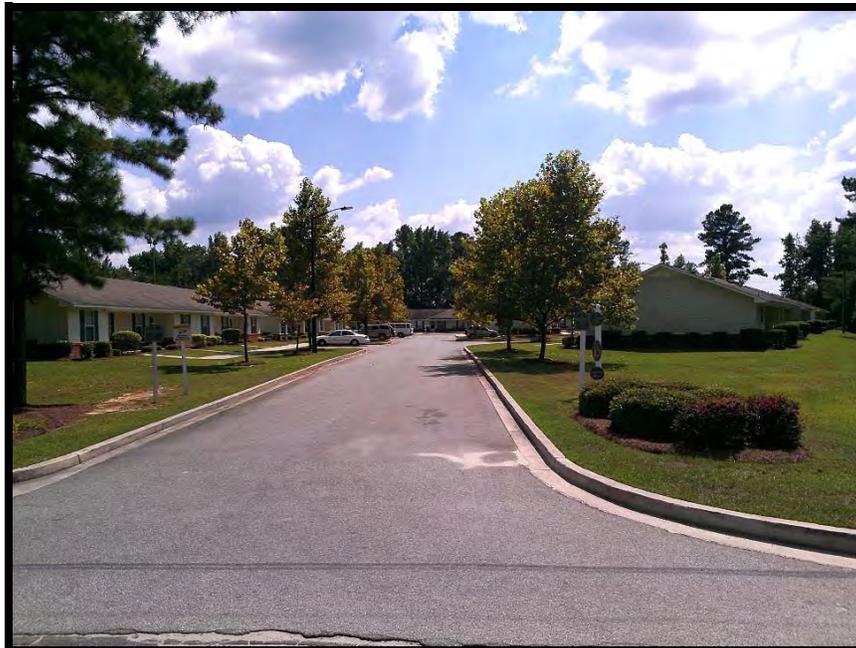
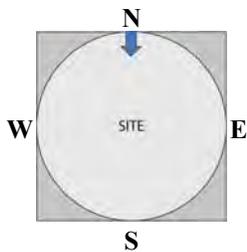
Site Entryway



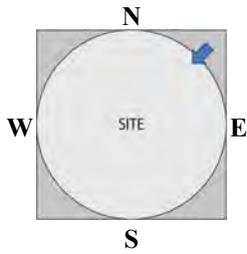
Entryway Signage



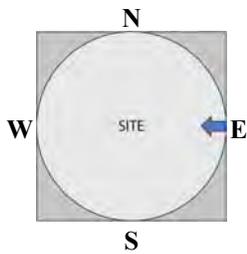
Typical Building Exterior



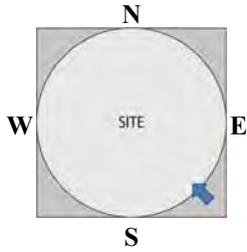
View of site from the north



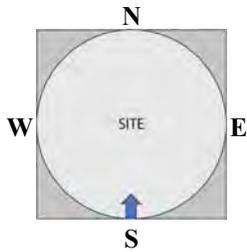
View of site from the northeast



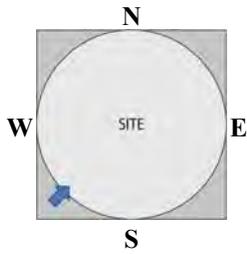
View of site from the east



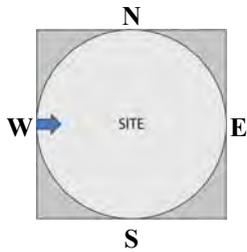
View of site from the southeast



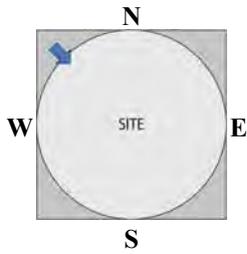
View of site from the south



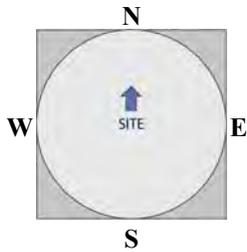
View of site from the southwest



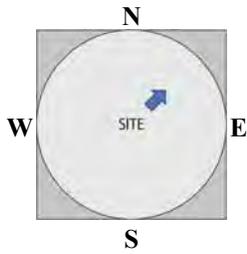
View of site from the west



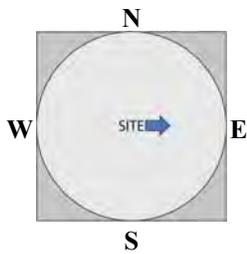
View of site from the northwest



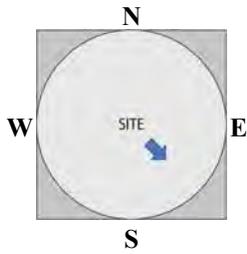
North view from site



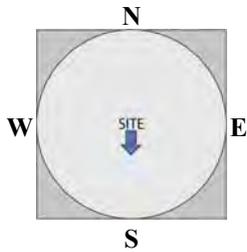
Northeast view from site



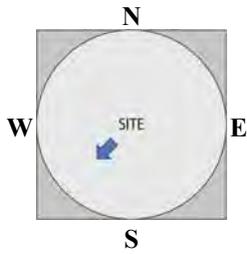
East view from site



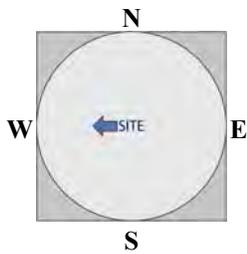
Southeast view from site



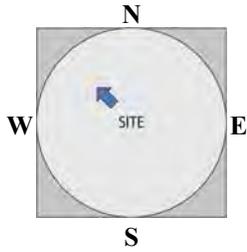
South view from site



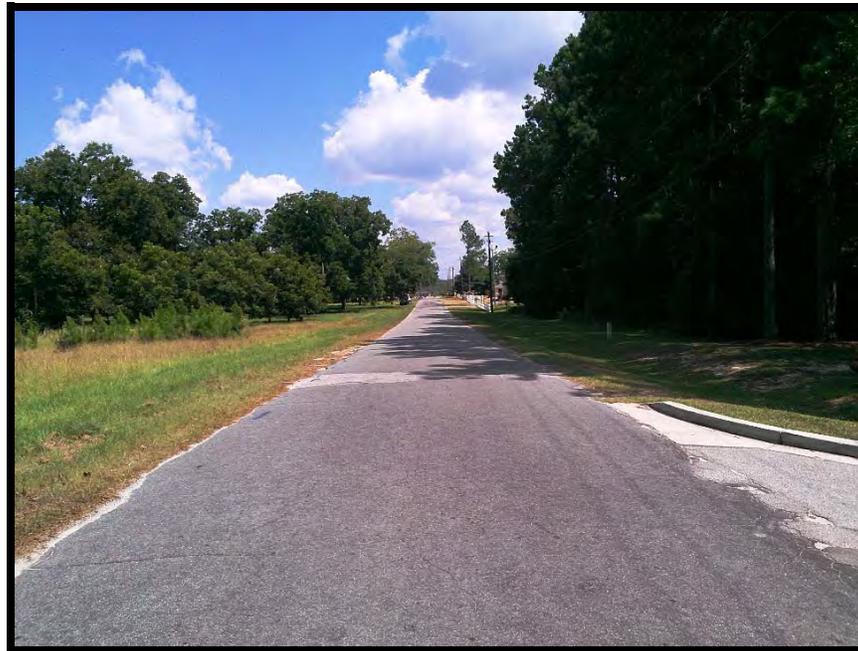
Southwest view from site



West view from site



Northwest view from site



Streetscape east view of Edenfield Avenue



Streetscape west view Edenfield Avenue



Recreation Area ~ Picnic Area



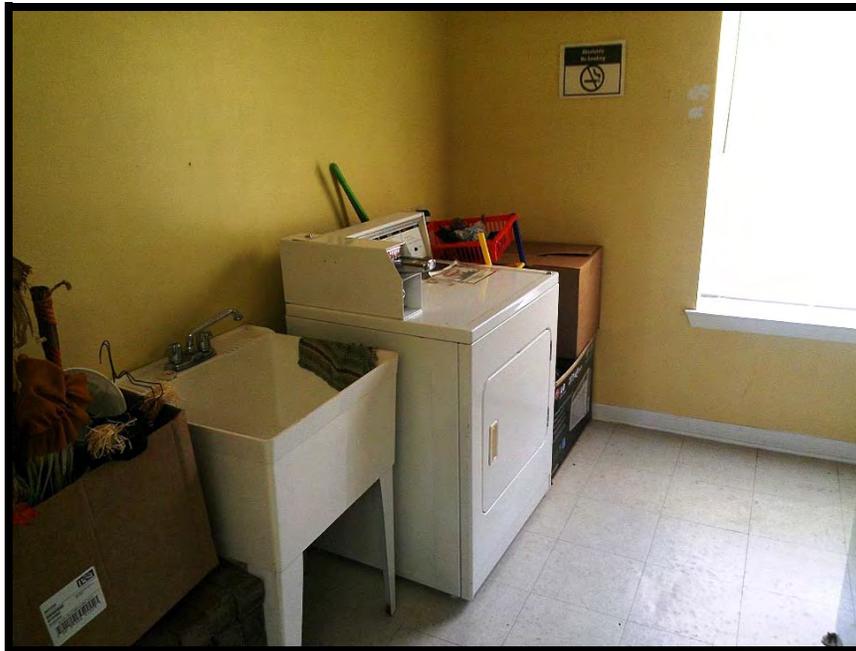
Community Room



Community Room Kitchen



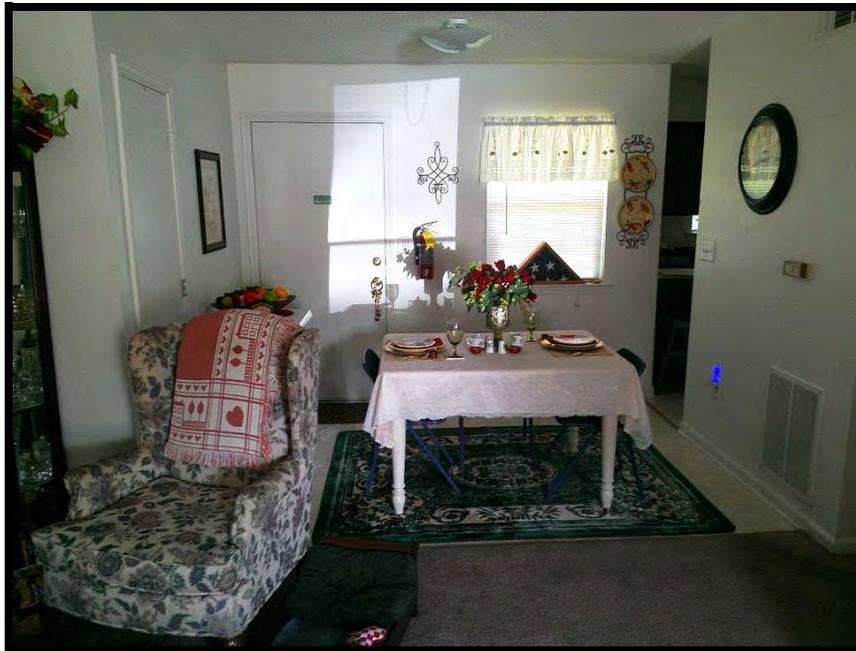
Laundry Facility



Laundry Facility



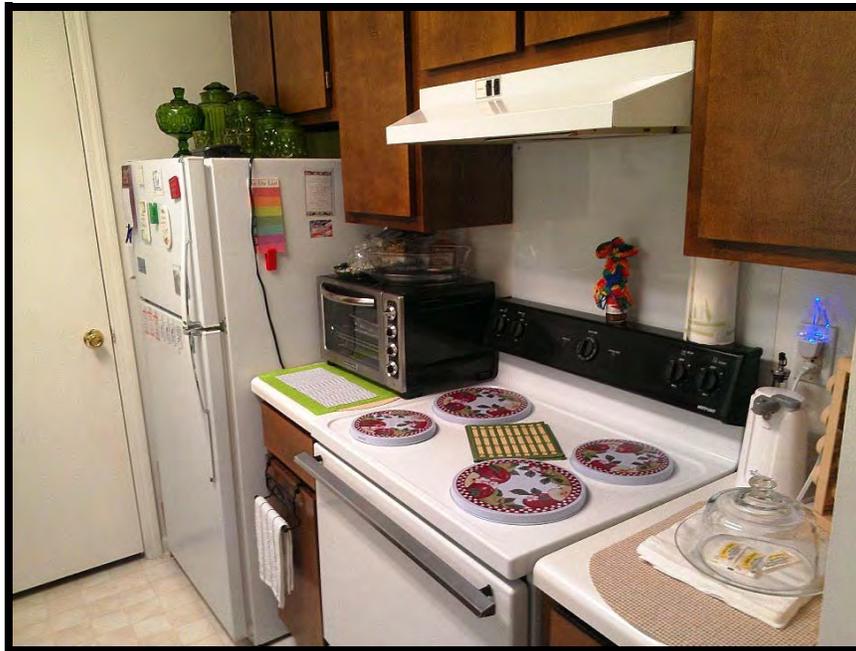
Typical Living Room



Typical Dining Area



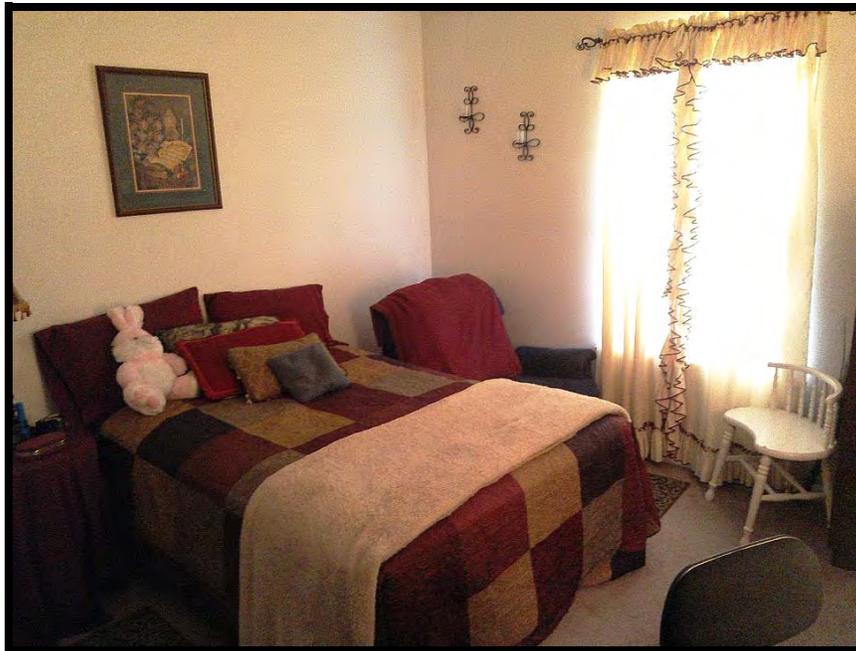
Typical Kitchen Sink View



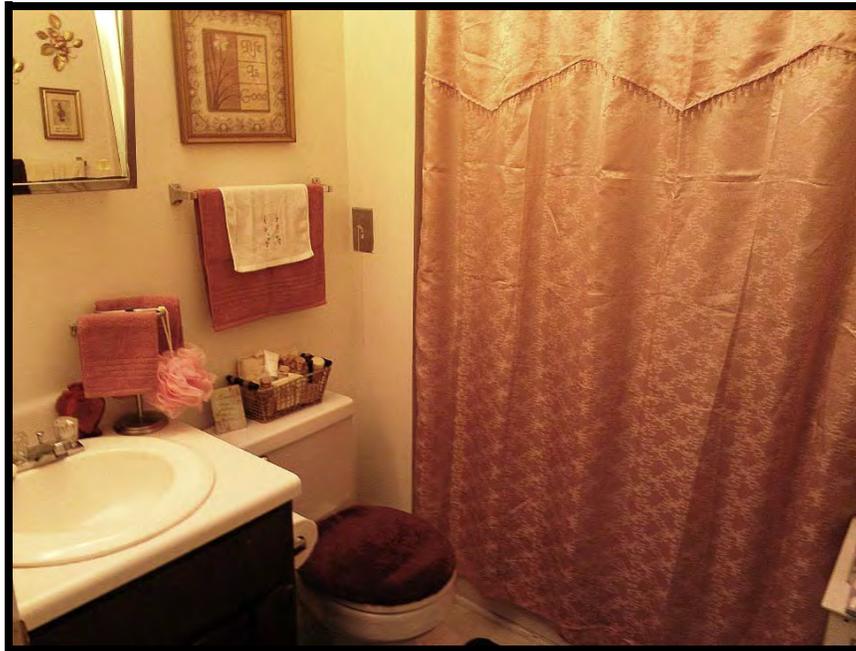
Typical Kitchen Refrigerator/Stove View



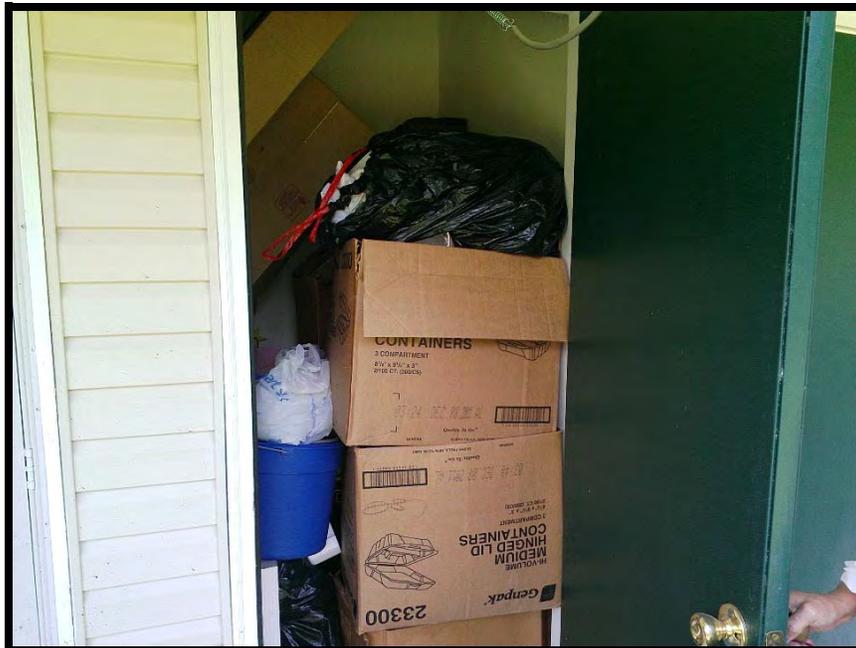
Typical Washer/Dryer Hookup Area



Typical Bedroom



Typical Bathroom



Typical Exterior Storage

5. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

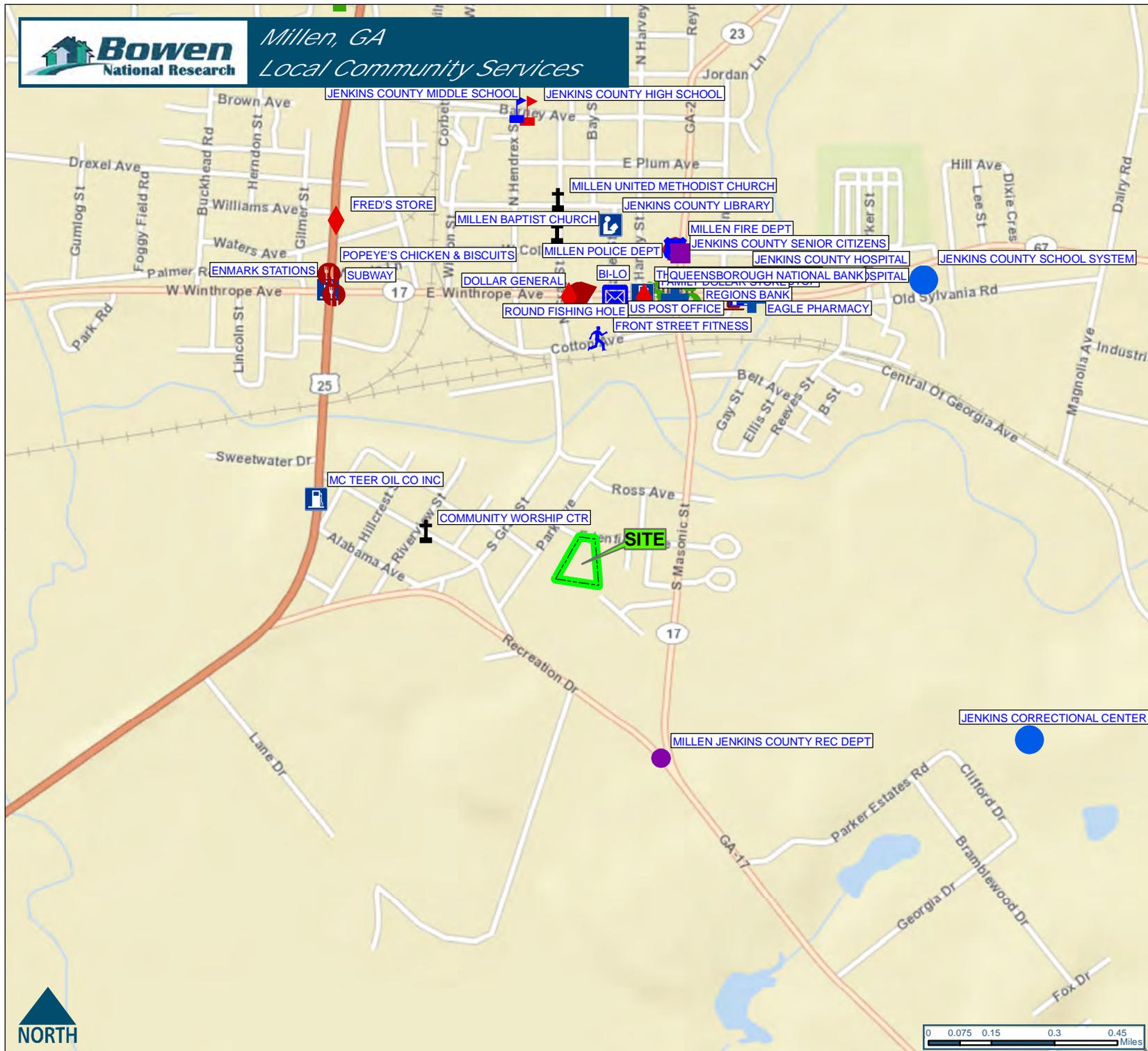
While the site is served by a variety of community services, we have identified the closest and most relevant of these and detailed them in the following table:

Community Services	Name	Driving Distance From Site (Miles)
Major Highway(s)	State Route 23/67/121	0.8 West
Public Bus Stop	Jenkins County Transit	On-Site
Major Employers/Employment Centers	Jenkins County Hospital Jenkins County School System Jenkins Correctional Center	0.9 Northeast 1.2 Northeast 1.4 Southeast
Convenience Store	Quick Stop	0.8 Northeast
Grocery	Bi-Lo	0.7 North
Discount Department Store	Dollar General Family Dollar Store Fred's Store	0.7 North 0.8 North 1.2 Northwest
Schools: Elementary Middle/Junior High Senior High	Jenkins County Elementary School Jenkins County Middle School Jenkins County High School	1.5 Northwest 1.1 North 1.1 North
Hospital	Jenkins County Hospital	0.8 Northeast
Police	Millen Police Department	0.9 North
Fire	Millen Fire Department	0.9 North
Post Office	U.S. Post Office	0.8 North
Bank	Queensborough National Bank Regions Bank	0.8 North 0.8 Northeast
Senior Center	Jenkins County Senior Citizens	0.8 North
Recreational Facilities	Millen Jenkins County Recreation Department	0.7 Southeast
Gas Station	McTeer Food & Fuel Thompson Service Station Enmark Stations	0.8 West 0.8 North 1.0 Northwest
Pharmacy	Rite Aid Eagle Pharmacy	0.8 North 0.9 Northeast
Restaurant	Round Fishing Hole Subway Popeye's Chicken & Biscuits	0.7 North 1.0 Northwest 1.1 Northwest
Library	Jenkins County Library	0.9 North
Fitness Center	Front Street Fitness	0.6 North
Park	Magnolia State Park	6.4 Northeast
Church	Community Worship Center Millen Baptist Church Millen United Methodist Church	0.5 West 0.8 North 0.9 North

The site is located approximately 0.7 miles south of downtown Millen, which includes community and safety services, such as Millen Police and Fire Departments. Various restaurants, specialty shopping, a post office, a library, banks and grocery stores are all within 1.5 miles.

The city does maintain a city park with athletic fields and green space, approximately 0.7 miles southeast. Although no regularly scheduled public transportation is available, Jenkins County Transit offers an on-call, on-site service for a fee. The Jenkins County Hospital, a full service hospital, is located approximately 0.8 miles northeast of the site. The Jenkins County Senior Citizens, which offers daily meals and activities for senior citizens in the Millen area, is also accessible to the site location. Overall, the site's proximity to community and safety services has had a positive impact on the marketability of the site and this is expected to continue.

Maps illustrating the location of community services are on the following pages.



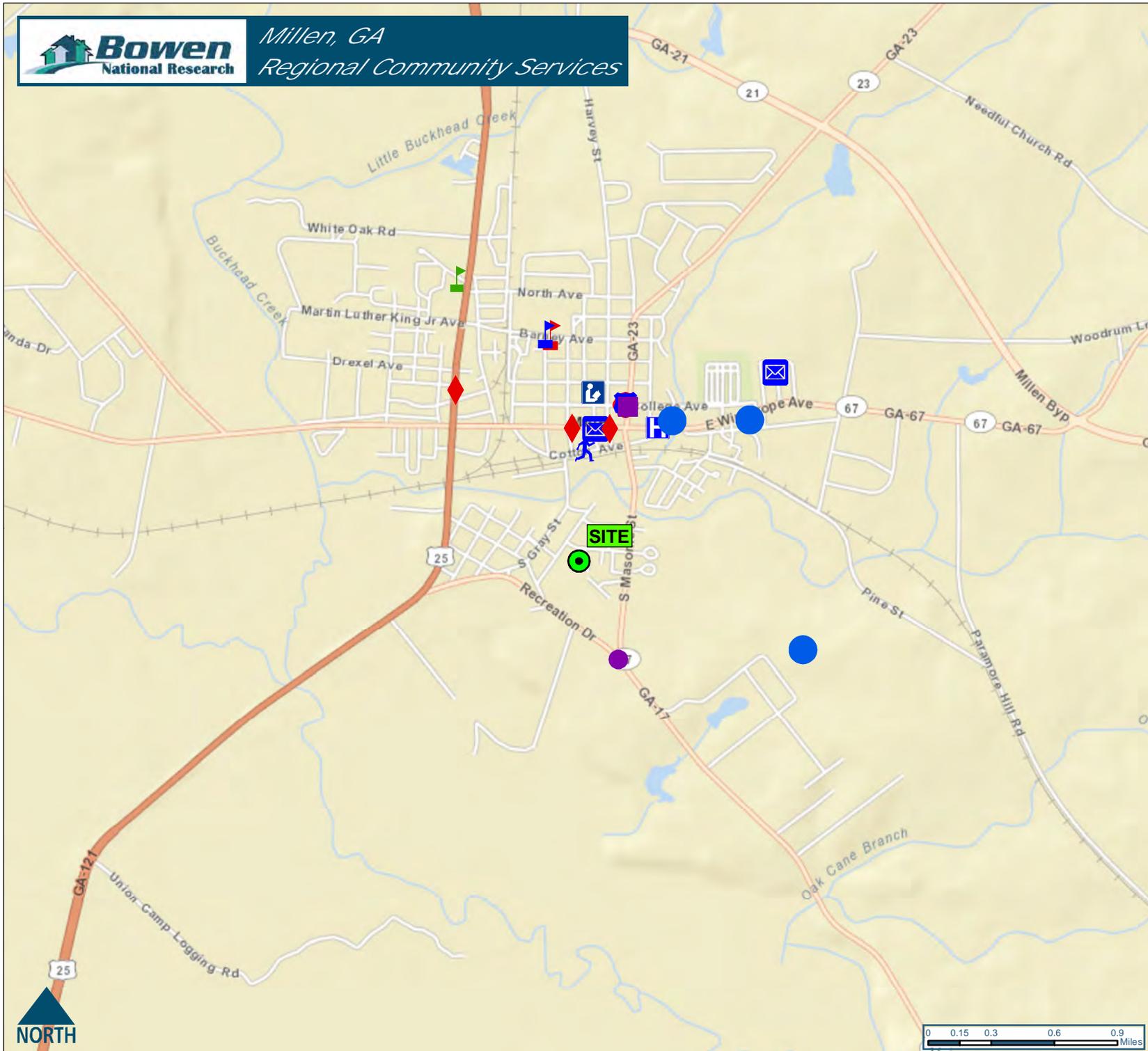
- Legend*
- Site Area
 - bank
 - church
 - convenience store
 - fire
 - fitness center
 - gas
 - grocery
 - high school
 - hospital
 - library
 - middle school
 - pharmacy
 - police
 - post office
 - recreation center
 - restaurant
 - senior services
 - shopping
 - employers_1000_5000



1:20,000



Millen, GA
Regional Community Services



Legend

- Site
- elementary school
- fire
- fitness center
- high school
- hospital
- library
- middle school
- police
- post office
- recreation center
- senior services
- shopping
- employers_1000_5000



1:40,000

6. CRIME ISSUES

The primary source for Crime Risk data is the FBI Uniform Crime Report (UCR). The FBI collects data from each of roughly 16,000 separate law enforcement jurisdictions across the country and compiles this data into the UCR. The most recent update showed an overall coverage rate of 95% of all jurisdictions nationwide with a coverage rate of 97% of all jurisdictions in metropolitan areas.

Applied Geographic Solutions uses the UCR at the jurisdictional level to model each of the seven crime types at other levels of geography. Risk indexes are standardized based on the national average. A Risk Index value of 100 for a particular risk indicates that, for the area, the relative probability of the risk is consistent with the average probability of that risk across the United States.

It should be noted that aggregate indexes for total crime, personal crime and property crime are not weighted, and murder is no more significant statistically in these indexes than petty theft. Thus, caution should be exercised when using them.

Total crime risk (66) for the Site PMA is below the national average with an overall personal crime index of 77 and a property crime index of 48. Total crime risk (66) for Jenkins County is below the national average with indexes for personal and property crime of 77 and 48, respectively.

	Crime Risk Index	
	Site PMA	Jenkins County
Total Crime	66	66
Personal Crime	77	77
Murder	92	92
Rape	34	34
Robbery	36	36
Assault	157	157
Property Crime	48	48
Burglary	83	83
Larceny	49	49
Motor Vehicle Theft	17	17

Source: Applied Geographic Solutions

The crime risk index within the Site PMA is lower than the national average (100). As such, it is unlikely that there is a high perception of crime within the market area. In fact, the relatively low perception of crime is likely a marketable factor for residents choosing a housing option within Jenkins County compared to other areas within the region that may have a higher crime risk index. A map illustrating crime risk is on the following page.



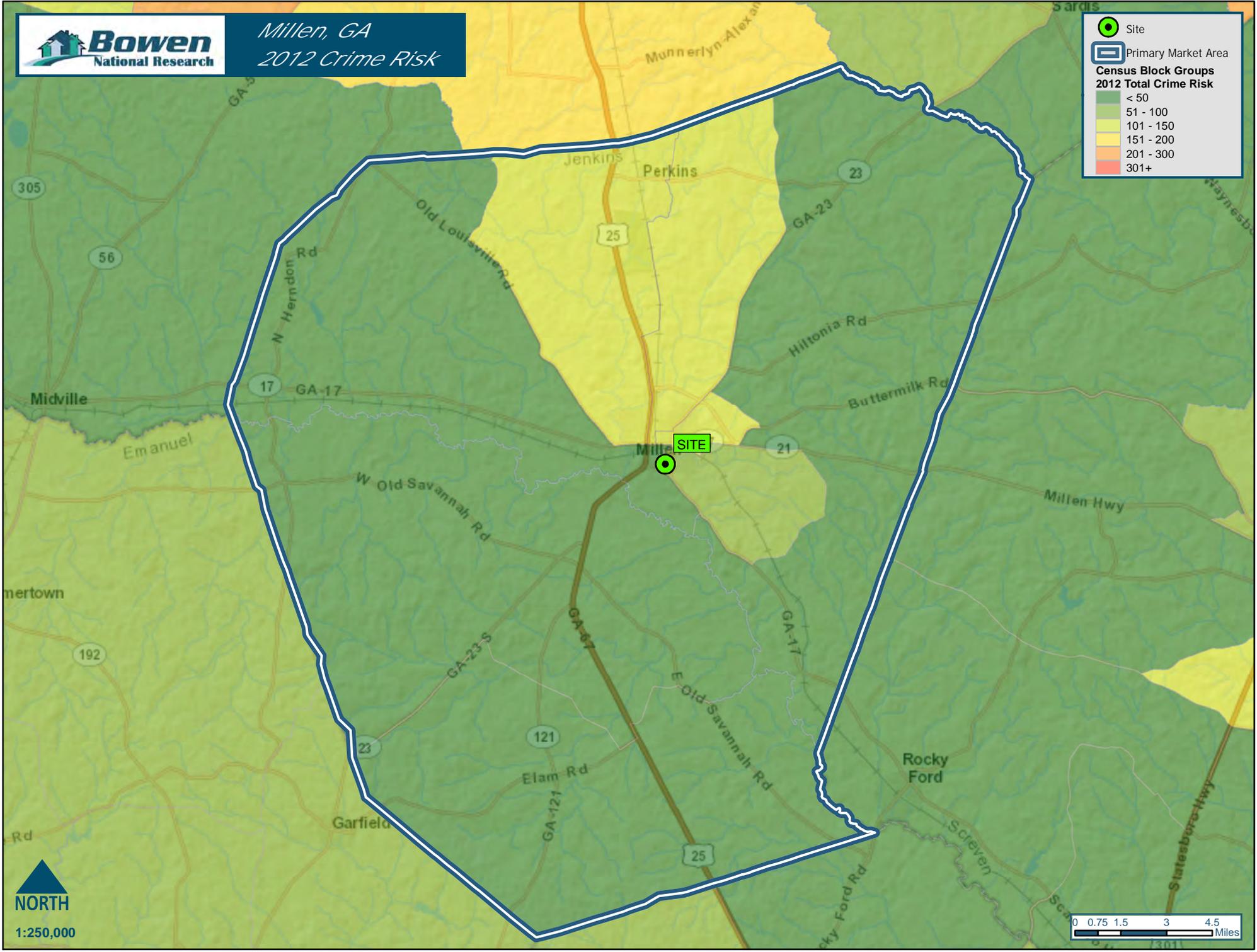
Millen, GA
2012 Crime Risk

● Site

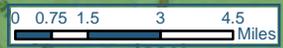
▭ Primary Market Area

**Census Block Groups
2012 Total Crime Risk**

- < 50
- 51 - 100
- 101 - 150
- 151 - 200
- 201 - 300
- 301+




NORTH
1:250,000



7. OVERALL SITE EVALUATION

The subject project is currently 100% occupied, which is evidence that the site location has had a positive impact on its marketability. Surrounding land uses are generally consistent with residential housing and no known nuisances were observed within proximity of the site. Visibility and access are considered good. Basic community services are available within 1.5 miles of the site, including but not limited to grocery stores, banks, convenience stores, discount retailers, gas stations, an acute-care health center and the local senior center within Jenkins County. It is our opinion that following the subject project's renovations, the surrounding land uses and proximity to community services will continue to have a positive impact on the marketability of the site.

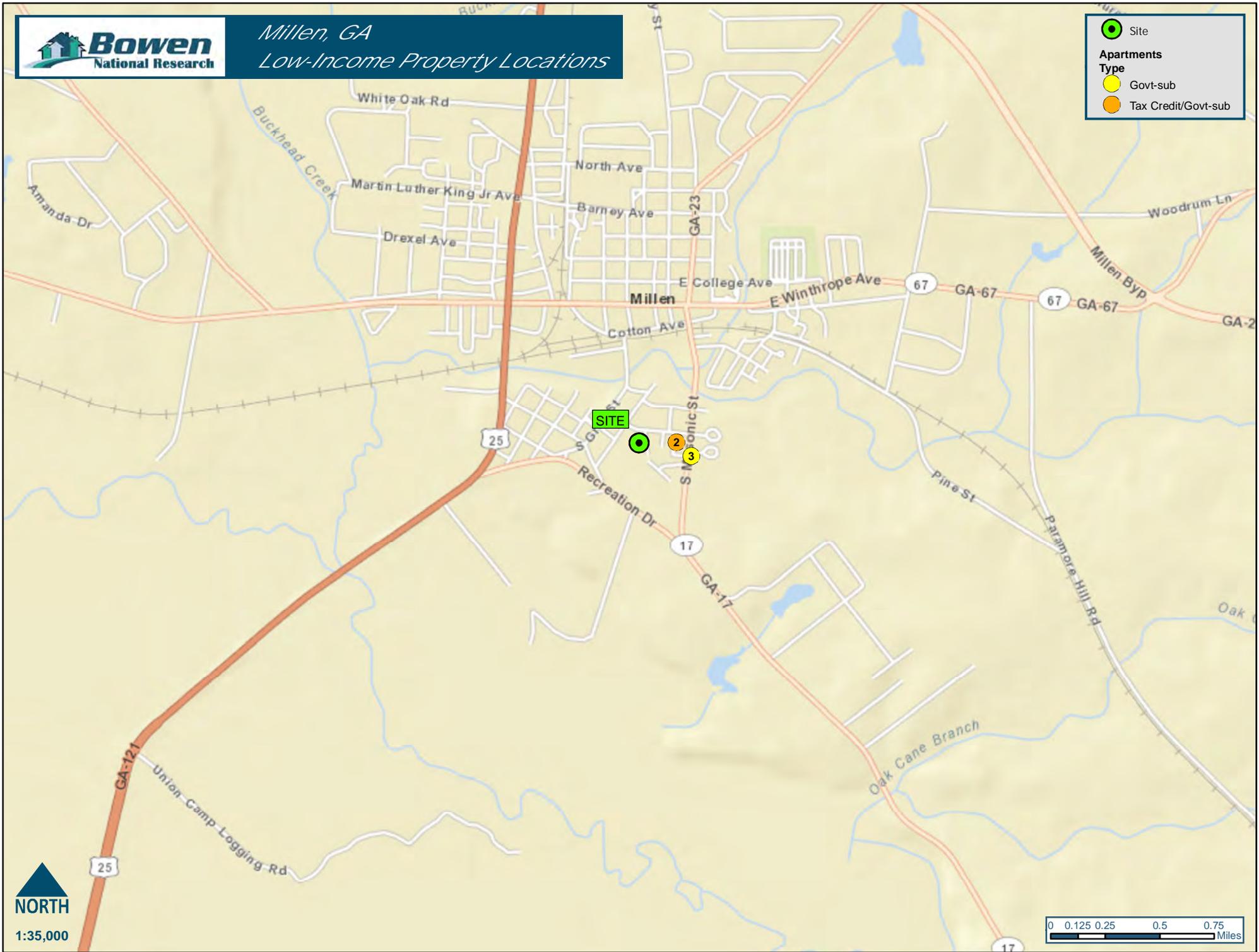
8. MAP OF LOW-INCOME RENTAL HOUSING

A map illustrating the location of low-income rental housing (4% and 9% Tax Credit Properties, Tax Exempt Bond Projects, Rural Development Properties, HUD Section 8 and Public Housing, etc.) identified in the Site PMA is included on the following page.



Millen, GA
Low-Income Property Locations

● Site
● Apartments Type
● Govt-sub
● Tax Credit/Govt-sub



NORTH
1:35,000

0 0.125 0.25 0.5 0.75 Miles

SECTION D – PRIMARY MARKET AREA DELINEATION

The Site Primary Market Area (PMA) is the geographical area from which comparable properties and potential renters are expected to be drawn from. It is also the geographic area expected to generate the most demographic support for the subject development. The Brier Creek Apartments Site PMA was determined through interviews with management at the subject site, other area leasing agents, government officials, economic development representatives and the personal observations of our analysts. The personal observations of our analysts include physical and/or socioeconomic differences in the market and a demographic analysis of the area households and population.

Herman Brown is the Site Manager of the subject property (Brier Creek) and another affordable housing community in Millen, Edenfield Place. According to Mr. Brown the majority of his current residents originated from within the city of Millen, while others have relocated from some of the nearby rural areas of Jenkins County. Specifically, Mr. Brown stated that approximately 95% of his current residents are from within Jenkins County and have lived in the area their entire life.

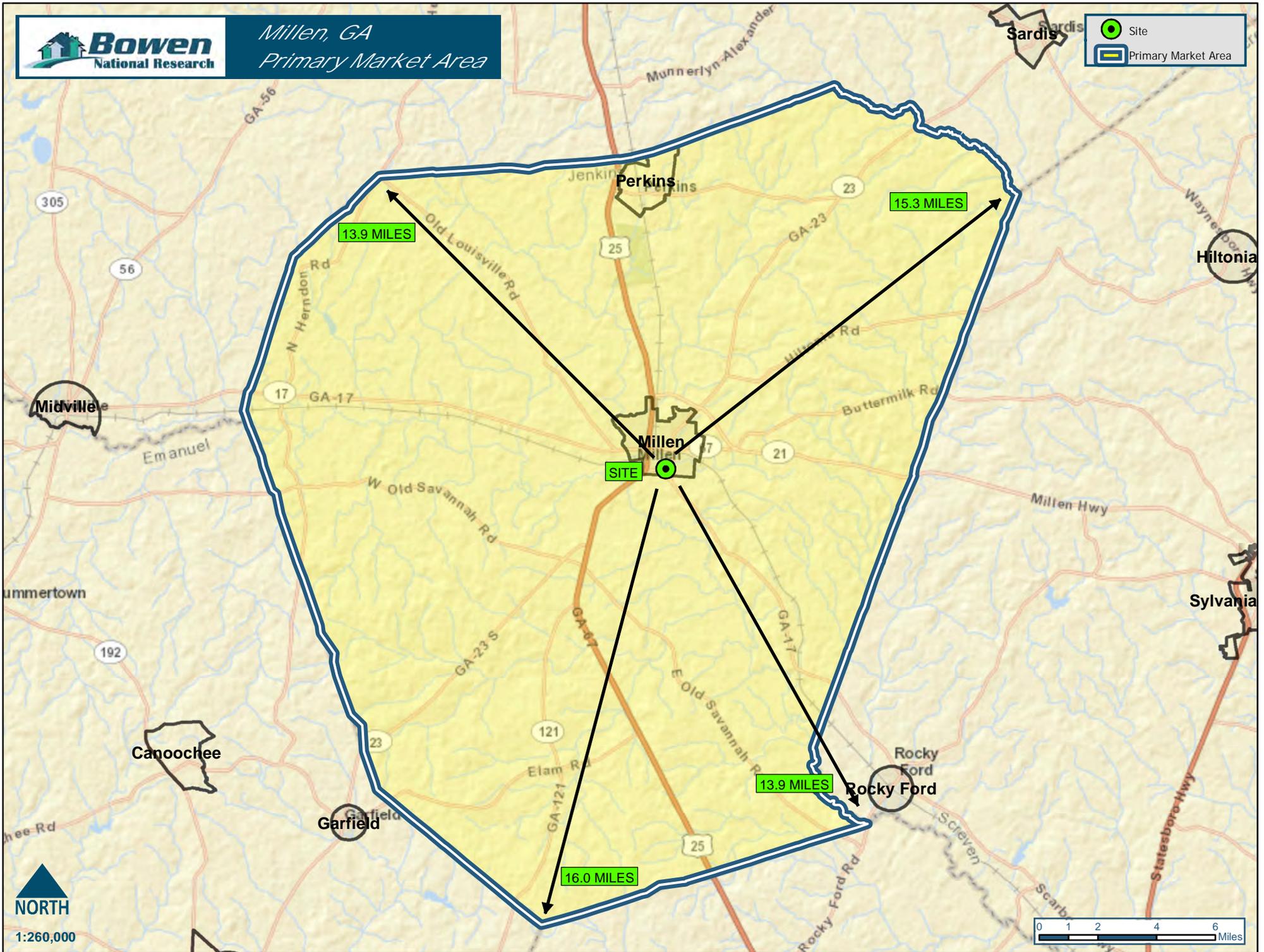
The Millen Site PMA includes all of Jenkins County. The boundaries of the Site PMA include Jenkins County in its entirety. All the aforementioned boundaries are within approximately 16.0 miles of the site.

A map delineating the boundaries of the Site PMA is included on the following page.



Millen, GA
Primary Market Area

● Site
▭ Primary Market Area



SECTION E - COMMUNITY DEMOGRAPHIC DATA

1. POPULATION TRENDS

The Site PMA population bases for 2000, 2010, 2013 (estimated) and 2015 (projected) are summarized as follows:

	Year			
	2000 (Census)	2010 (Census)	2013 (Estimated)	2015 (Projected)
Population	8,575	8,340	8,289	8,175
Population Change	-	-235	-51	-114
Percent Change	-	-2.7%	-0.6%	-1.4%

Source: 2000, 2010 Census; ESRI; Urban Decision Group; Bowen National Research

The Millen Site PMA population base declined by 235 between 2000 and 2010. This represents a 2.7% decline from the 2000 population, or an annual rate of 0.3%. Between 2010 and 2013, the population declined by 51, or 0.6%. It is projected that the population will decline by 114, or 1.4%, between 2013 and 2015. Despite the overall decline, the population base is considered relatively stable.

The Site PMA population bases by age are summarized as follows:

Population by Age	2010 (Census)		2013 (Estimated)		2015 (Projected)		Change 2013-2015	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	2,498	30.0%	2,423	29.2%	2,373	29.0%	-50	-2.1%
20 to 24	482	5.8%	480	5.8%	457	5.6%	-23	-4.8%
25 to 34	894	10.7%	903	10.9%	891	10.9%	-12	-1.3%
35 to 44	959	11.5%	920	11.1%	897	11.0%	-23	-2.5%
45 to 54	1,150	13.8%	1,090	13.1%	1,039	12.7%	-51	-4.7%
55 to 64	1,101	13.2%	1,151	13.9%	1,152	14.1%	2	0.1%
65 to 74	664	8.0%	729	8.8%	771	9.4%	42	5.8%
75 & Over	592	7.1%	594	7.2%	595	7.3%	1	0.2%
Total	8,340	100.0%	8,289	100.0%	8,175	100.0%	-114	-1.4%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

As the preceding table illustrates, nearly 30% of the population is expected to be age 55 and older in 2013. This age group is the prime group of potential renters for the subject site and will likely represent a significant number of the tenants. Further, the senior population is projected to increase between 2013 and 2015, while the overall population will decline.

The following compares the PMA's elderly (age 62+) and non-elderly population.

Population Type	Year		
	2010 (Census)	2013 (Estimated)	2015 (Projected)
Elderly (Age 62+)	1,582	1,668	1,714
Non-Elderly	6,758	6,621	6,461
Total	8,340	8,289	8,175

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

The elderly population is projected to increase by 46, or 2.7%, between 2013 and 2015. This increase among the targeted age cohort will likely increase the demand of senior-oriented housing.

2. HOUSEHOLD TRENDS

Household trends within the Millen Site PMA are summarized as follows:

	Year			
	2000 (Census)	2010 (Census)	2013 (Estimated)	2015 (Projected)
Households	3,214	3,192	3,167	3,132
Household Change	-	-22	-25	-36
Percent Change	-	-0.7%	-0.8%	-1.1%
Household Size	2.67	2.61	2.59	2.58

Source: 2000, 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Within the Millen Site PMA, households declined by 22 (0.7%) between 2000 and 2010. Between 2010 and 2013, households declined by 25 or 0.8%. By 2015, there will be 3,132 households, a decline of 36 households, or 1.1% from 2013 levels. This is a decline of approximately 17.8 households annually over the next two years.

The Site PMA household bases by age are summarized as follows:

Households by Age	2010 (Census)		2013 (Estimated)		2015 (Projected)		Change 2013-2015	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 25	133	4.2%	121	3.8%	116	3.7%	-6	-4.6%
25 to 34	411	12.9%	412	13.0%	405	12.9%	-8	-1.8%
35 to 44	505	15.8%	477	15.1%	462	14.7%	-16	-3.3%
45 to 54	616	19.3%	575	18.2%	546	17.4%	-29	-5.1%
55 to 64	659	20.6%	680	21.5%	677	21.6%	-3	-0.4%
65 to 74	454	14.2%	490	15.5%	516	16.5%	26	5.3%
75 to 84	300	9.4%	295	9.3%	291	9.3%	-4	-1.4%
85 & Over	114	3.6%	116	3.7%	120	3.8%	3	3.0%
Total	3,192	100.0%	3,167	100.0%	3,132	100.0%	-36	-1.1%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Similar to the population trends, senior households are projected to increase between 2013 and 2015, while the overall number of households is expected to decline during the same time period.

Households by tenure are distributed as follows:

Distribution of Households	2010 (Census)		2013 (Estimated)		2015 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied (<Age 62)	1,312	41.1%	1,348	42.6%	1,315	42.0%
Owner-Occupied (Age 62+)	863	27.0%	796	25.1%	811	25.9%
Renter-Occupied (<Age 62)	806	25.3%	733	23.1%	705	22.5%
Renter-Occupied (Age 62+)	211	6.6%	290	9.2%	300	9.6%
Total	3,192	100.0%	3,167	100.0%	3,132	100.0%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Currently, 9.2% of all occupied housing units within the Site PMA are occupied by renters age 62 and older. Both the number and share of senior renters is expected to increase during the next two years. This will generally increase the demand for senior-oriented housing options.

The household sizes by tenure for age 62 and older within the Site PMA, based on the 2013 estimates and 2015 projections, were distributed as follows:

Persons Per Renter Household Age 62+	2013 (Estimated)		2015 (Projected)		Change 2013-2015	
	Households	Percent	Households	Percent	Households	Percent
1 Person	156	54.0%	161	53.8%	5	3.0%
2 Persons	96	33.1%	97	32.5%	1	1.4%
3 Persons	37	12.6%	41	13.6%	4	11.6%
4 Persons	0	0.0%	0	0.0%	0	N/A
5 Persons+	1	0.3%	0	0.1%	0	-49.3%
Total	290	100.0%	300	100.0%	10	3.4%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Persons Per Owner Household Age 62+	2013 (Estimated)		2015 (Projected)		Change 2013-2015	
	Households	Percent	Households	Percent	Households	Percent
1 Person	409	51.4%	415	51.2%	6	1.4%
2 Persons	286	35.9%	295	36.3%	9	3.0%
3 Persons	41	5.1%	41	5.0%	0	0.4%
4 Persons	59	7.4%	60	7.4%	1	1.4%
5 Persons+	1	0.1%	0	0.1%	0	-49.3%
Total	796	100.0%	811	100.0%	15	1.9%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Over 86% of all senior renters are comprised of one- and two- person households. As such, the age-restricted subject units will continue to target the majority of senior household sizes.

The distribution of households by income within the Millen Site PMA is summarized as follows:

Household Income	2010 (Census)		2013 (Estimated)		2015 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$10,000	351	11.0%	352	11.1%	343	11.0%
\$10,000 to \$19,999	690	21.6%	628	19.8%	617	19.7%
\$20,000 to \$29,999	597	18.7%	667	21.1%	653	20.8%
\$30,000 to \$39,999	365	11.4%	380	12.0%	373	11.9%
\$40,000 to \$49,999	184	5.8%	185	5.8%	189	6.0%
\$50,000 to \$59,999	290	9.1%	276	8.7%	264	8.4%
\$60,000 to \$74,999	211	6.6%	209	6.6%	215	6.9%
\$75,000 to \$99,999	219	6.8%	128	4.0%	133	4.2%
\$100,000 to \$124,999	115	3.6%	100	3.1%	99	3.2%
\$125,000 to \$149,999	34	1.1%	36	1.1%	39	1.2%
\$150,000 to \$199,999	87	2.7%	121	3.8%	116	3.7%
\$200,000 & Over	50	1.6%	86	2.7%	91	2.9%
Total	3,192	100.0%	3,167	100.0%	3,132	100.0%
Median Income	\$29,302		\$29,051		\$29,279	

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

In 2010, the median household income was \$29,302. This declined by 0.9% to \$29,051 in 2013. By 2015, it is projected that the median household income will be \$29,279, an increase of 0.8% from 2013.

The distribution of households by income age 62 and older within the Millen Site PMA is summarized as follows:

Household Income 62+	2010 (Census)		2013 (Estimated)		2015 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$10,000	154	14.3%	155	14.3%	156	14.1%
\$10,000 to \$19,999	304	28.3%	319	29.3%	323	29.1%
\$20,000 to \$29,999	301	28.0%	269	24.8%	270	24.3%
\$30,000 to \$39,999	52	4.8%	90	8.3%	99	8.9%
\$40,000 to \$49,999	60	5.6%	60	5.6%	60	5.4%
\$50,000 to \$59,999	57	5.3%	56	5.1%	57	5.1%
\$60,000 to \$74,999	41	3.9%	46	4.3%	50	4.5%
\$75,000 to \$99,999	63	5.8%	42	3.9%	44	4.0%
\$100,000 to \$124,999	30	2.8%	24	2.2%	26	2.3%
\$125,000 to \$149,999	2	0.2%	6	0.5%	7	0.6%
\$150,000 to \$199,999	9	0.8%	13	1.2%	13	1.2%
\$200,000 & Over	3	0.2%	5	0.5%	6	0.5%
Total	1,074	100.0%	1,086	100.0%	1,111	100.0%
Median Income	\$22,641		\$22,587		\$22,822	

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

In 2010, the median household income for households age 62 and older was \$22,641. This declined by 0.2% to \$22,587 in 2013. By 2015, it is projected that the median household income will be \$22,822, an increase of 1.0% from 2013.

The following tables illustrate renter household income by household size for 2010, 2013 and 2015 for the Millen Site PMA:

Renter Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	153	45	0	0	0	198
\$10,000 to \$19,999	86	129	33	18	0	266
\$20,000 to \$29,999	39	1	30	70	0	139
\$30,000 to \$39,999	10	8	82	0	0	100
\$40,000 to \$49,999	6	2	0	0	59	68
\$50,000 to \$59,999	6	3	0	8	99	117
\$60,000 to \$74,999	9	2	26	1	0	38
\$75,000 to \$99,999	5	5	0	38	0	48
\$100,000 to \$124,999	4	3	0	0	0	7
\$125,000 to \$149,999	2	0	0	0	0	2
\$150,000 to \$199,999	6	0	1	1	0	8
\$200,000 & Over	4	22	0	0	0	26
Total	331	220	171	136	159	1,017

Source: Ribbon Demographics; ESRI; Urban Decision Group

Renter Households	2013 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	145	46	0	0	0	191
\$10,000 to \$19,999	103	109	28	13	0	253
\$20,000 to \$29,999	36	3	39	93	0	172
\$30,000 to \$39,999	14	18	74	0	0	106
\$40,000 to \$49,999	5	2	0	0	68	76
\$50,000 to \$59,999	8	3	0	6	88	106
\$60,000 to \$74,999	6	4	29	1	0	40
\$75,000 to \$99,999	2	2	0	20	0	24
\$100,000 to \$124,999	4	2	1	0	0	7
\$125,000 to \$149,999	1	0	0	0	0	1
\$150,000 to \$199,999	5	3	0	2	1	11
\$200,000 & Over	7	29	0	1	0	37
Total	336	221	172	136	157	1,022

Source: Ribbon Demographics; ESRI; Urban Decision Group

Renter Households	2015 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	139	43	0	0	0	182
\$10,000 to \$19,999	105	106	28	14	0	252
\$20,000 to \$29,999	34	3	39	90	0	165
\$30,000 to \$39,999	15	20	69	0	0	104
\$40,000 to \$49,999	5	2	0	0	72	79
\$50,000 to \$59,999	7	3	0	7	82	99
\$60,000 to \$74,999	7	3	32	1	0	44
\$75,000 to \$99,999	2	2	0	19	0	23
\$100,000 to \$124,999	5	2	1	0	0	7
\$125,000 to \$149,999	1	0	0	0	0	1
\$150,000 to \$199,999	5	4	0	2	0	11
\$200,000 & Over	7	29	0	1	0	37
Total	331	217	169	134	154	1,005

Source: Ribbon Demographics; ESRI; Urban Decision Group

The following tables illustrate renter household income by household size for age 62 and older for 2010, 2013 and 2015 for the Millen Site PMA:

Renter Age 62+ Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	16	5	0	0	0	22
\$10,000 to \$19,999	66	51	0	0	0	117
\$20,000 to \$29,999	0	1	4	0	0	5
\$30,000 to \$39,999	8	6	1	0	0	15
\$40,000 to \$49,999	5	2	0	0	0	6
\$50,000 to \$59,999	5	2	0	0	0	7
\$60,000 to \$74,999	2	2	20	0	0	23
\$75,000 to \$99,999	4	4	0	0	0	8
\$100,000 to \$124,999	3	1	0	0	0	4
\$125,000 to \$149,999	0	0	0	0	0	0
\$150,000 to \$199,999	2	0	0	0	0	2
\$200,000 & Over	2	0	0	0	0	2
Total	113	74	24	0	0	211

Source: Ribbon Demographics; ESRI; Urban Decision Group

Renter Age 62+ Households	2013 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	21	4	0	0	0	25
\$10,000 to \$19,999	98	60	0	0	0	158
\$20,000 to \$29,999	0	3	5	0	0	8
\$30,000 to \$39,999	13	16	2	0	0	32
\$40,000 to \$49,999	5	2	0	0	0	7
\$50,000 to \$59,999	8	3	0	0	0	11
\$60,000 to \$74,999	2	4	28	0	0	34
\$75,000 to \$99,999	2	2	0	0	0	4
\$100,000 to \$124,999	3	0	1	0	0	4
\$125,000 to \$149,999	0	0	0	0	0	0
\$150,000 to \$199,999	2	2	0	0	1	5
\$200,000 & Over	2	0	0	0	0	2
Total	156	96	37	0	1	290

Source: Ribbon Demographics; ESRI; Urban Decision Group

Renter Age 62+ Households	2015 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	21	4	0	0	0	25
\$10,000 to \$19,999	101	60	0	0	0	161
\$20,000 to \$29,999	0	2	5	0	0	8
\$30,000 to \$39,999	14	19	3	0	0	36
\$40,000 to \$49,999	5	2	0	0	0	7
\$50,000 to \$59,999	7	3	0	0	0	10
\$60,000 to \$74,999	3	3	31	0	0	37
\$75,000 to \$99,999	2	2	0	0	0	4
\$100,000 to \$124,999	4	0	1	0	0	5
\$125,000 to \$149,999	0	0	0	0	0	0
\$150,000 to \$199,999	1	2	0	0	0	4
\$200,000 & Over	2	0	0	0	0	2
Total	161	97	41	0	0	300

Source: Ribbon Demographics; ESRI; Urban Decision Group

The following tables illustrate owner household income by household size for age 62 and older for 2010, 2013 and 2015 for the Millen Site PMA:

Owner Age 62+ Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	113	19	0	0	0	132
\$10,000 to \$19,999	147	40	0	0	0	187
\$20,000 to \$29,999	108	118	28	41	0	296
\$30,000 to \$39,999	20	13	4	0	0	37
\$40,000 to \$49,999	14	39	1	0	0	54
\$50,000 to \$59,999	15	34	1	0	0	49
\$60,000 to \$74,999	11	6	1	0	0	18
\$75,000 to \$99,999	15	39	1	0	0	55
\$100,000 to \$124,999	13	3	11	0	0	26
\$125,000 to \$149,999	2	0	0	0	0	2
\$150,000 to \$199,999	5	0	0	1	0	6
\$200,000 & Over	1	0	0	0	0	1
Total	463	311	47	42	0	863

Source: Ribbon Demographics; ESRI; Urban Decision Group

Owner Age 62+ Households	2013 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	115	15	0	0	0	130
\$10,000 to \$19,999	127	34	0	0	0	161
\$20,000 to \$29,999	87	100	23	52	0	261
\$30,000 to \$39,999	24	22	5	7	0	58
\$40,000 to \$49,999	10	42	1	0	0	53
\$50,000 to \$59,999	12	31	1	0	0	45
\$60,000 to \$74,999	9	2	1	0	0	12
\$75,000 to \$99,999	5	32	1	0	0	38
\$100,000 to \$124,999	8	5	7	0	0	20
\$125,000 to \$149,999	3	2	0	0	0	6
\$150,000 to \$199,999	6	0	2	0	1	9
\$200,000 & Over	3	0	0	0	0	3
Total	409	286	41	59	1	796

Source: Ribbon Demographics; ESRI; Urban Decision Group

Owner Age 62+ Households	2015 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	115	16	0	0	0	131
\$10,000 to \$19,999	128	34	0	0	0	162
\$20,000 to \$29,999	89	100	22	52	0	262
\$30,000 to \$39,999	24	26	5	7	0	63
\$40,000 to \$49,999	10	41	1	1	0	52
\$50,000 to \$59,999	12	34	1	0	0	47
\$60,000 to \$74,999	9	3	1	0	0	13
\$75,000 to \$99,999	6	34	0	0	0	40
\$100,000 to \$124,999	8	5	7	0	0	20
\$125,000 to \$149,999	4	3	0	0	0	7
\$150,000 to \$199,999	6	0	2	1	0	10
\$200,000 & Over	3	0	1	0	0	4
Total	415	295	41	60	0	811

Source: Ribbon Demographics; ESRI; Urban Decision Group

Between 2013 and 2015, the number of all renter households is projected to decline by 17, or 1.7%. However, senior renter households will actually increase by 10, or 3.4% during the same time period. The subject project will target senior households generally earning less than \$30,000, which are projected to increase by 3 or 1.6%. As such, there will likely be a stable base of continued demographic support for the subject development through 2015. Further, the project is also expected to attract support from elderly homeowners downsizing from the cost and burden of home maintenance. In 2015, the number of senior homeowners earning less than \$30,000 is expected to be 555, or 68.4% of all senior homeowners. These trends among low-income seniors exhibit a large and growing base of potential support for the subject project.

Detailed demand estimates are included in Section G of this report.

SECTION F - ECONOMIC TRENDS

1. LABOR FORCE PROFILE

The labor force within the Millen Site PMA is based primarily in five sectors. Manufacturing (which comprises 21.7%), Health Care & Social Assistance, Educational Services, Public Administration and Retail Trade comprise over 69% of the Site PMA labor force. Employment in the Millen Site PMA, as of 2013, was distributed as follows:

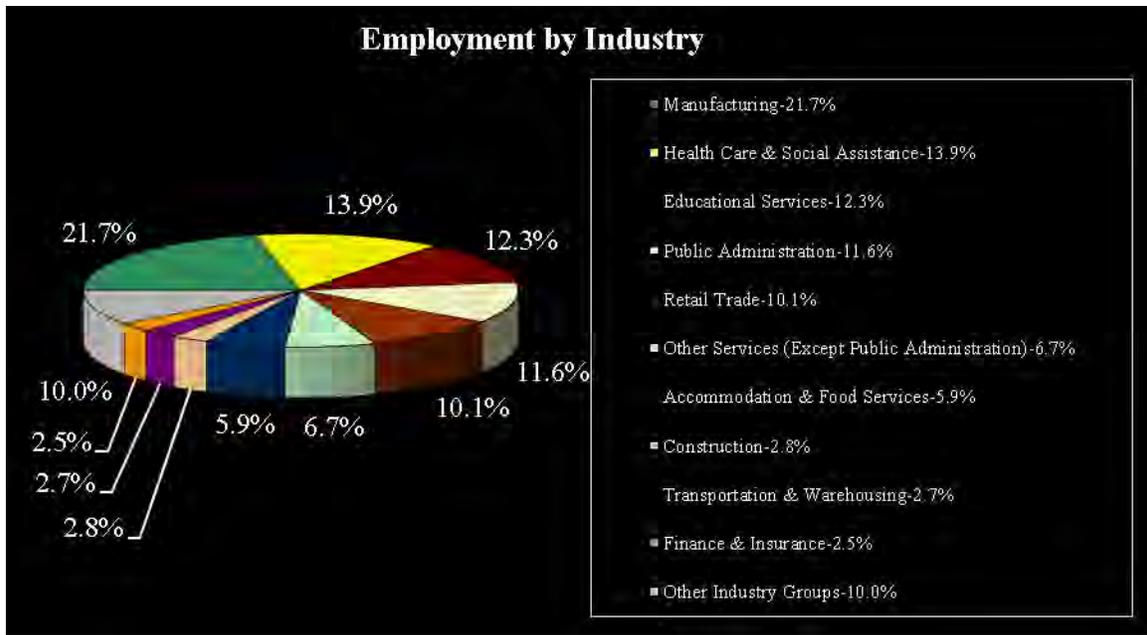
NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	11	4.2%	32	1.5%	2.9
Mining	0	0.0%	0	0.0%	0.0
Utilities	1	0.4%	47	2.1%	47.0
Construction	15	5.7%	61	2.8%	4.1
Manufacturing	7	2.6%	477	21.7%	68.1
Wholesale Trade	10	3.8%	22	1.0%	2.2
Retail Trade	37	14.0%	222	10.1%	6.0
Transportation & Warehousing	11	4.2%	59	2.7%	5.4
Information	2	0.8%	5	0.2%	2.5
Finance & Insurance	16	6.0%	54	2.5%	3.4
Real Estate & Rental & Leasing	8	3.0%	14	0.6%	1.8
Professional, Scientific & Technical Services	8	3.0%	33	1.5%	4.1
Management of Companies & Enterprises	1	0.4%	6	0.3%	6.0
Administrative, Support, Waste Management & Remediation Services	7	2.6%	31	1.4%	4.4
Educational Services	10	3.8%	270	12.3%	27.0
Health Care & Social Assistance	12	4.5%	305	13.9%	25.4
Arts, Entertainment & Recreation	3	1.1%	16	0.7%	5.3
Accommodation & Food Services	17	6.4%	131	5.9%	7.7
Other Services (Except Public Administration)	52	19.6%	148	6.7%	2.8
Public Administration	32	12.1%	255	11.6%	8.0
Nonclassifiable	5	1.9%	14	0.6%	2.8
Total	265	100.0%	2,202	100.0%	8.3

*Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

E.P.E. - Average Employees Per Establishment

Note: Since this survey is conducted of establishments and not of residents, some employees may not live within the Site PMA.

These employees, however, are included in our labor force calculations because their places of employment are located within the Site PMA.



Typical wages by job category for the East Georgia Nonmetropolitan Area are compared with those of Georgia in the following table:

Typical Wage by Occupation Type		
Occupation Type	East Georgia Nonmetropolitan Area	Georgia
Management Occupations	\$75,770	\$106,520
Business and Financial Occupations	\$51,800	\$69,720
Computer and Mathematical Occupations	\$50,990	\$76,060
Architecture and Engineering Occupations	\$52,770	\$73,630
Community and Social Service Occupations	\$36,500	\$41,880
Art, Design, Entertainment and Sports Medicine Occupations	\$38,740	\$48,400
Healthcare Practitioners and Technical Occupations	\$59,320	\$69,400
Healthcare Support Occupations	\$20,950	\$26,160
Protective Service Occupations	\$29,880	\$33,690
Food Preparation and Serving Related Occupations	\$18,310	\$19,810
Building and Grounds Cleaning and Maintenance Occupations	\$20,890	\$23,550
Personal Care and Service Occupations	\$21,030	\$22,160
Sales and Related Occupations	\$24,480	\$35,520
Office and Administrative Support Occupations	\$27,650	\$33,110
Construction and Extraction Occupations	\$31,950	\$38,120
Installation, Maintenance and Repair Occupations	\$34,590	\$41,750
Production Occupations	\$25,180	\$31,340
Transportation and Moving Occupations	\$30,560	\$34,260

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

Most annual blue-collar salaries range from \$18,310 to \$38,740 within the East Georgia Nonmetropolitan Area. White-collar jobs, such as those related to professional positions, management and medicine, have an average salary of \$58,130. It is important to note that most occupational types within the East Georgia Nonmetropolitan Area have slightly lower typical wages than the State of Georgia's typical wages. The proposed project will target households with incomes generally up to \$30,000. The area employment base has a significant number of income-appropriate occupations from which the proposed subject project will be able to draw renter support.

2. MAJOR EMPLOYERS

The largest employers within Jenkins County are listed in the following table.

Employer Name	Business Type
Jenkins County Board of Education	Education
County Government Jenkins County	Government
Jenkins County Corrections Center	Government/ Corrections
UHS Bethany of Millen, LLC	Healthcare
Southeast Construction Clearing	Construction
Planters Electric Membership Corporation	Electrical Services

Source: Georgia Department of Labor (June 2013)

According to a representative with the Jenkins County Chamber of Commerce and Development Authority, the major employers within the county are stable and the local economy is improving. The Savannah River Parkway has increased from a two- to four-lane highway that connects Jenkins County to Augusta, Georgia. This has increased the accessibility of Jenkins County to larger markets. Notably, the recent development of a Carbo Ceramics manufacturing facility has supported approximately 300 construction jobs and will support 75-100 permanent jobs once it is completely up and running. Carbo Ceramics produces Ceramic proppant, which is used in hydraulic fracturing to make oil and gas drilling more efficient. Future expansion at the plant is possible, but will be based on demand from the oil and gas industry.

According to the Georgia Department of Labor website, there has been one WARN notice reported for Millen area since 2012. Stitch & Print, located in Twin City, announced that in March 2013 they would lay off 30 workers.

3. EMPLOYMENT TRENDS

The following tables were generated from the U.S. Department of Labor, Bureau of Labor Statistics and reflect employment trends of the county in which the site is located.

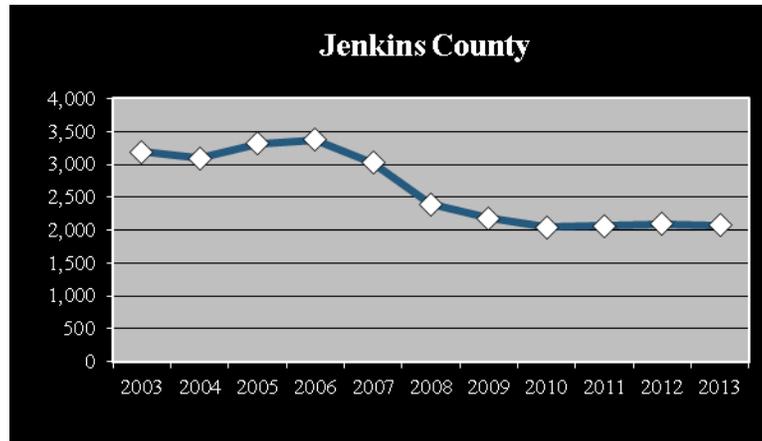
Excluding 2013, the employment base has declined by 12.6% over the past five years in Jenkins County, more than the Georgia state decline of 3.7%. Total employment reflects the number of employed persons who live within the county.

The following illustrates the total employment base for Jenkins County, Georgia and the United States.

Year	Total Employment					
	Jenkins County		Georgia		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2003	3,191	-	4,173,787	-	137,936,674	-
2004	3,093	-3.1%	4,249,007	1.8%	138,386,944	0.3%
2005	3,318	7.3%	4,375,178	3.0%	139,988,842	1.2%
2006	3,377	1.8%	4,500,150	2.9%	142,328,023	1.7%
2007	3,028	-10.3%	4,587,739	1.9%	144,990,053	1.9%
2008	2,397	-20.8%	4,540,706	-1.0%	146,397,529	1.0%
2009	2,181	-9.0%	4,289,819	-5.5%	146,068,824	-0.2%
2010	2,048	-6.1%	4,241,718	-1.1%	140,721,369	-3.7%
2011	2,067	0.9%	4,295,113	1.3%	140,483,185	-0.2%
2012	2,095	1.4%	4,371,608	1.8%	141,748,955	0.9%
2013*	2,077	-0.8%	4,403,198	0.7%	141,772,241	0.0%

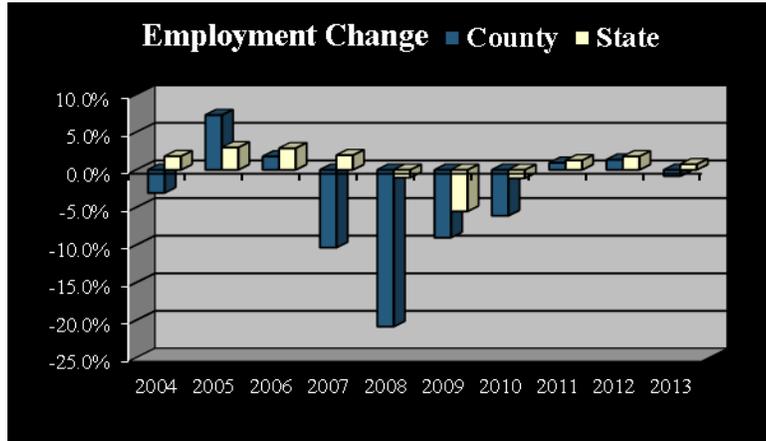
Source: Department of Labor; Bureau of Labor Statistics

*Through July



As illustrated in the preceding table, the Jenkins County employment base declined by 1,329 workers (39.4%) between 2006 and 2010. Although employment levels began to recover in 2011, the employment base is still well below employment levels recorded prior to the national recession.

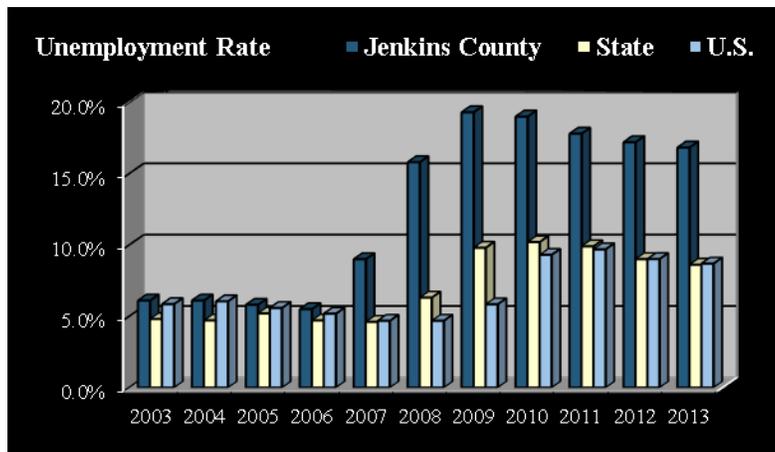
The following table illustrates the percent change in employment for Jenkins County and Georgia.



Unemployment rates for Jenkins County, Georgia and the United States are illustrated as follows:

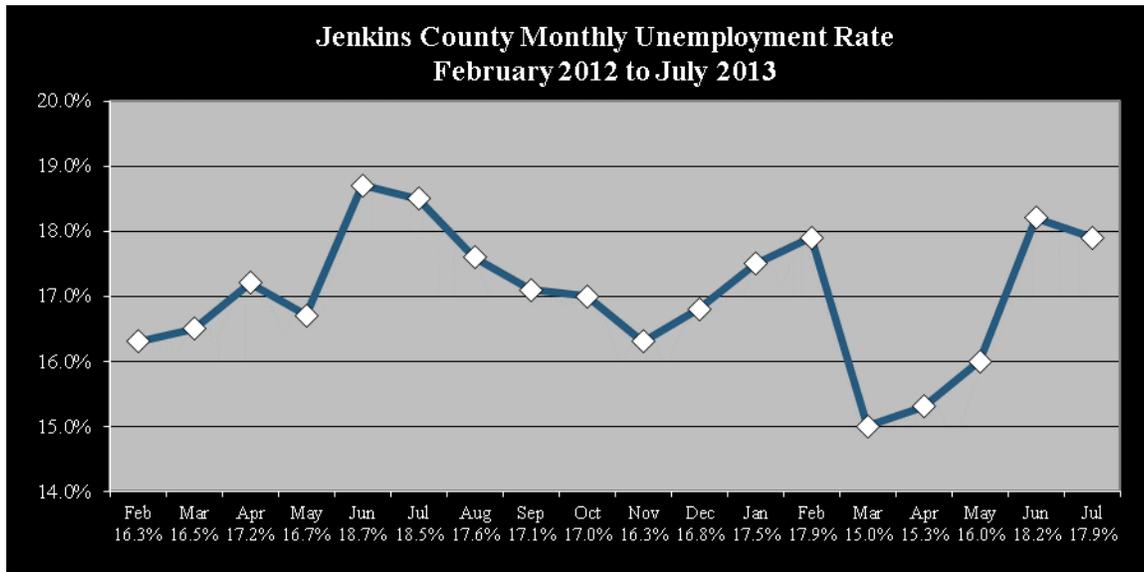
Year	Unemployment Rate		
	Jenkins County	Georgia	United States
2003	6.1%	4.8%	5.8%
2004	6.1%	4.7%	6.0%
2005	5.8%	5.2%	5.6%
2006	5.5%	4.7%	5.2%
2007	9.0%	4.6%	4.7%
2008	15.8%	6.3%	4.7%
2009	19.3%	9.8%	5.8%
2010	19.0%	10.2%	9.3%
2011	17.8%	9.9%	9.7%
2012	17.2%	9.0%	9.0%
2013*	16.8%	8.6%	8.7%

Source: Department of Labor, Bureau of Labor Statistics
*Through July



The unemployment rate in Jenkins County has ranged between 5.5% and 19.3%, and has been well above the state and national averages since 2007.

The following table illustrates the monthly unemployment rate in Jenkins County for the most recent 18-month period for which data is currently available.



During the previous 18-month period, the monthly unemployment rate has fluctuated between 15.0% and 18.7%. However, monthly unemployment rates do not appear to be trending in any particular direction, which suggests the unemployment rate has stabilized at a high level.

In-place employment reflects the total number of jobs within the county regardless of the employee's county of residence. The following illustrates the total in-place employment base for Jenkins County.

In-Place Employment Jenkins County			
Year	Employment	Change	Percent Change
2002	2,541	-	-
2003	2,492	-49	-1.9%
2004	2,400	-92	-3.7%
2005	2,617	217	9.0%
2006	2,593	-24	-0.9%
2007	2,198	-395	-15.2%
2008	1,535	-663	-30.2%
2009	1,340	-195	-12.7%
2010	1,197	-143	-10.7%
2011	1,199	2	0.2%
2012*	1,287	88	7.3%

Source: Department of Labor, Bureau of Labor Statistics

Data for 2012, the most recent year that year-end figures are available, indicates in-place employment in Jenkins County to be 57.2% of the total Jenkins County employment. This means that many residents both live and work within Jenkins County. However, many employed workers are also leaving the county for daytime employment.

4. ECONOMIC FORECAST

The Jenkins County employment base declined by over 1,300 workers, or 39.4%, between 2006 and 2010. Notably, the most significant impact originated during the national recession, as many local manufacturers were forced to consolidate, relocate or close permanently. According to local economic representatives, Jenkins County has stabilized since 2010 and has shown signs of limited growth during the previous three years. The new construction of the Carbo Ceramics manufacturing plant has created short-term construction jobs, and will add between 75 and 100 permanent jobs back to the market. However, the unemployment rate within Jenkins County remains significantly higher than statewide and national averages. As no other significant employment announcements have been made in the previous year, it is anticipated that the local economy will continue to struggle with high unemployment rates and limited job opportunities. Notable, however, the population and household base documented in the previous section of this report is anticipated to remain relatively stable compared to the significant decline in employment. As such, the persistent levels of unemployment within the county will likely increase the demand for affordable rental housing, as many households are likely surviving on reduced incomes relative to pre-recession levels.

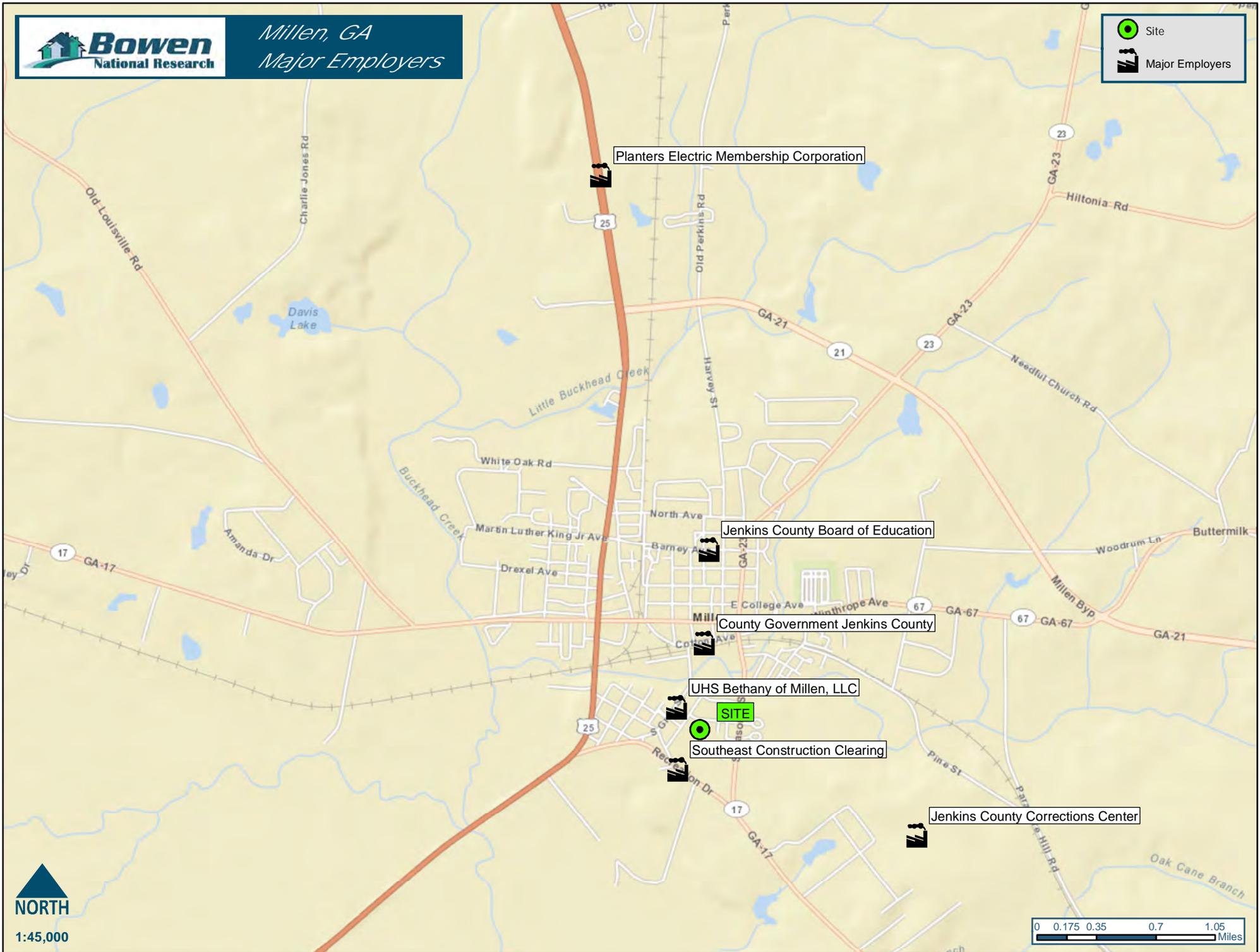
The proposed project will continue to target senior households. Therefore, many potential renters are expected to be completely or partially retired. Thus, economic trends are less significant as they relate to the market feasibility of the age-restricted subject project.

A map illustrating notable employment centers is on the following page.



Millen, GA
Major Employers

Site
Major Employers



1:45,000



SECTION G – PROJECT-SPECIFIC DEMAND ANALYSIS

The subject project currently operates under the income and rent requirements of the RD Section 515 program. While the project will be renovated with a Tax-Exempt Bond financing, it is expected to follow the same household eligibility requirements that are currently in effect. Regardless, we have provided various demand scenarios that evaluate the depth of continued support for the project under the RD program and in the event the project had to operate exclusively under the LIHTC program.

1. DETERMINATION OF INCOME ELIGIBILITY

The number of income-eligible households necessary to support the project from the Site PMA is an important consideration in evaluating the subject project's potential.

Under the Low-Income Housing Tax Credit program, household eligibility is based on household income not exceeding the targeted percentage of Area Median Household Income (AMHI), depending upon household size.

The subject site is within Jenkins County, which has a median four-person household income of \$38,100 for 2013. The subject property will be restricted to households with incomes of up to 60% of AMHI. The following table summarizes the maximum allowable income by household size for Jenkins County at 60% of AMHI.

Household Size	Maximum Allowable Income
	60%
One-Person	\$19,200
Two-Person	\$21,900

a. Maximum Income Limits

The largest proposed units (one-bedroom) at the subject site are expected to continue to house up to two-person households. As such, the maximum allowable income at the subject site is **\$21,900**.

b. Minimum Income Requirements

Leasing industry standards typically require households to have rent-to-income ratios of 27% to 40%. Pursuant to GDCA/GHFA market study guidelines, the maximum rent-to-income ratio permitted for family projects is 35%, while older person (age 55 and older) and elderly (age 62 and older) projects should utilize a 40% rent-to-income ratio.

All 28 units at the subject project operate with Rental Assistance that allows tenants to pay up to 30% of their adjusted gross income towards housing costs. Therefore, some households could have little to no income and still qualify to reside at the subject project.

In the unlikely event Rental Assistance was ever lost and the project would operate solely under LIHTC guidelines, the proposed LIHTC units will have a lowest gross rent of \$513. Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$6,156. Applying a 40% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement for the Tax Credit units of \$15,390.

c. Income-Appropriate Range

Based on the preceding analyses, the income-appropriate ranges required for residency at the subject project are included in the following table:

Unit Type	Income Range	
	Minimum	Maximum
RD 515 (Limited To 60% Of AMHI) with RA	\$0	\$21,900
Tax Credit (Limited To 60% Of AMHI)	\$15,390	\$21,900

RA – Rental Assistance

2. METHODOLOGY

Demand

The following are the demand components as outlined by the Georgia Department of Community Affairs/Georgia Housing and Finance Authority:

- a. **Demand from New Household: New units required in the market area due to projected household growth from migration into the market and growth from existing households in the market should be determined.** *This should be determined using 2010 renter household data and projecting forward to the anticipated placed in service date of the project using a growth rate established from a reputable source such as ESRI or the State Data Center. This household projection must be limited to the target population, age and income group and the demand for each income group targeted (i.e. 50% of median income) must be shown separately. In instances where a significant number (more than 20%) of proposed units comprise three- and four-bedroom units, please refine the analysis by factoring in the number of large households (generally 5+ persons). A demand analysis that does not account for this may overestimate demand.*

Note that our calculations have been reduced to only include **renter-qualified** households

b. **Demand from Existing Households:** The second source of demand should be projected from:

- **Rent overburdened households, if any, within the age group, income groups and tenure (renters) targeted for the subject development.** *In order to achieve consistency in methodology, all analysts should assume that the rent overburdened analysis includes households paying greater than 35% (Family), or greater than 40% (Senior) of their incomes toward gross rent. Based on Table B25074 of the American Community Survey (ACS) 2006-2010 5-year estimates, approximately 27.8% to 31.6% (depending upon the targeted income level) of renter households within the market were rent overburdened. These households have been included in our demand analysis.*
- **Households living in substandard housing (i.e. units that lack complete plumbing or that are overcrowded).** *Households in substandard housing should be determined based on the age, the income bands, and the tenure that apply. The analyst should use his/her own knowledge of the market area and project to determine whether households from substandard housing would be a realistic source of demand. The analyst is encouraged to be conservative in his/her estimate of demand from both rent overburdened households and from those living in substandard housing. Based on Table B25016 of the American Community Survey (ACS) 2006-2010 5-year estimates, 8.5% of all households within the market were living in substandard housing (lacking complete indoor plumbing and overcrowded households/1+ persons per room).*
- **Elderly Homeowners likely to convert to renters:** *GDCA recognizes that this type of turnover is increasingly becoming a factor in the demand for elderly Tax Credit housing. This segment should not account for more than 2% of total demand. Due to the difficulty of extrapolating elderly (age 62 and older) owner households from elderly renter households, analyst may use the total figure for elderly households in the appropriate income band to derive this demand figure. Data from interviews with property managers of active projects regarding renters who have come from homeownership should be used to refine the analysis. A narrative of the steps taken to arrive at this demand figure must be included and any figure above 5% must be based on actual market conditions, as documented in the study.*

- c. **Other:** *DCA does not consider household turnover to be a source of market demand. However, if an analyst firmly believes that demand exists that is not captured by the above methods, he/she may use other indicators to estimate demand if they are fully justified (e.g. an analysis of an under built market in the base year). Any such additional indicators should be calculated separately from the demand analysis above. Such additions should be well documented by the analyst with documentation included in the Market Study.*

Net Demand

The overall demand components illustrated above are added together and the competitive supply of developments awarded and/or constructed from 2011 to the present is subtracted to calculate Net Demand. Vacancies in projects placed in service prior to 2011 which have not reached stabilized occupancy (i.e. at least 90% occupied) must also be considered as part of supply. **DCA requires analysts to include ALL projects that have been funded, are proposed for funding and/or received a bond allocation from DCA, in the demand analysis, along with ALL conventional rental properties existing or planned in the market as outlined above. Competitive units are defined as those units that are of similar size and configuration and provide alternative housing to a similar tenant population, at rent levels comparative to those proposed for the subject development.**

To determine the Net Supply number for each bedroom and income category, the analyst will prepare a Competitive Analysis Chart that will provide a unit breakdown of the competitive properties and list each unit type. All properties determined to be competitive with the proposed development will be included in the Supply Analysis to be used in determining Net Supply in the Primary Market Area. In cases where the analyst believes the projects are not competitive with the subject units, the analyst will include a detailed description for each property and unit type explaining why the units were excluded from the market supply calculation. (e.g., the property is on the periphery of the market area, is a market-rate property; or otherwise only partially compares to the proposed subject).

Within the Site PMA, we DID NOT identify any LIHTC properties that were funded and/or built during the projection period (2011 to current). As such, no units have been deducted from our demand analysis.

The following is a summary of our demand calculations:

Demand Component	Percent Of Median Household Income	
	As Proposed w/ RA (\$0 - \$21,900)	Tax Credit Only at 60% AMHI (\$15,390 - \$21,900)
Demand From New Households (Income-Appropriate)	188 - 184 = 4	76 - 74 = 2
+		
Demand From Existing Households (Rent Overburdened)	184 X 27.8% = 52	74 X 31.6% = 23
+		
Demand From Existing Households (Renters In Substandard Housing)	184 X 8.5% = 16	74 X 8.5% = 6
=		
Demand Subtotal	72	31
+		
Demand From Existing Homeowners (Elderly Homeowner Conversion)	341 X 5.0% = (17) = 1*	124 X 5.0% = (6) = 1*
=		
Total Demand	73	32
-		
Supply (Directly Comparable Units Built And/ Or Funded Since 2011)	0	0
=		
Net Demand	73	32
Proposed Units	28	28
Capture Rate	= 38.4% (0.0% **)	= 87.5%

*Senior Homeowner Conversion must be limited to 2.0% of total demand.

**Under this scenario, all units will continue to operate with Rental Assistance and are expected to remain fully occupied. As such, all RA units have been excluded from this analysis.

If all units were vacated, with the preservation of RA, the subject project's required capture rate would be 38.4% ($28 / 73 = 38.4\%$). This indicates that there will be a moderate base of households to draw support from if all current residents were displaced. However, as we anticipate all households to income-qualify following LIHTC renovations, and none are expected to be displaced, the effective capture rate will be 0.0%.

In the unlikely event that the subject project was to lose Rental Assistance and all units had to operate exclusively under the Tax Credit program, it is conservatively estimated that none of the current renters would qualify to reside at the subject project. In this scenario, the 28 units would have a required capture rate of 87.5%. This capture rate is considered high and indicates that there will be a more limited base of households to draw support from if the Rental Assistance was ever lost.

Based on our survey of conventional apartments within the Millen Site PMA, as well as the distribution of bedroom types in most rural markets, the estimated share of demand by bedroom type for senior apartments is distributed as follows:

Estimated Demand By Bedroom	
Bedroom Type	Percent
One-Bedroom	70.0%
Two-Bedroom	30.0%
Total	100.0%

Applying these shares to the income-qualified households yields demand and capture rates of the subject units by bedroom type as illustrated in the following table:

Bedroom Size (Share of Demand)	Target % of AMHI	Subject Units	Total Demand	Supply**	Net Demand	Capture Rate	Absorption	Average Market Rent***	Subject Rents
RD 515 One-Bedroom (70%)	60%	0*	51	0	51	0.0%*	N/A	-	\$500
RD 515 Two-Bedroom (30%)	60%	-	22	0	22	-	-	-	-
Tax Credit Only One-Bedroom (70%)	60%	28	22	0	22	127.3%	≥ 24 Months	-	\$500
Tax Credit Only Two-Bedroom (30%)	60%	-	10	0	10	-	-	-	-

*Under this scenario all Rental Assistance units will continue to be occupied, resulting in an effective capture rate of 0.0%.

**Directly comparable units built and/or funded in the project market over the projection period.

***Average of non-subsidized collected rents identified within the market. (Note, no non-subsidized units identified within Millen PMA)

N/A- Not Applicable

With the preservation of Rental Assistance, the effective capture rate by bedroom type is 0.0%.

In the unlikely event the subject project had to operate exclusively under the LIHTC program and all residents were displaced, the capture rate by bedroom type will be 127.3%. In this scenario, there would actually be limited market support for the non-subsidized units, unless the project was successful in attracting Voucher holders.

SECTION H – RENTAL HOUSING ANALYSIS (SUPPLY)

1. OVERVIEW OF RENTAL HOUSING

The distributions of the area housing stock within the Millen Site PMA in 2010 and 2013 (estimated) are summarized in the following table:

Housing Status	2010 (Census)		2013 (Estimated)	
	Number	Percent	Number	Percent
Total-Occupied	3,192	75.6%	3,167	74.6%
Owner-Occupied	2,175	68.1%	2,145	67.7%
Renter-Occupied	1,017	31.9%	1,022	32.3%
Vacant	1,029	24.4%	1,078	25.4%
Total	4,221	100.0%	4,245	100.0%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Based on a 2013 update of the 2010 Census, of the 4,245 total housing units in the market, 25.4% were vacant. Although this is only a slight increase in the number of vacant housing units reported in 2010, a 25.0% vacancy rate is considered high nonetheless.

The following table illustrates that current vacancy status estimated for Jenkins County:

Vacancy Status	Percent of Vacant Units
For Rent	13.7%
For Sale Only	4.2%
Rented / Sold, Not Occupied	2.0%
For Seasonal, recreational, or for occasional use	24.4%
Other Vacant	55.7%
Total	100.0%

Source: U.S. Census Bureau, 2007-2011 American Community Survey (ACS)

As the previous table indicates, the largest share of vacant units is classified as “Other Vacant,” which encompasses foreclosed, dilapidated and abandoned housing. The second largest share of vacant units is classified as “Seasonal, recreational, or for occasional use.” Therefore, the majority of the vacant housing units within the market area are believed to be among non-conventional housing stock.

The estimated distribution of occupied housing by units in a structure and tenure is detailed in the following table:

Units in Structure	Owner		Renter	
	Number	Percent	Number	Percent
1, Detached	1,519	64.1%	419	55.4%
1, Attached	66	2.8%	15	2.0%
2 to 4	0	0.0%	49	6.5%
5 to 9	0	0.0%	29	3.8%
10 or more	4	0.2%	14	1.9%
Mobile Homes	784	33.1%	230	30.4%
Total	2,369	100.0%	756	100.0%

Source: U.S. Census Bureau, 2007-2011 American Community Survey (ACS)

As the preceding table illustrates, over 85% of renter-occupied housing consists of single-family or mobile home units and less than 6% are structures with five (5) or more units. This demonstrates the rental housing market within the Millen Site PMA is dominated by unconventional rental units. As such, the subject project is likely one of a few developments offering traditional apartment rentals. In order to determine if the overall vacancy rate of 25.4% (detailed on page H-1) is a reflection of conventional rental housing, or if the vacancies are indeed concentrated among abandoned and seasonal homes, we have conducted a field survey of area apartments.

Conventional Apartments

We identified and personally surveyed three conventional housing projects within the Site PMA that contain a total of 146 units (including the 28 units at the subject development). The following table provides a breakdown of the projects surveyed by type:

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Tax Credit/Government-Subsidized	2	60	0	100.0%
Government-Subsidized	1	86	0	100.0%
Total	3	146	0	100.0%

Notably, all three of the projects surveyed are operating with a project-based subsidy and all are 100.0% occupied. This demonstrates significant demand for long-term rental housing is present within the Site PMA.

2. SUMMARY OF ASSISTED PROJECTS

There are a total of three (3) federally subsidized and/or Tax Credit apartment developments in the Millen Site PMA. These projects were surveyed in September 2013 and are summarized as follows:

Map I.D.	Project Name	Type	Year Built/ Renovated	Total Units	Occup.	Gross Rent (Unit Mix)			
						One-Br.	Two-Br.	Three-Br.	Four-Br.
1	Brier Creek (Site)	TAX & RD 515	1994	28	100.0%	\$562 - \$693 (28)	-	-	-
2	Edenfield Place (Family & Senior)	TAX & RD 515	1978 / 2013	32 + 16*	100.0%	\$535 - \$619 (16)	\$611 - \$728 (16)	-	-
3	Project GA 142-3	P.H.	1983	86	100.0%	SUB (16)	SUB (25)	SUB (20)	SUB (25)
Total				146 + 16*	100.0%				

*Under Construction

The overall occupancy is 100.0% for these projects, indicating strong market demand for affordable housing. Notably, there are 16 units currently undergoing renovations at Edenfield Place and these have not been included in the total unit count of 146. Based on interviews with management at Edenfield Place, these 16 units are anticipated to be reintroduced to the market by the end of September and 10 of the 16 units are already leased. Management also expects all 16 will be leased within several months of completion, as Rental Assistance is available for all units and is highly desirable within the market area.

HOUSING CHOICE VOUCHER HOLDERS

According to a representative with the Georgia DCA Rental Assistance Division-South Waycross Office, there are approximately 17 Housing Choice Voucher holders within the housing authority's jurisdiction and there are no households currently on the waiting list for additional Vouchers. However, the waiting list is closed and no new applicants are being accepted.

Notably, none of the apartments surveyed within the Site PMA currently accept Housing Choice Vouchers as all of the units at these conventional housing developments operate with project-based subsidies. Therefore, it is assumed that the 17 Housing Choice Voucher holders are residing at single-family homes, duplexes and mobile homes within the county.

Although the preceding analysis illustrates that a project within the Millen market does not have to rely on Voucher support to maintain a stabilized occupancy rate, its ability to attract some support from Housing Choice Voucher holders may effectively increase the amount of potential support available to it if no project-based subsidies were available. If the gross rents at a project are positioned near or below the Fair Market Rents, it may be able to accommodate Voucher holders. The following table outlines the HUD 2013 Fair Market Rents for Jenkins County, Georgia and the proposed gross rents at the subject property:

Bedroom Type	Fair Market Rents	Proposed Tax Credit Gross Rents (AMHI)
One-Br.	\$466	\$513*

*Maximum Allowable Tax Credit Gross Rent

As proposed, all 28 of the subject units will maintain Rental Assistance via the RD 515 program. Therefore, it will not be able to accommodate Housing Choice Voucher holders. Even in the unlikely event the project was to lose its project-based subsidy and charge the maximum allowable Tax Credit gross rents, it would not likely be able to accommodate Voucher holders if charging the maximum allowable Tax Credit gross rents.

3. PLANNED MULTIFAMILY DEVELOPMENT

According to planning and building representatives, there are currently no multifamily rental housing projects planned or under construction within the Site PMA.

Building Permit Data

The following table illustrates single-family and multifamily building permits issued within the city of Millen and Jenkins County for the past ten years:

Housing Unit Building Permits for Jenkins County:										
Permits	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Multifamily Permits	0	0	0	0	0	0	0	0	0	0
Single-Family Permits	7	12	13	21	0	14	9	8	9	9
Total Units	7	12	13	21	0	14	9	8	9	9

Source: SOCDs Building Permits Database at <http://socds.huduser.org/permits/index.html>

Housing Unit Building Permits for Millen, GA:										
Permits	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Multifamily Permits	0	0	0	0	0	0	0	0	0	0
Single-Family Permits	0	0	0	0	0	0	0	0	1	0
Total Units	0	0	0	0	0	0	0	0	1	0

Source: SOCDs Building Permits Database at <http://socds.huduser.org/permits/index.html>

Based on this data, there has been no new multifamily building development within the city or the county during the previous 10 year period. This is consistent with the stable nature of the population and household base within the market reported in Section E of this report.

4. SURVEY OF COMPARABLE/COMPETITIVE PROPERTIES

As previously detailed in this section of the report, there are no non-subsidized Tax Credit developments present within the Site PMA. As such, it was necessary to identify and survey comparable Tax Credit projects located outside of the market area, but within the nearby region.

Note that since the comparable property are all located outside of the Site PMA, they will derive demographic support from a different geographic area compared to the subject project. As such, these properties will not compete directly with the subject project and have been considered for comparison purposes only.

All four comparable properties and the subject property are illustrated in the following table.

Map I.D.	Project Name	Year Built/Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Brier Creek Apartments	1994 / 2014	28	100.0%	-	1 H.H.	Seniors 62+; 60% AMHI & RD 515
910	Madison Meadows Apts.	2002	96*	94.8%	29.8 Miles	None	Families; 50% & 60% AMHI
914	Laurel Pointe Apts.	2003	57*	100.0%	30.2 Miles	3-8 Months	Seniors 55+; 50% & 60% AMHI
937	Pecan Chase Apts.	1997	35	100.0%	22.4 Miles	6 H.H.	Families; 30% & 50% AMHI
941	Waynesboro Academy Senior Apts.	2011	39	97.4%	21.8 Miles	None	Seniors 62+; 50% & 60% AMHI

OCC. - Occupancy

*Tax Credit units only

900 Map IDs are located outside of the Site PMA

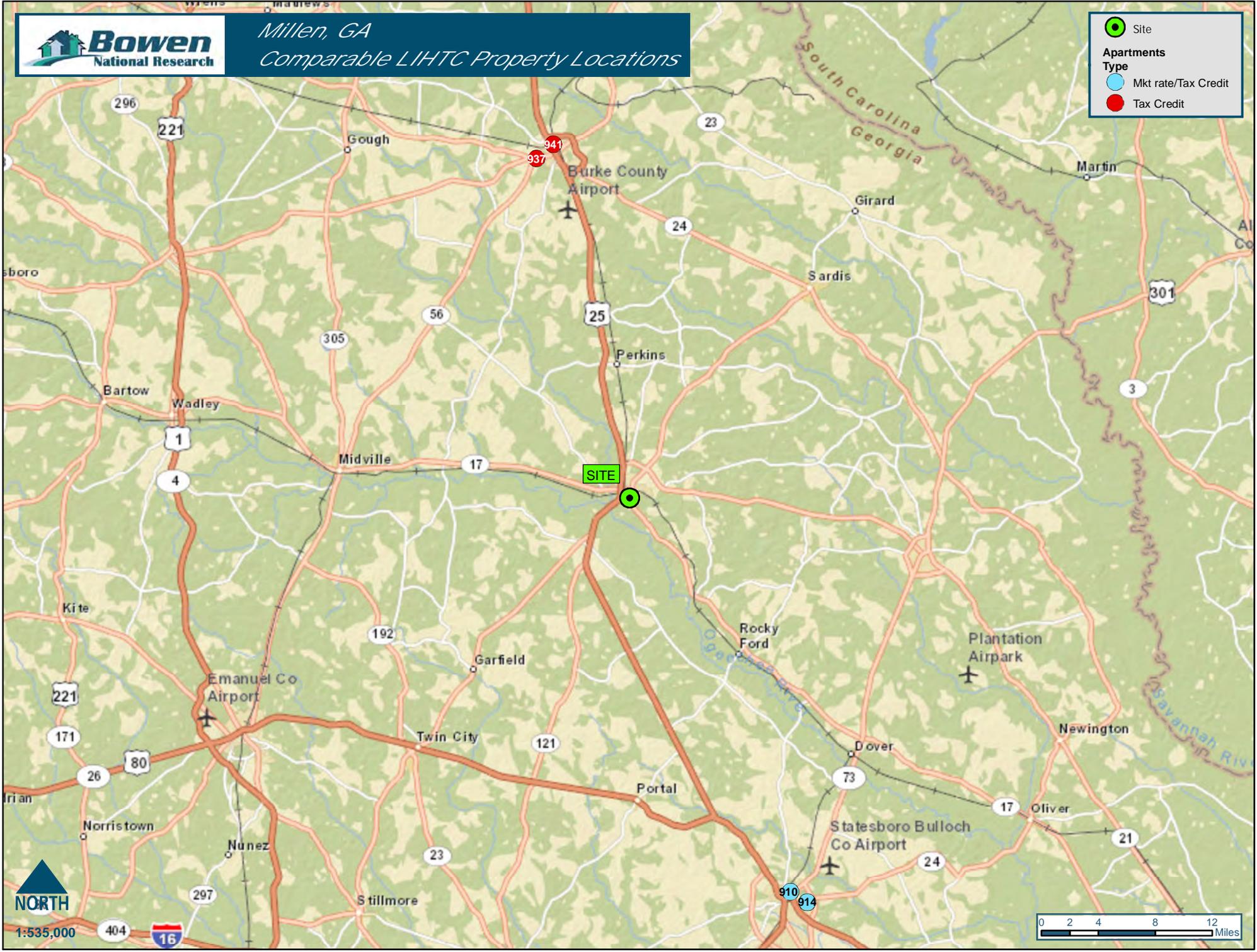
The four LIHTC projects have a combined occupancy rate of 97.4%, which illustrates that these properties are well-received within their markets and they will serve as accurate benchmarks to compare with the renovated subject units.

The map on the following page illustrates the location of the comparable Tax Credit properties relative to the subject site location.



Millen, GA
Comparable LIHTC Property Locations

● Site
● Apartments Type
● Mkt rate/Tax Credit
● Tax Credit



The gross rents for the comparable projects and the proposed rents at the subject site, as well as their unit mixes and vacancies by bedroom type are listed in the following table:

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)			Rent Special
		One-Br.	Two-Br.	Three-Br.	
Site	Brier Creek Apartments	\$513*/60% (28)	-	-	-
910	Madison Meadows Apts.	-	\$698/50% (27/0) \$826/60% (22/4)	\$803/50% (23/0) \$951/60% (24/1)	\$99 Move-In
914	Laurel Pointe Apts.	\$516/50% (6/0) \$516/60% (13/0)	\$617/50% (12/0) \$617/60% (26/0)	-	None
937	Pecan Chase Apts.	\$344/30% (3/0)	\$407/30% (3/0) \$576/50% (5/0)	\$639/50% (24/0)	None
941	Waynesboro Academy Senior Apts.	\$507/50% (12/0) \$577/60% (7/1)	\$617/50% (12/0) \$727/60% (8/0)	-	None

900 Map IDs are located outside the Site PMA
 *Maximum Allowable LIHTC Gross Rent (2013)

As proposed, the subject development will maintain Rental Assistance on all 28 of its units, which will limit all tenants gross rent to 30% of their adjusted household income. Considering the proposed renovations planned for the development, the subsidized rents will continue to represent a significant value in the market.

In the unlikely event the subject development was to ever lose Rental Assistance and operate solely under LIHTC program guidelines, the maximum allowable Tax Credit gross rents are actually positioned within the range of the gross rents currently being charged at Tax Credit properties in the region. (Note other properties in neighboring counties have higher rent limits compared to the Millen Site PMA). Based on this information, the Tax Credit rents are likely positioned appropriately, even if the project lost Rental Assistance and operated solely under LIHTC guidelines.

The following tables compare the subject rents with those reported at the selected properties:

Weighted Average Collected Rent of Comparable LIHTC Units		
One-Br.	Two-Br.	Three-Br.
\$406 (60%)	\$529 (60%)	\$702 (60%)

Please note that these are weighted averages of *collected* rents and do not reflect differences in the utility structure that gross rents include. Therefore caution must be used when drawing any conclusions.

The rent advantage for the proposed units is calculated as follows (average weighted market rent – proposed rent) / proposed rent.

Bedrooms	Weighted Avg. Rent	Proposed Rent (% AMHI)	Difference	Proposed Rent (% AMHI)	Rent Advantage
One-Br.	\$406 (60%)	- \$443* (60%)	- \$37	/ \$443* (60%)	- 8.4%

*Programmatic Rent – Maximum allowable gross rent less \$70 utility allowance at subject project

The proposed rents for the subject project that are illustrated in the preceding table are not reflective of the actual rents tenants will be paying. As noted, all 28 of the subject units will retain Rental Assistance (RA), which will allow tenants at the subject project to continue to pay up to 30% of their adjusted gross incomes towards housing costs. In the unlikely event the project were to operate solely under LIHTC program guidelines, the maximum allowable Tax Credit collected rents would be positioned 8.4% higher than the weighted average collected rents among the comparable Tax Credit properties in the region. Regardless, it is important to consider that the comparison of collected rents does not factor differences between properties such as unit design, amenities, location or tenant-paid utilities. A more thorough evaluation of the subject project and the comparable properties is provided on the following pages.

The unit sizes (square footage) and number of bathrooms included in each of the different LIHTC unit types are compared with the subject development in the following tables:

Map I.D.	Project Name	Square Footage		
		One-Br.	Two-Br.	Three-Br.
Site	Brier Creek Apartments	650	-	-
910	Madison Meadows Apts.	-	999 - 1,081	1,148 - 1,229
914	Laurel Pointe Apts.	817	982	-
937	Pecan Chase Apts.	756	915	1,136
941	Waynesboro Academy Senior Apts.	672	920	-

900 Map IDs are located outside of the Site PMA

Map I.D.	Project Name	Number of Baths		
		One-Br.	Two-Br.	Three-Br.
Site	Brier Creek Apartments	1.0	-	-
910	Madison Meadows Apts.	-	2.0	2.0
914	Laurel Pointe Apts.	1.0	2.0	-
937	Pecan Chase Apts.	1.0	2.0	2.0
941	Waynesboro Academy Senior Apts.	1.0	2.0	-

900 Map IDs are located outside of the Site PMA

Based on the preceding table, the subject units will be slightly smaller than the comparable properties in the region in terms of square footage. However, 650 square feet for a one-bedroom unit is generally considered appropriate for senior rental housing in most markets. With the preservation of Rental Assistance, the unit sizes are considered adequate, as further evidenced by the current 100.0% occupancy rate and waiting list.

The following table compares the amenities of the subject development with the other LIHTC projects in the region.

COMPARABLE PROPERTIES AMENITIES - MILLEN, GEORGIA

MAP ID	APPLIANCES							UNIT AMENITIES											
	RANGE	REFRIGERATOR	ICEMAKER	DISHWASHER	DISPOSAL	MICROWAVE	CENTRAL AC	WINDOW AC	FLOOR COVERING	WASHER AND DRYER	W/D HOOKUP	PATIO/DECK/BALCONY	CEILING FAN	BASEMENT	INTERCOM	SECURITY	WINDOW TREATMENTS	E-CALL BUTTONS	PARKING
◆ SITE	X	X		X			X		C		X	X				B	X	S	Storage
910	X	X		X	X		X		C	O	X	X				B		S	
◆ 914	X	X		X	X		X		C		X	X				B	X	S	Storage
937	X	X		X	X		X		C		X	X				B		S	Storage
◆ 941	X	X	X	X	X	X	X		W		X		X	X		B	S	S	

MAP ID	PROJECT AMENITIES														OTHER				
	POOL	ON-SITE MGMT	LAUNDRY	CLUB HOUSE	COMMUNITY SPACE	FITNESS CENTER	JACUZZI / SAUNA	PLAYGROUND	TENNIS COURT	SPORTS COURT	STORAGE	ELEVATOR	SECURITY GATE	COMPUTER LAB		LIBRARY	PICNIC AREA	SOCIAL SERVICES	BUSINESS CENTER
◆ SITE		X	X		X											X			
910	X	X	X	X		X		X						X		X			Courtesy Officer
◆ 914		X	X		X											X	X		Putting Green
937		X	X		A		X						X		X				
◆ 941		X	X		X	X							X		X	X			Community Garden

◆ Senior Restricted
■ Market-rate
■ Market-rate/Tax Credit
■ Market-rate/Government-subsidized
■ Market-rate/Tax Credit/Government-subsidized
■ Tax Credit
■ Tax Credit/Government-subsidized
■ Government-subsidized

X - All Units
S - Some Units
O - Optional
Window Treatments
B - Blinds
C - Curtains
D - Drapes

Parking
A - Attached
C - Carport
D - Detached
O - On Street
S - Surface
G - Parking Garage
(o) - Optional
(s) - Some

Sports Courts
B - Basketball
D - Baseball Diamonds
P - Putting Green
T - Tennis
V - Volleyball
X - Multiple

Floor Covering
C - Carpet
H - Hardwood
V - Vinyl
W - Wood
T - Tile

Community Space
A - Activity Room
L - Lounge/Gathering Room
T - Training Room

The amenity packages included at the subject development will be competitive with the existing low-income projects in the region. However, the renovated development will be positioned at a slight disadvantage based on the lack of a social services package (senior developments only) and a computer lab. Regardless, we do not believe the subject development lacks any amenities that hinder its ability to operate as a Low-Income Housing Tax Credit project.

Comparable Tax Credit Summary

The proposed project is older than the selected properties, but substantial renovations will effectively update its aesthetic appeal. The unit designs (square footage and bathrooms) of the subject units are comparable to those in the region, but are at a slight disadvantage due to the smaller floor plans. Similarly, the proposed amenities package is considered appropriate, but the lack of a social services package (service coordination) and a computer lab will also create a slight marketing disadvantage. Collectively, all of these minor disadvantages would typically limit the achievable Tax Credit rents at the subject development for those units operating without Rental Assistance (RA). Regardless, all 28 subject units will retain their Rental Assistance (RA) subsidy, which will effectively allow tenants to limit their gross rent to 30% of their adjusted gross household income. Based on the scope of renovations and the continued presence of RA, we expect the renovated subject project to be competitive as proposed.

In the unlikely event the subject development was to operate without the benefit of RA and charged non-subsidized Tax Credit rents, the proposed gross rents are positioned within the range of the comparable properties in the region. Further, the historically high occupancy rates of affordable housing in the market illustrate pent-up demand for high-quality rental housing. Therefore, the proposed rents are considered achievable at the renovated project, regardless of its slight marketing disadvantages. However, market downturns caused by new economic fluctuations or the construction of new rental housing may force the project to adopt lower Tax Credit rents should it ever operate without the benefit of RA.

Anticipated Impact on Existing and Proposed Tax Credit Properties

The Tax Credit renovations of Brier Creek Apartments will not introduce new units into the market. Assuming Rental Assistance is retained, all 28 of the subject residents will likely remain at the property following renovations. Further, none of the comparable Tax Credit properties are actually located within the Site PMA. **Based on these factors, the renovation of the subject units will have no impact on the comparable developments.**

One page profiles of the Comparable/Competitive Tax Credit properties are included in Addendum B of this report.

SECTION I – ABSORPTION & STABILIZATION RATE

According to management, the subject project is currently 100.0% occupied and maintains a one-household wait list for the next available unit. All current residents are expected to qualify for the subject units following renovations; therefore, few if any of the subject units will have to be re-rented immediately following renovations. **Therefore, there will be no absorption period for the subject units as all 28 are already effectively leased.** However, for the purposes of this analysis, we assume that all 28 subject units will be vacated and that all units will have to be re-rented (assuming RA is preserved on all units). We also assume the absorption period at the site begins as soon as the first renovated units are available for occupancy.

It is our opinion that the 28 units at the subject site will reach a stabilized occupancy of 93.0% within approximately five to six months following renovations, assuming total displacement of existing tenants. This absorption period is based on an average absorption rate of approximately five to six units per month. Our absorption projections assume that no other projects targeting a similar income group will be developed during the projection period and that the renovations will be completed as outlined in this report. These absorption projections also assume that RA on all 28 units will be maintained.

Should Rental Assistance not be secured and the project had to operate exclusively under the LIHTC program, the 28 units at the subject site would likely have a limited amount of demographic support available. As such, the absorption of the subject units would likely extend up to or beyond 24 months. Because it is unlikely that all units would be vacated simultaneously and the only vacancies that will likely occur will be from typical monthly turnover (one or two units per month), we believe these units will be adequately absorbed shortly after they become vacant.

SECTION J – INTERVIEWS

Mr. Pat McNally, a representative with the Georgia Department of Community Affairs' Rental Assistance Division, stated that there is a huge need for affordable housing in the South Georgia Region. Due to recent budget cuts they have closed all waiting lists in the all counties that the Waycross Office serves, and are not maintaining waiting lists until they receive more funding. Mr. McNally stated that they are not sure that they will have the funding to pay for the vouchers that are already in use. The Department of Justice was awarded a settlement from HUD to distribute Housing Choice Vouchers (HCV) to the many individuals that are due to be released from state mental hospitals because of the mental institutions lack of funding. Any future available funding allotted to the Georgia Department of Community Affairs for the HCV Program will go towards assistance for this population.

We identified and surveyed 3 affordable housing projects within the Site PMA containing a total of 146 units. Based on our interviews with property managers, these projects are 100.0% occupied, which is considered a high rate for rental housing. These findings indicate substantial demand for affordable housing is present within the market area.

SECTION K – CONCLUSIONS & RECOMMENDATIONS

Based on the findings reported in our market study, it is our opinion that a market will continue to exist for the 28 units at the subject site, assuming it is renovated and operated as detailed in this report. Changes in the project's scope of renovations, rents, amenities or renovation completion date may alter these findings.

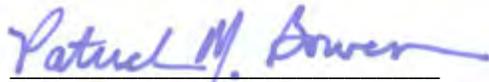
Given the 100.0% occupancy rate of affordable developments within the Site PMA, the subject project will continue to offer a housing alternative to low-income households that is in high demand within the area. As shown in the Project Specific Demand Analysis section of this report, there is sufficient support for the subject development. Given that the project will not introduce new units to the market, it is our opinion that the subject project will have no impact on existing rental properties in the Site PMA.

Based on the preceding analysis and information provided throughout this report, we have no recommendations or suggested modifications for the subject project at this time.

SECTION L - SIGNED STATEMENT

I affirm that I have made a physical inspection of the market area and the subject property and that information has been used in the full study regarding the need and demand for new rental units. To the best of my knowledge, the market can support the demand shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in the Georgia Department of Community Affairs rental housing programs. I also affirm that I have no interest in the project or any relationship with the ownership entity and my compensation is not contingent on this project being funded. This report was written in accordance with my understanding of the GA-DCA market study manual and GA-DCA Qualified Action Plan.

Certified:



Patrick Bowen
President/Market Analyst
Bowen National Research
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Date: September 20, 2013



Lisa Wood
Market Analyst
lisaw@bowennational.com
Date: September 20, 2013



Ben Braley
Market Analyst
benb@bowennational.com
Date: September 20, 2013

SECTION M – MARKET STUDY REPRESENTATION

The Georgia Department of Community Affairs (DCA) may rely on the representation made in the market study and that the market study is assignable to other lenders that are parties to the DCA loan transaction.

SECTION N - QUALIFICATIONS

The Company

Bowen National Research employs an expert staff to ensure that each market study is of the utmost quality. Each staff member has hands-on experience evaluating sites and comparable properties, analyzing market characteristics and trends, and providing realistic recommendations and conclusions. The Bowen National Research staff has the expertise to provide the answers for your development.

The Staff

Patrick Bowen is the President of Bowen National Research. He has prepared and supervised thousands of market feasibility studies for all types of real estate products, including affordable family and senior housing, multifamily market-rate housing and student housing, for 15 years. He has also prepared various studies for submittal as part of HUD 221(d)(3) & (4), HUD 202 developments and applications for housing for Native Americans. He has also conducted studies and provided advice to city, county and state development entities as it relates to residential development, including affordable and market rate housing, for both rental and for-sale housing. Mr. Bowen has worked closely with many state and federal housing agencies to assist them with their market study guidelines. Mr. Bowen has his bachelor's degree in legal administration (with emphasis on business and law) from the University of West Florida.

Benjamin J. Braley, Market Analyst, has conducted market research for over six years in more than 550 markets throughout the United States. He is experienced in preparing feasibility studies for a variety of applications, including those that meet standards required by state agency and federal housing guidelines. Additionally, Mr. Braley has analyzed markets for single-family home developments, commercial office and retail space, student housing properties and senior housing (i.e. nursing homes, assisted living, continuing care retirement facilities, etc.). Mr. Braley is a member of the National Council of Housing Market Analysts (NCHMA) and graduated from Otterbein College with a bachelor's degree in Economics.

Jack Wiseman, Market Analyst, with Bowen National Research, has conducted extensive market research in over 200 markets throughout the United States. He provides thorough evaluation of site attributes, area competitors, market trends, economic characteristics and a wide range of issues impacting the viability of real estate development. He has evaluated market conditions for a variety of real estate alternatives, including affordable and market-rate apartments, retail and office establishments, educational facilities, marinas and a variety of senior residential alternatives. Mr. Wiseman has a Bachelor of Arts degree in Economics from Miami University.

Craig Rupert, Market Analyst with Bowen National Research, has conducted market research in both urban and rural markets throughout the United States. He provides thorough evaluation of site attributes, area competitors, market trends and economic characteristics. Specifically, he has evaluated market conditions for a variety of real estate alternatives, including affordable and market-rate apartments, Indian housing, senior rental housing facilities and student housing facilities. Mr. Rupert has a Bachelor of Science degree in Hospitality Management from Youngstown State University.

Heather Moore, Market Analyst, has been with Bowen National Research since the fall of 2010. She has evaluated the rental market in cities throughout the United States and is able to provide detailed site-specific analysis. Ms. Moore has a Bachelors of Arts in Marketing from Urbana University.

Greg Gray, Market Analyst, has more than twelve years of experience conducting site-specific analysis in markets throughout the country. He is especially trained in the evaluation of condominium and senior living developments. Mr. Gray has the ability to provide detailed site-specific analysis as well as evaluate market and economic trends and characteristics.

Christine Atkins, Market Analyst, has more than three years of experience in the property management industry and has managed a variety of rental housing types. With experience in conducting site-specific analysis, she has the ability to analyze market and economic trends and conditions. Ms. Atkins holds a Bachelor of Arts in Communication from the University of Cincinnati.

Lisa Wood, Market Analyst, has conducted site-specific analyses in both rural and urban markets throughout the country. She is also experienced in the day-to-day operation and financing of Low-Income Housing Tax Credit and subsidized properties, which gives her a unique understanding of the impact of housing development on current market conditions.

Chuck Ewing, Market Analyst, has been conducting site-specific analysis throughout the United States since 2009. He has experience in the evaluation of a variety of real estate developments that include affordable and market-rate apartments, senior living facilities, student housing, supportive and disabled veteran housing, farm worker housing and regional rental supply analysis. Mr. Ewing has a Bachelor of Arts degree in Economics from the Ohio State University.

Marlon Boone, Market Analyst, has conducted site-specific analyses in both metro and rural areas throughout the country. He is familiar with multiple types of rental housing programs, the day-to-day interaction with property managers and leasing agents and the collection of pertinent property details. Mr. Boone graduated from The Ohio State University with a Bachelor of Science in City and Regional Planning, with a concentration in Housing, Development and Real Estate.

Amy Tyrrell is a Project Director for Bowen National Research and is based out of Washington, DC. She has 16 years experience in the real estate and construction industries, with 11 years specializing in the research field. She has researched, analyzed, and prepared reports on a variety of trends, industries, and property types, including industrial, office, medical office, multifamily apartments and condominiums, and senior housing. Prior to her focus on research, Ms. Tyrrell performed financial analysis for retail developments throughout the United States. She holds a Masters in Business Administration with concentrations in real estate and marketing from the University of Cincinnati and a Bachelor of Arts in economics with a minor in mathematics from Smith College.

Stephanie Viren is the Research Director at Bowen National Research. Ms. Viren focuses on collecting detailed data concerning housing conditions in various markets throughout the United States. Ms. Viren has extensive interviewing skills and experience and also possesses the expertise necessary to conduct surveys of diverse pools of respondents regarding population and housing trends, housing marketability, economic development and other socioeconomic issues relative to the housing industry. Ms. Viren's professional specialty is condominium and senior housing research. Ms. Viren earned a Bachelor of Arts in Business Administration from Heidelberg College.

Desireé Johnson is the Field Support Coordinator at Bowen National Research. Ms. Johnson is involved in the day-to-day management of the field support department, as well as preparing jobs for field and phone analysis. She has been involved in extensive market research in a variety of project types for more than five years. Ms. Johnson has the ability to research, find, analyze and manipulate data in a multitude of ways. Ms. Johnson has an Associate of Applied Science in Office Administration from Columbus State Community College.

June Davis, Office Manager of Bowen National Research, has 24 years experience in market feasibility research. Ms. Davis has overseen production on over 15,000 market studies for projects throughout the United States.

ADDENDUM A: FIELD SURVEY OF CONVENTIONAL RENTALS

MILLEN, GEORGIA

The following section is a field survey of conventional rental properties. These properties were identified through a variety of sources including area apartment guides, yellow page listings, government agencies, the Chamber of Commerce, and our own field inspection. The intent of this field survey is to evaluate the overall strength of the existing rental market, identify trends that impact future development, and identify those properties that would be considered most comparable to the subject site.

The field survey has been organized by the type of project surveyed. Properties have been color coded to reflect the project type. Projects have been designated as market-rate, Tax Credit, government-subsidized, or a combination of the three project types. The field survey is organized as follows:

- A color-coded map indicating each property surveyed and the project type followed by a list of properties surveyed.
- Properties surveyed by name, address, telephone number, project type, year built or renovated (if applicable), number of floors, total units, occupancy rate, quality rating, rent incentives, and Tax Credit designation. Housing Choice Vouchers and Rental Assistance are also noted here. Note that projects are organized by project type.
- Distribution of non-subsidized and subsidized units and vacancies in properties surveyed.
- Listings for unit and project amenities, parking options, optional charges, utilities (including responsibility), and appliances.
- Collected rent by unit type and bedrooms.
- Unit size by unit type and bedrooms.
- Calculations of rent per square foot (all utilities are adjusted to reflect similar utility responsibility). Data is summarized by unit type.
- An analysis of units, vacancies, and median rent. Where applicable, non-subsidized units are distributed separately.
- An analysis of units added to the area by project construction date and, when applicable, by year of renovation.
- Aggregate data and distributions for all non-subsidized properties are provided for appliances, unit amenities and project amenities.

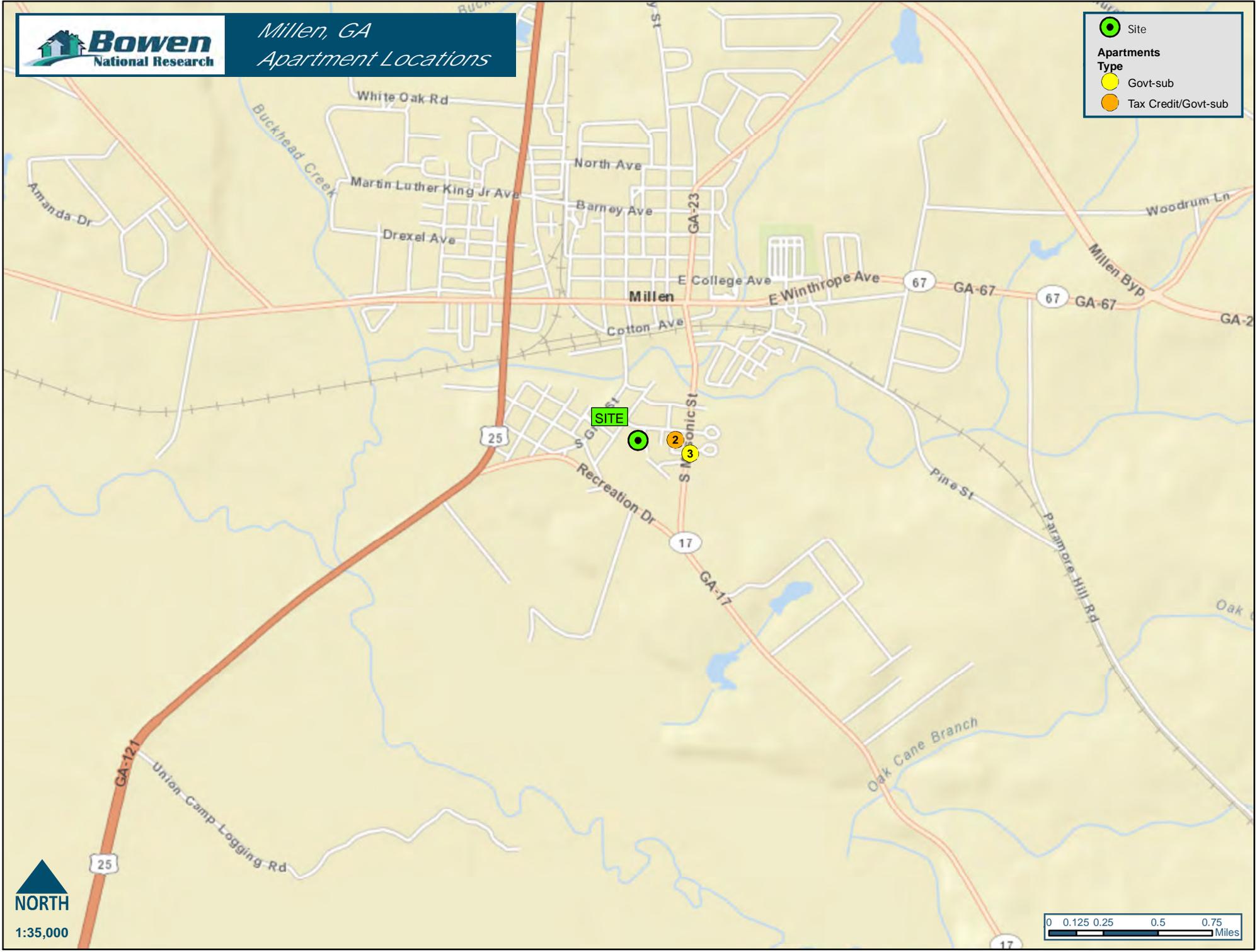
- A rent distribution is provided for all market-rate and non-subsidized Tax Credit units by unit type. Note that rents are adjusted to reflect common utility responsibility.
- Aggregation of projects by utility responsibility (market-rate and non-subsidized Tax Credit only).
- A utility allowance worksheet.

Note that other than the property listing following the map, data is organized by project types. Market-rate properties (blue designation) are first followed by variations of market-rate and Tax Credit properties. Non-government subsidized Tax Credit properties are red and government-subsidized properties are yellow. See the color codes at the bottom of each page for specific project types.

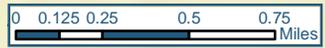


Millen, GA
Apartment Locations

Site
Apartment Type
● Govt-sub
● Tax Credit/Govt-sub



NORTH
1:35,000



MAP IDENTIFICATION LIST - MILLEN, GEORGIA

MAP ID	PROJECT NAME	PROJ. TYPE	QUALITY RATING	YEAR BUILT	TOTAL UNITS	VACANT	OCC. RATE	DISTANCE TO SITE*
◆ 1	Brier Creek (Site)	TGS	C	1994	28	0	100.0%	-
◆ 2	Edenfield Place (Family & Senior)	TGS	B+	1978	32	0	100.0%	0.2
3	Project GA 142-3	GSS	C	1983	86	0	100.0%	0.3

PROJECT TYPE	PROJECTS SURVEYED	TOTAL UNITS	VACANT	OCCUPANCY RATE	U/C
TGS	2	60	0	100.0%	16
GSS	1	86	0	100.0%	0

Total units does not include units under construction.

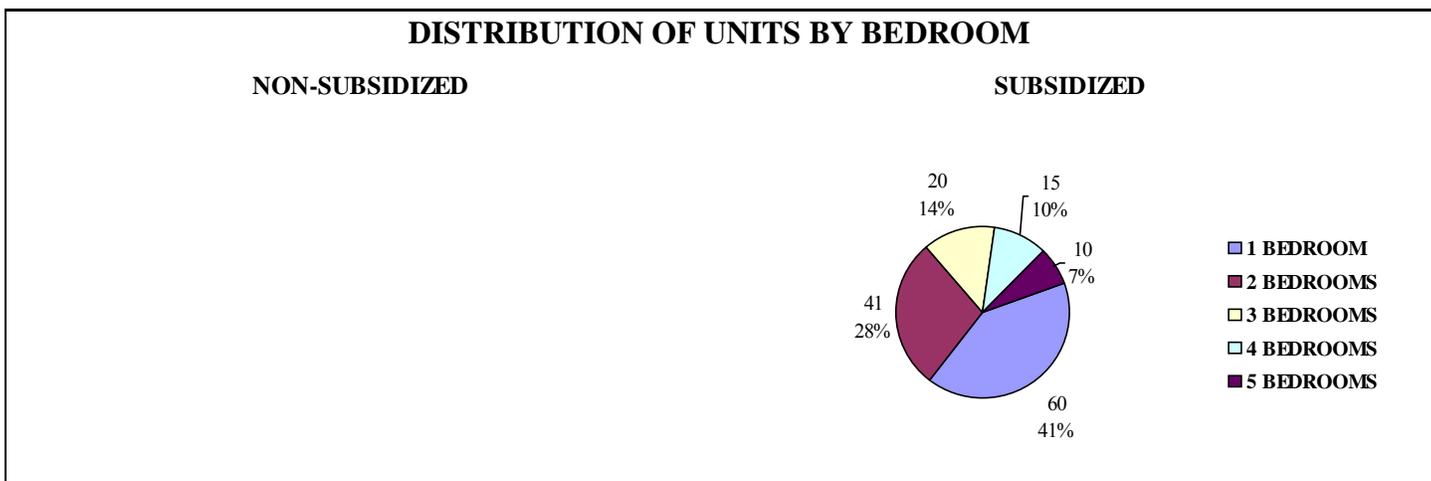
◆	Senior Restricted
■	Market-rate
■	Market-rate/Tax Credit
■	Market-rate/Government-subsidized
■	Market-rate/Tax Credit/Government-subsidized
■	Tax Credit
■	Tax Credit/Government-subsidized
■	Government-subsidized

* - Drive Distance (Miles)

Survey Date: September 2013

DISTRIBUTION OF UNITS - MILLEN, GEORGIA

TAX CREDIT, GOVERNMENT-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
1	1	44	73.3%	0	0.0%	N.A.
2	1	16	26.7%	0	0.0%	N.A.
TOTAL		60	100.0%	0	0.0%	
16 UNITS UNDER CONSTRUCTION						
GOVERNMENT-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	
1	1	16	18.6%	0	0.0%	N.A.
2	1	25	29.1%	0	0.0%	N.A.
3	1.5	20	23.3%	0	0.0%	N.A.
4	2	15	17.4%	0	0.0%	N.A.
5	2	10	11.6%	0	0.0%	N.A.
TOTAL		86	100.0%	0	0.0%	
GRAND TOTAL		146	-	0	0.0%	



SURVEY OF PROPERTIES - MILLEN, GEORGIA

1 Brier Creek (Site)			
	<p>Address 535 Brier Creek Cir. Millen, GA 30442</p> <p>Year Built 1994</p> <p>Comments 60% AMHI; RD 515, has RA (28 units)</p>	<p>Phone (478) 982-4282 (Contact in person)</p> <p>Contact Herman</p>	<p>Total Units 28</p> <p>Vacancies 0</p> <p>Occupied 100.0%</p> <p>Floors 1</p> <p>Quality Rating C</p> <p>Senior Restricted (62+)</p> <p>Waiting List</p> <p>1 household</p>
	<th colspan="2">2 Edenfield Place (Family & Senior)</th>		2 Edenfield Place (Family & Senior)
	<p>Address 7 Weldon Ct. Millen, GA 30442</p> <p>Year Built 1978 Renovated 2013</p> <p>Comments 60% AMHI; RD 515, has RA (48 units); 1-br are senior designated, have e-call buttons & patio storage; 16 2-br under renovation, expect completion 9/16/2013</p>	<p>Phone (478) 982-4282 (Contact in person)</p> <p>Contact Herman</p>	<p>Total Units 32</p> <p>Vacancies 0</p> <p>Occupied 100.0%</p> <p>Floors 1,2</p> <p>Quality Rating B+</p> <p>Senior Restricted (62+)</p> <p>Waiting List</p> <p>Family: 10 HH</p>
	<th colspan="2">3 Project GA 142-3</th>		3 Project GA 142-3
	<p>Address 550 Belt Ave. Millen, GA 30442</p> <p>Year Built 1983</p> <p>Comments Public Housing; Scattered sites; Washer hookups only</p>	<p>Phone (706) 554-2233 (Contact in person)</p> <p>Contact Name not given</p>	<p>Total Units 86</p> <p>Vacancies 0</p> <p>Occupied 100.0%</p> <p>Floors 1</p> <p>Quality Rating C</p> <p>Waiting List</p> <p>3-5 years</p>

Project Type

■	Market-rate
■	Market-rate/Tax Credit
■	Market-rate/Government-subsidized
■	Market-rate/Tax Credit/Government-subsidized
■	Tax Credit
■	Tax Credit/Government-subsidized
■	Government-subsidized

Survey Date: September 2013

TAX CREDIT UNITS - MILLEN, GEORGIA

ONE-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
◆ 2	Edenfield Place (Family & Senior)	16	646	1	60%	\$375 - \$459
◆ 1	Brier Creek (Site)	28	650	1	60%	\$440 - \$571
TWO-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
◆ 2	Edenfield Place (Family & Senior)	16	769	1	60%	\$405 - \$522

◆ - Senior Restricted

DISTRIBUTION OF UTILITIES - MILLEN, GEORGIA

UTILITY (RESPONSIBILITY)	NUMBER OF PROJECTS	NUMBER OF UNITS	DISTRIBUTION OF UNITS
HEAT			
TENANT			
ELECTRIC	2	60	41.1%
GAS	1	86	58.9%
			100.0%
COOKING FUEL			
TENANT			
ELECTRIC	2	60	41.1%
GAS	1	86	58.9%
			100.0%
HOT WATER			
TENANT			
ELECTRIC	2	60	41.1%
GAS	1	86	58.9%
			100.0%
ELECTRIC			
TENANT	3	146	100.0%
			100.0%
WATER			
LANDLORD	1	28	19.2%
TENANT	2	118	80.8%
			100.0%
SEWER			
LANDLORD	1	28	19.2%
TENANT	2	118	80.8%
TRASH PICK-UP			
LANDLORD	2	60	41.1%
TENANT	1	86	58.9%
			100.0%

UTILITY ALLOWANCE - MILLEN, GEORGIA

BR	UNIT TYPE	HEATING				HOT WATER		COOKING		ELEC	WATER	SEWER	TRASH	CABLE
		GAS	ELEC	STEAM	OTHER	GAS	ELEC	GAS	ELEC					
0	GARDEN	\$15	\$17		\$2	\$16	\$20	\$6	\$7	\$45	\$12	\$18	\$16	\$20
1	GARDEN	\$21	\$23		\$2	\$22	\$28	\$9	\$9	\$62	\$15	\$23	\$16	\$20
1	TOWNHOUSE	\$21	\$23		\$2	\$22	\$28	\$9	\$9	\$62	\$15	\$23	\$16	\$20
2	GARDEN	\$27	\$30		\$2	\$28	\$36	\$10	\$12	\$80	\$19	\$29	\$16	\$20
2	TOWNHOUSE	\$27	\$30		\$2	\$28	\$36	\$10	\$12	\$80	\$19	\$29	\$16	\$20
3	GARDEN	\$33	\$36		\$3	\$34	\$44	\$13	\$14	\$97	\$24	\$34	\$16	\$20
3	TOWNHOUSE	\$33	\$36		\$3	\$34	\$44	\$13	\$14	\$97	\$24	\$34	\$16	\$20
4	GARDEN	\$40	\$46		\$3	\$43	\$57	\$16	\$18	\$124	\$30	\$41	\$16	\$20
4	TOWNHOUSE	\$40	\$46		\$3	\$43	\$57	\$16	\$18	\$124	\$30	\$41	\$16	\$20

GA-Southern Region (6/2013)

Survey Date: September 2013

A-9



ADDENDUM B

COMPARABLE PROPERTY PROFILES

901 310 Elm Street Apts.

32.9 miles to site



Address	310 Elm St. Louisville, GA 30434		
Phone	(478) 625-9318	Contact	Lisa
Total Units	8	Vacancies	0
		Percent Occupied	100.0%
Project Type	Market-Rate		
Year Open	1992	Floors	2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	5 households		
Quality Rating	B	Neighborhood Rating	B
Remarks	Does not accept HCV		



Features and Utilities

Utilities Landlord pays Water, Sewer, Trash
Unit Amenities Refrigerator, Range, Dishwasher, Central AC, Carpet, Washer/Dryer Hook Up, Ceiling Fan, Blinds
Project Amenities

Unit Configuration

BRs	BA's	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT
2	1	G	8	0	800	\$0.63	\$500

902 Cedar Ridge

46.7 miles to site



Address	517 Richmond Hill Rd. Augusta, GA 30906		
Phone	(706) 793-8415	Contact	Tiffany
Total Units	75	Vacancies	1
		Percent Occupied	98.7%
Project Type	Market-Rate		
Year Open	1986	Floors	1
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B	Neighborhood Rating	B
Remarks	Does not accept HCV; Select units have washer/dryer hookups & patios		

Features and Utilities

Utilities	Landlord pays Water, Sewer, Trash
Unit Amenities	Refrigerator, Range, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Blinds
Project Amenities	On-site Management, Laundry Facility

Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
0	1	G	20	0	288	\$1.37	\$395
1	1	G	49	1	476	\$0.99	\$470
2	1	G	3	0	864	\$0.63	\$540
2	2	G	3	0	864	\$0.64	\$555

903 **Huntington Apts.**

54.0 miles to site



Address	2900 Perimeter Pkwy. Augusta, GA 30909		
Phone	(706) 863-4040	Contact	Kim
Total Units	236	Vacancies	8
		Percent Occupied	96.6%
Project Type	Market-Rate		
Year Open	1986	Floors	2,3
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B-	Neighborhood Rating	B
Remarks	Does not accept HCV; Studios are loft; Rent range based on units with den; 1 & 2-br units have washer/dryer hookups; Select units have fireplace		

Features and Utilities

Utilities	Landlord pays Water, Sewer, Trash
Unit Amenities	Refrigerator, Icemaker, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Fireplace, Blinds, Storage
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Club House, Fitness Center, Jacuzzi, Sports Court, Storage, Picnic Area

Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT
0	1	G	36	0	550	\$1.01	\$555
1	1	G	136	6	675 to 780	\$0.83 - \$0.89	\$599 to \$649
2	1 to 2	G	64	2	850 to 1000	\$0.75 - \$0.82	\$699 to \$749

905 Pine Valley Apts.

43.7 miles to site



Address	107 Kings Mill Rd. Wrens, GA 30833		
Phone	(706) 547-2262	Contact	Jim
Total Units	51	Vacancies	2
		Percent Occupied	96.1%
Project Type	Market-Rate		
Year Open	1985	Floors	1,2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B-	Neighborhood Rating	B
Remarks	HCV (8 units); Year built & square footage estimated		



Features and Utilities

Utilities	Landlord pays Water, Sewer, Trash, Cable
Unit Amenities	Refrigerator, Range, Central AC, Tile Flooring, Patio/Deck/Balcony, Ceiling Fan
Project Amenities	On-site Management, Laundry Facility, CCTV

Unit Configuration

BRs	BA's	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
2	1	G	30	1	600	\$0.83	\$500
3	1	G	20	1	900	\$0.61	\$550
4	2	G	1	0	1100	\$0.55	\$600

911 Quail Ridge

30.9 miles to site



Address 1064 W. Moring St. Swainsboro, GA 30401	
Phone (478) 237-6088	Contact Deborah
Total Units 33	Vacancies 2 Percent Occupied 93.9%
Project Type Market-Rate	
Year Open 1990	Floors 1,2
Concessions No Rent Specials	
Parking Surface Parking	
Waiting List NONE	
Quality Rating B- Neighborhood Rating B	
Remarks Does not accept HCV; Townhomes have gas heat/hot water, storage & patio; One maintenance unit not included in total; Year built estimated	

Features and Utilities

Utilities Landlord pays Water, Sewer, Trash
Unit Amenities Refrigerator, Range, Dishwasher, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds, Storage
Project Amenities

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
2	1	G	12	1	800	\$0.56	\$450
2	1.5	T	16	1	910	\$0.55	\$500
3	1.5	G	5	0	1025	\$0.59	\$600

910 Madison Meadows Apts.

29.8 miles to site



Address	10 Packinghouse Rd. Statesboro, GA 30458		
Phone	(912) 489-1001	Contact	Patrice
Total Units	120	Vacancies	6
		Percent Occupied	95.0%
Project Type	Market-Rate & Tax Credit		
Year Open	2002	Floors	2
Concessions	Move-in \$99		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	C+	Neighborhood Rating	B
Remarks	Market-rate (24 units); 50% & 60% AMHI (96 units); HCV (13 units)		

Features and Utilities

Utilities	Landlord pays Trash
Unit Amenities	Refrigerator, Range, Dishwasher, Disposal, Central AC, Carpet, Washer & Dryer, Washer/Dryer Hook Up, Ceiling Fan, Blinds
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Club House, Fitness Center, Playground, Computer Lab, Picnic Area, Courtesy Officer

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT	AMHI
2	2	G	11	0	999 to 1081	\$0.59 - \$0.64	\$640	
2	2	G	22	4	999 to 1081	\$0.57 - \$0.62	\$620	60%
2	2	G	27	0	999 to 1081	\$0.46 - \$0.49	\$492	50%
3	2	G	13	1	1148 to 1229	\$0.60 - \$0.64	\$740	
3	2	G	24	1	1148 to 1229	\$0.57 - \$0.61	\$702	60%
3	2	G	23	0	1148 to 1229	\$0.45 - \$0.48	\$554	50%

914 Laurel Pointe Apts.

30.2 miles to site



Address	510 E. Main St. Statesboro, GA 30458		
Phone	(912) 764-9945	Contact	Delora
Total Units	72	Vacancies	0
		Percent Occupied	100.0%
Project Type	Market-Rate & Tax Credit		
Year Open	2003	Floors	1
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	3-8 months		
Quality Rating	B-	Neighborhood Rating	B
Remarks	Market-rate (15 units); 50 & 60% AMHI (57 units); HCV (2 units); Unit mix estimated		

Features and Utilities

Utilities	Landlord pays Sewer, Trash
Unit Amenities	Refrigerator, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Blinds, E-Call Button, Storage
Project Amenities	On-site Management, Laundry Facility, Meeting Room, Lake, Picnic Area, Social Services, Putting Green

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT	AMHI
1	1	G	5	0	817	\$0.54	\$438	
1	1	G	13	0	817	\$0.46	\$379	60%
1	1	G	6	0	817	\$0.46	\$379	50%
2	2	G	10	0	982	\$0.52	\$513	
2	2	G	26	0	982	\$0.45	\$440	60%
2	2	G	12	0	982	\$0.45	\$440	50%

937 Pecan Chase Apts.

22.4 miles to site



Address	201 Pecan Chase Rd. Waynesboro, GA 30830		
Phone	(706) 554-0770	Contact	Juliet
Total Units	35	Vacancies	0
		Percent Occupied	100.0%
Project Type	Tax Credit		
Year Open	1997	Floors	1,2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	6 households		
Quality Rating	C	Neighborhood Rating	B
Remarks	30% & 50% AMHI; HCV (1 unit)		

Features and Utilities

Utilities	Landlord pays Trash
Unit Amenities	Refrigerator, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Blinds, Storage
Project Amenities	On-site Management, Laundry Facility, Meeting Room, Playground, Computer Lab, Picnic Area

Unit Configuration

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	AMHI
1	1	G	3	0	756	\$0.25	\$190	30%
2	2	G	5	0	915	\$0.41	\$378	50%
2	2	G	3	0	915	\$0.23	\$209	30%
3	2	G	24	0	1136	\$0.35	\$400	50%

941 Waynesboro Academy Senior Apts.

21.8 miles to site



Address	201 Ward St. Waynesboro, GA 30830		
Phone	(706) 554-5205	Contact	Ira
Total Units	39	Vacancies	1
		Percent Occupied	97.4%
Project Type	Tax Credit		
Year Open	2011	Floors	1,2
Concessions	No Rent Specials		
Parking	Surface Parking		
Waiting List	NONE		
Quality Rating	B+	Neighborhood Rating	B
Remarks	50% & 60% AMHI; Accepts HCV (0 currently)		

Features and Utilities

Utilities	Landlord pays Water, Sewer, Trash
Unit Amenities	Refrigerator, Icemaker, Range, Dishwasher, Disposal, Microwave, Central AC, Wood Flooring, Washer/Dryer Hook Up, Ceiling Fan, Intercom, Blinds, E-Call Button
Project Amenities	On-site Management, Laundry Facility, Meeting Room, Fitness Center, Computer Lab, Picnic Area, Social Services, Community Garden

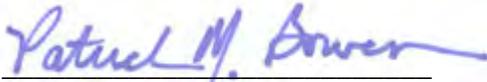
Unit Configuration

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$/SQ FT	COLLECTED RENT	AMHI
1	1	G	7	1	672	\$0.68	\$455	60%
1	1	G	12	0	672	\$0.57	\$385	50%
2	2	G	8	0	920	\$0.62	\$569	60%
2	2	G	12	0	920	\$0.50	\$459	50%

Addendum C – Member Certification & Checklist

This market study has been prepared by Bowen National Research, 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 Housing Projects*, and *Model Content Standards for the Content of Market Studies for 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.

Bowen National Research is duly qualified and experienced in providing market analysis for housing. The company's principals participate in the National Council of Housing Market Analysts (NCHMA) educational and information sharing programs to maintain the highest professional standards and state-of-the-art knowledge. Bowen National Research is an independent market analyst. No principal or employee of Bowen National Research has any financial interest whatsoever in the development for which this analysis has been undertaken.



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Date: September 20, 2013

Note: Information on the National Council of Housing Market Analysts may be obtained by calling 202-939-1750, or by visiting <http://www.housingonline.com/MarketStudiesNCAHMA/AboutNCAHMA/tabid/234/Default.aspx>

ADDENDUM-MARKET STUDY INDEX

A. INTRODUCTION

Members of the National Council of Housing Market Analysts provide a checklist referencing all components of their market study. This checklist is intended to assist readers on the location content of issues relevant to the evaluation and analysis of market studies.

B. DESCRIPTION AND PROCEDURE FOR COMPLETING

The following components have been addressed in this market study. The section number of each component is noted below. Each component is fully discussed in that section. 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 'VAR' (variation) with a comment explaining the conflict.

C. CHECKLIST

		Section (s)
Executive Summary		
1.	Executive Summary	A
Project Description		
2.	Proposed number of bedrooms and baths proposed, income limitations, proposed rents and utility allowances	B
3.	Utilities (and utility sources) included in rent	B
4.	Project design description	B
5.	Unit and project amenities; parking	B
6.	Public programs included	B
7.	Target population description	B
8.	Date of construction/preliminary completion	B
9.	If rehabilitation, existing unit breakdown and rents	B
10.	Reference to review/status of project plans	B
Location and Market Area		
11.	Market area/secondary market area description	D
12.	Concise description of the site and adjacent parcels	C
13.	Description of site characteristics	C
14.	Site photos/maps	C
15.	Map of community services	C
16.	Visibility and accessibility evaluation	C
17.	Crime Information	C

CHECKLIST (Continued)

		Section (s)
Employment and Economy		
18.	Employment by industry	E
19.	Historical unemployment rate	E
20.	Area major employers	E
21.	Five-year employment growth	E
22.	Typical wages by occupation	E
23.	Discussion of commuting patterns of area workers	E
Demographic Characteristics		
24.	Population and household estimates and projections	E
25.	Area building permits	E
26.	Distribution of income	E
27.	Households by tenure	E
Competitive Environment		
28.	Comparable property profiles	Addendum B
29.	Map of comparable properties	G
30.	Comparable property photographs	Addendum B
31.	Existing rental housing evaluation	G
32.	Comparable property discussion	G
33.	Area vacancy rates, including rates for Tax Credit and government-subsidized	G
34.	Comparison of subject property to comparable properties	G
35.	Availability of Housing Choice Vouchers	G
36.	Identification of waiting lists	G & Addendum A
37.	Description of overall rental market including share of market-rate and affordable properties	G
38.	List of existing LIHTC properties	G
39.	Discussion of future changes in housing stock	G
40.	Discussion of availability and cost of other affordable housing options including homeownership	G
41.	Tax Credit and other planned or under construction rental communities in market area	G
Analysis/Conclusions		
42.	Calculation and analysis of Capture Rate	F
43.	Calculation and analysis of Penetration Rate	F
44.	Evaluation of proposed rent levels	G
45.	Derivation of Achievable Market Rent and Market Advantage	G
46.	Derivation of Achievable Restricted Rent	G
47.	Precise statement of key conclusions	A
48.	Market strengths and weaknesses impacting project	A
49.	Recommendations and/or modification to project discussion	A
50.	Discussion of subject property's impact on existing housing	G
51.	Absorption projection with issues impacting performance	A
52.	Discussion of risks or other mitigating circumstances impacting project projection	A
53.	Interviews with area housing stakeholders	H

CHECKLIST (Continued)

Other Requirements		Section (s)
54.	Preparation date of report	Title Page
55.	Date of Field Work	Addendum A
56.	Certifications	J
57.	Statement of qualifications	K
58.	Sources of data not otherwise identified	Addendum D
59.	Utility allowance schedule	Addendum A

ADDENDUM D - Methodologies, Disclaimers & Sources

1. PURPOSE

The purpose of this report is to evaluate the market feasibility of an existing apartment project in Georgia following renovations under the Low-Income Housing Tax Credit (LIHTC) program. Currently, the project is a Rural Development Section 515 (RD Section 515) project. When applicable, we have incorporated the market study requirements as outlined in exhibits 4-10 and 4-11 of the Rural Development Handbook.

This market feasibility analysis complies with the requirements established by the Georgia Department of Community Affairs/Georgia Housing and Finance Authority (GDCA/GHFA) and conforms to the standards adopted by the National Council of Affordable Housing Market Analysts (NCAHMA). These standards include the accepted 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. The standards are designed to enhance the quality of market studies and to make them easier to prepare, understand and use by market analysts and end users.

2. METHODOLOGIES

Methodologies used by Bowen National Research include the following:

- The Primary Market Area (PMA) generated for the subject site is identified. The PMA is generally described as the smallest geographic area expected to generate most of the support for the subject project. PMAs are not defined by a radius. The use of a radius is an ineffective approach because it does not consider mobility patterns, changes in socioeconomic or demographic character of neighborhoods or physical landmarks that might impede development.

PMAs are established using a variety of factors that include, but are not limited to:

- A detailed demographic and socioeconomic evaluation.
- Interviews with area planners, realtors and other individuals who are familiar with area growth patterns.
- A drive-time analysis to the site.
- Personal observations by the field analyst.

- A field survey of modern apartment developments is conducted. The intent of the field survey is twofold. First, the field survey is used to measure the overall strength of the apartment market. This is accomplished by an evaluation of unit mix, vacancies, rent levels and overall quality of product. The second purpose of the field survey is to establish those projects that are most likely directly comparable to the subject property.
- Two types of directly comparable properties are identified through the field survey. They include other Section 42 LIHTC developments and market-rate developments that offer unit and project amenities similar to the subject development. An in-depth evaluation of those two property types provides an indication of the potential of the subject development.
- Economic and demographic characteristics of the area are evaluated. An economic evaluation includes an assessment of area employment composition, income growth (particularly among the target market), building statistics and area growth perceptions. The demographic evaluation uses the most recently issued Census information, as well as projections that determine what the characteristics of the market will be when the subject project renovations are complete and after it achieves a stabilized occupancy.
- Area building statistics and interviews with officials familiar with area development provide identification of those properties that might be planned or proposed for the area that will have an impact on the marketability of the subject development. Planned and proposed projects are always in different stages of development. As a result, it is important to establish the likelihood of construction, the timing of the project and its impact on the market and the subject development.
- We conduct an analysis of the subject project's required capture of the number of income-appropriate households within the PMA based on GDCA's demand estimate guidelines. This capture rate analysis considers all income-qualified renter households. For senior projects, the market analyst is permitted to use conversion of homeowners to renters as an additional support component. Demand is conducted by bedroom type and targeted AMHI for the subject project. The resulting capture rates are compared with acceptable market capture rates for similar types of projects to determine whether the subject development's capture rate is achievable.

- Achievable market rent for the subject development is determined. Using a Rent Comparability Grid, the features of the subject development are compared item by item with the most comparable properties in the market. Adjustments are made for each feature that differs from that of the subject development. These adjustments are then included with the collected rent resulting in an achievable market rent for a unit comparable to the proposed unit. This analysis is done for each bedroom type proposed for the site.

3. REPORT LIMITATIONS

The intent of this report is to collect and analyze significant levels of data to forecast the market success of the subject property within an agreed to time period.

Bowen National Research relies on a variety of sources of data to generate this report. These data sources are not always verifiable; Bowen National Research, however, makes a significant effort to assure accuracy. While this is not always possible, we believe our effort provides an acceptable standard margin of error. Bowen National Research is not responsible for errors or omissions in the data provided by other sources.

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4. SOURCES

Bowen National Research uses various sources to gather and confirm data used in each analysis. These sources, which are cited throughout this report, include the following:

- The 2000 and 2010 Census on Housing
- American Community Survey
- Urban Decision Group (UDG)
- ESRI
- Area Chamber of Commerce
- Georgia Department of Community Affairs
- U.S. Department of Labor
- U.S. Department of Commerce
- Management for each property included in the survey
- Local planning and building officials
- Local housing authority representatives
- HISTA Data (household income by household size, tenure and age of head of household) by Ribbon Demographics

ADDENDUM E - ACHIEVABLE MARKET RENT ANALYSIS

A. INTRODUCTION

We were unable to identify any conventional market-rate apartment communities located within the Millen Site PMA. As such, we identified and surveyed market-rate properties located within the nearby region that we consider comparable in terms of unit and project amenities to the renovated subject development. These selected properties are used to derive market rent for a project with characteristics similar to the subject development and the subject property's market advantage. It is important to note that, for the purpose of this analysis, we only select market-rate properties. Market-rate properties are used to determine rents, or *Conventional Rents for Comparable Units*, that can be achieved in the open market for the subject units without maximum income and rent restrictions.

The basis for the selection of these projects includes, but is not limited to, the following factors:

- Surrounding neighborhood characteristics
- Target market (seniors, families, disabled, etc.)
- Unit types offered (garden or townhouse, bedroom types, etc.)
- Building type (single-story, mid-rise, high-rise, etc.)
- Unit and project amenities offered
- Age and appearance of property

Since it is unlikely that any two properties are identical, we adjust the collected rent (the actual rent paid by tenants) of the selected properties according to whether or not they compare favorably with the subject development. Rents of projects that have additional or better features than the subject site are adjusted negatively, while projects with inferior or fewer features are adjusted positively. For example, if the subject project does not have a washer or dryer and a selected property does, we lower the collected rent of the selected property by the estimated value of a washer and dryer to derive an *achievable market rent* for a project similar to the project.

The rent adjustments used in this analysis are based on various sources, including known charges for additional features within the Site PMA, estimates made by area property managers and realtors, quoted rental rates from furniture rental companies and Bowen National Research's prior experience in markets nationwide.

It is important to note that one or more of the selected properties may be more similar to the subject property than others. These properties are given more weight in terms of reaching the final achievable market rent determination. While monetary adjustments are made for various unit and project features, the final market rent determination is based upon the judgments of our market analysts.

The proposed subject development and the five selected properties include the following:

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)				
					Studio	One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Brier Creek Apartments	1994 / 2014	28	100.0%	-	28 (100.0%)	-	-	-
901	310 Elm Street Apts.	1992	8	100.0%	-	-	8 (100.0%)	-	-
902	Cedar Ridge	1986	75	98.7%	20 (100.0%)	49 (98.0%)	6 (100.0%)	-	-
903	Huntington Apts.	1986	236	96.6%	36 (100.0%)	136 (95.6%)	64 (96.9%)	-	-
905	Pine Valley Apts.	1985	51	96.1%	-	-	30 (96.7%)	20 (95.0%)	1 (100.0%)
911	Quail Ridge	1990	33	93.9%	-	-	28 (92.9%)	5 (100.0%)	-

Occ. - Occupancy

900 Map IDs are located outside of the Site PMA

The five selected market-rate projects have a combined total of 403 units with an overall occupancy rate of 96.8%. None of the comparable properties has an occupancy rate below 93.9%. These occupancy rates illustrate that the selected properties are well received within their respective market areas and will serve as accurate benchmarks with which to compare to the renovated subject units.

The Rent Comparability Grid on the following page shows the collected rents for each of the selected properties and illustrates adjustments made (as needed) for various features and locations or neighborhood characteristics, as well as for quality differences that exist between the selected properties and the subject development.

Rent Comparability Grid

Unit Type → **ONE BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Brier Creek		Quail Ridge		Cedar Ridge		310 Elm Street Apts.		Pine Valley Apts.		Huntington	
535 Brier Creek Circle		1064 W. Moring St.		517 Richmond Hill Rd		310 Elm St.		107 Kings Mill Rd.		2900 Perimeter Pkwy	
Millen, GA		Swainsboro, GA		Augusta, GA		Louisville, GA		Wrens, GA		Augusta, GA	
Data on Subject		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
A. Rents Charged											
1 \$ Last Rent / Restricted?		\$450		\$470		\$500		\$500		\$599	
2 Date Surveyed		Sept.-13		Sept.-13		Sept.-13		Sept.-13		Sept.-13	
3 Rent Concessions		None		None		None		None		None	
4 Occupancy for Unit Type		92%		98%		100%		97%		96%	
5 Effective Rent & Rent/ sq. ft	▼	\$450	0.56	\$470	0.99	\$500	0.63	\$500	0.83	\$599	0.89
B. Design, Location, Condition											
6 Structure / Stories	R/1	WU/2		R/1		WU/2		WU/1,2		WU/2,3	
7 Yr. Built/Yr. Renovated	1994/2014	1990	\$14	1986	\$18	1992	\$12	1985	\$19	1986	\$18
8 Condition /Street Appeal	G	G		G		G		G		G	
9 Neighborhood	G	G		G		G		G		G	
10 Same Market?		No		No	(\$47)	No		No		No	(\$60)
C. Unit Equipment/ Amenities											
11 # Bedrooms	1	2	(\$50)	1		2	(\$50)	2	(\$50)	1	
12 # Baths	1	1		1		1		1		1	
13 Unit Interior Sq. Ft.	650	800	(\$28)	476	\$33	800	(\$28)	600	\$9	675	(\$5)
14 Balcony/ Patio	Y	N	\$5	Y		N	\$5	Y		Y	
15 AC: Central/ Wall	C	C		C		C		C		C	
16 Range/ refrigerator	R/F	R/F		R/F		R/F		R/F		R/F	
17 Microwave/ Dishwasher	N/Y	N/Y		N/N	\$10	N/Y		N/N	\$10	N/Y	
18 Washer/Dryer	HU/L	HU	\$5	L	\$10	HU	\$5	L	\$10	HU	\$5
19 Floor Coverings	C	C		C		C		N	\$10	C	
20 Window Coverings	B	B		B		B		N	\$5	B	
21 Intercom/E-Call Buttons	N/Y	N/N	\$5	N/N	\$5	N/N	\$5	N/N	\$5	N/N	\$5
22 Garbage Disposal	N	N		Y	(\$5)	N		N		N	
23 Ceiling Fans	Y	Y		Y		Y		Y		Y	
D Site Equipment/ Amenities											
24 Parking (\$ Fee)	LOT/\$0	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25 On-Site Management	Y	N	\$5	Y		N	\$5	Y		N	\$5
26 Security Gate	N	N		N		N		N		N	
27 Clubhouse/ Meeting Rooms	N/Y	N/N	\$5	N/N	\$5	N/N	\$5	N/N	\$5	Y/N	
28 Pool/ Recreation Areas	N	N		N		N		N		P/J/F/R	(\$21)
29 Computer Center	N	N		N		N		N		N	
30 Picnic Area	Y	N	\$3	N	\$3	N	\$3	N	\$3	Y	
31 Library	N	N		N		N		N		N	
32 Extra Storage	Y	N	\$5	N	\$5	N	\$5	N	\$5	Y	
E. Utilities											
33 Heat (in rent?/ type)	N/E	N/E		N/E		N/E		N/E		N/E	
34 Cooling (in rent?/ type)	N/E	N/E		N/E		N/E		N/E		N/E	
35 Cooking (in rent?/ type)	N/E	N/E		N/E		N/E		N/E		N/E	
36 Hot Water (in rent?/ type)	N/E	N/E		N/E		N/E		N/E		N/E	
37 Other Electric	N	N		N		N		N		N	
38 Cold Water/ Sewer	Y/Y	Y/Y		Y/Y		Y/Y		Y/Y		Y/Y	
39 Trash /Recycling	Y/N	Y/N		Y/N		Y/N		Y/N		Y/N	
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40 # Adjustments B to D		8	2	8	2	8	2	10	1	4	3
41 Sum Adjustments B to D		\$47	(\$78)	\$89	(\$52)	\$45	(\$78)	\$81	(\$50)	\$33	(\$86)
42 Sum Utility Adjustments											
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43 Net/ Gross Adjmts B to E		(\$31)	\$125	\$37	\$141	(\$33)	\$123	\$31	\$131	(\$53)	\$119
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44 Adjusted Rent (5+ 43)		\$419		\$507		\$467		\$531		\$546	
45 Adj Rent/Last rent			93%		108%		93%		106%		91%
46 Estimated Market Rent	\$500	\$0.77	←	Estimated Market Rent/ Sq. Ft							

Once all adjustments to collected rents were made, the adjusted rents for each comparable were considered to derive an achievable market rent for each bedroom type. Each property was considered and weighed based upon its proximity to the subject site, and its amenities and unit layout compared to the subject site.

Based on the preceding Rent Comparability Grid, it was determined that the present-day achievable market rent (aka *Conventional Rents for Comparable Units-CRCU*) for units similar to the subject development is \$500 for a one-bedroom unit, which is illustrated as follows:

Bedroom Type	Proposed Collected Rent	Achievable Market Rent (CRCU)	Market Rent Advantage
One-Bedroom	\$443*	\$500	11.4%

CRCU - Conventional Rents for Comparable Units

*Programmatic Rent – Maximum allowable Tax Credit gross rent less subject utility allowance of \$70

Typically, Tax Credit rents in urban markets are set 10% or more below achievable market rents to ensure that a LIHTC project will have a sufficient flow of tenants. In more rural settings, such as the subject county, a market rent advantage near 0.0% is acceptable as Tax Credit product often represents some of the most desirable rental housing opportunities available. Therefore, the proposed Tax Credit rents are positioned appropriately. Further, all 28 units will continue to operate with Rental Assistance, which will represent an even greater value to low-income renters within the Site PMA.

B. RENT ADJUSTMENT EXPLANATIONS (RENT COMPARABILITY GRID)

None of the selected properties offer the same amenities as the subject property. As a result, we have made adjustments to the collected rents to reflect the differences between the subject property and the selected properties. The following are explanations (preceded by the line reference number on the comparability grid table) for each rent adjustment made to each selected property.

1. Rents for each property are reported as collected rents. These are the actual rents paid by tenants and do not consider utilities paid by tenants. The rents reported are typical and do not consider rent concessions or special promotions. When multiple rent levels were offered, we included an average rent.

7. Upon completion of renovations, the subject project will have an effective age of a project built in 2004. The selected properties have effective ages of properties built between 1985 and 1992. As such, we have adjusted the rents at the selected properties by \$1 per year of age difference to reflect the age of these properties.

8. It is anticipated that the subject project will have an improved appearance, once renovations are complete. We have made adjustments for those properties that we consider to be of inferior or superior quality compared to the subject development.
10. Two of the projects are located within Augusta, which is significantly larger in terms of population, rental housing supply and community amenities compared to the Site PMA. Therefore, we have adjusted the rents by 10% to reflect the difference in community size. The remaining properties are located in markets considered to be similar size and housing opportunities versus the Site PMA. As such, we have made no adjustments to these projects for market differences.
11. The properties selected as comparable all have two-bedroom units, but some lack one-bedroom designs. As such, we have utilized the two-bedroom product type for comparability purposes and have adjusted the project by \$50 to reflect the desirability of an additional bedroom.
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar for dollar basis, we have used 25% of the average for this adjustment.
- 14.- 23. The subject project will offer a unit amenity package slightly superior to the selected properties. We have made adjustments for features lacking at the selected properties such as dishwashers and washer/dryer hookups.
- 24.-32. The project will offer a somewhat limited community amenities package, but one that is similar to the selected properties. Regardless, we have made monetary adjustments to reflect the difference between the subject project's and the selected properties' project amenities.
- 33.-39. We have made adjustments to reflect the differences in utility responsibility at each selected property. The utility adjustments were based on the local housing authority's utility cost estimates.

Addendum F:
RENT ROLL

Affordable Rent Roll

Property: Brier Creek (059) Sort by: Unit

As of 8/1/2013

Unit	Unit Type	Sqft	Bed Rms	Tenant	Program	Contract No.	Tran Type	Effective Date	Market Rent	Gross Rent	Contract Rent	RD Basic Rent	Subsidy	Tenant Rent	Utility Allowance	TTP	Utility Reimb.
Brier Creek (059)																	
510	059s1	0	1	Lowman, Gerry	Rental		AR	06/01/13	571	510	440	440	296	144	70	214	0
					Assistance(RA)												
512	059s1	0	1	Rocker, Robbie	Rental		AR	06/01/13	571	510	440	440	289	151	70	221	0
					Assistance(RA)												
513	059s1	0	1	Stone, Dianne	Rental		AR	11/01/12	571	510	440	440	288	152	70	222	0
					Assistance(RA)												
514	059s1	0	1	Chalker, Walter	Rental		AR	05/01/13	571	510	440	440	279	161	70	231	0
					Assistance(RA)												
515	059s1	0	1	Chambers, Mary	Rental		AR	02/01/13	571	510	440	440	301	139	70	209	0
					Assistance(RA)												
516	059s1	0	1	Cauthen, Andrew	Rental		MI	11/29/12	571	510	440	440	291	149	70	219	0
					Assistance(RA)												
517	059s1	0	1	Lewis, Linda	Rental		AR	01/01/13	571	510	440	440	301	139	70	209	0
					Assistance(RA)												
519	059s1	0	1	Bynes, Roy	Rental		AR	01/01/13	571	510	440	440	266	174	70	244	0
					Assistance(RA)												
521	059s1	0	1	Brower, James	Rental		AR	07/01/13	571	510	440	440	277	163	70	233	0
					Assistance(RA)												
522	059h1	0	1	Ray, Juanita	Rental		MI	03/06/13	571	510	440	440	298	142	70	212	0
					Assistance(RA)												
523	059h1	0	1	Hawkins, Loretta	Rental		AR	10/01/12	571	510	440	440	276	164	70	234	0
					Assistance(RA)												
524	059s1	0	1	Cox, Roxanne	Rental		AR	04/01/13	571	510	440	440	294	146	70	216	0
					Assistance(RA)												
526	059s1	0	1	Godbee, Marsha	Rental		AR	04/01/13	571	510	440	440	301	139	70	209	0
					Assistance(RA)												
528	059s1	0	1	Griffin, Johnnie	Rental		AR-1	04/01/13	571	510	440	440	378	62	70	132	0
					Assistance(RA)												
529	059h1	0	1	Purdy, Tina	Rental		AR	09/01/12	571	510	440	440	291	149	70	219	0
					Assistance(RA)												
530	059s1	0	1	Hunter, Barbara	Rental		AR	02/01/13	571	510	440	440	301	139	70	209	0
					Assistance(RA)												
532	059s1	0	1	Lane, David	Rental		AR	07/08/13	571	510	440	440	300	140	70	210	0
					Assistance(RA)												
533	059s1	0	1	Clements, Carolyn	Rental		AR	05/01/13	571	510	440	440	142	298	70	368	0
					Assistance(RA)												
537	059s1	0	1	Larisey, Barbara	Rental		AR	05/01/13	571	510	440	440	116	324	70	394	0
					Assistance(RA)												
539	059s1	0	1	Brown, Lutha	Rental		AR	02/01/13	571	510	440	440	277	163	70	233	0
					Assistance(RA)												
541	059s1	0	1	Buxton, Mildred	Rental		MI	06/28/13	571	510	440	440	301	139	70	209	0
					Assistance(RA)												
542	059s1	0	1	Warren, Christopher	Rental		AR	04/01/13	571	510	440	440	282	158	70	228	0
					Assistance(RA)												
543	059s1	0	1	Mack, Dannie	Rental		AR	05/01/13	571	510	440	440	301	139	70	209	0
					Assistance(RA)												

Affordable Rent Roll

Property: Brier Creek (059) Sort by: Unit

As of 8/1/2013

Unit	Unit Type	Sqft	Bed Rms	Tenant	Program	Contract No.	Tran Type	Effective Date	Market Rent	Gross Rent	Contract Rent	RD Basic Rent	Subsidy	Tenant Rent	Utility Allowance	TTP	Utility Reimb.
Brier Creek (059)																	
544	059s1	0	1	Mills, Kenneth	Rental		AR	07/01/13	571	510	440	440	276	164	70	234	0
					Assistance(RA)												
546	059h1	0	1	Owens, Roy	Rental		AR	06/01/13	571	510	440	440	237	203	70	273	0
					Assistance(RA)												
548	059s1	0	1	Jacobs, Bubber	Rental		AR	07/08/13	571	510	440	440	282	158	70	228	0
					Assistance(RA)												
550	059s1	0	1	McCullum, Stanley	Rental		AR	01/01/13	571	510	440	440	307	133	70	203	0
					Assistance(RA)												
552	059s1	0	1	Cheely, Mary	Rental		AR	08/01/13	571	510	440	440	301	139	70	209	0
					Assistance(RA)												
Total :		0	28	Number of Units:	28				15,988	14,280	12,320	12320	7,849	4,471	1,960	6,431	0
Grand Total :		0	28	Total Units:	28				15,988	14,280	12,320		7,849	4,471	1,960	6,431	0