



REAL PROPERTY **RESEARCH** GROUP

WASHINGTON/BALTIMORE ■ ATLANTA

Market Feasibility Analysis

Cedartown Apartments

Cedartown, Polk County, Georgia

Prepared for:

Cedartown Housing Authority

Project #14-4278

Effective Date: December 4, 2014

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EXECUTIVE SUMMARY

The Cedartown Housing Authority has retained Real Property Research Group, Inc. (RPRG) to conduct a comprehensive market feasibility analysis of Cedartown Apartments, the proposed rehabilitation of 135 rental units in Cedartown, Polk County, Georgia. As proposed, Cedartown Apartments will be financed in part by four percent Low Income Housing Tax Credits (LIHTC), allocated by the Georgia Department of Community Affairs (DCA), and will offer 135 newly renovated, scattered site, rental units restricted to households earning up to 60 percent of the Area Median Income (AMI), adjusted for household size. All units will have project based rental assistance.

1. Project Description

- Cedartown Apartments will contain 135 general occupancy rental units including 20 one-bedroom units, 64 two-bedroom units, 43 three-bedroom units, and eight four-bedroom units all targeting households earning up to 60 percent of the Area Median Income (AMI). Five current public housing communities, managed by the Cedartown Housing Authority, will make up the larger community known as Cedartown Apartments. For this analysis, the communities are known as Canal Court (AMP 1), Rockdale (AMP 2), Eastview (AMP 3), and scattered site (AMPs 4 & 5). The five communities currently contain 204 units; however, 69 units will either be demolished or converted to market rate and are not included in this analysis.
- A detailed summary of the subject property, including the rent and unit configuration, is shown in the table below. The rents shown will include the cost of water/sewer and trash removal at Canal Court, Rockdale, and Eastview. No utilities will be included at the scattered site units.

Unit Mix/Rents									
Name	Type	Bed	Bath	Income Target	Quantity	Square Feet	Contract Rent	Utility Allowance	Gross Rent
Canal Court (AMP 1)	Mix	1	1	60%/PBRA	2	472	\$395*	\$105	\$500
Canal Court (AMP 1)	Mix	2	1	60%/PBRA	16	728	\$481*	\$114	\$595
Canal Court (AMP 1)	Mix	3	1	60%/PBRA	8	737	\$594*	\$129	\$723
Canal Court (AMP 1)	Mix	4	1	60%/PBRA	2	893	\$613*	\$140	\$753
Rockdale (AMP 2)	Mix	2	1	60%/PBRA	6	724	\$481*	\$114	\$595
Rockdale (AMP 2)	Mix	3	1	60%/PBRA	6	906	\$594*	\$129	\$723
Eastview(AMP 3)	Mix	1	1	60%/PBRA	4	524	\$395*	\$105	\$500
Eastview(AMP 3)	Mix	2	1	60%/PBRA	24	660	\$481*	\$114	\$595
Eastview(AMP 3)	Mix	3	1	60%/PBRA	24	821	\$594*	\$129	\$723
Eastview(AMP 3)	Mix	4	1.5	60%/PBRA	4	1,018	\$613*	\$140	\$753
Scattered (AMP 4 & 5)	Mix	1	1	60%/PBRA	14	524	\$375**	\$128	\$503
Scattered (AMP 4 & 5)	Mix	2	1	60%/PBRA	18	712	\$458**	\$138	\$596
Scattered (AMP 4 & 5)	Mix	3	1	60%/PBRA	5	873	\$564**	\$158	\$722
Scattered (AMP 4 & 5)	Mix	4	1.5	60%/PBRA	2	1,121	\$582**	\$180	\$762
Total/Average					135	730	\$505		

Rents include water/sewer and trash removal*

Rents include no utilities**



- In-unit features offered at the subject property will consist of kitchens with a range, range hood, refrigerator, microwave, and powder based fire suppression canisters. Additional unit features include a patio/balcony, central A/C, window blinds, washer/dryer connections, and hardwood and vinyl tile flooring. These unit features will be competitive with the surveyed communities in the Cedartown Market Area.
- Cedartown Apartments' community amenity package will include community rooms, laundry facilities, covered picnic areas, playgrounds, and exterior gathering areas. This amenity package will be competitive with surveyed communities in the Cedartown Market Area and appropriate for the target market.

2. Site Description / Evaluation:

- The subject property is the proposed renovation of 135 public housing units managed by the Cedartown Housing Authority. The units are located in one of five smaller communities (AMPs 1-5) located within one mile of each other in Cedartown, Georgia. The units (Cedartown Apartments) are located in an older residential community surrounding downtown Cedartown. Surrounding land uses primarily consist of older single-family detached homes in good to modest condition, places of worship, schools, small local businesses, government buildings, and light industrial facilities.
- Residential uses are common within one mile of all sites including both single-family detached homes and multi-family apartments.
- Shopping, pharmacies, grocery stores, and convenience stores are all located in close proximity to the subject sites.
- Cedartown Apartments benefits from good visibility and the subject properties are all easily accessible.
- The subject properties are suitable for the continuation as affordable rental housing. No negative land uses were identified at the time of the site visit that would negatively affect the proposed rehabilitation's viability in the marketplace. The rehabilitation of the subject properties will not alter the land use composition of the neighborhood.

3. Market Area Definition

- The Cedartown Market Area consists of all census tracts in Polk County, which includes the cities of Cedartown, Rockmart, and Aragon. The boundaries of the Cedartown Market Area and their approximate distance from downtown Cedartown are Floyd County (6.0 miles to the north), Paulding County (17.3 miles to the east), Haralson County (7.6 miles to the south), and Alabama (8.7 miles to the west).

4. Community Demographic Data

- The Cedartown Market Area experienced modest population and household growth over the past decade. Population and household growth is expected to continue through 2016 although at a slower pace.
- Between 2000 and 2010 Census counts, the population of the Cedartown Market Area increased at an annual rate of 0.8 percent or 335 people. During the same time period, the number of households in the Cedartown Market Area increased by 7.7 percent for a gain of 108 households (0.7 percent) annually.



- Esri projects that the market area's population will increase by 189 people between 2014 and 2016, bringing the total population to 42,023 people in 2016. This represents an annual gain of 0.2 percent or 95 people. The household base is projected to gain 25 new households per annum resulting in 15,239 households in 2016.
- Adults (ages 35 to 64 years) constitute 34.2 percent of the population in the Cedartown Market Area.
- Children are present in 38.2 percent of households in the Cedartown Market Area and 38.3 percent of households in the market area contain two adults and no children and 23.6 percent are single person households
- As of the 2010 Census, 33.6 percent of all households in the Cedartown Market Area were renters. Between the 2000 and 2010 census counts, renter households accounted for 96.5 percent of the household growth in the market area. Renter percentages are projected to increase through 2016 to 35.6 percent.
- Working age households form the core of the market area's renters, as 43.0 percent of the renter occupied households are between the ages of 25 and 44 and another 17.4 percent are age 45-54 years.
- According to income distributions provided by Esri, the 2014 median income of households in the Cedartown Market Area is \$40,387, 0.9 percent lower than the Tri-County Market Area median household income of \$40,760. Roughly 30 percent of Cedartown Market Area households earn less than \$25,000 annually, including 16.3 percent earning \$15,000 or less. One-third (32.4 percent) of market area households reported incomes from \$25,000 to \$49,999.

5. Economic Data:

- As the full effects of the recent national recession began to impact the local economy, Polk County's unemployment rate increased to 10.6 percent in 2009 and 2010. Over the past three years, economic conditions have improved and the 2014 Q3 unemployment rate was 7.4 percent in Polk County, compared to 7.5 percent in Georgia and 6.4 percent in the United States.
- Polk County added jobs in six of seven years between 2000 and 2007, peaking at 11,920 jobs in 2007. The county lost 1,109 jobs or 9.3 percent of its 2007 employment base over the following three years, reaching At-Place Employment of 10,811 in 2010. Over the past three years, Polk County's economy showed signs of stabilization with modest employment gains totaling 248 jobs. The trend has continued as the county gained 107 jobs in the first quarter of 2014.
- Manufacturing is by far the largest employment sector in Polk County, accounting for 31.3 percent of all jobs in the county compared to just 9.0 percent nationally. Trade-Transportation-Utilities and Government also contain sizable employment shares at 17.7 percent and 14.7 percent, respectively. Relative to national figures, Polk County has a notably lower percentage of jobs in Education-Health, Professional-Business, and Financial Activities.
- The only significant job expansion identified in Polk County is at the old Polk Medical Center which will become One Door Polk, a social services hub that will employ approximately 75 people.



6. Project Specific Affordability and Demand Analysis:

- Cedartown Apartments will contain 135 units reserved for households earning at or below 60 percent of the Area Median Income (AMI), adjusted for household size. All units will also contain PBRA. Based on DCA's market study guidelines, units with PBRA are considered leasable. As such, we have evaluated these units without this additional assistance.
- Without PBRA, the 135 units will target renter householders earning between \$17,211 and \$33,780. The 135 proposed units would need to capture 8.9 percent of the 1,516 income qualified renter households in order to lease-up.
- All affordability capture rates without PBRA are well within reasonable and achievable levels for an affordable housing community. The inclusion of PBRA will remove the minimum income limit and significantly increase the number of income qualified renter households.
- The DCA demand capture rate for the project is 17.5 percent for the project as a whole. By floor plan, capture rates range from 4.9 percent to 28.6 percent. These capture rates do not account for PBRA, which would lower the capture rates substantially.
- All DCA demand estimates are below acceptable DCA thresholds (30 percent) and are reasonable and achievable for Cedartown Apartments. The overall capture rates and capture rates by floor plan indicate sufficient demand to support the proposed development as an affordable housing community.
- The net reduction of 69 units at the subject property as part of the rehabilitation and the expected income qualification of all but five of the 204 current tenants result in a functional capture rate of zero percent.

7. Competitive Rental Analysis

- We surveyed nine general occupancy communities in the Cedartown Market Area including three market rate communities, two LIHTC communities, and four deeply subsidized communities.
- The average size of comparable LIHTC and market rate communities is 46 units. The two LIHTC communities average 58 units each and the four deeply subsidized communities average 26 units per community.
- Among the five LIHTC/market rate communities, 19 of 232 units were reported vacant for a rate of 8.2 percent.
- Ten of 116 total LIHTC units were reported vacant for a rate of 8.6 percent and six of 102 deeply subsidized units were reported vacant for a rate of 5.9 percent.
- Among the five LIHTC/market rate rental communities surveyed, net rents, unit sizes, and rents per square foot are as follows:
 - **One-bedroom** rents averaged \$406 with a range from \$350 to \$495 per month. The average unit size is 660 square feet, which results in an average net rent per square foot of \$0.61.



- **Two-bedroom** rents averaged \$493 with a range from \$444 to \$600 per month. The average unit size is 923 square feet, which results in an average net rent per square foot of \$0.53.
- **Three-bedroom** rents averaged \$541 with a range from \$500 to \$644 per month. The average unit size is 1,114 square feet, which results in an average net rent per square foot of \$0.49.
- The “average market rent” among comparable communities is \$409 for one bedroom units, \$539 for two bedroom units, \$644 for three bedroom units. No market rate four bedroom units were surveyed in the market area. All of the subject property’s proposed rents are contract rents so tenants will pay a percentage of their income for rent. The proposed contract rents are all lower than average market rents in the market area.

8. Absorption/Stabilization Estimates

- Based on the proposed scope of work, projected households growth, and acceptable capture rates, we expect Cedartown Apartments to lease-up at a rate of 15 units per month. At this rate and assuming that all units would need to be leased, the subject property will reach a stabilized occupancy of at least 93 percent within eight to nine months. ; As more than 135 existing households will be income qualified post renovation, the community is expected to remain fully leased.
- Given the net reduction of units in the Cedartown Market Area and projected household growth over the next two years, we do not expect Cedartown Apartments to have a negative impact on existing rental communities in the Cedartown Market Area including those with tax credits.

9. Overall Conclusion / Recommendation

Income/Unit Size	Income Limits	Units Proposed	Renter Income Qualification %	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band	Proposed Rents
60% AMI	\$17,211 - \$33,780										
One Bedroom Units	\$17,211 - \$21,000	20	6.9%	192	0	192	10.4%	Remain leased	\$409	\$350-\$495	\$399*
Two Bedroom Units	\$21,001 - \$25,500	64	8.1%	224	0	224	28.6%	Remain leased	\$539	\$506-\$600	\$483*
Three Bedroom Units	\$25,501 - \$30,000	43	7.0%	194	0	194	22.2%	Remain leased	\$644	\$644	\$595*
Four Bedroom Units	\$30,001 - \$33,780	8	5.9%	163	0	163	4.9%	Remain leased	N/A	N/A	\$615*
Project Total	\$17,211 - \$33,780										
Total Units	\$17,211 - \$33,780	135	28.0%	772	0	772	17.5%	Remain leased			

Proposed rents are weighted contract rents adjusted to include water/sewer and trash removal*
 Absorption takes into account tenant retention per the tenant relocation spreadsheet

The proposed renovation of 135 units at Cedartown Apartments will be well received in the market area. The Cedartown Market Area is expected to experience population and household growth and the affordability/demand capture rates are well within acceptable levels. The proposed renovation will significantly improve the condition of the community by addressing areas of deferred maintenance and the addition of new features/amenities. Due to the net reduction of 69 total units, more than 135 tenants will remain income qualified for the rehabbed units meaning no units should have to be leased post renovation. We recommend proceeding with the project as planned.



DCA Summary Form:

SUMMARY TABLE:		
Development Name:	Cedartown Apartments	Total # Units: 135
Location:	Scattered Site, Cedartown GA 30125	# LIHTC Units: 135
PMA Boundary:	North: Floyd County, East: Paulding County, South: Haralson County, West: Alabama	
	Farthest Boundary Distance to Subject: 17.3 miles	

RENTAL HOUSING STOCK – (found on pages 11, 43-44, 47)				
Type	# Properties	Total Units	Vacant Units	Average Occupancy*
All Rental Housing	9	334	25	92.5%
Market-Rate Housing	3	116	9	92.2%
Assisted/Subsidized Housing not to include LIHTC	4	102	6	94.1%
LIHTC	2	116	10	91.4%
Stabilized Comps	5	232	19	91.8%
Properties in construction & lease up				

Subject Development					Average Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
2	1	1	472	\$395*	\$409	\$0.87	3.4%	\$495	\$0.73
16	2	1	728	\$481*	\$539	\$0.74	10.8%	\$600	\$0.68
8	3	1	737	\$594*	\$644	\$0.87	7.8%	\$644	\$0.59
2	4	1	893	\$613*	N/A	N/A	N/A	N/A	N/A
6	2	1	724	\$481*	\$539	\$0.74	10.8%	\$600	\$0.68
6	3	1	906	\$594*	\$644	\$0.71	1.8%	\$644	\$0.59
4	1	1	524	\$395*	\$409	\$0.78	3.4%	\$495	\$0.73
24	2	1	660	\$481*	\$539	\$0.82	10.8%	\$600	\$0.68
24	3	1	821	\$594*	\$644	\$0.78	7.8%	\$644	\$0.59
4	4	1.5	1,018	\$613*	N/A	N/A	N/A	N/A	N/A
14	1	1	524	\$375*	\$409	\$0.78	8.3%	\$495	\$0.73
18	2	1	712	\$458*	\$539	\$0.76	15.0%	\$600	\$0.68
5	3	1	873	\$564*	\$644	\$0.74	12.4%	\$644	\$0.59
2	4	1.5	1,121	\$582*	N/A	N/A	N/A	N/A	N/A

Contract rent*

DEMOGRAPHIC DATA (found on pages 37, 57)						
	2011		2014		2016	
Renter Households	5,203	34.4%	5,333	35.1%	5,420	35.6%
Income-Qualified Renter HHs (LIHTC)	1,735	33.4%	1,549	29.1%	1,516	28.0%
Income-Qualified Renter HHs (MR)						

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 59)						
Type of Demand	60%*					Overall
Renter Household Growth	10					10
Existing Households (Overburd + Substand)	763					763
Homeowner Conversion (Seniors)						
Secondary Market Demand (15%)						
Total Primary Market Demand	772					772
Less Comparable/Competitive Supply	0					0
Adjusted Income-qualified Renter HHs	772					772

Demand is calculated without the proposed PBRA on all units*

CAPTURE RATES (found on page 59)						
Targeted Population	60%					Overall
Capture Rate	17.5%**					17.5%**

Capture rates do not take into account tenant retention or PBRA on all units**



1. INTRODUCTION

A. Overview of Subject

The subject of this report is Cedartown Apartments, the proposed rehabilitation of 135 rental units managed by the Cedartown Housing Authority in Cedartown, Polk County, Georgia. Cedartown Apartments will be financed in part by Low Income Housing Tax Credits (LIHTC), allocated by the Georgia Department of Community Affairs (DCA). Cedartown Apartments will offer 135 newly renovated rental units reserved for households earning up to 60 percent of the Area Median Income (AMI), adjusted for household size. All units will also benefit from Project Based Rental Assistance (PBRA) through the HUD Section 8 Program following a conversion of public housing to section 8 through the Rental Assistance Demonstration (RAD) program.

B. Purpose of Report

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

C. Format of Report

The report format is comprehensive and conforms to DCA's 2014 Market Study Manual. The market study also considered the National Council of Housing Market Analysts' (NCHMA) recommended Model Content Standards and Market Study Index.

D. Client, Intended User, and Intended Use

The Client is the Cedartown Housing Authority. Along with the Client, the Intended Users are The Communities Group, DCA, potential lenders, and investors.

E. Applicable Requirements

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

- DCA's 2014 Market Study Manual and Qualified Allocation Plan (QAP).
- The National Council of Housing Market Analysts' (NCHMA) Model Content Standards and Market Study Index.

F. Scope of Work

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

Please refer to Appendix 5 and 6 for a detailed list of DCA and NCHMA requirements as well as the corresponding pages of requirements within the report.

Brett Welborn (Analyst) conducted a site visit on December 4, 2014.

Primary information gathered through field and phone interviews was used throughout the various sections of this report. The interviewees included rental community property managers, Joseph Martin with the City of Cedartown, Stacey Smith with the City of Rockmart, and staff with the Cedartown Housing Authority and Polk County Planning and Zoning department.



- All pertinent information obtained was incorporated in the appropriate section(s) of this report.

G. Report Limitations

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



2. PROJECT DESCRIPTION

A. Project Overview

All 135 units at Cedartown Apartments will benefit from Low Income Housing Tax Credits (LIHTC) and will be reserved for households earning at or below 60 percent of the Area Median Income (AMI), adjusted for household size. All units will also contain PBRA through the HUD Section 8 Program. As tenants receiving PBRA are only required to pay a percentage of their income toward rent, units will not be subject to minimum income limits.

B. Project Type and Target Market

Cedartown Apartments will target renter households earning at or below 60 percent of the Area Median Income, adjusted for household size. The community will target low income renter households. The unit mix of one bedroom, two bedroom, three bedroom, and four bedroom units will target a range of households from singles to large families.

C. Building Types and Placement

Cedartown Apartments' 135 units are contained within 46 garden/duplex/townhouse buildings. The buildings are part of five communities managed by the Cedartown Housing Authority and are each within approximately one mile of each other. The housing authority classifies units by Asset Management Project (AMP) numbers. The five communities include Canal Court (AMP 1), Rockdale (AMP 2), Eastview (AMP 3), and AMPs 4 & 5 which make up the scattered site rentals on E Queen Street, Alpha Way, and S College Street.

D. Current Rents and Occupancy

The subject properties currently have two vacancies among 204 total units; however, these vacancies will be filled from a waiting list as soon as they can be turned over. All five properties have a waiting list. The communities consists of one-bedroom units, two-bedroom units, three-bedroom units, and four bedroom units. All units are public housing and rents are based on a percentage of each tenant's income.

E. Proposed Scope of Renovation

The proposed scope of work for Cedartown Apartments will upgrade the quality of the units and community amenities with the replacement of older systems and addition of new features. The proposed cost of renovation is \$6,665,869 or \$49,376 per unit. Demolition of units is not included in the cost of the scope of work. A summary of the proposed scope of work is as follows:

General

- Convert units to ADA
- Convert community building at Queen Street site to a common laundry facility

Site

- Playground upgrades
- Replace cracked and crumbled concrete sidewalks and sewer lines
- Repair drainage inlets and abandoned concrete features
- Add 16 concrete parking spaces to AMPs 4 & 5
- Repair damaged paved areas at AMPs 1 & 2
- Seal and restripe all existing asphalt paved areas at AMPs 1,2, & 3



- Provide handicapped spaces
- Replace damaged curbs
- Correct all areas of washout, exposed dirt, dead trees & overgrown landscaping
- Add new landscaping
- Add gates, concrete pads, and 3rd wall at existing dumpsters at AMPs 1, 2, & 3
- Repair or replace wooden site rails at AMPs 1 & 2
- Add new covered pavilion with picnic area
- Provide exterior gathering areas

Exteriors

- Clean masonry
- Repair masonry work at AMPs 3
- Repair/replace porch rails at AMPs 1, 4, & 5
- New seamless gutters and downspouts at AMPs 1, 4, & 5
- New siding and trim
- Paint iron porch rails
- New signage panel insert at existing monument sign at AMPs 1, 2, & 3
- New illuminated address signs at entry doors
- Replace existing mailboxes with new mailboxes and provide new cover

Interiors

- Add draft stop in attic and repair interior stairs as needed at AMPs 1, 2, & 3
- Upgrade attic insulation and caulk and seal
- Replace mechanical buzzer at entry doors
- Remove existing storm doors
- Replace and caulk/seal all windows and include security screen on 1st floor
- Provide new VCT flooring in kitchens
- Repair/replace drywall
- Paint all interior rooms
- Replace medicine cabinets
- Provide new towel bar and toilet paper holder
- Provide new kitchen cabinets, laminate kitchen countertops, refrigerators, microwaves, ranges, range hoods, and stove top fire extinguishers.
- Provide new vinyl blinds
- Provide new toilets at AMPs 4 & 5
- Replace below ground cast iron sewer pipe and all water heaters
- Provide new valves/trim at tubs/showers, lavatory faucets, and kitchen sinks
- Replace gas furnaces and air-conditioners
- New bath exhaust fans, bath fans, and thermostats
- Clean or replace ductwork
- Glue joints of existing PVC air intake piping at AMPs 1, 2, & 3
- Replace interior light fixtures, fluorescent lights, smoke/carbon monoxide detectors, and electrical systems if not up to code



F. Detailed Project Description

1. Project Description

Post renovation, the 135 units at Cedartown Apartments will include 20 one-bedroom units, 64 two-bedroom units, 43 three-bedroom units, and eight four-bedroom units (Table 1). The weighted average unit sizes are 519 square feet for one-bedroom units, 698 square feet for two-bedroom units, 823 square feet for three-bedroom units, and 1,013 square feet for four-bedroom units. All units will have one bathroom except for six four-bedroom units that will have one and a half bathrooms. All proposed contract rents are below LIHTC maximum rents.

Proposed rents at AMP’s one, two, and three include the cost of water/sewer and trash removal. Tenants bear the cost of all remaining utilities. No utilities are included at AMP’s four and five, the scattered site rentals.

The following **unit features** are planned:

- Kitchens with a refrigerator, range/oven, range hood, and microwave
- Central heat and air-conditioning
- Washer and dryer connections
- Window blinds
- Patio/balcony
- Hardwood and vinyl tile flooring

The following **community amenities** are planned:

- Community rooms
- Exterior gathering areas and covered picnic areas
- Central laundry facilities
- Playgrounds

Table 1 Cedartown Apartments Detailed Project Summary

Cedartown Apartments									
Scattered									
Cedartown, Polk County, Georgia									
Unit Mix/Rents									
Name	Type	Bed	Bath	Income Target	Quantity	Square Feet	Contract Rent	Utility Allowance	Gross Rent
Canal Court (AMP 1)	Mix	1	1	60%/PBRA	2	472	\$395*	\$105	\$500
Canal Court (AMP 1)	Mix	2	1	60%/PBRA	16	728	\$481*	\$114	\$595
Canal Court (AMP 1)	Mix	3	1	60%/PBRA	8	737	\$594*	\$129	\$723
Canal Court (AMP 1)	Mix	4	1	60%/PBRA	2	893	\$613*	\$140	\$753
Rockdale (AMP 2)	Mix	2	1	60%/PBRA	6	724	\$481*	\$114	\$595
Rockdale (AMP 2)	Mix	3	1	60%/PBRA	6	906	\$594*	\$129	\$723
Eastview(AMP 3)	Mix	1	1	60%/PBRA	4	524	\$395*	\$105	\$500
Eastview(AMP 3)	Mix	2	1	60%/PBRA	24	660	\$481*	\$114	\$595
Eastview(AMP 3)	Mix	3	1	60%/PBRA	24	821	\$594*	\$129	\$723
Eastview(AMP 3)	Mix	4	1.5	60%/PBRA	4	1,018	\$613*	\$140	\$753
Scattered (AMP 4 & 5)	Mix	1	1	60%/PBRA	14	524	\$375**	\$128	\$503
Scattered (AMP 4 & 5)	Mix	2	1	60%/PBRA	18	712	\$458**	\$138	\$596
Scattered (AMP 4 & 5)	Mix	3	1	60%/PBRA	5	873	\$564**	\$158	\$722
Scattered (AMP 4 & 5)	Mix	4	1.5	60%/PBRA	2	1,121	\$582**	\$180	\$762
		Total/Average			135	730	\$505		

Rents include water/sewer and trash removal*

Rents include no utilities**



Project Information		Additional Information	
Number of Residential Buildings	46	Construction Start Date	2015
Building Type	Duplex/TH	Date of First Move-In	2016
Number of Stories	One to Two	Construction Finish Date	2016
Construction Type	Rehab.	Parking Type	Surface
Design Characteristics (exterior)	Brick, Vinyl Siding	Parking Cost	None
Community Amenities	Community room, exterior gathering area, covered picnic area, playground, laundry facility	Kitchen Amenities	
		Dishwasher	No
		Disposal	No
		Microwave	Yes
		Range	Yes
Unit Features	Range/oven, range hood, refrigerator, microwave, patio/balcony, central A/C, window blinds, washer and dryer connections, hardwood and vinyl tile flooring.	Utilities Included	
		Water/Sewer	Owner
		Trash	Owner
		Heat	Tenant
		Heat Source	Gas
		Hot/Water	Tenant
		Electricity	Tenant
		Other:	

Source: Cedartown Housing Authority

2. Other Proposed Uses

None.

3. Pertinent Information on Zoning and Government Review

We are not aware of any land use regulations that would impact the proposed rehabilitation of the subject property. As the subject property will be improving existing multi-family rental units, it will not alter the land use composition of the immediate area.

4. Proposed Timing of Development

Cedartown Apartments is expected to begin construction in 2015 with a date of completion in 2016. Based on this timeline, the subject property’s anticipated placed-in-service year is 2016.



3. SITE AND NEIGHBORHOOD ANALYSIS

A. Site Analysis

1. Site Location

The subject sites are located throughout Cedartown within approximately one mile of each other in Polk County, Georgia (Map 1, Figure 1). Two groups are located just north of downtown Cedartown and three groups are approximately one-half mile south of downtown Cedartown.

2. Existing Uses

The subject sites include existing public housing rental communities managed by the Cedartown Housing Authority (Figure 3, Figure 4).

3. Size, Shape, and Topography

The subject sites comprise a combined 18.04 acres. Eastview (AMP 3) slopes from north to south and all other sites are generally flat in topography.

4. General Description of Land Uses Surrounding the Subject Properties

The sites for Cedartown Apartments are located in the older established residential area of Cedartown. Surrounding land uses primarily consist of older single-family detached homes in good to modest condition, places of worship, schools, small local businesses, government buildings, and light industrial facilities. Downtown Cedartown includes local businesses and retail shops. Several employers including HON, Cedartown's largest employer, are located in west Cedartown along Prior Station Road, within two miles of each site.

5. Specific Identification of Land Uses Surrounding the Subject Property

Land uses directly bordering the subject sites are shown in Figure 5.



Map 1 Site Location

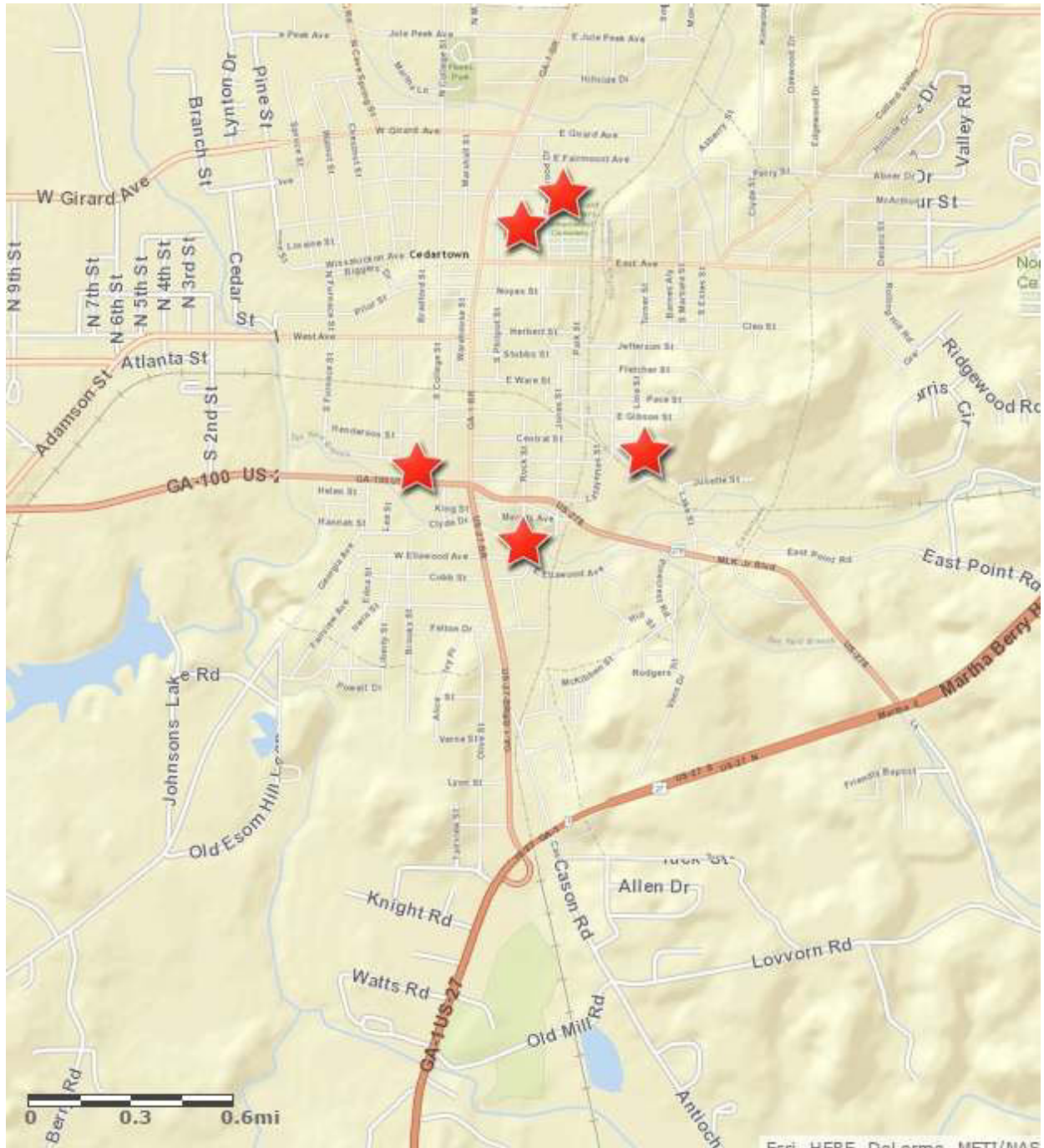


Figure 1 Satellite Images of Subject Properties – Southern Sites



Figure 2 Satellite Images of Subject Properties – Northern Sites



Figure 3 Exterior Views of Subject Properties



Duplex unit at Canal Court (AMP 1)



Townhouse units at Canal Court (AMP 1)



Community building at Canal Court (AMP 1)



Duplex units at scattered site rental (AMP 4)



Townhouse units at Rockdale (AMP 2)

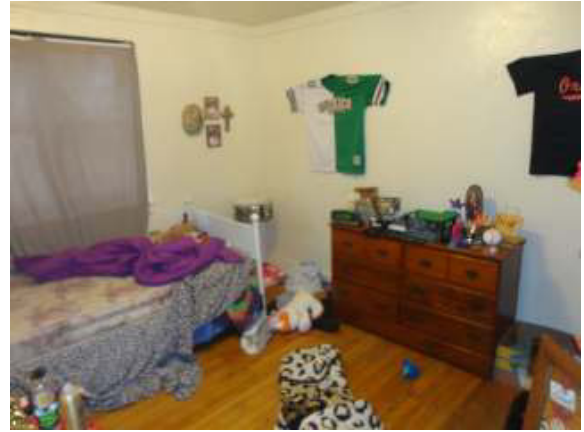


Townhouse units at Eastview (AMP 3)

Figure 4 Interior Views of Subject Properties



Kitchen at Canal Court (AMP 1)



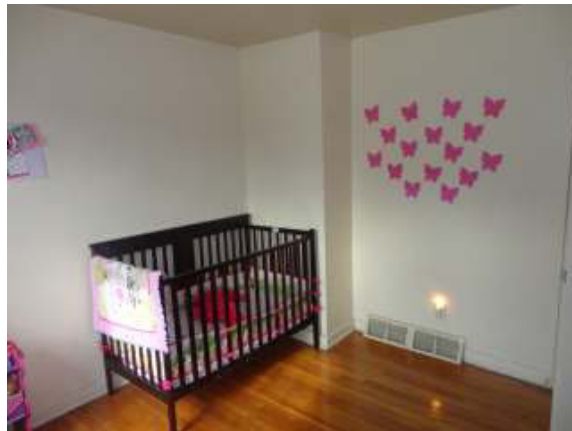
Bedroom at Eastview (AMP 3)



Bathroom at AMP 4 (Scattered site rental)



Kitchen at Rockdale (AMP 2)



Bedroom at Rockdale (AMP 2)



Living room in AMP 4 (Scattered site rental)

Figure 5 Views of Surrounding Land Uses



Single-family detached home south of Canal Court (AMP 1)



Calvary Assembly of God Church west of Canal Court (AMP 1)



Single-family detached home south of Rockdale (AMP 2)



Christ Temple Apostolic Faith Church se of Eastview (AMP 3)



Boys and Girls Club east of AMP 4 (scattered site rental)



Northside Elementary School to the north of AMP 5 (scattered site rental)



B. Neighborhood Analysis

1. General Description of Neighborhood

Cedartown is a small city situated in northwest Georgia approximately 20 miles south of Rome. Residential land uses typically consist of single-family detached homes in good to modest condition and older multi-family rental communities, many of which are subsidized through the LIHTC, USDA, or Section 8 programs. Outside of residential development, Cedartown contains numerous commercial uses concentrated along Main Street and industrial uses including the city's largest employer, HON Company, located in west Cedartown.

2. Neighborhood Planning Activities

Significant planning or redevelopment efforts were not identified in the subject property's immediate area. The most recent large scale development activity in Cedartown, the \$40 million development of the new Polk Medical Center, was completed in November of this year approximately four miles to the east of the sites on Highway 278.

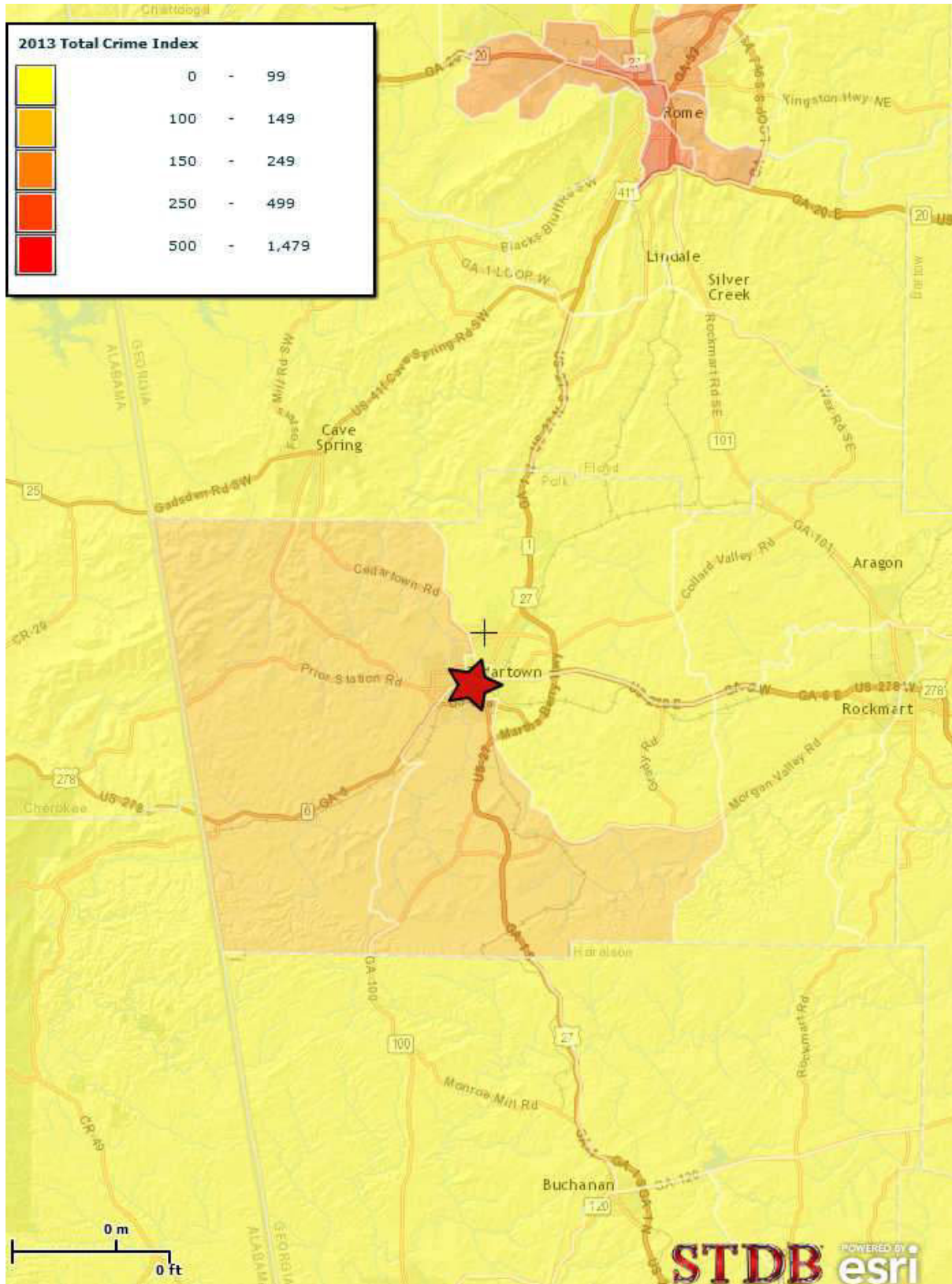
3. Public Safety

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

Map 2 displays the 2013 CrimeRisk Index for the census tracts in the general vicinity of the subject site. The relative risk of crime is displayed in graduations from yellow (least risk) to red (most risk). The subject site's census tract's and those in the immediately surrounding areas to the north and east are yellow, indicating they have an average crime risk (under 100) below the national average (100) and areas immediately to the south and west have a slightly above average crime risk. We do not expect crime or the perception of crime to negatively impact the subject property's marketability.



Map 2 2013 CrimeRisk, Subject Properties and Surrounding Areas





C. Site Visibility and Accessibility

1. Visibility

Cedartown Apartments' subject properties benefit from good visibility along either primary or secondary streets. No visibility concerns were found during our site visit.

2. Vehicular Access

The subject properties are all easily accessible. Traffic surrounding the properties are light and problems with ingress/egress are not anticipated.

3. Availability of Public Transit

Cedartown and Polk County do not offer fixed-route public transportation. Cedartown is served by Cedartown Transit, which offers demand response public transportation. Cedartown Transit is available Monday through Friday from 8:00 a.m. to 4:00 p.m.

4. Availability of Inter-Regional Transit

Cedartown is located within approximately 30 minutes of Interstate 20 to the south via Highway 1. Interstate 20 is a major regional thoroughfare allowing easy access to numerous locations in the southeast United States. Interstate 75, located approximately 45 minutes to the east of Cedartown, also offers access to locations throughout the southeast. The region is also served by several U.S. and State Highways including Highways 1 and 278, which connect Cedartown to towns to the north, east, south, and west.

The sites are located within approximately one hour and fifteen minutes of Hartsfield-Jackson International Airport in Atlanta.

5. Accessibility Improvements under Construction and Planned

Roadway Improvements under Construction and Planned

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

Transit and Other Improvements under Construction and/or Planned

None identified.

6. Environmental Concerns

No visible environmental or miscellaneous site concerns were identified.

D. Residential Support Network

1. Key Facilities and Services near the Subject Property

The appeal of any given community is often based in part on its proximity to those facilities and services required on a daily basis. Key facilities and services and their driving distances from



downtown Cedartown are listed in Table 2. The location of those facilities is plotted on Map 3. Distance was taken from, downtown Cedartown, a central point to all sites.

Table 2 Key Facilities and Services

Establishment	Type	Address	Driving Distance
First National Bank	Bank	117 West Ave.	0.1 mile
Regions Bank	Bank	120 N Main St.	0.1 mile
Penny Pinchers	Grocery	419 S Collage St.	0.1 mile
Post Office	Post Office	145 West Ave..	0.1 mile
Chevron	Convenience Store	101 N Main St.	0.2 mile
Dollar General	General Retail	420 S College St.	0.2 mile
Cedartown Fire Department	Fire	126 Philpot St.	0.3 mile
Cedartown Police Department	Police	118 Philpot St.	0.3 mile
Cedartown Library	Library	245 East Ave.	0.4 mile
Northside Elementary School	Public School	100 N Philpot St.	0.4 mile
Marathon	Convenience Store	425 N Main St.	0.5 mile
CVS	Pharmacy	511 N Main St.	0.6 mile
Bradford Drug Store	Pharmacy	500 N Main St.	0.6 mile
Floyd Primary Care	Doctor/Medical	134 E Fairmount Ave.	0.7 mile
Redmond Family Care	Doctor/Medical	118 E Girard Ave.	0.7 mile
Save-A-Lot	Grocery	554 N Main St.	0.8 mile
Northwest Park	Public Park	605 Lynton Dr.	1.5 miles
Cedartown High School	Public School	167 Frank Lott Dr.	2.2 miles
Wal-Mart	General Retail	1585 Rome Hwy.	2.5 miles
Polk Medical Center	Hospital	2360 Rockmart Hwy.	3.5 miles
Cedartown Middle School	Public School	1664 Syble Brannan Pkwy.	3.8 miles

Source: Field and Internet Survey, RPRG, Inc.

2. Essential Services

Health Care

The closest major medical facility to Cedartown Apartments is Polk Medical Center, located 3.5 miles to the east on Highway 278. The new Polk Medical Center opened on November 6, 2014 and includes 25 private patient rooms and a 13-bed emergency department. Services offered at Polk Medical Center include emergency care, surgical services, radiology services, family medicine, and laboratory services.

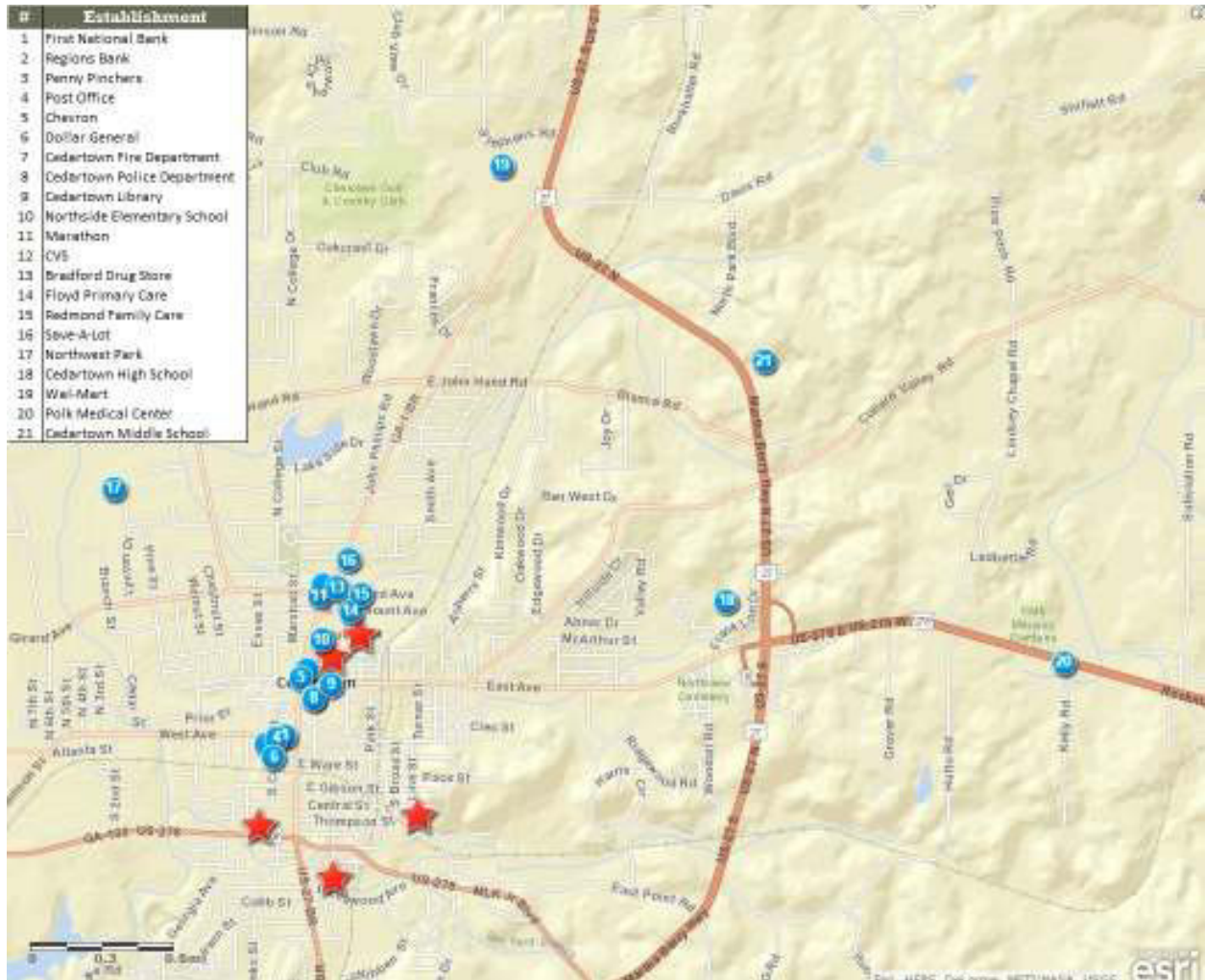
Outside of this major healthcare provider, several smaller clinics and independent physicians are located within one mile of downtown. The closest of these are Floyd Primary Care and Redmond Family Care, both located 0.7 mile away.

Education

The Cedartown Market Area is served by the Polk School District. Polk School District is comprised of 10 schools and has an enrollment of over 7,500 students. School age children residing at the subject properties would attend Northside Elementary School (0.4 mile), Cedartown Middle School (3.8 miles), and Cedartown High School (2.2 miles).



Map 3 Location of Key Facilities and Services



3. Commercial Goods and Services

Convenience Goods

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

Cedartown Apartments’ sites will be located within one mile of many retailers, most of which are located along Main Street. Retailers and service providers in this area include Penny Pincher’s Food Store, First National Bank, Regions Bank, Chevron, Marathon, CVS, Bradford Drug Store, and Save-A-Lot. Penny Pincher’s Food Store and CVS are the closest full-service grocery store and pharmacy to the subject sites.



Shoppers Goods

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

The closest general shopping opportunity is Dollar General located 0.1 mile from downtown on South College Street. Walmart is located 2.7 miles to the northeast on U.S. Highway 27. The closest mall to Cedartown is Mount Berry Square Mall in Rome, approximately 20 miles to the north.

4. Recreational Amenities

Cedartown Apartments’ is convenient to several recreational amenities including Northwest Park, Peek Park, Good Year Park, and Big Spring Park. Northwest Park offers picnic areas, baseball fields, a basketball gym, a meeting room, a playground, a softball field, and a football field. Peek Park offers tennis courts, a playground, trails, picnic areas, grills, and pavilions. The City of Cedartown has applied for a grant to renovate Big Spring Park by adding trails, benches, picnic tables, and pavilions to the existing park which is home to a large natural limestone spring. Good Year Park offers open space and a baseball field.

5. Location of Low Income Housing

A list and map of existing low-income housing in the Cedartown Market Area are provided in the Existing Low Income Rental Housing section of this report, starting on page 48.

E. Site Conclusion

The subject sites are located in residential areas of Cedartown and are compatible with surrounding land uses. The sites are also located within two miles of numerous community amenities, including healthcare facilities, shopping, Northside Elementary School, and recreation parks. Based on these factors, the sites for Cedartown Apartments are appropriate for their intended use of affordable rental housing.



4. MARKET AREA DEFINITION

A. Introduction

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

B. Delineation of Market Area

The Cedartown Market Area consists of all seven Census tracts in Polk County, which includes the cities of Cedartown and Rockmart. The boundaries of the Cedartown Market Area and their approximate distance from downtown Cedartown are:

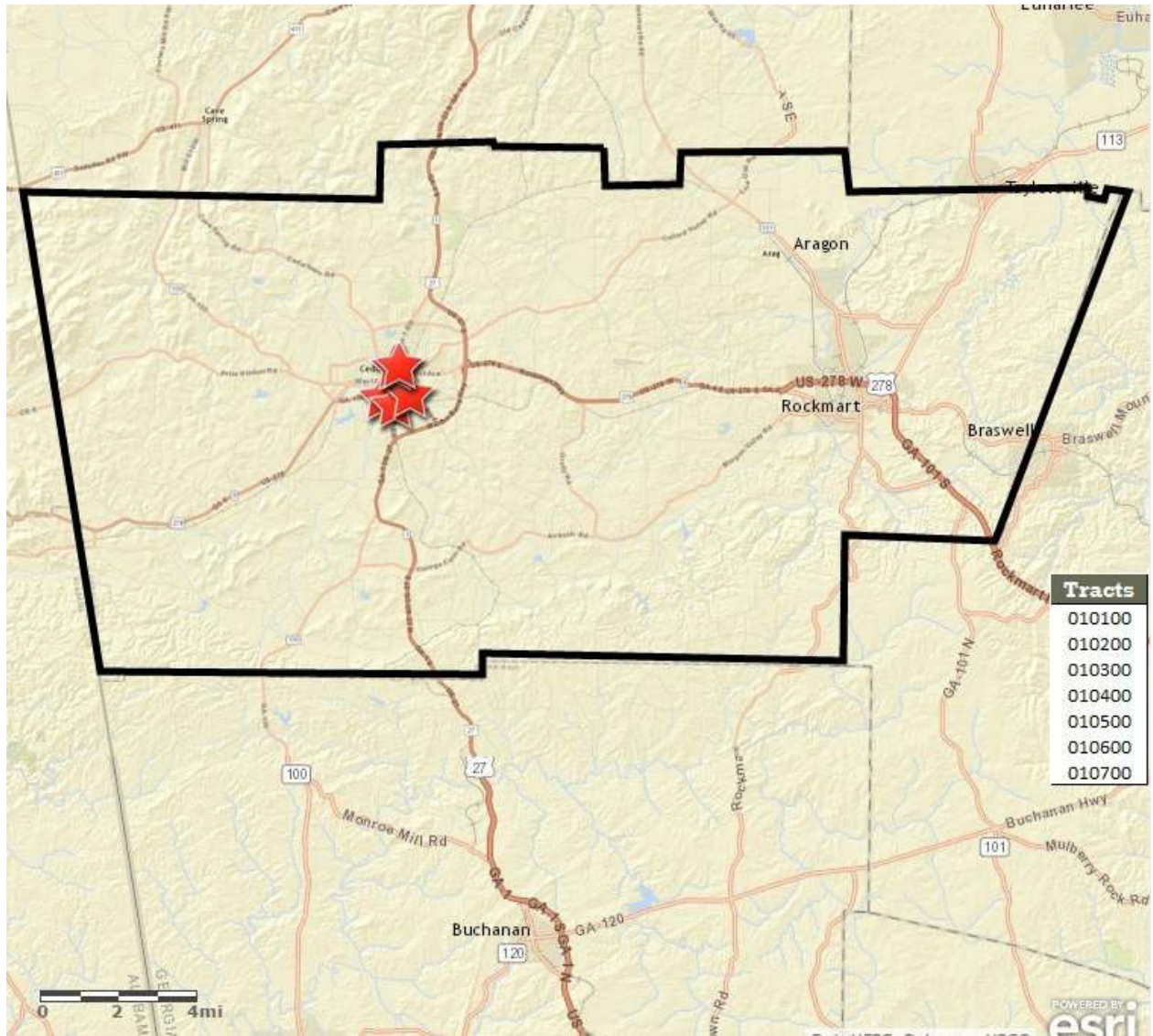
- North:** Floyd County (6.0 miles)
- East:** Paulding County (17.3 miles)
- South:** Haralson County (7.6 miles)
- West:** Alabama (8.7 miles)

The Cedartown Market Area encompasses the area most comparable to the area immediately surrounding the subject site. Based on the homogeneity of the housing stock and ease of access via U.S. Highways 278 and 27, we believe households living throughout the Cedartown Market Area would consider Cedartown Apartments as an acceptable shelter location.

A map of this market area along with a list of census tracts that comprise the market area are depicted on the following page. As appropriate for this analysis, the Cedartown Market Area is compared to a Tri-County Market Area comprised of Polk County, Floyd County, and Haralson County. Demand estimates, however, are based solely on the Cedartown Market Area.



Map 4 Cedartown Market Area





5. ECONOMIC CONTENT

A. Introduction

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

B. Labor Force, Resident Employment, and Unemployment

1. Trends in County Labor Force and Resident Employment

Polk County's labor force increased each year between 2000 and 2008, reaching a high of 21,349 people in 2008 (Table 3). The county had mild losses in four of the next five years totaling 1,008 workers or 4.7 percent of its workforce total in 2008. Through the first three quarters of 2014, the county has remained relatively unchanged. The employed portion of the county's labor force has increased in each of the past two years and has continued through the first three quarters of 2014.

2. Trends in County Unemployment Rate

Following a low point of 4.0 percent in 2000, Polk County's unemployment rate ranged from 4.4 percent to 5.2 percent through 2007. Over the next three years during the course of the recent national recession, Polk County's unemployment rate increased from 6.4 percent in 2008 to a high of 10.6 percent in 2009 and 2010 before declining in each of the past three years. The unemployment rate in the county has continued to decline in the first three quarters of 2014 to 7.4 percent, compared to 7.5 percent in Georgia and 6.4 percent nationally.

C. Commutation Patterns

According to 2008-2012 American Community Survey (ACS) data, 39.1 percent of the workers residing in the Cedartown Market Area spent 30 minutes or more commuting to work (Table 4). Approximately one-third (32.9 percent) of market area workers spent less than 15 minutes commuting to work.

Over half (55.1 percent) of all workers residing in the Cedartown Market Area worked in Polk County while 44.3 percent worked in another Georgia county. Under one percent of market area workers were employed outside the state.



Table 3 Labor Force and Unemployment Rates

Annual Unemployment Rates - Not Seasonally Adjusted

Annual Unemployment	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014 Q3
Labor Force	17,667	18,358	19,076	19,573	19,688	20,563	20,766	20,946	21,349	21,060	20,543	20,410	20,412	20,341	20,346
Employment	16,954	17,487	18,088	18,665	18,731	19,543	19,854	19,991	19,988	18,834	18,370	18,352	18,604	18,727	18,850
Unemployment	713	871	988	908	957	1,020	912	955	1,361	2,226	2,173	2,058	1,808	1,614	1,496
Unemployment Rate															
Polk County	4.0%	4.7%	5.2%	4.6%	4.9%	5.0%	4.4%	4.6%	6.4%	10.6%	10.6%	10.1%	8.9%	7.9%	7.4%
Georgia	3.5%	4.0%	4.8%	4.8%	4.7%	5.2%	4.7%	4.6%	6.3%	9.7%	10.2%	9.9%	9.0%	8.2%	7.5%
United States	4.0%	4.7%	5.8%	6.0%	5.5%	5.1%	4.6%	4.6%	5.8%	9.3%	9.6%	8.8%	8.3%	7.4%	6.4%

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

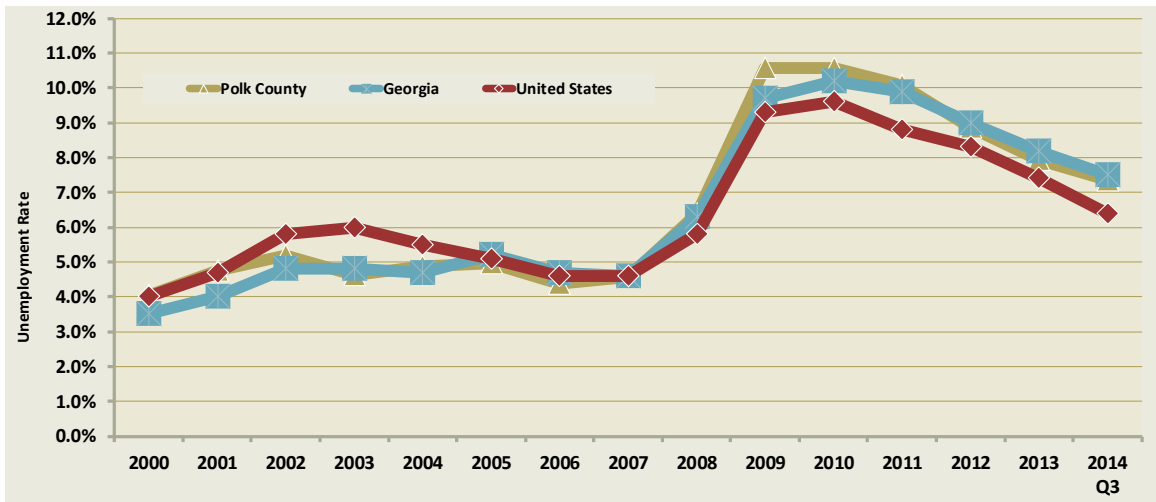
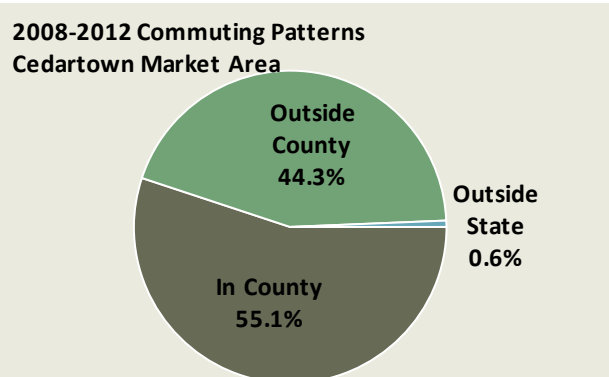


Table 4 2008-2012 Commuting Patterns, Cedartown Market Area

Travel Time to Work			Place of Work		
Workers 16 years+	#	%	Workers 16 years and over	#	%
Did not work at home	15,463	98.4%	Worked in state of residence:	15,611	99.4%
Less than 5 minutes	660	4.2%	Worked in county of residence	8,654	55.1%
5 to 9 minutes	2,178	13.9%	Worked outside county of residence	6,957	44.3%
10 to 14 minutes	2,325	14.8%	Worked outside state of residence	101	0.6%
15 to 19 minutes	1,947	12.4%	Total	15,712	100%
20 to 24 minutes	1,433	9.1%			
25 to 29 minutes	769	4.9%			
30 to 34 minutes	2,096	13.3%			
35 to 39 minutes	373	2.4%			
40 to 44 minutes	562	3.6%			
45 to 59 minutes	1,497	9.5%			
60 to 89 minutes	1,133	7.2%			
90 or more minutes	490	3.1%			
Worked at home	249	1.6%			
Total	15,712				

Source: American Community Survey 2008-2012



Source: American Community Survey 2008-2012

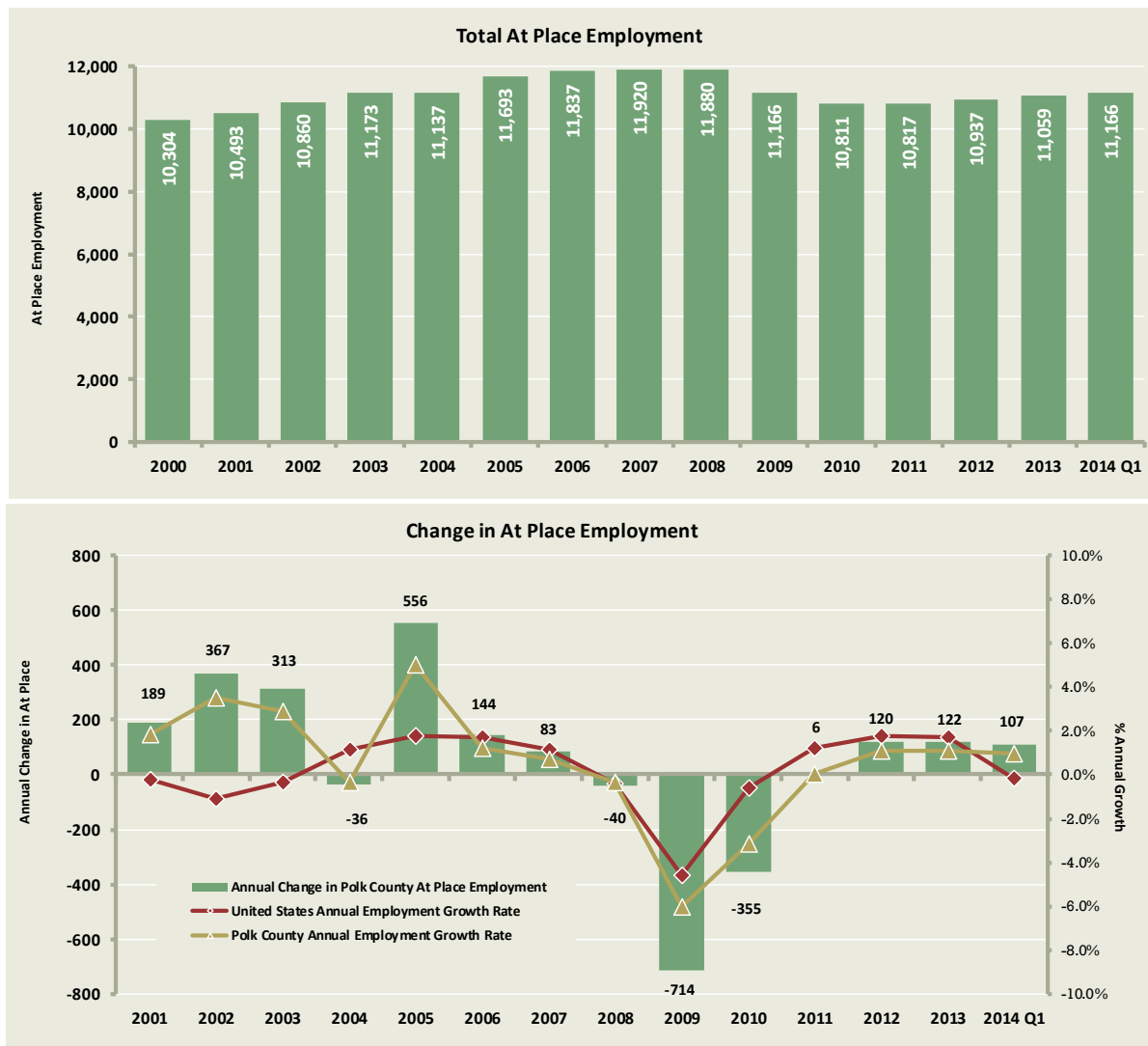


D. At-Place Employment

1. Trends in Total At-Place Employment

Polk County added jobs in six of seven years between 2000 and 2007, peaking at 11,920 jobs in 2007 (Figure 6). Polk County lost 1,109 jobs or 9.3 percent of its 2007 employment base over the following three years, reaching At-Place Employment of 10,811 in 2010. Over the past three years, Polk County’s economy showed signs of stabilization with modest employment gains totaling 248 jobs. The trend has continued as the county gained 107 jobs in the first quarter of 2014.

Figure 6 At-Place Employment



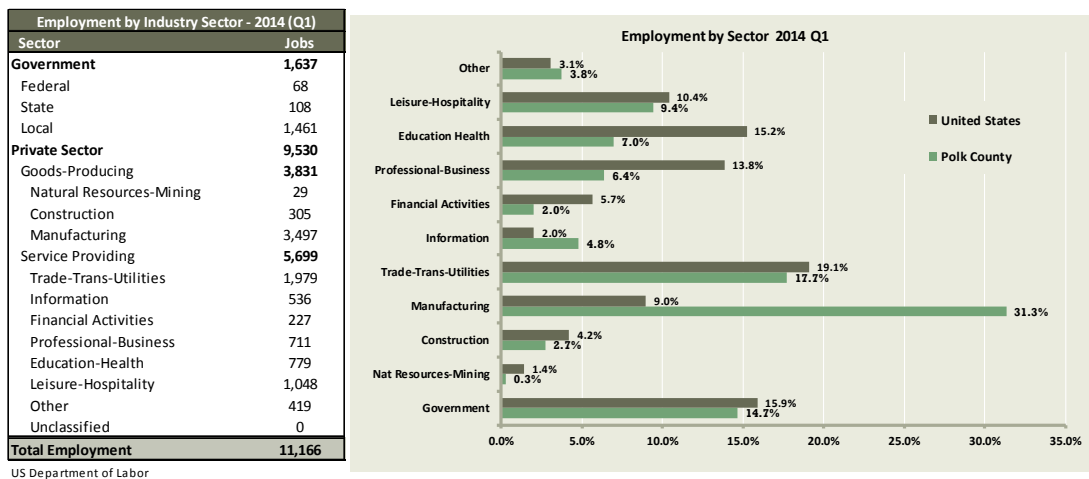
Source: U.S. Department of Labor, Bureau of Labor Statistics, Quarterly Census of Employment and Wages



2. At-Place Employment by Industry Sector

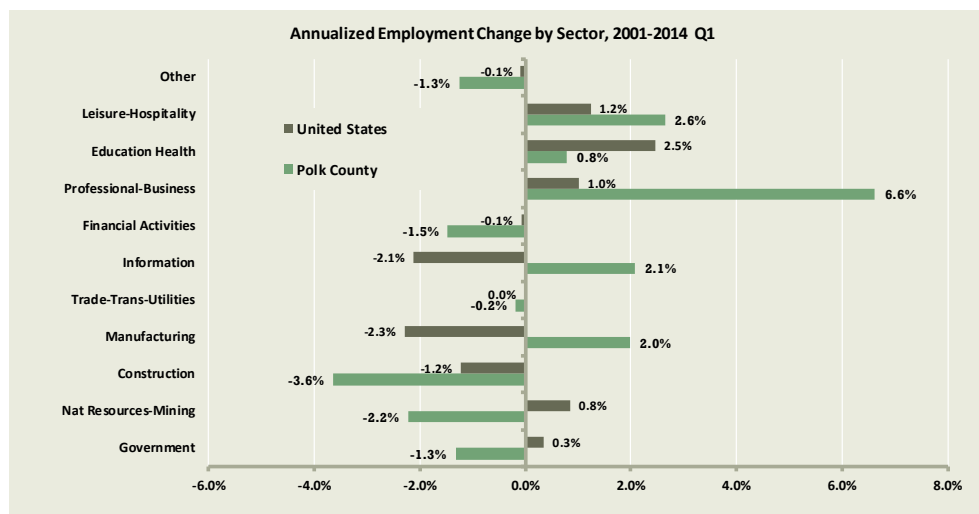
Manufacturing is by far the largest employment sector in Polk County accounting for 31.3 percent of all jobs in the county compared to just 9.0 percent nationally (Figure 7). Trade-Transportation-Utilities and Government also contain sizable employment shares at 17.7 percent and 14.7 percent, respectively. Relative to national figures, Polk County has a notably lower percentage of jobs in Education-Health, Professional-Business, and Financial Activities.

Figure 7 Total Employment by Sector, 2014 Q1



Between 2001 and the first quarter of 2014, five of eleven industry sectors in Polk County added jobs, including a 2.0 percent annual increase in Manufacturing jobs. On a percentage basis, the Professional-Business, Leisure-Hospitality, and Information sectors grew the fastest with annual increases of 6.6 percent, 2.6 percent, and 2.1 percent, respectively (Figure 8). Six sectors lost jobs during this period including Government at 1.3 percent per year and Trade-Transportation-Utilities at 0.2 percent annually.

Figure 8 Change in Employment by Sector 2001-2014 Q1



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



3. Major Employers

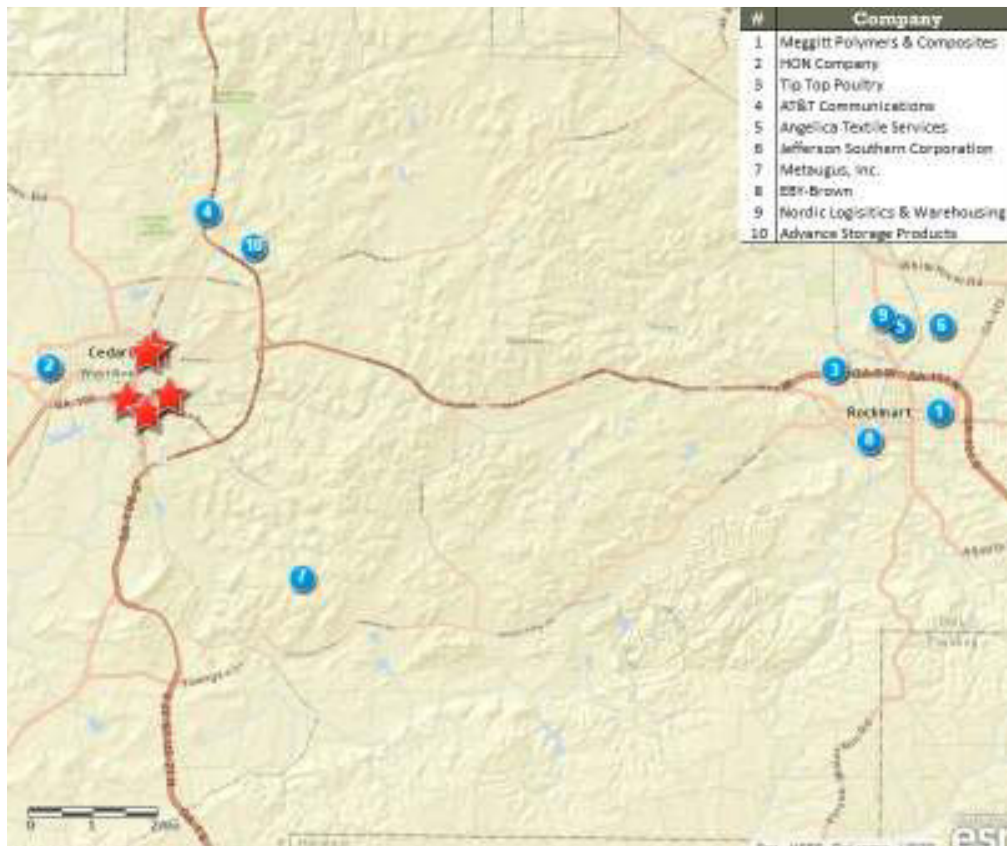
As a current list of all Polk County major employers was not available, a list of major manufacturing employers is provided in Table 5 below. Given the county’s large manufacturing employment base, this list is relevant to this analysis. Four of the employers are located in Cedartown including HON Company, the second largest manufacturing employer in Polk County and the largest employer in Cedartown (Map 5). Six employers are located approximately 10 to 15 miles east of Cedartown in Rockmart.

Table 5 Major Manufacturing Employers, Polk County

Rank	Name	Employment
1	Meggitt Polymers & Composites	1,169
2	HON Company	680
3	Tip Top Poultry	650
4	AT&T Communications	378
5	Angelica Textile Services	242
6	Jefferson Southern Corporation	190
7	Metaugus, Inc.	160
8	EBY-Brown	150
9	Nordic Logistics & Warehousing	128
10	Advance Storage Products	124

Source: Polk County Chamber of Commerce

Map 5 Major Employers





4. Recent Economic Expansions and Contractions

Following the recent move of the Polk Medical Center to its new location on Highway 278, the old facility will become One Door Polk, a social services hub that will employ approximately 75 people.

E. Conclusions on Local Economics

Over the past few years, Polk County's economy has shown signs of stabilization with declining unemployment rates and modest job growth following a decline from 2008 to 2010.



6. DEMOGRAPHIC ANALYSIS

A. Introduction and Methodology

RPRG analyzed recent trends in population and households in the Cedartown Market Area and the Tri-County Market Area using U.S. Census data and data from Esri, a national data vendor that prepares small area estimates and projections of population and households.

B. Trends in Population and Households

1. Recent Past Trends

Between 2000 and 2010 census counts, the population of the Cedartown Market Area increased by 8.8 percent, rising from 38,127 to 41,475 people for an annual increase of 0.8 percent or 335 people (Table 6). During the same time period, the number of households in the Cedartown Market Area increased from 14,012 to 15,092 households (7.7 percent) for a gain of 108 households (0.7 percent) annually.

By comparison, the population of the Tri-County Market Area expanded by 7.9 percent from 2000 to 2010 (0.8 percent annually), while the number of households increased by 6.8 percent (0.7 percent annually).

2. Projected Trends

Based on Esri projections, the Cedartown Market Area added 359 people and 97 households between 2010 and 2014. Esri further projects that the market area's population will increase by 189 people between 2014 and 2016, bringing the total population to 42,023 people in 2016. This represents an annual gain of 0.2 percent or 95 people. The household base is projected to gain 25 new households per annum resulting in 15,239 households in 2016.

For the Tri-County Market Area, population and household growth rates are projected to be below those of the Cedartown Market Area. The county's population and household base are each expected to increase at annual rates of 0.1 percent through 2016.

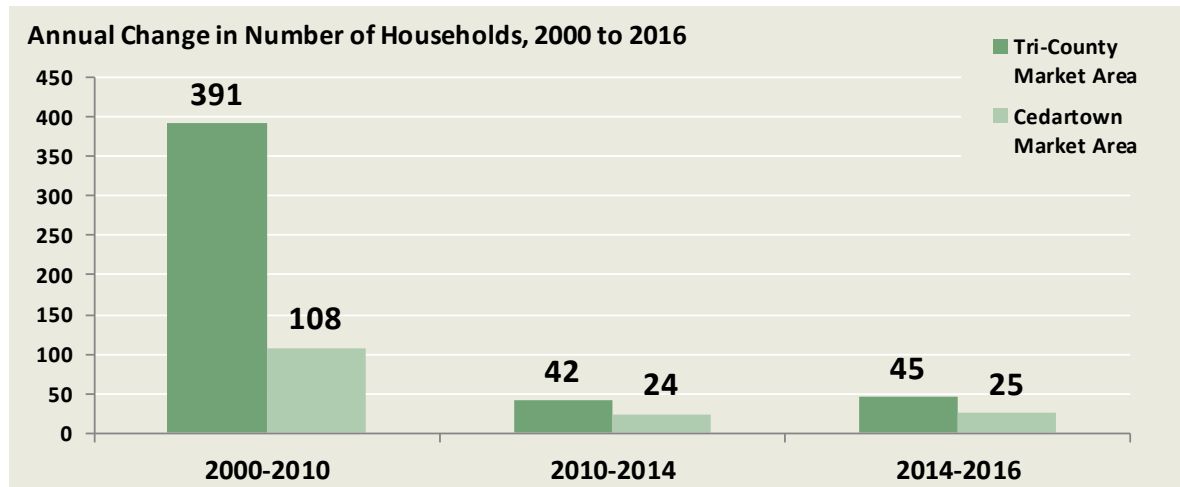


Table 6 Population and Household Projections

		Tri-County Market Area				Cedartown Market Area				
Population	Count	Total Change		Annual Change		Count	Total Change		Annual Change	
		#	%	#	%		#	%	#	%
2000	154,382					38,127				
2010	166,572	12,190	7.9%	1,219	0.8%	41,475	3,348	8.8%	335	0.8%
2014	167,393	821	0.5%	205	0.1%	41,834	359	0.9%	90	0.2%
2016	167,812	420	0.3%	210	0.1%	42,023	189	0.5%	95	0.2%

		Tri-County Market Area				Cedartown Market Area				
Households	Count	Total Change		Annual Change		Count	Total Change		Annual Change	
		#	%	#	%		#	%	#	%
2000	57,866					14,012				
2010	61,779	3,913	6.8%	391	0.7%	15,092	1,080	7.7%	108	0.7%
2014	61,945	166	0.3%	42	0.1%	15,189	97	0.6%	24	0.2%
2016	62,035	90	0.1%	45	0.1%	15,239	50	0.3%	25	0.2%

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



3. Building Permit Trends

RPRG examines building permit trends to help determine if the housing supply is meeting demand, as measured by new households. From 2000 to 2009, an average of 236 new housing units was authorized annually in the Cedartown Market Area (Polk County) compared to annual household growth of 108 households between the 2000 and 2010 census counts (Table 7). This disparity in household growth relative to units permitted could indicate an overbuilt market; however, these figures also do not take the replacement of existing housing units into account.

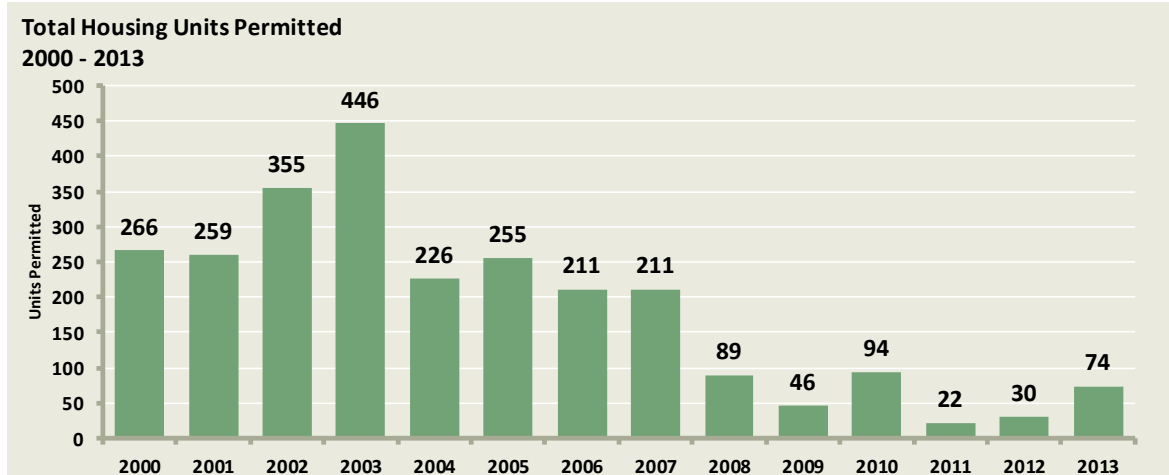
After ranging from 211 to 446 units from 2000 to 2007, Cedartown Market Area (Polk County) building permit activity fell below 100 units permitted each year from 2009 to 2013 as a result of the recent national recession and economic downturn. By structure type, 83 percent of all residential permits issued in Cedartown Market Area (Polk County) were for single-family detached homes. Multi-family structures (5+ units) accounted for just 13 percent of units permitted while buildings with 2-4 units comprised four percent of permitted units.



Table 7 Building Permits by Structure Type, Polk County

Polk County															2000-2013	Annual Average
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013			
Single Family	256	238	313	332	202	247	203	142	89	46	30	22	20	14	2,154	154
Two Family	0	14	10	8	24	8	2	2	0	0	0	0	0	0	68	5
3 - 4 Family	0	7	3	0	0	0	0	7	0	0	0	0	0	0	17	1
5+ Family	10	0	29	106	0	0	6	60	0	0	64	0	10	60	345	25
Total	266	259	355	446	226	255	211	211	89	46	94	22	30	74	2,584	185

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



C. Demographic Characteristics

1. Age Distribution and Household Type

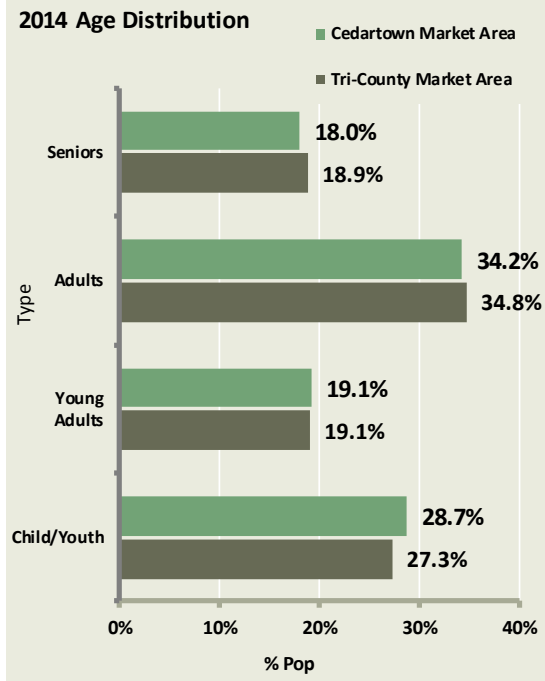
Based on Esri estimates for 2014, the population of the Cedartown Market Area has a slightly younger age distribution than the Tri-County Market Area with median ages of 36 and 37, respectively (Table 8). Adults age 35-61 comprise the largest percentage of the population in both regions at roughly 34-35 percent. Seniors (persons age 62 and older) constitute 18.0 percent of the population in the Cedartown Market Area and 18.9 percent in the Tri-County Market Area. Of the remaining age cohorts, the Cedartown Market Area contains a higher percentage of Children/Youth under the age of 20 (28.7 percent versus 27.3 percent) and the same proportion of Young Adults between the ages of 20 and 34 (19.1 percent).



Table 8 2014 Age Distribution

	Tri-County Market Area		Cedartown Market Area	
	#	%	#	%
Children/Youth	45,727	27.3%	12,020	28.7%
Under 5 years	11,385	6.8%	3,214	7.7%
5-9 years	11,526	6.9%	3,173	7.6%
10-14 years	11,438	6.8%	2,999	7.2%
15-19 years	11,377	6.8%	2,633	6.3%
Young Adults	31,909	19.1%	7,999	19.1%
20-24 years	10,551	6.3%	2,534	6.1%
25-34 years	21,358	12.8%	5,466	13.1%
Adults	58,189	34.8%	14,304	34.2%
35-44 years	20,954	12.5%	5,211	12.5%
45-54 years	22,508	13.4%	5,488	13.1%
55-61 years	14,727	8.8%	3,605	8.6%
Seniors	31,568	18.9%	7,512	18.0%
62-64 years	6,312	3.8%	1,545	3.7%
65-74 years	14,638	8.7%	3,601	8.6%
75-84 years	7,699	4.6%	1,764	4.2%
85 and older	2,918	1.7%	602	1.4%
TOTAL	167,393	100%	41,834	100%
Median Age	37		36	

Source: Esri; RPRG, Inc.

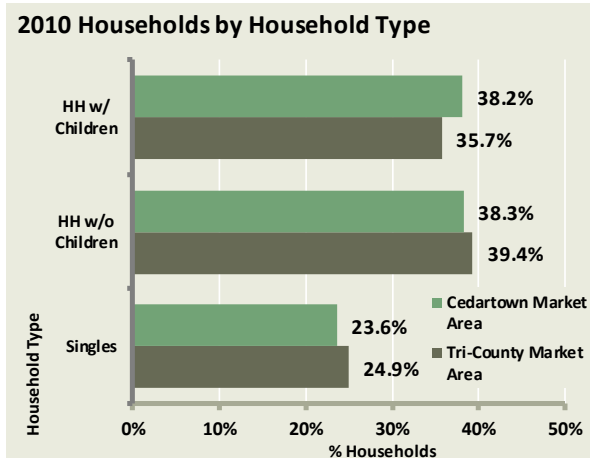


Children are present in 38.2 percent of households in the Cedartown Market Area and 35.7 percent of households in the Tri-County Market Area. Approximately 38 percent of households in the Cedartown Market Area contain at least two adults and no children and 23.6 percent are single person households (Table 9).

Table 9 2010 Households by Household Type

Households by Household Type	Tri-County Market Area		Cedartown Market Area	
	#	%	#	%
Married w/Children	13,957	22.6%	3,673	24.3%
Other w/ Children	8,103	13.1%	2,087	13.8%
Households w/ Children	22,060	35.7%	5,760	38.2%
Married w/o Children	17,347	28.1%	4,100	27.2%
Other Family w/o Children	4,481	7.3%	1,121	7.4%
Non-Family w/o Children	2,488	4.0%	553	3.7%
Households w/o Children	24,316	39.4%	5,774	38.3%
Singles Living Alone	15,403	24.9%	3,558	23.6%
Singles	15,403	24.9%	3,558	23.6%
Total	61,779	100%	15,092	100%

Source: 2010 Census; RPRG, Inc.





2. Renter Household Characteristics

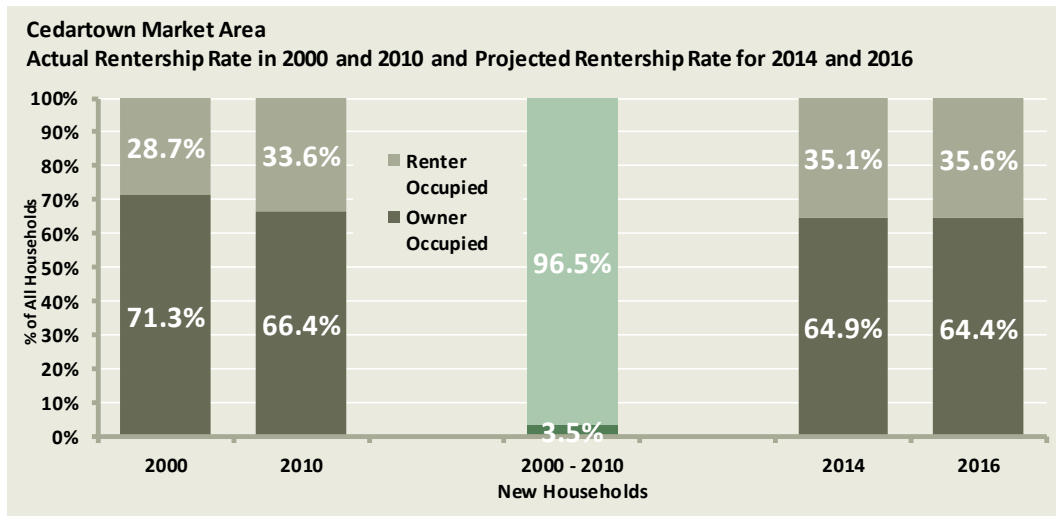
As of the 2010 Census, 33.6 percent of all households in the Cedartown Market Area were renters compared to 34.7 percent in the Tri-County Market Area (Table 10). Between the 2000 and 2010 census counts, renter households accounted for 96.5 percent of the household growth in the market area and 94.2 percent of net growth in the Tri-County Market Area. Renter percentages are projected to increase in both areas through 2016 to 35.6 percent in the Cedartown Market Area and 36.8 percent in the Tri-County Market Area.

Table 10 Households by Tenure

Tri-County Market Area	2000		2010		Change 2000-2010		2014		2016	
	#	%	#	%	#	%	#	%	#	%
Housing Units										
Owner Occupied	40,105	69.3%	40,331	65.3%	226	5.8%	39,464	63.7%	39,234	63.2%
Renter Occupied	17,761	30.7%	21,448	34.7%	3,687	94.2%	22,481	36.3%	22,801	36.8%
Total Occupied	57,866	100%	61,779	100%	3,913	100%	61,945	100%	62,035	100%
Total Vacant	4,527		7,967				7,988		8,000	
TOTAL UNITS	62,393		69,746				69,934		70,035	

Cedartown Market Area	2000		2010		Change 2000-2010		2014		2016	
	#	%	#	%	#	%	#	%	#	%
Housing Units										
Owner Occupied	9,990	71.3%	10,028	66.4%	38	3.5%	9,856	64.9%	9,819	64.4%
Renter Occupied	4,022	28.7%	5,064	33.6%	1,042	96.5%	5,333	35.1%	5,420	35.6%
Total Occupied	14,012	100%	15,092	100%	1,080	100%	15,189	100%	15,239	100%
Total Vacant	1,047		1,816				1,828		1,834	
TOTAL UNITS	15,059		16,908				17,017		17,073	

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



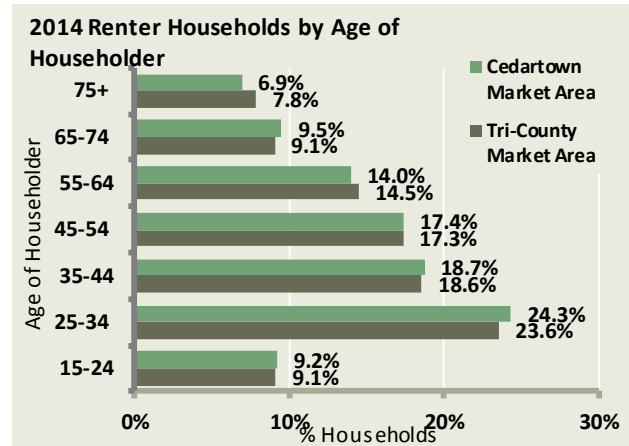
Working age households form the core of the market area’s renters, as 43.0 percent of the renter occupied households are between the ages of 25 and 44 (Table 11) and another 17.4 percent are age 45-54 years. Seniors age 55 and older comprise 30.4 percent of all renters and those under 25 comprise 9.2 percent of all market area renters.



Table 11 Renter Households by Age of Householder

Renter Households	Tri-County Market Area		Cedartown Market Area	
	#	%	#	%
Age of HHldr				
15-24 years	2,054	9.1%	491	9.2%
25-34 years	5,297	23.6%	1,298	24.3%
35-44 years	4,174	18.6%	997	18.7%
45-54 years	3,898	17.3%	927	17.4%
55-64 years	3,258	14.5%	745	14.0%
65-74 years	2,035	9.1%	507	9.5%
75+ years	1,765	7.8%	368	6.9%
Total	22,481	100%	5,333	100%

Source: Esri, Real Property Research Group, Inc.

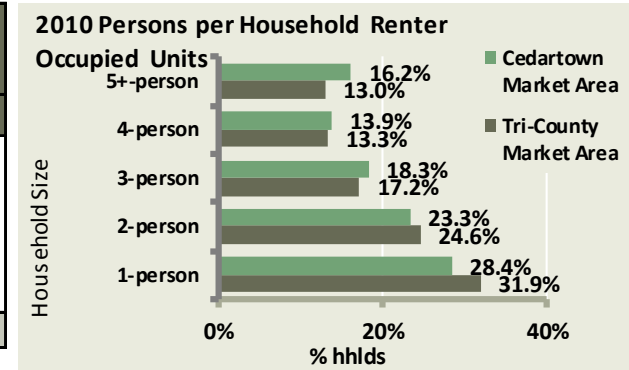


As of 2010, half (51.7 percent) of all renter households in the Cedartown Market Area contained one or two persons compared to 56.5 percent in the Tri-County Market Area (Table 12). Approximately 32 percent of renter households in the Cedartown Market Area contained three or four persons compared to 30.5 percent in the Tri-County Market Area. Large households (5+ persons) accounted for 16.2 percent of renter households in the Cedartown Market Area and 13.0 percent of renter households in the Tri-County Market Area.

Table 12 2010 Renter Households by Household Size

Renter Occupied	Tri-County Market Area		Cedartown Market Area	
	#	%	#	%
1-person hhld	6,839	31.9%	1,437	28.4%
2-person hhld	5,272	24.6%	1,181	23.3%
3-person hhld	3,683	17.2%	925	18.3%
4-person hhld	2,859	13.3%	702	13.9%
5+ person hhld	2,795	13.0%	819	16.2%
TOTAL	21,448	100%	5,064	100%

Source: 2010 Census



3. Income Characteristics

According to income distributions provided by Esri, the 2014 median income of households in the Cedartown Market Area is \$40,387, 0.9 percent lower than the Tri-County Market Area median household income of \$40,760 (Table 13). Roughly 30 percent of Cedartown Market Area households earn less than \$25,000 annually, including 16.3 percent earning less than \$15,000. One-third (32.4 percent) of Cedartown Market Area households reported incomes from \$25,000 to \$49,999. Approximately 18 percent of households earn \$75,000 or more.

Based on the ACS data income projections, the breakdown of tenure, and household estimates, RPRG estimates that the median income of renters in the Cedartown Market Area as of 2014 is \$30,570 (Table 14). This renter median income is 65.1 percent of the median among owner households of \$46,949. Among renter households, 40.7 percent earn less than \$25,000 including 22.3 percent that earn less than \$15,000. Approximately 37 percent of renter households earn between \$25,000 and \$49,999.



Table 13 2014 Household Income

Estimated 2014 Household Income		Tri-County Market Area		Cedartown Market Area	
		#	%	#	%
less than	\$15,000	11,845	19.1%	2,473	16.3%
	\$15,000 - \$24,999	8,099	13.1%	2,042	13.4%
	\$25,000 - \$34,999	7,320	11.8%	2,041	13.4%
	\$35,000 - \$49,999	9,658	15.6%	2,893	19.0%
	\$50,000 - \$74,999	11,366	18.3%	2,969	19.5%
	\$75,000 - \$99,999	6,144	9.9%	1,334	8.8%
	\$100,000 - \$149,999	5,108	8.2%	1,194	7.9%
	\$150,000 Over	2,406	3.9%	243	1.6%
Total		61,945	100%	15,189	100%
Median Income		\$40,760		\$40,387	

Source: Esri; Real Property Research Group, Inc.

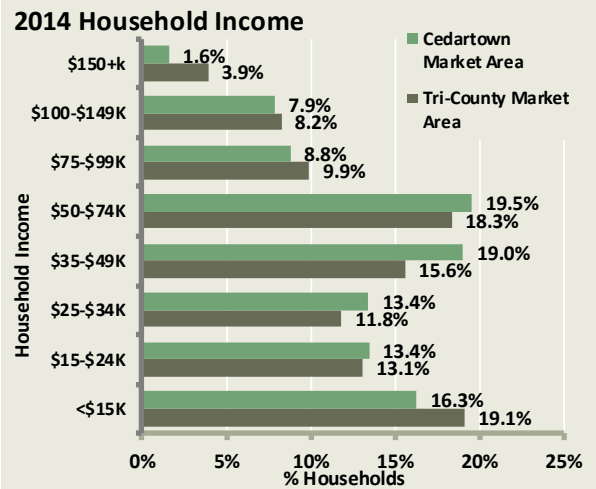
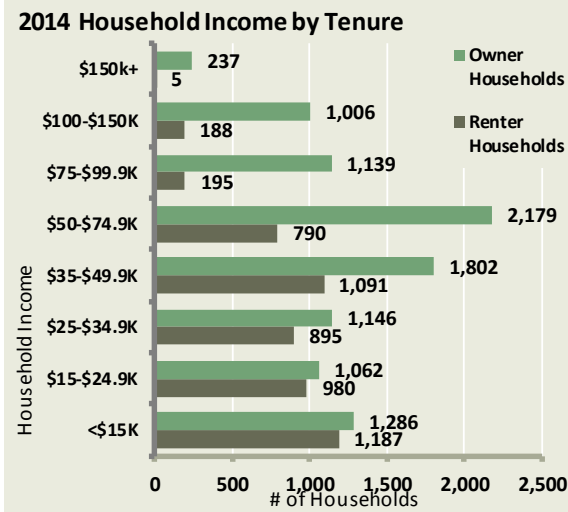


Table 14 2014 Income by Tenure

Cedartown Market Area		Renter Households		Owner Households	
		#	%	#	%
less than	\$15,000	1,187	22.3%	1,286	13.0%
	\$15,000 - \$24,999	980	18.4%	1,062	10.8%
	\$25,000 - \$34,999	895	16.8%	1,146	11.6%
	\$35,000 - \$49,999	1,091	20.5%	1,802	18.3%
	\$50,000 - \$74,999	790	14.8%	2,179	22.1%
	\$75,000 - \$99,999	195	3.7%	1,139	11.6%
	\$100,000 - \$149,999	188	3.5%	1,006	10.2%
	\$150,000 over	5	0.1%	237	2.4%
Total		5,333	100%	9,856	100%
Median Income		\$30,570		\$46,949	

Source: American Community Survey 2008-2012 Estimates, RPRG, Inc.



7. COMPETITIVE HOUSING ANALYSIS

A. Introduction and Sources of Information

This section presents data and analyses pertaining to the supply of rental housing in the Cedartown Market Area. We pursued several avenues of research in an attempt to identify multifamily rental projects that are in the planning stages or under construction in the Cedartown Market Area. We spoke to planning and zoning officials with the City of Cedartown, the City of Rockmart, and Polk County. We also reviewed the list of recent LIHTC awards from DCA. The rental survey was conducted in December 2014.

B. Overview of Market Area Housing Stock

Based on the 2008-2012 ACS survey, multi-family structures (i.e., buildings with five or more units) accounted for only 14.9 percent of rental units in the Cedartown Market Area and 18.1 percent of rental units in the Tri-County Market Area (Table 15). Low-density unit types, such as single-family detached and mobile homes, comprised 63.6 percent of the rental stock in the Cedartown Market Area and 57.8 percent in the Tri-County Market Area.

The median year built of renter-occupied housing is 1975 in both the market area and Tri-County Market Area (Table 16). The Cedartown Market Area's owner occupied housing stock has a median year built of 1981 versus 1977 in the Tri-County Market Area. Roughly one-quarter of renter occupied units in the Cedartown Market Area were built in 1990 or later, including 13.5 percent built in the year 2000 or later. Approximately 36 percent of rental units in the Cedartown Market Area were built in the 1970's or 1980's.

According to ACS data, the median value among owner-occupied housing units in the Cedartown Market Area from 2008 to 2012 was \$106,182, which is \$6,677 or 5.9 percent lower than the Tri-County Market Area median of \$112,589 (Table 17). ACS estimates home values based upon values from homeowners' assessments of the values of their homes. This data is traditionally a less accurate and reliable indicator of home prices in an area than actual sales data, but offers insight of relative housing values among two or more areas.

Table 15 Dwelling Units by Structure and Tenure

Owner Occupied	Tri-County Market Area		Cedartown Market Area		Renter Occupied	Tri-County Market Area		Cedartown Market Area	
	#	%	#	%		#	%	#	%
1, detached	36,214	88.7%	9,144	88.7%	1, detached	8,560	44.0%	2,071	47.9%
1, attached	363	0.9%	88	0.9%	1, attached	619	3.2%	71	1.6%
2	37	0.1%	0	0.0%	2	2,555	13.1%	374	8.7%
3-4	49	0.1%	0	0.0%	3-4	1,535	7.9%	478	11.1%
5-9	36	0.1%	0	0.0%	5-9	1,413	7.3%	365	8.4%
10-19	0	0.0%	0	0.0%	10-19	886	4.6%	99	2.3%
20+ units	56	0.1%	11	0.1%	20+ units	1,213	6.2%	183	4.2%
Mobile home	4,068	10.0%	1,069	10.4%	Mobile home	2,690	13.8%	680	15.7%
Boat, RV, Van	0	0.0%	0	0.0%	Boat, RV, Van	0	0.0%	0	0.0%
TOTAL	40,823	100%	10,312	100%	TOTAL	19,471	100%	4,321	100%

Source: American Community Survey 2008-2012

Source: American Community Survey 2008-2012



Table 16 Dwelling Units by Year Built and Tenure

Owner Occupied	Tri-County Market Area		Cedartown Market Area	
	#	%	#	%
2010 or later	26	0.1%	0	0.0%
2000 to 2009	6,345	15.5%	1,882	18.3%
1990 to 1999	6,716	16.5%	1,984	19.2%
1980 to 1989	6,133	15.0%	1,493	14.5%
1970 to 1979	6,820	16.7%	1,855	18.0%
1960 to 1969	4,893	12.0%	998	9.7%
1950 to 1959	4,452	10.9%	539	5.2%
1940 to 1949	2,130	5.2%	601	5.8%
1939 or earlier	3,308	8.1%	960	9.3%
TOTAL	40,823	100%	10,312	100%
MEDIAN YEAR BUILT	1977		1981	

Source: American Community Survey 2008-2012

Renter Occupied	Tri-County Market Area		Cedartown Market Area	
	#	%	#	%
2010 or later	8	0.0%	0	0.0%
2000 to 2009	2,292	11.8%	584	13.5%
1990 to 1999	2,971	15.3%	482	11.2%
1980 to 1989	2,951	15.2%	694	16.1%
1970 to 1979	3,251	16.7%	879	20.3%
1960 to 1969	2,388	12.3%	336	7.8%
1950 to 1959	2,240	11.5%	467	10.8%
1940 to 1949	1,379	7.1%	263	6.1%
1939 or earlier	1,991	10.2%	616	14.3%
TOTAL	19,471	100%	4,321	100%
MEDIAN YEAR BUILT	1975		1975	

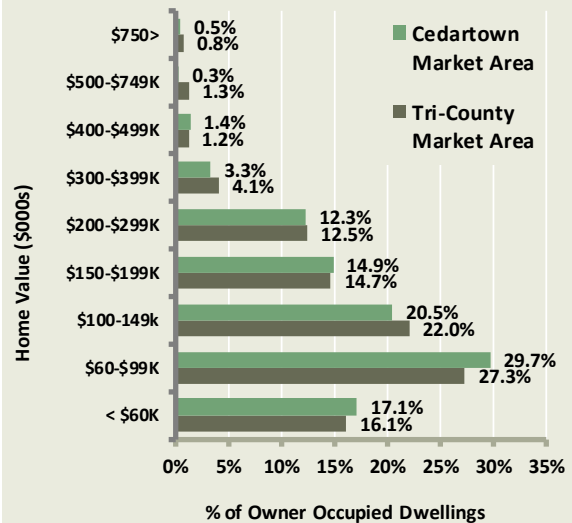
Source: American Community Survey 2008-2012

Table 17 Value of Owner Occupied Housing Stock

2008-2012 Home Value		Tri-County Market Area		Cedartown Market Area	
		#	%	#	%
less than \$60,000		6,483	16.1%	1,734	17.1%
\$60,000 - \$99,999		10,977	27.3%	3,001	29.7%
\$100,000 - \$149,999		8,849	22.0%	2,070	20.5%
\$150,000 - \$199,999		5,895	14.7%	1,503	14.9%
\$200,000 - \$299,999		5,003	12.5%	1,242	12.3%
\$300,000 - \$399,999		1,648	4.1%	338	3.3%
\$400,000 - \$499,999		492	1.2%	143	1.4%
\$500,000 - \$749,999		514	1.3%	32	0.3%
\$750,000 over		306	0.8%	51	0.5%
Total		40,167	100%	10,114	100%
Median Value		\$112,859		\$106,182	

Source: 2008-2012 American Community Survey

2008-2012 Home Value



C. Survey of Competitive Rental Communities

1. Introduction to the Age-Restricted Rental Housing Survey

As part of this analysis, RPRG surveyed nine general occupancy communities in the Cedartown Market Area including three market rate communities, two LIHTC communities, and four deeply subsidized communities. As the proposed Cedartown Apartments will contain PBRA on all units, all of these rental communities are considered comparable for the purposes of this analysis; however, deeply subsidized units are not subject to minimum income limits and do not necessarily reflect current market rents. As such, data for these communities is shown separately in Table 18.

The five communities without deep subsidies combine to offer 232 units (Table 18) and the four communities with deep subsidies offer a total of 102 units (Table 18). Profile sheets with detailed information on each surveyed community, including photographs, are attached as Appendix 5.

2. Location

Five of the surveyed rental communities are located in Cedartown including all of the surveyed market rate communities and one LIHTC community (Map 6). Four communities are located in Rockmart approximately 12 miles to the east.

Map 6 Surveyed Rental Communities



3. Age of Communities

The average year built of all surveyed LIHTC and market rate communities in the market area is 1996. The two newest multi-family rental communities in the Cedartown Market Area are Park Place, a LIHTC community built in 2003, and Evergreen Village, a LIHTC community built in 1998. The four deeply subsidized communities have an average year built of 1988.



4. Structure Type

Seven communities offer garden units only and Evergreen Estates offers townhouse and garden units. Allen and Addison Drive Apartments offers townhouse units only. The two LIHTC communities offer garden apartments only.

5. Size of Communities

The average size of comparable LIHTC and market rate communities is 46 units. The two LIHTC communities average 58 units each and the four deeply subsidized communities average 26 units per community.

6. Vacancy Rates

The five LIHTC and market rate communities surveyed combine to offer 232 units, of which 19 units or 8.2 percent were reported vacant. Among the two LIHTC communities, ten of 116 units were available at the time of our survey, a rate of 8.6 percent. Six of 102 units at deeply subsidized communities were vacant for a rate of 5.9 percent.

7. Rent Concessions

No communities are currently offering rent concessions.

8. Absorption History

Absorption history was not available for any of the surveyed communities.

Table 18 Rental Summary, Surveyed Communities

Map #	Community	Year Built	Structure Type	Total Units	Vacant Units	Vacancy Rate	Avg 1BR Rent (1)	Avg 2BR Rent (1)	Incentive
	Subject* 60% AMI/PBRA AMP I,II,III		Mix	96			\$395	\$481	
	Subject* 60% AMI/PBRA Scattered		Mix	39			\$375	\$458	
1	Evergreen Estates	1993	Gar/TH	64	4	6.3%	\$395	\$512	None
2	Cedar Chase	1989	Gar	28	2	7.1%	\$350	\$506	None
3	Park Place*	2003	Gar	60	3	5.0%	\$403	\$480	None
4	Evergreen Village*	1998	Gar	56	7	12.5%	\$417	\$465	None
5	Allen & Addison Drive		TH	24	3	12.5%	\$395		None
	Total			232	19	8.2%			
	Average	1996		46			\$392	\$491	
	LIHTC Total			116	10	8.6%			
	LIHTC Average	2001		58			\$410	\$472	

Tax Credit Communities*

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

Source: Field Survey, Real Property Research Group, Inc. December 2014.



Map #	Community	Year Built	Structure Type	Total Units	Vacant Units	Vacancy Rate	Avg 1BR Rent (1)	Avg 2BR Rent (1)	Incentive
6	Cedartown Commons**	1981	Gar	12	2	16.7%	\$365	\$405	None
7	Oakview**	1993	Gar	24	0	0.0%	\$320	\$350	None
8	Tower Village**	1996	Gar	42	4	9.5%	\$313	\$348	None
9	Calloway**	1980	Gar	24	0	0.0%	\$310	\$330	None
Total				102	6	5.9%			
Average		1988		26			\$327	\$358	

Deep Subsidy Communities*

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

Source: Field Survey, Real Property Research Group, Inc. December 2014.

D. Analysis of Rental Pricing and Product

1. Payment of Utility Costs

All surveyed LIHTC and market rate communities include the cost of water/sewer and trash removal. Among the four deeply subsidized communities, two include the cost of water/sewer and trash removal, one includes trash removal only, and one includes no utilities in the price of rent (Table 19). Cedartown Apartments will include the cost of water/sewer and trash removal in 96 units and no utilities in 39 units.

2. Unit Features

Four communities offer units with kitchens equipped with stoves, refrigerators, and dishwashers in at least select units. No communities include microwaves and all communities include washer/dryer connections. Cedartown Apartments will be competitive with surveyed rental communities as features will include microwaves, washer/dryer connections, and a patio/balcony.

3. Parking

All surveyed comparable communities include free surface parking.

4. Community Amenities

The surveyed rental stock offers very few community amenities. The two LIHTC communities offer a community room and playground and five communities offer central laundry facilities (Table 20). Cedartown Apartments' community amenities will include community rooms, exterior gathering areas, covered grilling areas, playgrounds, and central laundry facilities. These amenities will be competitive with rental communities in the Cedartown Market Area and are appropriate for the target market.



Table 19 Utilities and Unit Features – Surveyed Rental Communities

Community	Heat Type	Utilities Included in Rent					Dish-washer	Micro-wave	Parking	In-Unit Laundry
		Heat	Hot Water	Cooking	Electric	Water				
Subject	Gas	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	STD	Surface	Hook Ups
Market Rate / LIHTC Communities										
Evergreen Estates	Gas	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Select	Surface	Hook Ups
Cedar Chase	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Select	Surface	Hook Ups
Park Place	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	STD	Surface	Hook Ups
Evergreen Village	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	STD	Surface	Hook Ups
Allen & Addison Drive	Gas	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		Surface	Hook Ups
Deep Subsidy Communities										
Cedartown Commons	Gas	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		Surface	Hook Ups
Oakview	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		Surface	Hook Ups
Tower Village	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		Surface	Hook Ups
Calloway	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>		Surface	Hook Ups

Source: Field Survey, Real Property Research Group, Inc. December 2014.

Table 20 Community Amenities – Surveyed Rental Communities

Community	Clubhouse	Fitness Room	Pool	Playground	Tennis Court	Business Center	Gated Entry
Subject	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Market Rate / LIHTC Communities							
Evergreen Estates	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cedar Chase	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Park Place	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Evergreen Village	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Allen & Addison Drive	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Deep Subsidy Communities							
Cedartown Commons	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Oakview	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Tower Village	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Calloway	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Source: Field Survey, Real Property Research Group, Inc. December 2014.



5. Distribution of Units by Bedroom Type

Full unit distributions were available for four of the five LIHTC and market rate communities, comprising 85.3 percent of all surveyed units. Among these communities, two bedroom units account for 57.6 percent of non-subsidized surveyed units and 22.2 percent are three bedroom units. Approximately 20 percent of the units have one bedroom and no communities offered four bedroom units (Table 21).

6. Effective Rents

Unit rents presented in Table 21 are net or effective rents, as opposed to street or advertised rents. To arrive at effective rents, we apply downward adjustments to street rents at some communities in order to control for current rental incentives. The net rents further reflect adjustments to street rents to equalize the impact of utility expenses across complexes. Specifically, the net rents represent the hypothetical situation where water, sewer, and trash removal is included in monthly rents at all communities, with tenants responsible for other utility costs (electricity, heat, hot water, and cooking fuel).

Among all surveyed LIHTC and market rate communities, net rents, unit sizes, and rents per square foot are as follows:

- **One bedroom** rents averaged \$406 with a range from \$350 to \$495 per month. The average unit size is 660 square feet, which results in an average net rent per square foot of \$0.61.
- **Two bedroom** rents averaged \$493 with a range from \$444 to \$600 per month. The average unit size is 923 square feet, which results in an average net rent per square foot of \$0.53.
- **Three bedroom** rents averaged \$541 with a range from \$500 to \$644 per month. The average unit size is 1,114 square feet, which results in an average net rent per square foot of \$0.49.

Table 21 Salient Characteristics, Surveyed Rental Communities

Community	Type	Total Units	One Bedroom Units				Two Bedroom Units				Three Bedroom Units				Four Bedroom Units			
			Units	Rent(1)	SF	Rent/SF	Units	Rent(1)	SF	Rent/SF	Units	Rent(1)	SF	Rent/SF	Units	Rent(1)	SF	Rent/SF
Subject* 60% AMI/PBRA AMP I,II,III	Mix	96	6	\$395	507	\$0.78	46	\$481	692	\$0.70	38	\$594	817	\$0.73	6	\$613	976	\$0.63
Subject* 60% AMI/PBRA Scattered	Mix	39	14	\$400	524	\$0.76	18	\$488	712	\$0.69	5	\$599	873	\$0.69	2	\$622	1,121	\$0.55
Park Place	Gar	12	2	\$495	677	\$0.73	5	\$600	883	\$0.68	5	\$644	1,100	\$0.59				
Evergreen Estates	Gar/TH	64	10	\$395	N/A	N/A	44	\$512	N/A	N/A								
Cedar Chase	Gar	28	2	\$350	500	\$0.70	26	\$506	996	\$0.51								
Evergreen Village* 60% AMI	Gar	56	16	\$421	715	\$0.59	20	\$469	945	\$0.50	20	\$508	1,135	\$0.45				
Evergreen Village* 50% AMI	Gar	-		\$413	715	\$0.58		\$461	945	\$0.49		\$500	1,135	\$0.44				
Park Place* 60% AMI	Gar	12	2	\$398	677	\$0.59	5	\$459	883	\$0.52	5	\$554	1,100	\$0.50				
Park Place* 50% AMI	Gar	36	8	\$381	677	\$0.56	14	\$444	883	\$0.50	14	\$500	1,100	\$0.45				
Allen & Addison Drive	TH	24		\$395	N/A	N/A												
Total/Average		232		\$406	660	\$0.61		\$493	923	\$0.53		\$541	1,114	\$0.49				
Unit Distribution		198	40				114				44							
% of Total		85.3%	20.2%				57.6%				22.2%							

Tax Credit Communities*

Subject rents are contract rents adjusted to include water/sewer and trash removal

Subject square footage is a weighted average

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

Source: Field Survey, Real Property Research Group, Inc. December 2014.



7. DCA Average Market Rent

To determine average “market rents” as outlined in DCA’s 2014 Market Study Manual, market rate rents were averaged at the most comparable communities to the proposed Cedartown Apartments. These include all communities with market rate rents in the Cedartown Market Area. It is important to note, these “average market rents” are not adjusted to reflect differences in age, unit size, or amenities relative to the subject property.

The “average market rent” among comparable communities is \$409 for one bedroom units, \$539 for two bedroom units, \$644 for three bedroom units (Table 22). No market rate four bedroom units were surveyed in the market area. All of the subject property’s proposed rents are contract rents so tenants will pay a percentage of their income for rent. The proposed contract rents are all lower than average market rents in the market area. The proposed four bedroom rent is below the average three bedroom unit among comparable market rate communities.

Table 22 Average Rents, Comparable Properties

Community	One Bedroom			Two Bedroom			Three Bedroom		
	Rent(1)	SF	Rent/SF	Rent(1)	SF	Rent/SF	Rent(1)	SF	Rent/SF
Park Place	\$495	677	\$0.73	\$600	883	\$0.68	\$644	1,100	\$0.59
Evergreen Estates	\$395	N/A	N/A	\$512	N/A	N/A			
Cedar Chase	\$350	500	\$0.70	\$506	996	\$0.51			
Allen & Addison Drive	\$395	N/A	N/A						
Total/Average	\$409	589	\$0.69	\$539	940	\$0.57	\$644	1,100	\$0.59

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

Source: Field Survey, Real Property Research Group, Inc. December 2014.

Table 23 Average Market Rent and Rent Advantage Summary

	1 BR	2 BR	3 BR	4 BR
Average Market Rent	\$409	\$539	\$644	N/A
Proposed Contract Rent	\$399	\$483	\$595	\$615
Advantage (\$)	\$10	\$56	\$49	N/A
Advantage (%)	2.4%	10.5%	7.6%	N/A
Total Units	20	64	43	8
Overall Rent Advantage				8.2%

Contract rents are weighted averages adjusted to include water/sewer and trash removal*

E. Interviews

Primary information gathered through field and phone interviews was used throughout the various sections of this report. The interviewees included rental community property managers, Joseph Martin with the City of Cedartown, Stacey Smith with the City of Rockmart, and staff with the Cedartown Housing Authority and Polk County Planning and Zoning department.



F. Multi-Family Pipeline

Based on information provided by county/city planning and zoning officials and DCA's list of LIHTC allocations, no rental communities were identified as planned, approved, or under construction in the Cedartown Market Area.

G. Housing Authority Data

The Cedartown Housing Authority manages 304 public housing units. The waiting list for these units contains approximately 40 applicants.

H. Existing Low Income Rental Housing

Table 24 and Map 7 show the location of the subject properties in relation to existing low-income rental housing properties, including those with tax credits. All applicable LIHTC communities were surveyed and included in this report.

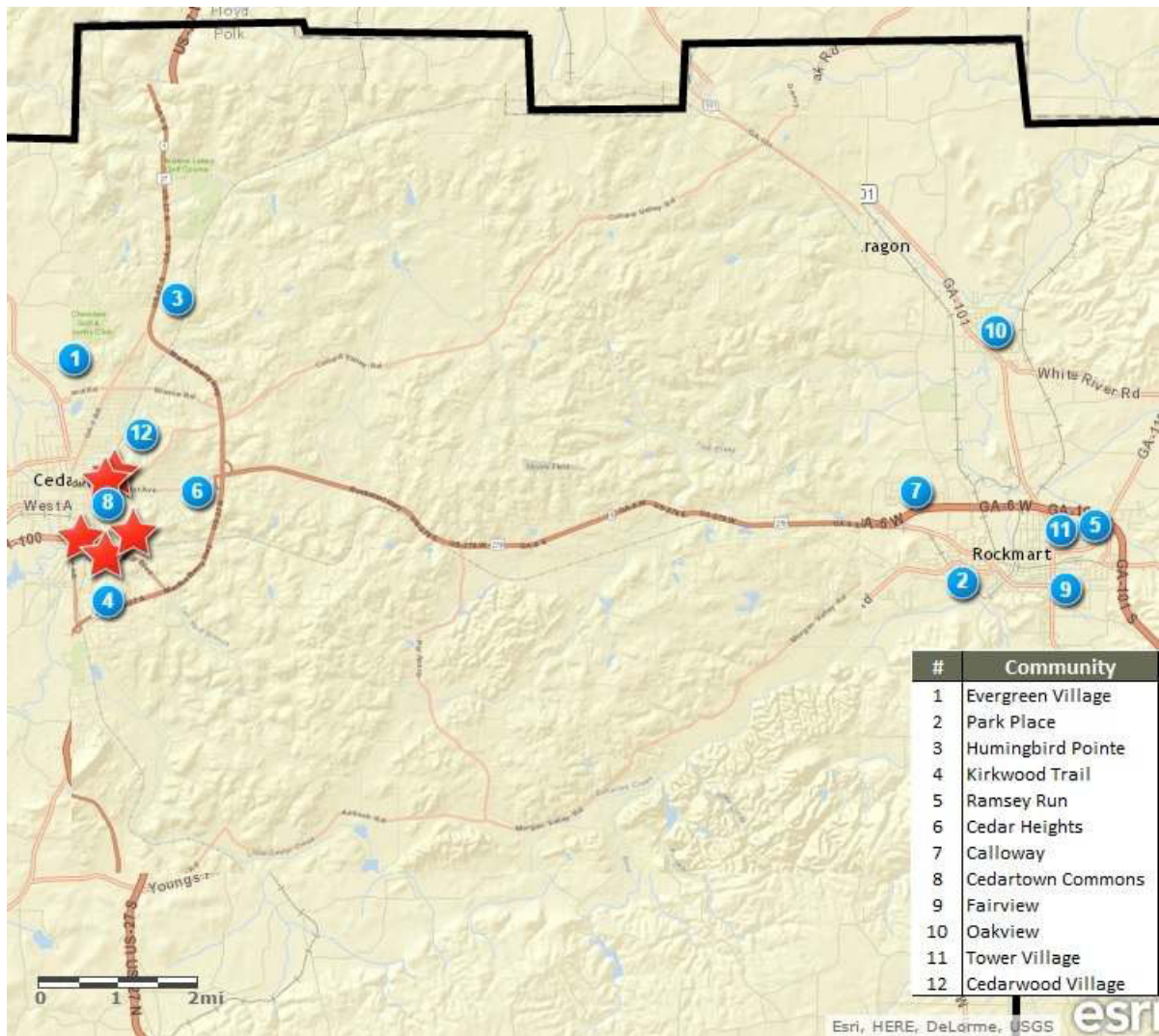
Table 24 Subsidized Communities, Cedartown Market Area

Community	Subsidy	Type	Address	City	Distance from Downtown
Evergreen Village	LIHTC	Family	110 Evergreen Ln.	Cedartown	2.1 miles
Park Place	LIHTC	Family	W Polk St.	Rockmart	12.5 miles
Humingbird Pointe	LIHTC	Senior	Cherokee Rd.	Cedartown	2.8 miles
Kirkwood Trail	LIHTC	Senior	133 Cason Rd.	Cedartown	1.3 miles
Ramsey Run	LIHTC	Senior	100 Ramsey Ln.	Rockmart	13.4 miles
Cedar Heights	Section 8	Senior	1244 Rockmart Hwy.	Cedartown	1.8 miles
Calloway	USDA	Family	325 Calloway Ct.	Rockmart	11.5 miles
Cedartown Commons	USDA	Family	336 Herbert St.	Cedartown	0.3 mile
Fairview	USDA	Family	840 Fairview Rd.	Rockmart	13.4 miles
Oakview	USDA	Family	100 Creek Bank Rd.	Aragon	14.1 miles
Tower Village	USDA	Family	43 Tower Cir.	Rockmart	13.4 miles
Cedarwood Village	USDA	Senior	501 E Julie Peek Ave.	Cedartown	0.9 mile

Source: GA DCA, HUD, USDA



Map 7 Subsidized Rental Communities



I. Impact of Abandoned, Vacant, or Foreclosed Homes

Based on field observations, a moderate amount of abandoned / vacant single-family homes exist in the Cedartown Market Area. In addition, to understand the state of foreclosure in the community around the subject property, we tapped data available through RealtyTrac, a web site aimed primarily at assisting interested parties in the process of locating and purchasing properties in foreclosure and at risk of foreclosure. RealtyTrac classifies properties in its database into several different categories, among them three that are relevant to our analysis: 1.) pre-foreclosure property – a property with loans in default and in danger of being repossessed or auctioned, 2.) auction property – a property that lien holders decide to sell at public auctions, once the homeowner’s grace period has expired, in order to dispose of the property as quickly as possible, and 3.) bank-owned property – a unit that has been repossessed by lenders. We included properties within these three foreclosure categories in our analysis. We queried the RealtyTrac database for ZIP code 30125 in which the subject properties are located and the broader areas of Cedartown, Polk County, Georgia, and the United States for comparison purposes.

Our RealtyTrac search revealed 13 units (0.13 percent) were in a state of foreclosure within the subject properties’ ZIP code (30125) in October of 2014, the most recent month data was available. By comparison, Cedartown, Polk County, Georgia, and the nation reported monthly foreclosure rates of



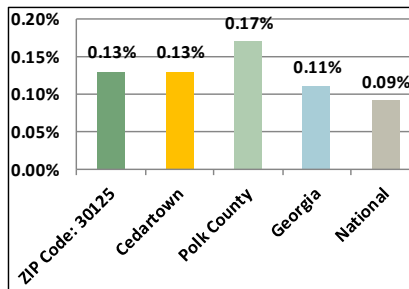
0.13 percent, 0.17 percent, 0.11 percent, and 0.09 percent, respectively (Table 25). Over the past year, the number of foreclosures in the subject properties' ZIP Code ranged from a high of 52 in August 2014 to four in December 2013. Besides the uncharacteristically high number of foreclosures in August 2014, the average number of foreclosures per month was approximately nine units during the past year.

While the conversion of such properties can affect the demand for new multi-family rental housing in some markets, the impact on low income communities is typically limited. Overall, we do not believe foreclosed, abandoned, or vacant single/multi-family homes will impact the subject properties' ability to lease its units.

Table 25 Recent Foreclosure Activity, ZIP Code 30125

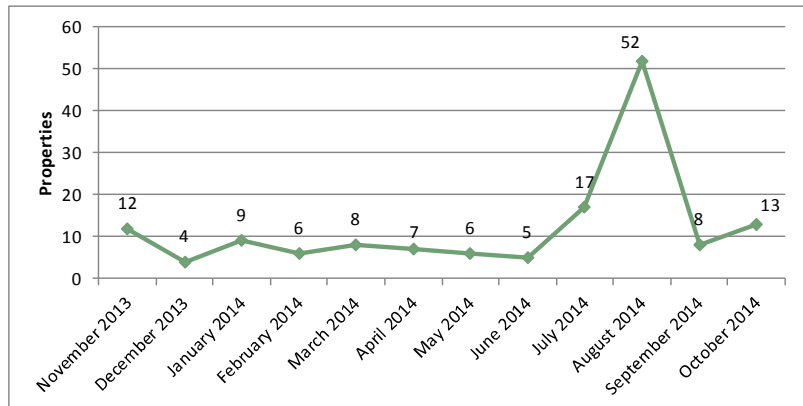
Geography	October 2014 Foreclosure Rate
ZIP Code: 30125	0.13%
Cedartown	0.13%
Polk County	0.17%
Georgia	0.11%
National	0.09%

Source: Realtytrac.com



ZIP Code: 30125	
Month	# of Foreclosures
November 2013	12
December 2013	4
January 2014	9
February 2014	6
March 2014	8
April 2014	7
May 2014	6
June 2014	5
July 2014	17
August 2014	52
September 2014	8
October 2014	13

Source: Realtytrac.com





8. FINDINGS AND CONCLUSIONS

A. Key Findings

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

1. Site and Neighborhood Analysis

The subject property is a suitable location for a rehabilitation as it is compatible with surrounding land uses and has ample access to amenities, services, and transportation arteries.

- The units are located in five smaller communities (AMPs 1-5) located within one mile of each other in Cedartown, Georgia. The units (Cedartown Apartments) are located in older residential neighborhoods surrounding downtown Cedartown. Surrounding land uses primarily consist of older single-family detached homes in good to modest condition, places of worship, schools, small local businesses, government buildings, and light industrial facilities.
- Residential uses are common within one mile of all sites including both single-family detached homes and multi-family apartments.
- Shopping, pharmacies, grocery stores, and convenience stores are all located in close proximity to the subject sites.
- Cedartown Apartments benefits from good visibility and the subject properties are all easily accessible.
- The subject properties are all suitable for the continuation as affordable rental housing. No negative land uses were identified at the time of the site visit that would negatively affect the proposed rehabilitation's viability in the marketplace. The rehabilitation of the subject property will not alter the land use composition of the neighborhood.

2. Economic Context

The county has shown signs of stabilization and recovery over the past three years following increased unemployment rates and job loss during the national recession.

- As the full effects of the recent national recession began to impact the local economy, Polk County's unemployment rate increased to 10.6 percent in 2009 and 2010. Over the past three years, economic conditions have improved and the 2014 Q3 unemployment rate was 7.4 percent in Polk County, compared to 7.5 percent in Georgia and 6.4 percent in the United States.
- Polk County added jobs in six of seven years between 2000 and 2007, peaking at 11,920 jobs in 2007. The county lost 1,109 jobs or 9.3 percent of its 2007 employment base over the following three years, reaching At-Place Employment of 10,811 in 2010. Over the past three years, Polk County's economy showed signs of stabilization with modest employment gains totaling 248 jobs. The trend has continued as the county gained 107 jobs in the first quarter of 2014.
- Manufacturing is by far the largest employment sector in Polk County, accounting for 31.3 percent of all jobs in the county compared to just 9.0 percent nationally. Trade-Transportation-Utilities and Government also contain sizable employment shares at 17.7 percent and 14.7 percent, respectively. Relative to national figures, Polk County has a notably lower percentage of jobs in Education-Health, Professional-Business, and Financial Activities.



- The only significant job expansion identified in Polk County is at the old Polk Medical Center which will become One Door Polk, a social services hub that will employ approximately 75 people.

3. Population and Household Trends

The Cedartown Market Area experienced modest population and household growth over the past decade. Population and household growth is expected to continue through 2016 although at a slower pace.

- Between 2000 and 2010 Census counts, the population of the Cedartown Market Area increased at an annual rate of 0.8 percent or 335 people. During the same time period, the number of households in the Cedartown Market Area increased by 7.7 percent for a gain of 108 households (0.7 percent) annually.
- Esri projects that the market area's population will increase by 189 people between 2014 and 2016, bringing the total population to 42,023 people in 2016. This represents an annual gain of 0.2 percent or 95 people. The household base is projected to gain 25 new households per annum resulting in 15,239 households in 2016.

4. Demographic Analysis

- Adults (ages 35 to 64 years) constitute 34.2 percent of the population in the Cedartown Market Area.
- Children are present in 38.2 percent of households in the Cedartown Market Area and 38.3 percent of households in the market area contain two adults and no children and 23.6 percent are single person households
- As of the 2010 Census, 33.6 percent of all households in the Cedartown Market Area were renters. Between the 2000 and 2010 census counts, renter households accounted for 96.5 percent of the household growth in the market area. Renter percentages are projected to increase through 2016 to 35.6 percent.
- Working age households form the core of the market area's renters, as 43.0 percent of the renter occupied households are between the ages of 25 and 44 and another 17.4 percent are age 45-54 years.
- According to income distributions provided by Esri, the 2014 median income of households in the Cedartown Market Area is \$40,387, 0.9 percent lower than the Tri-County Market Area median household income of \$40,760. Roughly 30 percent of Cedartown Market Area households earn less than \$25,000 annually, including 16.3 percent earning \$15,000 or less. One-third (32.4 percent) of market area households reported incomes from \$25,000 to \$49,999.

5. Competitive Housing Analysis

We surveyed nine general occupancy communities in the Cedartown Market Area including three market rate communities, two LIHTC communities, and four deeply subsidized communities. At the time of our survey, the overall rental market in the market area was stable.

- The average size of comparable LIHTC and market rate communities is 46 units. The two LIHTC communities average 58 units each and the four deeply subsidized communities average 26 units per community.
- Among the five LIHTC/market rate communities, 19 of 232 units were reported vacant for a rate of 8.2 percent.



- Ten of 116 total LIHTC units were reported vacant for a rate of 8.6 percent and six of 102 total deeply subsidized units were reported vacant for a rate of 5.9 percent.
- Among the five LIHTC/market rate rental communities surveyed, net rents, unit sizes, and rents per square foot are as follows:
 - **One-bedroom** rents averaged \$406 with a range from \$350 to \$495 per month. The average unit size is 660 square feet, which results in an average net rent per square foot of \$0.61.
 - **Two-bedroom** rents averaged \$493 with a range from \$444 to \$600 per month. The average unit size is 923 square feet, which results in an average net rent per square foot of \$0.53.
 - **Three-bedroom** rents averaged \$541 with a range from \$500 to \$644 per month. The average unit size is 1,114 square feet, which results in an average net rent per square foot of \$0.49.
- The “average market rent” among comparable communities is \$409 for one bedroom units, \$539 for two bedroom units, \$644 for three bedroom units. No market rate four bedroom units were surveyed in the market area. All of the subject property’s proposed rents are contract rents so tenants will pay a percentage of their income for rent. The proposed contract rents are all lower than average market rents in the market area. The proposed four bedroom rent is lower than the average three bedroom rent at comparable market rate communities.

B. Affordability Analysis

1. Methodology

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

The first component of the Affordability Analysis involves looking at the total household income distribution and renter household income distribution among Cedartown Market Area households for the target year of 2016. RPRG calculated the income distribution for both total households and renter households based on the relationship between owner and renter household incomes by income cohort from the 2008-2012 American Community Survey along with estimates and projected income growth as projected by Esri (Table 26).

A particular housing unit is typically said to be affordable to households that would be expending a certain percentage of their annual income or less on the expenses related to living in that unit. In the case of rental units, these expenses are generally of two types – monthly contract rents paid to landlords and payment of utility bills for which the tenant is responsible. The sum of the contract rent and utility bills is referred to as a household's 'gross rent burden'. For the Affordability Analysis of this community, RPRG employs a 35 percent gross rent burden.

The proposed units at Cedartown Apartments will target households earning up to 60 percent of the Area Median Income (AMI), adjusted for household size. Maximum income limits are derived from 2014 HUD income limits for Polk County and are based on an average of 1.5 persons per bedroom rounded up to the nearest whole number per DCA requirements. Rent and income limits are detailed in Table 27 on the following page. We have included an Affordability Analysis in which all proposed units with PBRA are considered traditional LIHTC units; however, DCA considers all proposed PBRA units to be leasable in the market. We used a weighted average to determine contract rents and utility allowances among all five AMPs.

Table 26 2016 Total and Renter Income Distribution

Cedartown Market Area		Total Households		Renter Households	
		#	%	#	%
less than	\$15,000	2,425	15.9%	1,206	22.3%
	\$15,000 - \$24,999	1,995	13.1%	992	18.3%
	\$25,000 - \$34,999	1,864	12.2%	847	15.6%
	\$35,000 - \$49,999	2,683	17.6%	1,048	19.3%
	\$50,000 - \$74,999	3,186	20.9%	878	16.2%
	\$75,000 - \$99,999	1,565	10.3%	237	4.4%
	\$100,000 - \$149,999	1,255	8.2%	205	3.8%
	\$150,000 - Over	266	1.7%	6	0.1%
Total		15,239	100%	5,420	100%
Median Income		\$42,467		\$31,039	

Source: American Community Survey 2008-2012 Projections, RPRG, Inc.



Table 27 LIHTC Income and Rent Limits, Polk County

HUD 2014 Median Household Income	
Polk County, GA	\$49,100
Very Low Income for 4 Person Household	\$24,250
2014 Computed Area Median Gross Income	\$48,500
Utility Allowance: Efficiency	\$0
1 Bedroom	\$105
2 Bedroom	\$114
3 Bedroom	\$129
4 Bedroom	\$140

LIHTC Household Income Limits by Household Size:								
Household Size	30%	40%	50%	60%	80%	100%	150%	
1 Person	\$10,200	\$13,600	\$17,000	\$20,400	\$27,200	\$34,000	\$51,000	
2 Persons	\$11,640	\$15,520	\$19,400	\$23,280	\$31,040	\$38,800	\$58,200	
3 Persons	\$13,110	\$17,480	\$21,850	\$26,220	\$34,960	\$43,700	\$65,550	
4 Persons	\$14,550	\$19,400	\$24,250	\$29,100	\$38,800	\$48,500	\$72,750	
5 Persons	\$15,720	\$20,960	\$26,200	\$31,440	\$41,920	\$52,400	\$78,600	
6 Persons	\$16,890	\$22,520	\$28,150	\$33,780	\$45,040	\$56,300	\$84,450	

Imputed Income Limits by Number of Bedrooms:									
Assumes 1.5 persons per bedroom	Persons	Bedrooms	30%	40%	50%	60%	80%	100%	150%
			1	0	\$10,200	\$13,600	\$17,000	\$20,400	\$27,200
2	1	\$11,640	\$15,520	\$19,400	\$23,280	\$31,040	\$38,800	\$58,200	
3	2	\$13,110	\$17,480	\$21,850	\$26,220	\$34,960	\$43,700	\$65,550	
5	3	\$15,720	\$20,960	\$26,200	\$31,440	\$41,920	\$52,400	\$78,600	
6	4	\$16,890	\$22,520	\$28,150	\$33,780	\$45,040	\$56,300	\$84,450	

LIHTC Tenant Rent Limits by Number of Bedrooms:										
Assumes 1.5 Persons per bedroom										
# Persons	30%		40%		50%		60%		80%	
	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net
1 Bedroom	\$273		\$364		\$455		\$546		\$728	
2 Bedroom	\$328		\$437		\$546		\$655		\$874	
3 Bedroom	\$378		\$505		\$631		\$756		\$1,009	
4 Bedroom	\$422		\$563		\$704		\$844		\$1,126	

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



2. Affordability Analysis

The analysis looks at the affordability of the proposed units at the subject property with no PBRA (Table 28).

- As an example, we walk through the steps to test affordability for the 60 percent one bedroom units at Cedartown Apartments. The overall weighted average shelter cost for a 60 percent one bedroom unit would be \$502. A weighted average has also been used to determine the utility allowance as water/sewer and trash removal are included in the rent at AMPs one, two, and three and no utilities are included at AMPs four and five.
- By applying a 35 percent rent burden to this gross rent, we determined that a 60 percent AMI one bedroom unit would be affordable to households earning at least \$17,211 per year. A projected 12,373 households in the Cedartown Market Area will earn at least this amount in 2016.
- The maximum income limit for a one bedroom unit at 60 percent AMI is \$23,280 based on an average household size of two people. According to the interpolated income distribution for 2016, 11,162 households in the Cedartown Market Area will have incomes above this maximum income.
- Subtracting the 11,162 households with incomes above the maximum income limit from the 12,373 households that could afford to rent this unit, RPRG computes that an estimated 1,211 households in the Cedartown Market Area will be within the target income segment for the one bedroom units at 60 percent AMI. The capture rate for the 20 one-bedroom units at 60 percent AMI is 1.7 percent for all households.
- We then determined that 602 renter households with incomes between the minimum income required and maximum income allowed will reside in the market in 2016. The subject property will need to capture 3.3 percent of these renter households to lease up the 20 units in this floor plan.
- Capture rates are also calculated for other floor plans and for the project overall. The renter capture rates by floor plan range from 1.2 percent to 11.5 percent. The overall project renter capture rate is 8.9 percent.

3. Conclusions of Affordability

All affordability capture rates are well within reasonable and achievable levels for a general occupancy LIHTC community. All proposed units at the subject property will have PBRA and DCA considers all PBRA units to be leasable in the market.



Table 28 2016 Affordability Analysis, Cedartown Apartments

All Units	One Bedroom		Two Bedroom		Three Bedroom		Four Bedroom	
	Min.	Max.	Min.	Max.	Min.	Max.	Min.	Max.
Number of Units	20		64		43		8	
Net Rent	\$381		\$475		\$591		\$605	
Gross Rent	\$502		\$596		\$723		\$755	
% Income for Shelter	35%		35%		35%		35%	
Income Range (Min, Max)	\$17,211	\$23,280	\$20,418	\$26,220	\$24,772	\$31,440	\$25,894	\$33,780
Total Households								
Range of Qualified Hslds	12,373	11,162	11,733	10,592	10,865	9,619	10,652	9,183
# Qualified Households	1,211		1,142		1,246		1,470	
Total HH Capture Rate	1.7%		5.6%		3.5%		0.5%	
Renter Households								
Range of Qualified Hhlds	3,994	3,392	3,676	3,118	3,244	2,676	3,145	2,478
# Qualified Hhlds	602		558		568		668	
Renter HH Capture Rate	3.3%		11.5%		7.6%		1.2%	

Income Target	Units	All Households = 15,239				Renter Households = 5,420				
			Band of Qualified Hhlds	# Qualified HHs	Capture Rate	Band of Qualified Hhlds	# Qualified HHs	Capture Rate		
All Units	135	Income	\$17,211	\$33,780	3,191	4.2%	\$17,211	\$33,780	1,516	8.9%
		Households	12,373	9,183			3,994	2,478		
Total Units	135	Income	\$17,211	\$33,780	3,191	4.2%	\$17,211	\$33,780	1,516	8.9%
		Households	12,373	9,183			3,994	2,478		

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

C. Demand Estimates and Capture Rates

1. Methodology

DCA’s demand methodology for general occupancy communities consists of three components:

- The first component of demand is household growth. This number is the number of age and income qualified renter households projected to move into the Cedartown Market Area between the base year of 2012 and the first full year of market-entry of 2016.
- The next component of demand is income qualified renter households living in substandard households. “Substandard” is defined as having more than 1.01 persons per room and/or lacking complete plumbing facilities. According to 2010 Census data, the percentage of renter households in the Cedartown Market Area that are “substandard” is 6.5 percent (Table 29). This substandard percentage is applied to current household numbers.
- The third component of demand is cost burdened renters, which is defined as those renter households paying more than 35 percent of household income for housing costs. According to ACS data, 44.8 percent of the Cedartown Market Area’s renter households are categorized as cost burdened (Table 29).

The data assumptions used in the calculation of these demand estimates are detailed at the bottom of Table 30. Income qualification percentages are derived by using the Affordability Analysis detailed in Table 28.

2. Demand Analysis

According to DCA’s demand methodology, all comparable units built or approved since the base year (2012) are to be subtracted from the demand estimates to arrive at net demand. No such rental communities exist in the Cedartown Market Area.



All proposed units at the subject property will have PBRA; however, per DCA guidelines, the demand estimates are calculated without PBRA. The overall demand capture rate for the project is 17.5 percent (Table 30). By floor plan, capture rates range from 4.9 percent to 28.6 percent (Table 31).

All capture rates are within DCA’s mandated threshold of 30 percent and indicate sufficient demand to support the proposed rehabilitation. Additionally, the net reduction of 69 units at the subject property as part of the rehabilitation and the expected income qualification of all but five of the 204 current tenants result in a functional capture rate of zero percent.

Table 29 Substandard and Cost Burdened Calculations

Rent Cost Burden			Substandardness	
Total Households	#	%	Total Households	
Less than 10.0 percent	75	1.7%	Owner occupied:	
10.0 to 14.9 percent	433	10.0%	Complete plumbing facilities:	10,287
15.0 to 19.9 percent	303	7.0%	1.00 or less occupants per room	10,085
20.0 to 24.9 percent	434	10.0%	1.01 or more occupants per room	202
25.0 to 29.9 percent	582	13.5%	Lacking complete plumbing facilities:	25
30.0 to 34.9 percent	301	7.0%	Overcrowded or lacking plumbing	227
35.0 to 39.9 percent	287	6.6%	Renter occupied:	
40.0 to 49.9 percent	299	6.9%	Complete plumbing facilities:	4,285
50.0 percent or more	1,140	26.4%	1.00 or less occupants per room	4,040
Not computed	467	10.8%	1.01 or more occupants per room	245
Total	4,321	100.0%	Lacking complete plumbing facilities:	36
			Overcrowded or lacking plumbing	281
			Substandard Housing	
			508	
			% Total Stock Substandard	
			3.5%	
			% Rental Stock Substandard	
			6.5%	
			> 35% income on rent 1,726 44.8%	

Source: American Community Survey 2008-2012



Table 30 Overall Demand Estimates, Cedartown Apartments

Income Target	Total Units
Minimum Income Limit	\$17,211
Maximum Income Limit	\$33,780
(A) Renter Income Qualification Percentage	28.0%
Demand from New Renter Households <i>Calculation (C-B) * F * A</i>	10
PLUS	
Demand from Existing Renter HHs (Substandard) <i>Calculation B * D * F * A</i>	97
PLUS	
Demand from Existing Renter HHs (Overburdened) - <i>Calculation B * E * F * A</i>	666
Total Demand	772
LESS	
Comparable Units Built or Planned Since 2012	0
Net Demand	772
Proposed Units	135
Capture Rate	17.5%

Demand Calculation Inputs	
A). % of Renter Hhlds with Qualifying Income	see above
B). 2012 Households	15,140
C). 2016 Households	15,239
D). Substandard Housing (% of Rental Stock)	6.5%
E). Rent Overburdened (% of Renter Hhlds at >35%)	44.8%
F). Renter Percentage (% of all 2014 HHLds)	35.1%

Table 31 Demand Estimates by Floor Plan, Cedartown Apartments

Income/Unit Size	Income Limits	Units Proposed	Renter Income Qualification %	Total Demand	Supply	Net Demand	Capture Rate
60% AMI	\$17,211 - \$33,780						
One Bedroom Units	\$17,211 - \$21,000	20	6.9%	192	0	192	10.4%
Two Bedroom Units	\$21,001 - \$25,500	64	8.1%	224	0	224	28.6%
Three Bedroom Units	\$25,501 - \$30,000	43	7.0%	194	0	194	22.2%
Four Bedroom Units	\$30,001 - \$33,780	8	5.9%	163	0	163	4.9%
Project Total	\$17,211 - \$33,780						
Total Units	\$17,211 - \$33,780	135	28.0%	772	0	772	17.5%



D. Absorption Estimate

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

- From 2014 to 2016, households are projected to increase at an annual rate of 25 households per year.
- Without PBRA, a total of 1,516 renter households will be income qualified for one or more of the 135 units proposed at the subject property. With the inclusion of PBRA, many more households (2,942) will become income qualified.
- All DCA demand capture rates, both by income level and floor plan, are within the acceptable threshold of 30 percent. Total DCA demand without PBRA for the proposed units is 772 households, resulting in a capture rate of 17.5 percent. After considering tenant retention, PBRA on all proposed units, and a net reduction of affordable units in the market area, the overall effective capture rate is zero.
- Upon completion, Cedartown Apartments will offer an attractive product that will be a desirable rental community in the Cedartown Market Area.

Based on the proposed scope of work, projected households growth, and acceptable capture rates, we expect Cedartown Apartments to lease-up at a rate of 15 units per month. At this rate and assuming that all units would need to be leased, the subject property will reach a stabilized occupancy of at least 93 percent within eight to nine months. As more than 135 existing households will be income qualified post renovation, the community is expected to remain fully leased.



E. Target Markets

Cedartown Apartments will target low income renter households. The unit mix of one bedroom, two bedroom, three bedroom, and four bedroom units will target a range of households from singles to large families.

F. Product Evaluation

Considered in the context of the competitive environment, the relative position of Cedartown Apartments is as follows:

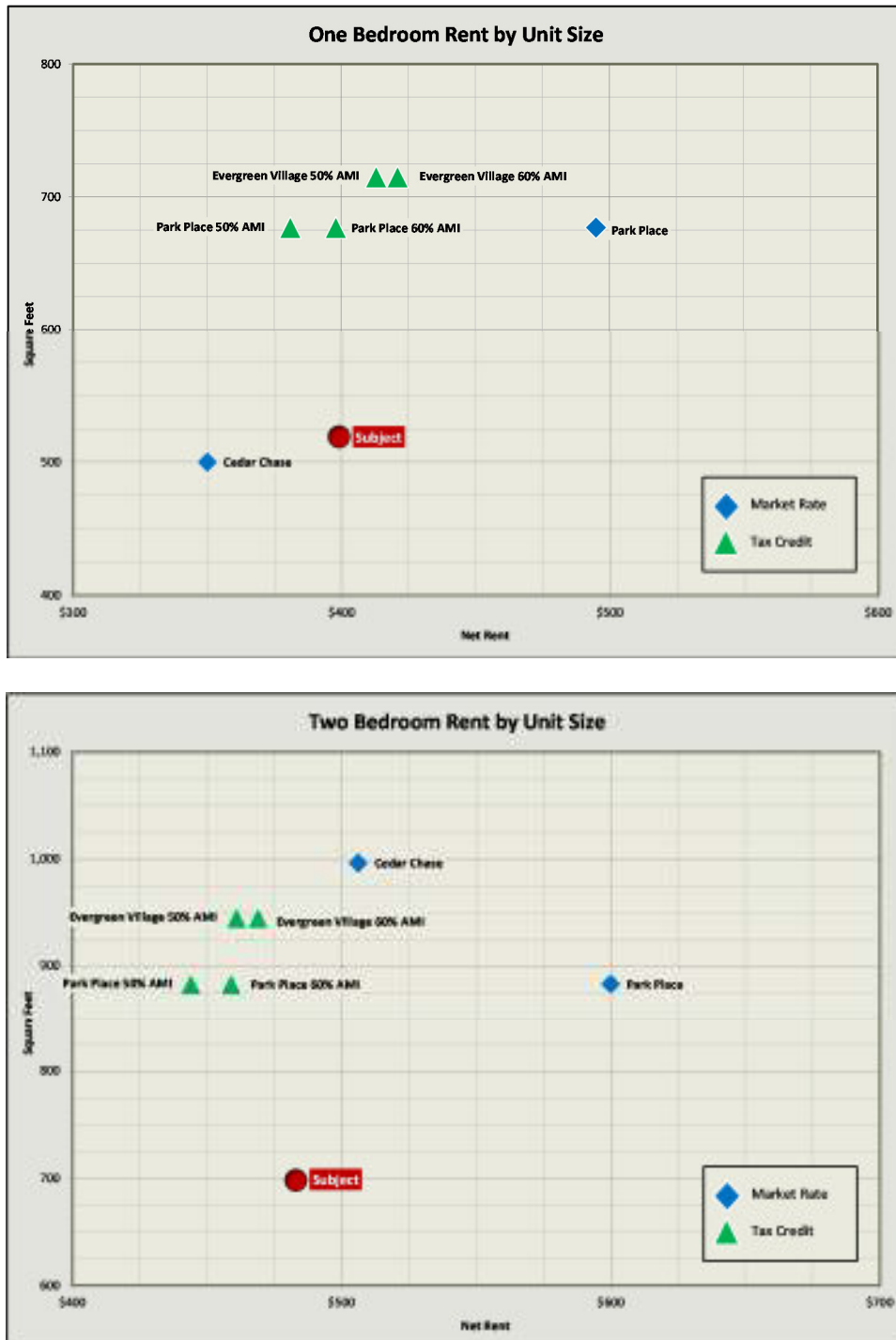
- **Site:** The locations of the subject properties are appropriate for the proposed rehabilitation. The subject's neighborhood includes residential uses including single-family detached homes and apartments. Amenities in close proximity to the subject properties include shopping, banks, pharmacies, convenience stores, and grocery stores. The location of Cedartown Apartments is comparable with existing rental communities in the market area.
- **Unit Distribution:** The unit mix includes one, two, three, and four bedroom units, which will appeal to a wide range of renter households from singles to large families. The proposed one two, and three bedroom units are comparable with existing multi-family rental communities in the market area. The proposed four bedroom units will be the only four bedroom units in the market area.
- **Unit Size:** The proposed unit sizes at Cedartown Apartments have weighted averages of 507-524 square feet for one bedroom units, 692-712 square feet for two bedroom units, 817-873 square feet for three bedroom units, and 976-1,121 square feet for four bedroom units. The proposed unit sizes are smaller than average surveyed LIHTC and market rate communities for each floor plan; however, as all units will have PBRA the unit sizes will be appropriate in the Cedartown Market Area.
- **Unit Features:** The renovated units at the subject property will offer kitchens with new refrigerators, ranges, and microwaves. Flooring will be a combination of hardwood and vinyl tile. Units will also feature central heat and air conditioning, patio/balcony, washer and dryer connections, and window blinds. The proposed features at Cedartown Apartments will be comparable with existing communities in the market area and appear reasonable.
- **Community Amenities** The community amenities at Cedartown Apartments will include community rooms, laundry rooms, covered grilling areas, outdoor gathering areas, and playgrounds. These amenities are comparable with other LIHTC communities in the market area and are appropriate.
- **Marketability:** The proposed renovation and upgrades will both improve the subject communities and preserve an affordable housing asset in the market area.

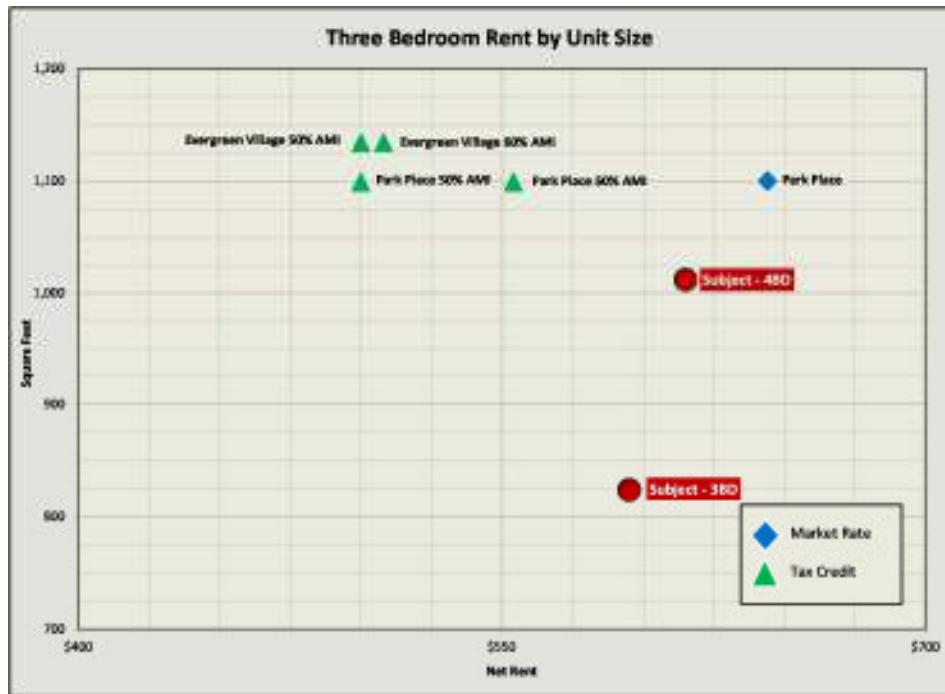


G. Price Position

As shown in Figure 9, the proposed contract rents for all units are in line the market for all floor plan types; however, tenants are not required to pay the full contract price as they will only be expected to pay a percentage of their income. The proposed unit sizes are smaller than most surveyed communities for each floor plan; however, all units will have PBRA so the unit sizes are not comparable to the higher tier LIHTC and market rate communities in the market area.

Figure 9 Price Position





H. Impact on Existing Market

Given the rental market conditions, projected household growth, and PBRA on all of the subject property’s 135 units, we do not expect Cedartown Apartments to have a negative impact on existing rental communities in the Cedartown Market Area including those with tax credits. The subject property is made up of existing units with a functional occupancy rate of 100 percent with a waiting list, thus it does not represent an expansion of the market area’s rental stock. In fact, the rehabilitation will result in a net reduction of units in the market area.



I. Final Conclusions and Recommendations

Income/Unit Size	Income Limits	Units Proposed	Renter Income Qualification %	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band	Proposed Rents
60% AMI	\$17,211 - \$33,780										
One Bedroom Units	\$17,211 - \$21,000	20	6.9%	192	0	192	10.4%	Remain leased	\$409	\$350-\$495	\$399*
Two Bedroom Units	\$21,001 - \$25,500	64	8.1%	224	0	224	28.6%	Remain leased	\$539	\$506-\$600	\$483*
Three Bedroom Units	\$25,501 - \$30,000	43	7.0%	194	0	194	22.2%	Remain leased	\$644	\$644	\$595*
Four Bedroom Units	\$30,001 - \$33,780	8	5.9%	163	0	163	4.9%	Remain leased	N/A	N/A	\$615*
Project Total	\$17,211 - \$33,780										
Total Units	\$17,211 - \$33,780	135	28.0%	772	0	772	17.5%	Remain leased			

Proposed rents are weighted contract rents adjusted to include water/sewer and trash removal*
 Absorption takes into account tenant retention per the tenant relocation spreadsheet

The proposed renovation of 135 units at Cedartown Apartments will be well received in the market area. The Cedartown Market Area is expected to experience population and household growth and the affordability/demand capture rates are well within acceptable levels. The proposed renovation will significantly improve the condition of the community by addressing areas of deferred maintenance and the addition of new features/amenities. Due to the net reduction of 69 total units, more than 135 tenants will remain income qualified for the rehabbed units meaning no units should have to be leased post renovation. We recommend proceeding with the project as planned.

Brett Welborn
Analyst

Tad Scepaniak
Principal



APPENDIX 1 UNDERLYING ASSUMPTIONS AND LIMITING CONDITIONS

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

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



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

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



APPENDIX 2 ANALYST CERTIFICATIONS

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

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and is my personal, unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report, and I have no personal interest or bias with respect to the parties involved.
- My compensation is not contingent on an action or event resulting from the analysis, opinions, or conclusions in, or the use of, this report.
- The market study was not based on tax credit approval or approval of a loan. My compensation is not contingent upon the reporting of a predetermined demand that favors the cause of the client, the attainment of a stipulated result, or the occurrence of a subsequent event.
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and the Standards of Professional Practice as set forth in the Uniform Standards of Professional Appraisal Practice (USPAP) as adopted by the Appraisal Standards Board of the Appraisal Foundation.
- To the best of my knowledge, the market can support the proposed project as shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in DCA's rental housing programs.
- DCA may rely on the representation made in the market study provided and this document is assignable to other lenders that are parties to the DCA loan transaction.

Handwritten signature of Brett Welborn in black ink.

Brett Welborn
Analyst
Real Property Research Group, Inc.

Handwritten signature of Tad Scepaniak in black ink.

Tad Scepaniak
Principal
Real Property Research Group, Inc.

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



APPENDIX 3 NCHMA CERTIFICATION

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

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

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

Real Property Research Group, Inc.



Tad Scepaniak

Name

Principal

Title

December 4, 2014

Date



APPENDIX 4 ANALYST RESUMES

ROBERT M. LEFENFELD

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

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

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

Areas of Concentration:

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

Feasibility Analysis: Mr. Lefenfeld has conducted feasibility studies for various types of residential developments for builders and developers. Subjects for these analyses have included for-sale single-family and townhouse developments, age-restricted rental and for-sale developments, large multi-product PUDs, urban renovations and continuing care facilities for the elderly.

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

Education:

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



TAD SCEPANIAK

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

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

Areas of Concentration:

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

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

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

Public Housing Authority Consultation: Tad has worked with Housing Authorities throughout the United States to document trends rental and for sale housing market trends to better understand redevelopment opportunities. He has completed studies examining development opportunities for housing authorities through the Choice Neighborhood Initiative or other programs in Florida, Georgia, North Carolina, South Carolina, Texas and Tennessee.

Education:

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



BRETT WELBORN

Analyst

Brett Welborn entered the field of Real Estate Market Research in 2008, joining Real Property Research Group's (RPRG) Atlanta office as a Research Associate upon college graduation. During Brett's time as a Research Associate, he gathered economic, demographic, and competitive data for market feasibility analyses and other consulting projects completed by the firm. Through his experience, Brett has progressed to serve as Analyst for RPRG.

Areas of Concentration:

Low Income Housing Tax Credit Rental Housing: Brett has worked with the Low Income Housing Tax Credit program, evaluating general occupancy and senior oriented developments for State allocating agencies, lenders, and developers. His work with the LIHTC program has spanned a range of project types, including newly constructed communities and rehabilitations.

In addition to market analysis responsibilities, Brett has also assisted in the development of research tools for the organization.

Education:

Bachelor of Business Administration – Real Estate; University of Georgia, Athens, GA



APPENDIX 5 DCA CHECKLIST

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

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

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

Signed: 

Date: December 4, 2014

Brett Welborn

A. Executive Summary

1. Project Description:
 - i. Brief description of the project location including address and/or position relative to the closest cross-street..... Page(s) 13
 - ii. Construction and Occupancy Types Page(s) 9
 - iii. Unit mix, including bedrooms, bathrooms, square footage, Income targeting, rents, and utility allowance Page(s) 11
 - iv. Any additional subsidies available, including project based rental assistance (PBRA) Page(s) 11
 - v. Brief description of proposed amenities and how they compare with existing properties Page(s) 61
2. Site Description/Evaluation:
 - i. A brief description of physical features of the site and adjacent parcels..... Page(s) 21
 - ii. A brief overview of the neighborhood land composition (residential, commercial, industrial, agricultural)..... Page(s) 19
 - iii. A discussion of site access and visibility Page(s) 21, 21
 - iv. Any significant positive or negative aspects of the subject site..... Page(s) 24
 - v. A brief summary of the site's proximity to neighborhood services including shopping, medical care, employment concentrations, public transportation, etc Page(s) 21
 - vi. An overall conclusion of the site's appropriateness for the proposed development..... Page(s) 24
3. Market Area Definition:
 - i. A brief definition of the primary market area (PMA) including boundaries and their approximate distance from the subject site Page(s) 25
4. Community Demographic Data:
 - i. Current and projected household and population counts for the PMA..... Page(s) 33
 - ii. Household tenure including any trends in rental rates. Page(s) 37
 - iii. Household income level. Page(s) 38



- iv. Discuss Impact of foreclosed, abandoned / vacant, single and multi-family homes, and commercial properties in the PMA of the proposed development.Page(s) 49
- 5. Economic Data:
 - i. Trends in employment for the county and/or region.....Page(s) 29
 - ii. Employment by sector for the primary market area.Page(s) 30
 - iii. Unemployment trends for the county and/or region for the past five years.....Page(s) 27
 - iv. Brief discussion of recent or planned employment contractions or expansions.....Page(s) 32
 - v. Overall conclusion regarding the stability of the county's economic environment.Page(s) 32
- 6. Project Specific Affordability and Demand Analysis:
 - i. Number of renter households income qualified for the proposed development. For senior projects, this should be age and income qualified renter households.....Page(s) 56-57
 - ii. Overall estimate of demand based on DCA's demand methodology.....Page(s) 57-59
 - iii. Capture rates for the proposed development including the overall project, all LIHTC units (excluding any PBRA or market rate units), and a conclusion regarding the achievability of these capture rates.....Page(s) 57
- 7. Competitive Rental Analysis
 - i. An analysis of the competitive properties in the PMA.Page(s) 42-46
 - ii. Number of properties.....Page(s) 42-46
 - iii. Rent bands for each bedroom type proposed.Page(s) 57
 - iv. Average market rents.Page(s) 47
- 8. Absorption/Stabilization Estimate:
 - i. Expected absorption rate of the subject property (units per month).....Page(s) 60
 - ii. Expected absorption rate by AMI targeting.Page(s) 60
 - iii. Months required for the project to reach a stabilized occupancy of 93 percent.Page(s) 60
- 9. Overall Conclusion:
 - i. A narrative detailing key conclusions of the report including the analyst's opinion regarding the proposed development's potential for success.....Page(s) 64
- 10. Summary Table.....Page(s) 64

B. Project Description

- 1. Project address and location.Page(s) 11
- 2. Construction type.Page(s) 11
- 3. Occupancy Type.Page(s) 11
- 4. Special population target (if applicable).Page(s) 11
- 5. Number of units by bedroom type and income targeting (AMI).....Page(s) 11
- 6. Unit size, number of bedrooms, and structure type.Page(s) 11
- 7. Rents and Utility Allowances.Page(s) 11
- 8. Existing or proposed project based rental assistance.....Page(s) 11
- 9. Proposed development amenities.....Page(s) 11
- 10. For rehab proposals, current occupancy levels, rents, tenant incomes (if applicable), and scope of work including an estimate of the total and per unit construction cost.Page(s) 9-9
- 11. Projected placed-in-service date.....Page(s) 12

C. Site Evaluation

- 1. Date of site / comparables visit and name of site inspector.Page(s) 7
- 2. Site description
 - i. Physical features of the site.Page(s) 13
 - ii. Positive and negative attributes of the site.....Page(s) 13, 24



iii. Detailed description of surrounding land uses including their condition.....	Page(s)	13
3. Description of the site’s physical proximity to surrounding roads, transportation, amenities, employment, and community services.....	Page(s)	21-24
4. Color photographs of the subject property, surrounding neighborhood, and street scenes with a description of each vantage point.....	Page(s)	16-18
5. Neighborhood Characteristics		
i. Map identifying the location of the project.....	Page(s)	14
ii. List of area amenities including their distance (in miles) to the subject site.....	Page(s)	22
iii. Map of the subject site in proximity to neighborhood amenities.....	Page(s)	23
6. Describe the land use and structures of the area immediately surrounding the site including significant concentrations of residential, commercial, industrial, vacant, or agricultural uses; comment on the condition of these existing land uses.....	Page(s)	13
7. Map identifying existing low-income housing in the market area.....	Page(s)	24
8. Road or infrastructure improvements planned or under construction in the PMA.....	Page(s)	21
9. Discussion of accessibility, ingress/egress, and visibility of the subject site.....	Page(s)	21
10. Overall conclusions about the subject site, as it relates to the marketability of the proposed development.....	Page(s)	24
D. Market Area		
1. Definition of the primary market area (PMA) including boundaries and their approximate distance from the subject site.....	Page(s)	25
2. Map Identifying subject property’s location within market area.....	Page(s)	26
E. Community Demographic Data		
1. Population Trends		
i. Total Population.....	Page(s)	34
ii. Population by age group.....	Page(s)	36
iii. Number of elderly and non-elderly.....	Page(s)	38
iv. Special needs population (if applicable).....	Page(s)	N/A
2. Household Trends		
i. Total number of households and average household size.....	Page(s)	33
ii. Household by tenure.....	Page(s)	37
iii. Households by income.....	Page(s)	38
iv. Renter households by number of persons in the household.....	Page(s)	38
F. Employment Trends		
1. Total jobs in the county or region.....	Page(s)	29
2. Total jobs by industry – numbers and percentages.....	Page(s)	30
3. Major current employers, product or service, total employees, anticipated expansions/contractions, as well as newly planned employers and their impact on employment in the market area.....	Page(s)	31-32
4. Unemployment trends, total workforce figures, and number and percentage unemployed for the county over the past five years.....	Page(s)	27
5. Map of the site and location of major employment concentrations.....	Page(s)	31
6. Analysis of data and overall conclusions relating to the impact on housing demand.....	Page(s)	32
G. Project-specific Affordability and Demand Analysis		



1. Income Restrictions / Limits	Page(s)	54, 55
2. Affordability estimates	Page(s)	54-57
3. Components of Demand		
i. Demand from new households.....	Page(s)	57-59
ii. Demand from existing households.....	Page(s)	57-59
iii. Elderly Homeowners likely to convert to rentership.....	Page(s)	N/A
iv. Other sources of demand (if applicable).....	Page(s)	N/A
4. Net Demand, Capture Rate, and Stabilization Calculations		
i. Net demand		
1. By AMI Level	Page(s)	59
2. By floor plan	Page(s)	59
ii. Capture rates		
1. By AMI level	Page(s)	59
2. By floor plan	Page(s)	59
5. Capture rate analysis chart	Page(s)	6, 64
6. Detailed project information for each competitive rental community surveyed		
i. Charts summarizing competitive data including a comparison of the proposed project's rents, square footage, amenities, to comparable rental communities in the market area.....	Page(s)	42-46
7. Additional rental market information		
i. An analysis of voucher and certificates available in the market area.....	Page(s)	48
ii. Lease-up history of competitive developments in the market area.....	Page(s)	43
iii. Tenant profile and waiting list of existing phase (if applicable)	Page(s)	N/A
iv. Competitive data for single-family rentals, mobile homes, etc. in rural areas if lacking sufficient comparables (if applicable).....	Page(s)	N/A
8. Map showing competitive projects in relation to the subject property.....	Page(s)	42
9. Description of proposed amenities for the subject property and assessment of quality and compatibility with competitive rental communities.....	Page(s)	44
10. For senior communities, an overview / evaluation of family properties in the PMA.....	Page(s)	N/A
11. Subject property's long-term impact on competitive rental communities in the PMA.....	Page(s)	63
12. Competitive units planned or under construction the market area		
i. Name, address/location, owner, number of units, configuration, rent structure, estimated date of market entry, and any other relevant information.....	Page(s)	48
13. Narrative or chart discussing how competitive properties compare with the proposed development with respect to total units, rents, occupancy, location, etc.....	Page(s)	61
i. Average market rent and rent advantage.....	Page(s)	47
14. Discussion of demand as it relates to the subject property and all comparable DCA funded projects in the market area.....	Page(s)	57-60
15. Rental trends in the PMA for the last five years including average occupancy trends and projection for the next two years.....	Page(s)	43
16. Impact of foreclosed, abandoned, and vacant single and multi-family homes as well commercial properties in the market area.....	Page(s)	49
17. Discussion of primary housing voids in the PMA as they relate to the subject property.....	Page(s)	N/A
H. Absorption and Stabilization Rates		
1. Anticipated absorption rate of the subject property.....	Page(s)	60
2. Stabilization period.....	Page(s)	60
I. Interviews.....	Page(s)	47



J. Conclusions and Recommendations

- 1. Conclusion as to the impact of the subject property on PMA.....Page(s) 63
- 2. Recommendation as the subject property's viability in PMA.....Page(s) 64

K. Signed Statement Requirements.....Page(s) App.



APPENDIX 6 NCHMA CHECKLIST

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

Component (*First occurring page is noted)		*Page(s)
Executive Summary		
1.	Executive Summary	
Project Summary		
2.	Project description with exact number of bedrooms and baths proposed, income limitation, proposed rents, and utility allowances	11,11
3.	Utilities (and utility sources) included in rent	11, 11
4.	Project design description	11,11
5.	Unit and project amenities; parking	11,11
6.	Public programs included	9
7.	Target population description	9
8.	Date of construction/preliminary completion	12
9.	If rehabilitation, existing unit breakdown and rents	9
10.	Reference to review/status of project plans	11
Location and Market Area		
11.	Market area/secondary market area description	25
12.	Concise description of the site and adjacent parcels	13
13.	Description of site characteristics	13
14.	Site photos/maps	14 - 17
15.	Map of community services	23
16.	Visibility and accessibility evaluation	21
17.	Crime information	19
Employment and Economy		
18.	Employment by industry	30
19.	Historical unemployment rate	28
20.	Area major employers	31
21.	Five-year employment growth	29



22.	Discussion of commuting patterns of area workers	27
Demographic Characteristics		
23.	Population and household estimates and projections	33
24.	Area building permits	34
25.	Distribution of income	39
26.	Households by tenure	37
Competitive Environment		
27.	Comparable property profiles	79
28.	Map of comparable properties	42
29.	Comparable property photos	79
30.	Existing rental housing evaluation	40
31.	Comparable property discussion	42
32.	Area vacancy rates, including rates for tax credit and government-subsidized communities	42
33.	Comparison of subject property to comparable properties	61
34.	Availability of Housing Choice Vouchers	48
35.	Identification of waiting lists	48
36.	Description of overall rental market including share of market-rate and affordable properties	42
37.	List of existing LIHTC properties	48
38.	Discussion of future changes in housing stock	48
39.	Discussion of availability and cost of other affordable housing options, including homeownership	40
40.	Tax credit and other planned or under construction rental communities in market area	48
Analysis/Conclusions		
41.	Calculation and analysis of Capture Rate	57
42.	Calculation and analysis of Penetration Rate	N/A
43.	Evaluation of proposed rent levels	62
44.	Derivation of Achievable Market Rent and Market Advantage	47
45.	Derivation of Achievable Restricted Rent	N/A
46.	Precise statement of key conclusions	51
47.	Market strengths and weaknesses impacting project	61
48.	Recommendation and/or modification to project description	61, if applicable
49.	Discussion of subject property's impact on existing housing	61
50.	Absorption projection with issues impacting performance	60
51.	Discussion of risks or other mitigating circumstances impacting project	64, if applicable



52.	Interviews with area housing stakeholders	48
Certifications		
53.	Preparation date of report	Cover
54.	Date of field work	7
55.	Certifications	63
56.	Statement of qualifications	63
57.	Sources of data not otherwise identified	N/A
58.	Utility allowance schedule	N/A



APPENDIX 7 RENTAL COMMUNITY PROFILES

Community	Address	City	Phone Number	Date Surveyed	Contact
Allen & Addison Drive	Allen Dr. & Addison Dr.	Cedartown	770-748-3030	12/8/2014	Property Manager
Calloway	300 Calloway Ct.	Rockmart	770-684-6226	12/4/2014	Property Manager
Cedar Chase	76 Evergreen Ln.	Cedartown	770-508-3236	12/2/2014	Property Manager
Cedartown Commons	599 E Julie Peek Ave.	Cedartown	770-748-8919	12/4/2014	Property Manager
Evergreen Estates	601 Evergreen Ln.	Cedartown	770-748-3030	12/8/2014	Property Manager
Evergreen Village	110 Evergreen Ln.	Cedartown	770-749-9333	12/4/2014	Property Manager
Oakview	100 Creek Bank Rd.	Aragon	770-684-6226	12/4/2014	Property Manager
Park Place	800 Park Place Cir.	Rockmart	678-757-0070	12/4/2014	Property Manager
Tower Village	43 Tower Village Cir.	Rockmart	770-684-6226	12/4/2014	Property Manager

Allen & Addison Drive Apartments

Multifamily Community Profile

Allen Dr. & Addison Dr.
Cedartown, GA 30125

CommunityType: Market Rate - General
Structure Type: Townhouse

24 Units 12.5% Vacant (3 units vacant) as of 12/8/2014

Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
One	--	\$395	--	--	Comm Rm:	Basketball:
One/Den	--	--	--	--	Centrl Lndry:	Tennis:
Two	--	--	--	--	Elevator:	Volleyball:
Two/Den	--	--	--	--	Fitness:	CarWash:
Three	--	--	--	--	Hot Tub:	BusinessCtr:
Four+	--	--	--	--	Sauna:	ComputerCtr:
					Playground:	<input type="checkbox"/>

Features	
Standard: In Unit Laundry (Hook-ups); Central A/C	
Select Units: --	
Optional(\$): --	
Security: --	
Parking 1: Free Surface Parking	Parking 2: --
Fee: --	Fee: --
Property Manager: T & W Associates	
Owner: --	

Comments

Mgt could not provide sq. ft. of the units.

Floorplans (Published Rents as of 12/8/2014) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Townhouse	--	1	1	--	\$395	--	--	Market	12/8/14	12.5%	\$395	--	--

Adjustments to Rent

Incentives:
None

Utilities in Rent: Heat Fuel: Gas
Heat: Cooking: Wtr/Swr:
Hot Water: Electricity: Trash:

Calloway

Multifamily Community Profile

300 Calloway Ct
Rockmart, GA 30153-3539

CommunityType: Deep Subsidy-General
Structure Type: Garden

24 Units 0.0% Vacant (0 units vacant) as of 12/4/2014

Opened in 1980



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
One	33.3%	\$325	800	\$0.41	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	66.7%	\$350	1,100	\$0.32	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input type="checkbox"/>	

Features	
Standard: In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony	
Select Units:	--
Optional(\$):	--
Security:	--
Parking 1: Free Surface Parking	Parking 2: --
Fee: --	Fee: --
Property Manager: Edwards Mgt.	
Owner: --	

Comments

USDA, rent is basic rent.
Wait list.

Floorplans (Published Rents as of 12/4/2014) (2)

Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	8	\$310	800	\$39	USDA	12/4/14	0.0%	\$325	\$350	--
Garden	--	2	1	16	\$330	1,100	\$30	USDA	1/19/05	4.2%	\$410	\$430	--
									9/11/03	12.5%	--	--	--
									9/22/02	0.0%	--	--	--

Adjustments to Rent

Incentives:
None

Utilities in Rent: Heat Fuel: Electric

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

Cedar Chase

Multifamily Community Profile

76 Evergreen Ln.
Cedartown, GA 30125

CommunityType: Market Rate - General
Structure Type: Garden

28 Units 7.1% Vacant (2 units vacant) as of 12/2/2014

Opened in 1989



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
One	7.1%	\$350	500	\$0.70	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	92.9%	\$506	996	\$0.51	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input type="checkbox"/>	

Features	
Standard: In Unit Laundry (Hook-ups); Central A/C	
Select Units: Dishwasher; Patio/Balcony	
Optional(\$): --	
Security: --	
Parking 1: Free Surface Parking Fee: --	Parking 2: -- Fee: --
Property Manager: Huntington National Owner: --	

Comments

Floorplans (Published Rents as of 12/2/2014) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	2	\$350	500	\$.70	Market	12/2/14	7.1%	\$350	\$506	--
Garden	--	2	1.5	12	\$500	1,000	\$.50	Market					
Garden	Patio/Balcony	2	2	6	\$560	1,050	\$.53	Market					
Garden	--	2	1	8	\$475	950	\$.50	Market					

Adjustments to Rent	
Incentives: None	
Utilities in Rent:	Heat Fuel: Electric
Heat: <input type="checkbox"/>	Cooking: <input type="checkbox"/> Wtr/Swr: <input checked="" type="checkbox"/>
Hot Water: <input type="checkbox"/>	Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>

© 2014 Real Property Research Group, Inc. (1) Effective Rent is Published Rent, net of concessions and assumes that water, sewer and trash is included in rent (2) Published Rent is rent as quoted by management.

Cedartown Commons

Multifamily Community Profile

599 E. Jule Peek Ave.
Cedartown, GA 30125

CommunityType: Deep Subsidy-General
Structure Type: Garden

12 Units 16.7% Vacant (2 units vacant) as of 12/4/2014

Opened in 1981

Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
One	33.3%	\$390	800	\$0.49	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	66.7%	\$435	1,100	\$0.40	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input type="checkbox"/>	
Features						
Standard: In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony						
Select Units: --						
Optional(\$): --						
Security: --						
Parking 1: Free Surface Parking			Parking 2: --			
Fee: --			Fee: --			
Property Manager: Crimson Mgt.						
Owner: --						

Comments

Rural development, rent is basic rent.

Floorplans (Published Rents as of 12/4/2014) (2)

Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Single story	--	1	1	4	\$365	800	\$.46	Rural Development	12/4/14	16.7%	\$390	\$435	--
Townhouse	--	2	1.5	8	\$405	1,100	\$.37	Rural Development					

Adjustments to Rent

Incentives:

None

Utilities in Rent: Heat Fuel: Gas

Heat: Cooking: Wtr/Swr:

Hot Water: Electricity: Trash:

Evergreen Estates

Multifamily Community Profile

601 Evergreen Ln.
Cedartown, GA 30125

CommunityType: Market Rate - General

Structure Type: Garden/TH

64 Units 6.3% Vacant (4 units vacant) as of 12/8/2014

Opened in 1993



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
One	15.6%	\$395	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	68.8%	\$512	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input type="checkbox"/>	

Features	
Standard: In Unit Laundry (Hook-ups); Central A/C	
Select Units: Dishwasher; Patio/Balcony	
Optional(\$): --	
Security: --	
Parking 1: Free Surface Parking Fee: --	Parking 2: -- Fee: --
Property Manager: T & W Associates Owner: --	

Comments

Mgt could not provide sq. ft.

Floorplans (Published Rents as of 12/8/2014) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Townhouse	--	1	1.5	10	\$395	--	--	Market	12/8/14	6.3%	\$395	\$512	--
Garden	--	2	1.5	16	\$525	--	--	Market					
Garden	--	2	1	9	\$525	--	--	Market					
Townhouse	--	2	1.5	19	\$495	--	--	Market					

Adjustments to Rent	
Incentives: None	
Utilities in Rent: Heat Fuel: Gas	
Heat: <input type="checkbox"/>	Cooking: <input type="checkbox"/> Wtr/Swr: <input checked="" type="checkbox"/>
Hot Water: <input type="checkbox"/>	Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>

Evergreen Village

Multifamily Community Profile

110 Evergreen Lane
Cedartown, GA 30125

CommunityType: LIHTC - General
Structure Type: Garden

56 Units 12.5% Vacant (7 units vacant) as of 12/4/2014

Opened in 1998



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One	--	\$417	715	\$0.58	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	--	\$465	945	\$0.49	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	--	\$504	1,135	\$0.44	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	

Features	
Standard: Dishwasher; Disposal; Ice Maker; Ceiling Fan; In Unit Laundry (Hooks); Central A/C; Patio/Balcony	
Select Units: --	
Optional(\$): --	
Security: --	
Parking 1: Free Surface Parking Fee: --	Parking 2: -- Fee: --
Property Manager: The Gateway Compa Owner: --	

Comments

16- 1BR, 20- 2BR, 20- 3BR. Mgt could not provide breakdown by 50% & 60% units.

Floorplans (Published Rents as of 12/4/2014) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	--	\$413	715	\$.58	LIHTC/ 50%	12/4/14	12.5%	\$417	\$465	\$504
Garden	--	1	1	--	\$421	715	\$.59	LIHTC/ 60%	1/19/05	0.0%	\$310	\$355	\$400
Garden	--	2	1	--	\$469	945	\$.50	LIHTC/ 60%	9/10/03	0.0%	--	--	--
Garden	--	2	1	--	\$461	945	\$.49	LIHTC/ 50%	9/22/02	8.9%	--	--	--
Garden	--	3	2	--	\$500	1,135	\$.44	LIHTC/ 50%					
Garden	--	3	2	--	\$508	1,135	\$.45	LIHTC/ 60%					

Adjustments to Rent

Incentives:

None

Utilities in Rent: Heat Fuel: Electric

Heat: Cooking: Wtr/Swr:

Hot Water: Electricity: Trash:

Oakview

Multifamily Community Profile

100 Creek Bank Rd
Aragon, GA 30104

CommunityType: Deep Subsidy-General
Structure Type: Garden

24 Units 0.0% Vacant (0 units vacant) as of 12/4/2014

Opened in 1993



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
One	33.3%	\$320	550	\$0.58	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	66.7%	\$350	750	\$0.47	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input type="checkbox"/>	

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

Comments

Rural development, rent is basic rent.

Floorplans (Published Rents as of 12/4/2014) (2)

Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	8	\$320	550	\$0.58	USDA	12/4/14	0.0%	\$320	\$350	--
Garden	--	2	1	16	\$350	750	\$0.47	USDA	1/17/05	0.0%	\$415	\$450	--
									9/11/03	4.2%	--	--	--
									9/25/02	0.0%	--	--	--

Adjustments to Rent

Incentives:

None

Utilities in Rent: Heat Fuel: Electric

Heat: Cooking: Wtr/Swr:

Hot Water: Electricity: Trash:

Park Place

Multifamily Community Profile

800 Park Place Cir.
Rockmart, GA 30153

CommunityType: LIHTC - General
Structure Type: Garden

60 Units 5.0% Vacant (3 units vacant) as of 12/4/2014

Opened in 2003



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One	20.0%	\$403	677	\$0.60	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	40.0%	\$480	883	\$0.54	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	40.0%	\$541	1,100	\$0.49	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	

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

Comments

Floorplans (Published Rents as of 12/4/2014) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	2	\$398	677	\$.59	LIHTC/ 60%	12/4/14	5.0%	\$403	\$480	\$541
Garden	--	1	1	2	\$495	677	\$.73	Market	1/17/05	10.0%	\$342	\$425	\$505
Garden	--	1	1	8	\$381	677	\$.56	LIHTC/ 50%					
Garden	--	2	1	14	\$444	883	\$.50	LIHTC/ 50%					
Garden	--	2	1	5	\$459	883	\$.52	LIHTC/ 60%					
Garden	--	2	1	5	\$600	883	\$.68	Market					
Garden	--	3	2	5	\$554	1,100	\$.50	LIHTC/ 60%					
Garden	--	3	2	5	\$644	1,100	\$.59	Market					
Garden	--	3	2	14	\$500	1,100	\$.45	LIHTC/ 50%					

Adjustments to Rent	
Incentives:	None
Utilities in Rent:	Heat Fuel: Electric
Heat:	<input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input checked="" type="checkbox"/>
Hot Water:	<input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>

Tower Village

Multifamily Community Profile

43 Tower Village Cir.
Rockmart, GA 30153

CommunityType: Deep Subsidy-General
Structure Type: Garden

42 Units 9.5% Vacant (4 units vacant) as of 12/4/2014

Opened in 1996



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
One	28.6%	\$313	550	\$0.57	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	71.4%	\$348	700	\$0.50	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input type="checkbox"/>	

Features	
Standard: Disposal; Ice Maker; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony	
Select Units:	--
Optional(\$):	--
Security:	--
Parking 1: Free Surface Parking	Parking 2: --
Fee: --	Fee: --
Property Manager: Edwards Mgt.	
Owner: --	

Comments

Rural development, rent is basic rent.

Floorplans (Published Rents as of 12/4/2014) (2)

Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	12	\$313	550	\$.57	USDA	12/4/14	9.5%	\$313	\$348	--
Garden	--	2	1	30	\$348	700	\$.50	USDA	1/18/05	2.4%	\$390	\$455	--
									9/11/03	2.4%	--	--	--
									9/25/02	0.0%	--	--	--

Adjustments to Rent

Incentives:

None

Utilities in Rent: Heat Fuel: Electric

Heat: Cooking: Wtr/Swr:

Hot Water: Electricity: Trash: