



A MARKET CONDITIONS AND PROJECT EVALUATION SUMMARY OF

THE VILLAGE OF BEN HILL

**WEST SIDE OF STATE ROUTE 90, NORTH OF JACK ALLEN ROAD
FITZGERALD, BEN HILL COUNTY, GEORGIA 31750**

**Effective Date: April 22, 2016
Report Date: June 7, 2016**

Prepared For

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Prepared By

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June 7, 2016

Mr. Jason Maddox
MACO Development Company
111 North Main Street
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Re: Market Study for a LIHTC Development in Fitzgerald, Ben Hill County, Georgia 31750

Dear Mr. Maddox:

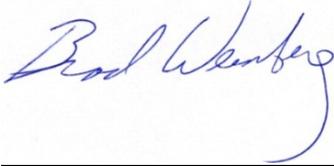
At your request, Novogradac & Company LLP performed a market study of the rental market in the Fitzgerald, Ben Hill County, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) and market rate project, the (Subject). The purpose of this market study is to assess the viability of the new construction of a proposed 50-unit multifamily mixed LIHTC and market rate development with units restricted to households earning 50 and 60 percent of the AMI, or less, as well as unrestricted market rate units. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions. The scope of this report meets the requirements of the Georgia Department of Community Affairs (DCA), including the following:

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

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

This report was completed in accordance with DCA market study guidelines. We inform the reader that other users of this document may underwrite the LIHTC rents to a different standard than contained in this report. Please do not hesitate to contact us if there are any questions regarding the report or if Novogradac & Company, LLP can be of further assistance. It has been our pleasure to assist you with this project.

Respectfully submitted,



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ASSUMPTIONS AND LIMITING CONDITIONS

1. In the event that the client provided a legal description, building plans, title policy and/or survey, etc., the consultant has relied extensively upon such data in the formulation of all analyses.
2. The legal description as supplied by the client is assumed to be correct and the consultant assumes no responsibility for legal matters, and renders no opinion of property title, which is assumed to be good and merchantable.
3. All information contained in the report, which others furnished, was assumed to be true, correct, and reliable. A reasonable effort was made to verify such information, but the author assumes no responsibility for its accuracy.
4. The report was made assuming responsible ownership and capable management of the property. The analyses and projections are based on the basic assumption that the apartment complex will be managed and staffed by competent personnel and that the property will be professionally advertised and aggressively promoted
5. The sketches, photographs, and other exhibits in this report are solely for the purpose of assisting the reader in visualizing the property. The author made no property survey, and assumes no liability in connection with such matters. It was also assumed there is no property encroachment or trespass unless noted in the report.
6. The author of this report assumes no responsibility for hidden or unapparent conditions of the property, subsoil or structures, or the correction of any defects now existing or that may develop in the future. Equipment components were assumed in good working condition unless otherwise stated in this report.
7. It is assumed that there are no hidden or unapparent conditions for the property, subsoil, or structures, which would render it more or less valuable. No responsibility is assumed for such conditions or for engineering, which may be required to discover such factors. The investigation made it reasonable to assume, for report purposes, that no insulation or other product banned by the Consumer Product Safety Commission has been introduced into the Subject premises. Visual inspection by the consultant did not indicate the presence of any hazardous waste. It is suggested the client obtain a professional environmental hazard survey to further define the condition of the Subject soil if they deem necessary.
8. A consulting analysis market study for a property is made as of a certain day. Due to the principles of change and anticipation the value estimate is only valid as of the date of valuation. The real estate market is non-static and change and market anticipation is analyzed as of a specific date in time and is only valid as of the specified date.
9. Possession of the report, or a copy thereof, does not carry with it the right of publication, nor may it be reproduced in whole or in part, in any manner, by any person, without the prior written consent of the author particularly as to value conclusions, the identity of the

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10. Disclosure of the contents of this report is governed by the Bylaws and Regulations of the professional appraisal organization with which the appraiser is affiliated: specifically, the Appraisal Institute.
11. The author of this report is not required to give testimony or attendance in legal or other proceedings relative to this report or to the Subject property unless satisfactory additional arrangements are made prior to the need for such services.
12. The opinions contained in this report are those of the author and no responsibility is accepted by the author for the results of actions taken by others based on information contained herein.
13. All applicable zoning and use regulations and restrictions are assumed to have been complied with, unless nonconformity has been stated, defined, and considered in the appraisal report.
14. It is assumed that all required licenses, permits, covenants or other legislative or administrative authority from any local, state, or national governmental or private entity or organization have been or can be obtained or renewed for any use on which conclusions contained in this report is based.
15. On all proposed developments, Subject to satisfactory completion, repairs, or alterations, the consulting report is contingent upon completion of the improvements in a workmanlike manner and in a reasonable period of time with good quality materials.
16. All general codes, ordinances, regulations or statutes affecting the property have been and will be enforced and the property is not Subject to flood plain or utility restrictions or moratoriums except as reported to the consultant and contained in this report.
17. The party for whom this report is prepared has reported to the consultant there are no original existing condition or development plans that would Subject this property to the regulations of the Securities and Exchange Commission or similar agencies on the state or local level.
18. Unless stated otherwise, no percolation tests have been performed on this property. In making the appraisal, it has been assumed the property is capable of passing such tests so as to be developable to its highest and best use, as detailed in this report.

19. No in-depth inspection was made of existing plumbing (including well and septic), electrical, or heating systems. The consultant does not warrant the condition or adequacy of such systems.
20. No in-depth inspection of existing insulation was made. It is specifically assumed no Urea Formaldehyde Foam Insulation (UFFI), or any other product banned or discouraged by the Consumer Product Safety Commission has been introduced into the appraised property. The appraiser reserves the right to review and/or modify this appraisal if said insulation exists on the Subject property.
21. Acceptance of and/or use of this report constitute acceptance of all assumptions and the above conditions. Estimates presented in this report are not valid for syndication purposes.

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A. EXECUTIVE SUMMARY AND CONCLUSION

EXECUTIVE SUMMARY AND CONCLUSIONS

1. Project Description:

The Subject is a proposed 50-unit LIHTC and market rate development that will target families. The site is located along the west side of State Route 90 in Fitzgerald, Ben Hill County, Georgia 31750. The Subject will consist of seven townhome residential buildings with one or two stories, and one, one-story clubhouse with leasing office. The design will feature wood frame construction with brick and fiber cement siding. The following table illustrates the proposed unit mix including bedrooms/bathrooms, square footage, income targeting, rents, and utility allowance. The two and three-bedroom townhomes will have either two or 2.5 baths, depending on floor plan. As illustrated, the proposed LIHTC rents are set equal to the 2015 maximum allowable levels at 50 and 60 percent of Area Median Household Income (AMI).

PROPOSED RENTS

Unit Type	Number of Units	Unit Size (Sq Ft)	Asking Rent	Utility Allowance (1)	Gross Rent	2015 LIHTC Maximum Allowable Gross Rent	HUD Fair Market Rents
<i>50% AMI</i>							
1BR/1BA TH	1	750	\$283	\$149	\$432	\$432	\$458
2BR/2BA TH	5	1,050	\$326	\$192	\$518	\$518	\$609
3BR/2BA TH	4	1,250	\$365	\$234	\$599	\$599	\$758
<i>60% AMI</i>							
1BR/1BA TH	4	750	\$370	\$149	\$519	\$519	\$458
2BR/2BA TH	15	1,050	\$430	\$192	\$622	\$622	\$609
3BR/2BA TH	13	1,250	\$485	\$234	\$719	\$719	\$758
<i>Market Rate</i>							
1BR/1BA TH	1	750	\$445	-	-	N/A	N/A
2BR/2BA TH	4	1,050	\$540	-	-	N/A	N/A
3BR/2BA TH	3	1,250	\$650	-	-	N/A	N/A
Total	50						

Notes (1) Source of Utility Allowance provided by GA DCA for Southern Region, effective 7-1-2015

N/A - Not Applicable

TH - Townhome

The Subject will offer the following unit amenities: range/oven, refrigerator, microwave oven, dishwasher, garbage disposal, carpet and vinyl flooring, central air conditioning, window blinds, ceiling fans, washer/dryer, and a patio or balcony.

Property amenities will include: on-site management, a clubhouse with community room, fitness center, computer center, a covered picnic area, sitting areas, and a playground. There will be 100 surface lot parking spaces at the Subject.

Overall, the Subject's amenities will be competitive with those at the comparable properties. Tenants will be responsible for all utilities except trash removal. The cooking, water heating, and heat and air conditioning will be electric.

2. Site Description/Evaluation:

The Subject site is a vacant parcel located in a lightly developed area in the northern portion of Fitzgerald, GA. Predominant land uses immediately around the Subject site are wooded land and mobile home parks adjacent to the south and to the east across Dewey McGlamry Road. Scattered single-family homes are southwest and southeast of the Subject site across Jack Allen Road. The mobile home park to the south and east of the site may be detrimental to the overall appeal of the site. Based on our inspection, most of the mobile homes appear to be in good to poor condition, and we anticipate fencing or buffering could be used along the southern border of the site to mitigate the visual nuisance created by the neighboring mobile homes. The Subject will have access from the west side of Dewey McGlamry Road/State Route 90. Dewey McGlamry Road is a moderately traveled north/south two lane state route. The subject site is highly visible from Dewey McGlamry Road, as it has frontage along its entire eastern border. Dewey McGlamry provides access to downtown Fitzgerald to the south, as well as extending north into rural areas of Ben Hill County. The Subject site is approximately 1.0 mile west of US Highway 129, which is the major north/south route through Fitzgerald. The Subject site is approximately 21 miles east of Interstate 75 via State Route 107, and is approximately 26 miles northwest of Interstate 75 via US Highways 129 and 319. Overall visibility, access, and ingress/egress are considered good at the Subject site.

3. Market Area Definition:

The Primary Market Area (PMA) generally includes the majority of Ben Hill County and the northern portion of Irwin County, including Irwinville and Ocilla. The PMA is generally within a 20-minute drive time of the Subject, which will offer one of the highest quality and most modern apartment options in this rural area of Georgia. US Highway 129 serves as a main access route between the communities Fitzgerald and Ocilla. State Route 107 also serves the Fitzgerald area, as well as US Highway 319. According to managers and owners of area rental properties, for new apartments at affordable rents, there will be mobility among renters seeking high quality housing in one of the most developed communities in the PMA. The northern boundary of the PMA is approximately 7.5 miles from the Subject site; the eastern boundary of the PMA is approximately 16 miles from the Subject site; the southern boundary of the PMA is approximately 11.5 miles from the Subject site; and the western boundary of the PMA is approximately 12 miles from the Subject site.

4. Community Demographic Data:

The Subject is located in Fitzgerald in Ben Hill County, Georgia. The total population in the PMA and MSA remained relatively unchanged between 2010 and 2015, while the total population nationally increased at a greater rate. Following relatively stagnant population growth in recent years, the total population in the PMA is anticipated to decrease at a rate of just 0.1 percent annually through anticipated market entry in 2018 and 2020. The population of the MSA is expected to remain unchanged through 2020, while the population of the nation is expected to grow at a rate of 0.8 percent annually. Total households in the PMA remained relatively unchanged from 2010 to 2015, and are expected to decrease slightly through the market entry date and 2020. Households in the MSA grew slightly from 2010 to 2015, and are expected to remain relatively unchanged through 2020.

In 2015, approximately 61.1 percent of households in the PMA were owner-occupied, while the remaining 38.9 percent were renter-occupied. Renter-occupied households in the PMA are expected to decrease slightly through the market entry date. Both owner-occupied and renter-occupied households are expected to decrease slightly through 2020 in the PMA.

Approximately 64.4 percent of all households in the PMA have annual earnings below \$40,000. This indicates a significant area supply of low to moderate-income households. The Subject will generally target households earning between \$14,811 and \$35,040 under the LIHTC program and \$17,800 and \$60,000 for the market rate units; note that based on our research in similar rural markets, a minimal number of renter households with incomes above \$60,000 annually would consider the market rate units at the Subject.

5. Economic Data:

Historically, total employment levels within the MSA have been outperformed by the nation. The peak unemployment rate in the MSA was in 2010 at 15.9 percent, compared to 9.3 percent nationally in the same year. Since 2010, the MSA has experienced declining rates of unemployment, but has generally also experienced declining employment totals. This would suggest that some people are leaving the workforce by retiring or moving elsewhere, which is not accounted for in unemployment statistics. The MSA currently employs approximately two thirds of the total number employed at its peak in 2006.

While the employment statistics reported for Ben Hill County do reflect a slowly declining overall employment base the last few years, there are signs of growth and improvement occurring presently in Ben Hill County. According to data provided by the Ben Hill County Chamber of Commerce regarding business expansions or contractions, between 2013 and 2015, seven employers in Ben Hill County added between 10 and 120 employees. In total, almost 300 new jobs were created at area employers over the past three years, while no large area employers reported a decline of more than 10 employees over the same time period.

The Ben Hill County economic conditions have improved somewhat since significant job losses during the national recession from 2007 to 2011. Employment concentrated in the Ben Hill County area is primarily in manufacturing and distribution; however, the local school district and medical center are two of the region's largest employers. Fitzgerald is the county seat for Ben Hill County and represents a significant share of the population and households in the county. Fitzgerald is the headquarters for the county's public services and therefore will continue to benefit from

the stability of the government and education sectors. Many of the jobs in the region are skilled labor jobs that can be easily trained and positioned, which is promising for employment in the future. However, with the area’s continuing reliance on the manufacturing sector, it will remain more susceptible to periods of economic decline than a more diversified economy.

6. Project-Specific Affordability And Demand Analysis:

Our demand analysis indicates that there are approximately 1,312 income qualified renter households in the PMA in 2015 for the proposed LIHTC units. The following table illustrates capture rates for the Subject’s units.

CAPTURE RATE ANALYSIS CHART

Unit Size	Income Limits	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Range	Proposed Rents
1BR @ 50% AMI	\$14,811-\$21,650	1	60	0	60	1.7%	One Month	\$452	\$259-\$725	\$283
1BR @ 60% AMI	\$17,794-\$26,980	4	66	0	66	6.1%	Two Months	\$452	\$259-\$725	\$370
1BR Market Rate	\$17,800-\$60,000	1	99	0	99	1.0%	One Month	\$452	\$259-\$725	\$445
1 BR All LIHTC	\$14,811-\$26,980	5	82	0	82	6.1%	Two Months	\$452	\$259-\$725	\$283-\$370
2BR @ 50% AMI	\$17,760-\$24,350	5	126	0	126	4.0%	Two Months	\$549	\$297-\$875	\$326
2BR @ 60% AMI	\$21,326-\$29,220	15	138	0	138	10.9%	Four Months	\$549	\$297-\$875	\$430
2BR Market Rate	\$21,600-\$60,000	4	209	0	209	1.9%	Two Months	\$549	\$297-\$875	\$540
2BR All LIHTC	\$17,760-\$29,220	20	173	0	173	11.6%	Four Months	\$549	\$297-\$875	\$326-\$430
3BR @ 50% AMI	\$20,537-\$29,200	4	80	1	79	5.1%	Two Months	\$662	\$499-\$925	\$365
3BR @ 60% AMI	\$24,651-\$35,040	13	87	0	87	14.9%	Four Months	\$662	\$499-\$925	\$485
3BR Market Rate	\$26,000-\$60,000	3	132	0	132	2.3%	Two Months	\$662	\$499-\$925	\$650
3BR All LIHTC	\$20,537-\$35,040	17	109	0	109	15.8%	Four Months	\$662	\$499-\$925	\$365-\$485
All 50% AMI	\$14,811-\$29,200	10	266	1	265	3.8%	Two Months	\$578	\$259-\$925	\$283-\$365
All 60% AMI	\$17,794-\$35,040	32	291	0	291	11.0%	Four Months	\$578	\$259-\$925	\$370-\$485
All Market Rate	\$17,800-\$60,000	8	440	0	440	1.8%	Two Months	\$578	\$259-\$925	\$445-\$650
All LIHTC	\$14,811-\$35,040	42	364	1	363	11.6%	Four Months	\$578	\$259-\$925	\$283-\$485

Note: Demand for four-bedroom units is excluded from Total Demand figures.

The overall LIHTC capture rate is 11.6 percent, while the market rate capture rate is just 1.8 percent. It is our opinion these capture rates are reasonable for the Subject based on its target population and the rural nature of the market, and there is adequate demand based on our conclusions. Note that while households are expected to decline slightly in the PMA, most of the movement away from Fitzgerald is among households seeking wages that would likely not allow them to qualify for affordable housing. Lower wage residents and those who may not be employed continue to need housing in the Fitzgerald area, which based on the capture rates is underserved by high quality affordable housing.

7. Competitive Rental Analysis: Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property. To evaluate the competitive position of the Subject, 467 units in nine rental properties were surveyed in depth. The availability of LIHTC market data is considered somewhat limited, while multifamily market rate properties are very rare in the PMA. There is only one non-subsidized, family LIHTC property in the PMA, which is Jack Allen Apartments. Due to the lack of non-subsidized LIHTC properties within the PMA, we expanded our search for comparable LIHTC family properties to the Tifton area, located approximately 25 miles southwest of the Subject in southern Georgia. Three of the four LIHTC properties included as comparables are located outside the PMA in the Tifton area. We have included five market rate properties, all of which are located outside the PMA in Tifton, the nearest city with a significant amount of market rate rental supply. Overall, we consider the availability of PMA data to be limited.

Vacancy rates in the market range from zero to 11.1 percent, averaging 3.2 percent. The LIHTC comparables have no vacancies with the exception of Magnolia Place, which reported three vacancies (8.1 percent vacancy). Overall LIHTC vacancy is just 1.4 percent. When asked about elevated vacancy rate, management suggested they have had challenges finding income-qualified renters who can pass the background and credit history screenings at this property. It is noteworthy that despite the elevated vacancy rate, Magnolia Place only has management available two days per week (Tuesday and Thursday), which is also likely contributing to the property's difficulty achieving stabilized occupancy. Of note, Magnolia Place is located outside of the PMA in Tifton, approximately 22.0 miles from the Subject site. The market rate comparables we surveyed have vacancy rates ranging from zero percent to 11.1 percent. The average market rate vacancy rate is 4.7 percent, indicating a stable market for market rate units. Sunnyside, which reported the highest vacancy rate among market rate comparables, noted there were recent renovations completed at the property and some renovated units are not yet ready for occupancy. According to management, filling the renovated units has gone slowly. Of note, the only property located inside the PMA, Jack Allen Apartments, indicated zero vacancies.

Upon completion, the Subject will be considered the most similar to Jack Allen Apartments and The Groves, the two most modern LIHTC comparables we surveyed. Jack Allen Apartments has a similar location in Fitzgerald, while The Groves has a slightly superior location in Tifton. These comparables reported zero vacancies and The Groves is maintaining a waiting list. The lack of vacancies at most LIHTC comparables indicate adequate demand in the area.

Compared to Jack Allen Apartments and The Groves, the Subject's property amenity package will be similar to inferior, its in-unit amenity package will be slightly inferior to slightly superior, and its age and condition will be slightly superior. The Subject's unit sizes will be superior to unit sizes at Jack Allen Apartments, but slightly inferior to unit sizes at The Groves. Overall, given the strong occupancy rates of the comparables and reported 50 and 60 percent rents achieved at the most similar comparables, we believe the Subject's proposed rents are achievable.

When comparing the Subject's rents to the average market rent, we have not included rents at lower AMI levels given that this artificially lowers the average market rent as those rents are constricted. Including rents at lower AMI levels does not reflect an accurate average rent for rents at higher income levels that could be considered market rates. The overall average and the maximum and minimum adjusted rents for the market properties surveyed are illustrated in the table below in comparison with net rents for the Subject.

Subject Comparison to "Market Rents"

Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR @ 50% AMI	\$283	\$259	\$725	\$452	60%
2BR @ 50% AMI	\$326	\$297	\$875	\$549	68%
3BR @ 50% AMI	\$365	\$499	\$925	\$662	81%
1BR @ 60% AMI	\$370	\$259	\$725	\$452	22%
2BR @ 60% AMI	\$430	\$297	\$875	\$549	28%
3BR @ 60% AMI	\$485	\$499	\$925	\$662	36%
1BR Market	\$445	\$259	\$725	\$452	2%
2BR Market	\$540	\$297	\$875	\$549	2%
3BR Market	\$650	\$499	\$925	\$662	2%

Note: "Market" rents include 60 percent AMI LIHTC rents and market rate rents

As illustrated in the previous table, the Subject’s proposed 50 and 60 percent rents are well below the surveyed average rents when evaluated against the LIHTC and market rate comparables. The Oaks at Carpenter is the most similar market rate property in terms of location and it also shares a similar condition as the Subject, and this property reported rents near the upper end of the range. The Subject’s unit amenities are similar to those at The Oaks at Carpenter, and the unit and project amenities at the Subject are superior. Creekside Villas, Cypress Suites, Regency Apartments, and Sunnyside Apartments are all located in similar to slightly superior locations in or very near Tifton and offer generally inferior unit and property amenities when compared to the Subject. The average vacancy rate among market rate units is 4.7 percent, and the Subject’s proposed LIHTC rents are well below the rents reported by the comparables that are of similar or slightly inferior condition.

Overall, we believe that the Subject’s proposed LIHTC rents are achievable in the market and will offer a substantial market rent advantage. The proposed market rate rents are appropriate as currently proposed.

8. Absorption/Stabilization Estimate:

Only one of the comparables utilized in this report was able to provide absorption information. There has been limited new rental housing development in the PMA and in the Tifton market in the last decade. The following table details absorption information for one market rate property we surveyed.

ABSORPTION

Property Name	Type	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Cypress Suites	Market	Family	2008	40	7

The absorption rate for the market rate units at Cypress Suites was seven units per month when the property opened in 2008, during the national recession. This equates to an absorption period of five to six months to achieve stabilized occupancy. There has been no development of new rental housing in the PMA since Jack Allen Apartments opened in 2008, and with an aging housing stock in Fitzgerald, we believe the Subject will be well received upon opening as the first new apartments to be opened in the PMA in 10 years. The capture rates we determined also suggest ample demand in the market. Overall, we anticipate that the Subject will absorb approximately 12 units per month, for an absorption period of approximately four months. It should be noted that per DCA guidelines, absorption has been calculated to 93 percent occupancy.

9. Overall Conclusion:

Based upon area vacancy rates, the value of the rents proposed versus “market rents”, the competitive position of rents when evaluated against area LIHTC rents, and demographic calculations and analysis, we believe there is ample demand for the Subject as proposed. The Subject will be superior in terms of condition to the majority of the comparables and will in most cases have superior amenities. Most of the comparables reported low vacancy rates, indicating high demand for average to good quality units. There are no vacancies at Jack Allen Apartments.

We recommend the developer consider buffering along the southern border of the Subject site to help mitigate the visual nuisance created by the neighboring mobile home park. This could be accomplished with fencing, significant landscaping, or a combination of these elements.

Summary Table:

Development Name:	The Village of Ben Hill	Total # Units:	50
Location:	West side of State Route 90, North of Jack Allen Road Fitzgerald, Ben Hill County, GA 31750	# LIHTC Units:	42
PMA Boundary:	North: Salem Church Road, the Ben Hill county line, State Route 182 and US Highway 319; East: Ben Hill county line; South: Ben Hill county line, State Route 32, Dahlia Road, State Route 90, and US Highway 319; West: State Route 540, Crystal Lake Road, Jeff Davis Park Road, State Route 107, and the Ben Hill and Irwin county lines.		
	Farthest Boundary Distance to Subject:	16 miles	

Rental Housing Stock (found on pages 68 and 103)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	16	892	26	97.1%
Market-Rate Housing	5	254	11	95.7%
<i>Assisted/Subsidized Housing not to include LIHTC</i>	6	377	12	96.8%
LIHTC	5*	261*	5*	98.1%*
Stabilized Comps	14	783	18	97.7%
Properties in Construction & Lease Up	0	0	0	N/Ap

*Includes senior LIHTC property Mulberry Court, which is not a selected comparable, and is 95.8 percent occupied.

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
1	1BR at 50% AMI	1	750	\$283	\$452	\$0.60	60%	\$725	\$0.97
5	2BR at 50% AMI	2	1,050	\$326	\$549	\$0.52	68%	\$875	\$0.83
4	3BR at 50% AMI	2	1,250	\$365	\$662	\$0.53	81%	\$925	\$0.74
4	1BR at 60% AMI	1	750	\$370	\$452	\$0.60	22%	\$725	\$0.97
15	2BR at 60% AMI	2	1,050	\$430	\$549	\$0.52	28%	\$875	\$0.83
13	3BR at 60% AMI	2	1,250	\$485	\$662	\$0.53	36%	\$925	\$0.74
1	1BR Market	1	750	\$445	\$452	\$0.60	2%	\$725	\$0.97
4	2BR Market	2	1,050	\$540	\$549	\$0.52	2%	\$875	\$0.83
3	3BR Market	2	1,250	\$650	\$662	\$0.53	2%	\$925	\$0.74

Demographic Data (found on page 35)

	2010		2015		2018	
Renter Households	3,165	35.75%	3,453	38.95%	3,446	39.01%
Income-Qualified Renter HHs (LIHTC)	1,158	36.60%	1,312	38.00%	1,305	37.87%

Targeted Income-Qualified Renter Household Demand (found on page 65)

Type of Demand	30%	50%	60%	Market-rate	Other: __	Overall LIHTC
Renter Household Growth	N/Ap	-2	-2	-3	N/Ap	-3
Existing Households (Overburdened + Substandard)	N/Ap	276	302	457	N/Ap	377
Homeowner conversion (Seniors)	N/Ap	0	0	0	N/Ap	0
Total Primary Market Demand	N/Ap	274	300	454	N/Ap	374
Less Comparable/Competitive Supply	N/Ap	1	0	0	N/Ap	1
Adjusted Income-qualified Renter HHs	N/Ap	273	300	N/Ap	N/Ap	373

Capture Rates (found on page 65)

Targeted Population	30%	50%	60%	Market-rate	Other: __	Overall
Capture Rate:	N/Ap	3.80%	11.00%	1.80%	N/Ap	11.60%

*Includes LIHTC and unrestricted (when applicable)

B. PROJECT DESCRIPTION

PROJECT DESCRIPTION

Project Address and Development Location:

The Subject site is located along the west side of State Route 90 (Dewey McGlamry Road) in Fitzgerald, Ben Hill County, Georgia 31750.

Construction Type:

The Subject will consist of seven newly constructed townhome style residential buildings with one or two stories and one, one-story clubhouse using wood frame construction with brick and fiber cement siding. Note that two of the two-bedroom units will be garden-style on the ends of buildings, two of the three-bedroom units will be garden-style units on the ends of buildings, and six three-bedrooms will have a master bedroom downstairs.

Occupancy Type:

The Subject will target families.

Special Population Target:

Up to 10 percent of the units will provide integrated housing opportunities to persons with disabilities.

Number of Units by Bedroom Type and AMI Level:

See following property profile.

Unit Size:

See following property profile.

Structure Type:

See following property profile.

Rents and Utility Allowances:

See following property profile.

Existing or Proposed Project Based Rental Assistance:

None of the units will operate with Project-Based Rental Assistance upon completion.

Proposed Development Amenities: See following property profile.

Scope of Renovations:

The Subject will be new construction.

Current Rents:

The Subject will be new construction.

Current Occupancy:

The Subject will be new construction.

Current Tenant Income:

The Subject will be new construction.

Placed in Service Date:

The Subject's approximate market entry date is June 2018.

Conclusion:

The Subject will consist of seven townhome style units with six to eight units per building, and one one-story clubhouse. As new construction, the Subject will not suffer from deferred maintenance or functional obsolescence.

The Village Of Ben Hill

Comp # Subject
 Effective Rent Date 4/19/2016
 Location West Of State Route 90,
 North Of Jack Allen Road
 Fitzgerald, GA 31750
 Ben Hill County
 Units 50
 Type Townhouse
 (1-2 stories)
 Year Built 2018
 Contact Name Jason Maddox



Market

Program @50%, @60%, Market

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restrict ion	Waiting List	Vacant	Vacancy Rate	Max rent?
1	1	Townhouse (1-2 stories)	1	750	\$283	\$0	@50%	N/A	N/A	N/A	yes
1	1	Townhouse (1-2 stories)	4	750	\$370	\$0	@60%	N/A	N/A	N/A	yes
1	1	Townhouse (1-2 stories)	1	750	\$445	\$0	Market	n/a	N/A	N/A	N/A
2	2	Townhouse (1-2 stories)	5	1,050	\$326	\$0	@50%	N/A	N/A	N/A	yes
2	2	Townhouse (1-2 stories)	15	1,050	\$430	\$0	@60%	N/A	N/A	N/A	yes
2	2	Townhouse (1-2 stories)	4	1,050	\$540	\$0	Market	n/a	N/A	N/A	N/A
3	2	Townhouse (1-2 stories)	4	1,250	\$365	\$0	@50%	N/A	N/A	N/A	yes
3	2	Townhouse (1-2 stories)	13	1,250	\$485	\$0	@60%	N/A	N/A	N/A	yes
3	2	Townhouse (1-2 stories)	3	1,250	\$650	\$0	Market	n/a	N/A	N/A	N/A

Amenities

In-Unit	Balcony/Patio Blinds Carpeting Central A/C Dishwasher Ceiling Fan Garbage Disposal Microwave Oven Refrigerator Washer/Dryer Washer/Dryer hookup	Security	none
Property	Parking spaces: 100 Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Exercise Facility Off-Street Parking On-Site Management Covered Picnic Area Playground	Premium	none
Services	none	Other	none

Comments

Anticipated opening June 2018. The community building will be 2,000 square feet. Up to 10 percent of the units will include integrated housing opportunities for persons with disabilities. The property will have 100 parking spaces and seven two-story residential buildings.

C. SITE EVALUATION

**1. Date of Site Visit and
Name of Site Inspector:**

Edward Mitchell, an employee of Novogradac & Company LLP, visited the site on April 22, 2016.

2. Physical Features of the Site:

The following illustrates the physical features of the site.

Frontage:

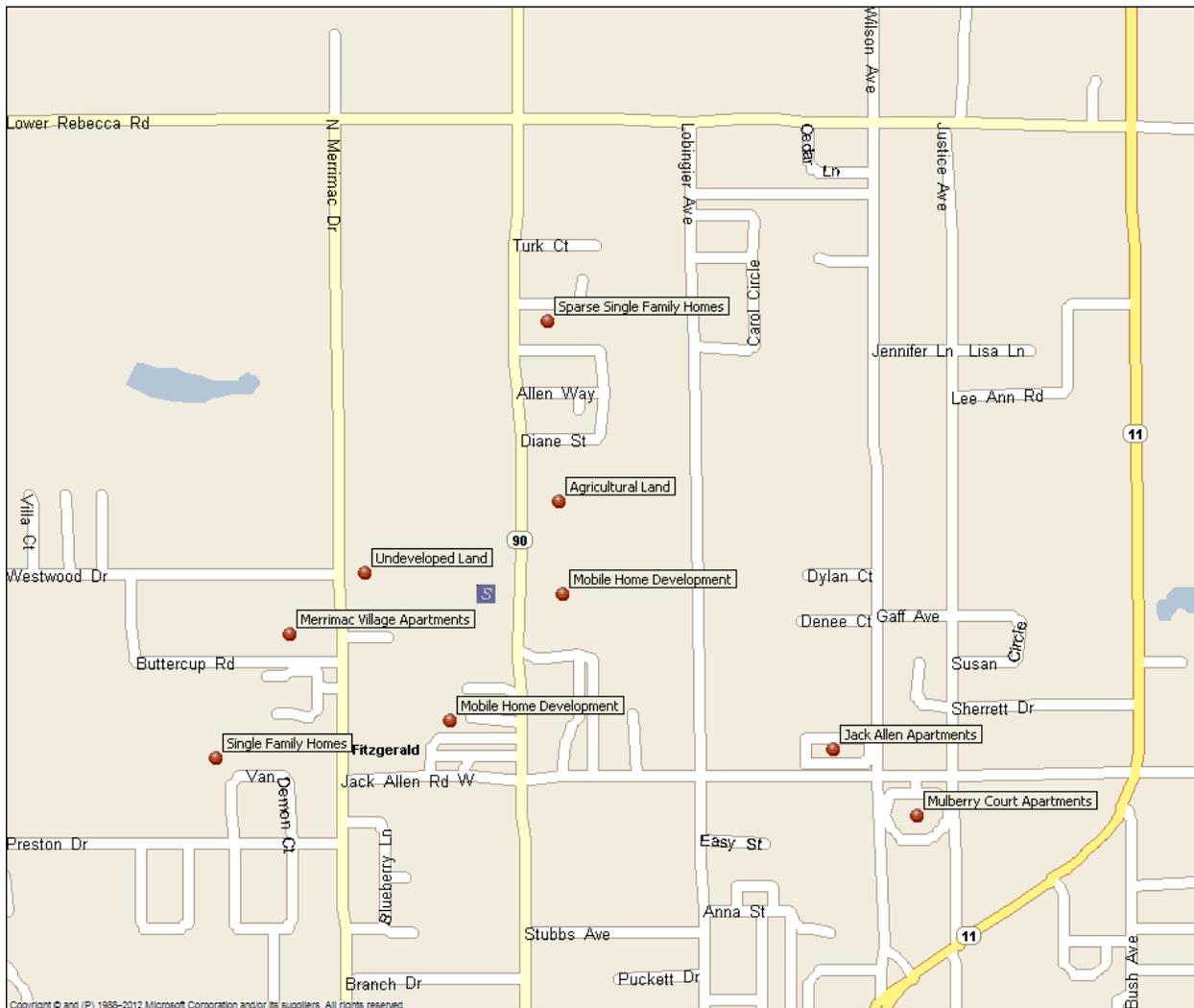
The Subject site has frontage along Dewey McGlamry Road.

Visibility/Views:

The Subject has good visibility from Dewey McGlamry Road only. Roads to the west and south of the Subject site are obstructed by undeveloped land.

Surrounding Uses:

The following map and pictures illustrate the surrounding land uses.



The Subject site is a vacant parcel located in a lightly developed area in the northern portion of Fitzgerald, GA. Predominant land uses immediately around the Subject site are undeveloped wooded land and mobile home parks adjacent to the south and to the east across Dewey McGlamry Road. Scattered single-family homes are southwest and southeast of the Subject site across Jack Allen Road.

Positive/Negative Attributes of Site: As previously mentioned, the Subject site is bordered on the south and east by a mobile home park, which may be detrimental to the overall appeal of the site. Based on our inspection, most of the mobile homes appear to be in good to poor condition, and we anticipate fencing or buffering could be used along the southern border of the site to mitigate the visual nuisance created by the neighboring mobile homes. Adjacent uses to the west and north are undeveloped wooded land, which provide a more quiet setting than a well-developed site area.

3. Physical Proximity to Locational Amenities:

The Subject site is located in Fitzgerald, Ben Hill County, Georgia. Following is an aerial photograph of the Subject.



Source: Google, 5/2015

4. Pictures of Site and Adjacent Uses:

The following pages show pictures of the Subject site as well as adjacent land uses. The Subject currently consists of undeveloped, wooded land.



Subject site



Subject site



From north portion of Subject site facing south



From south portion of Subject site facing north



Street view south from Subject site



Street view north of the Subject site



Single-family home near Subject



Mobile home park near Subject



Grocery and pharmacy uses south of the subject



House of worship south of the subject



Bank south of the subject



Gas station south of subject



Retail near the subject



Gas station near the subject



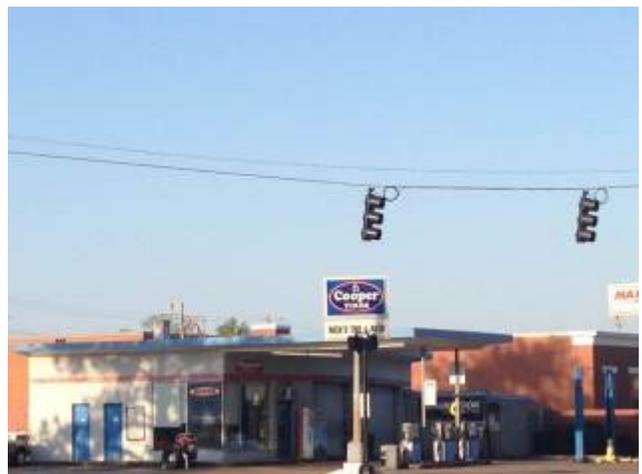
View of downtown Fitzgerald



View of downtown Fitzgerald



Pharmacy in Fitzgerald



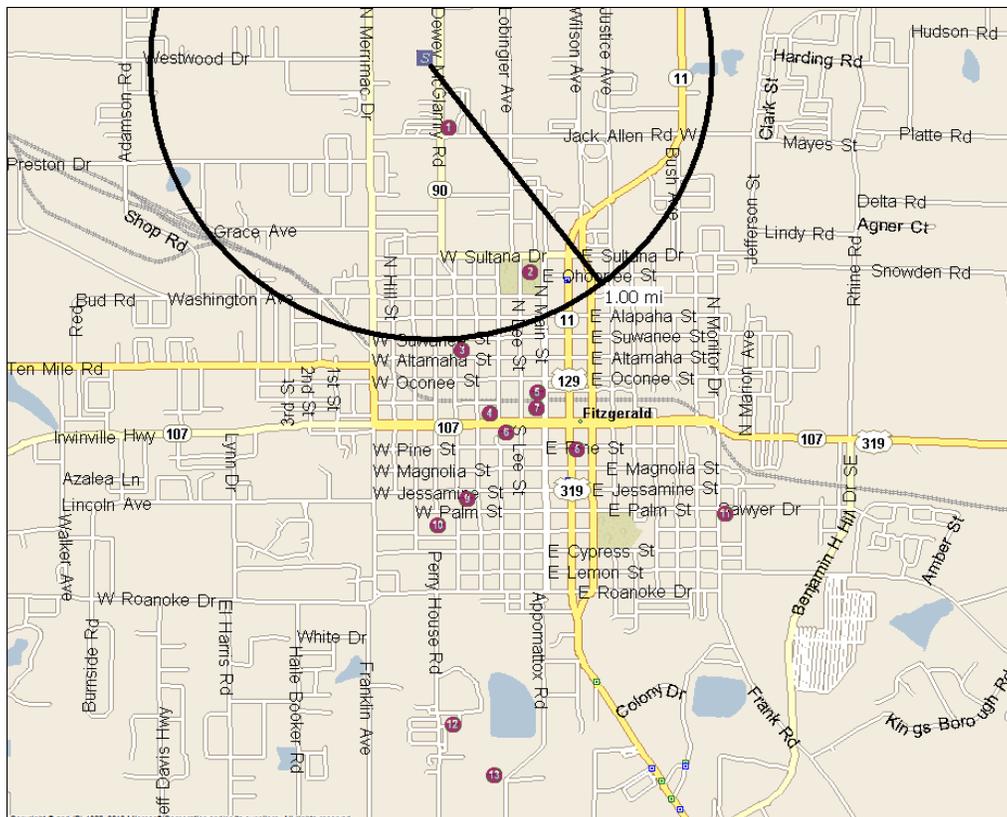
Gas station in Fitzgerald

5. Proximity to Locational Amenities:

The following table details the Subject’s distance from key locational amenities. It should be noted that there is no public transportation available in Fitzgerald, which is common in rural areas.

LOCATIONAL AMENITIES

Map #	Service or Amenity	Name	Distance from Subject
1	Gas Station	Foster's Fast Stop	0.3
2	Park	American Legion Park	0.9
3	Elementary School	Fitzgerald Elementary School	1.1
4	Bank	Wells Fargo Bank	1.3
5	Library	Fitzgerald Ben Hill Library	1.3
6	Grocery	Harvey's Supermarket/Pharmacy	1.4
7	Post Office	US Post Office	1.4
8	Fire	Fitzgerald Fire Department	1.5
9	Middle School	Fitzgerald Junior High School	1.6
10	High School	Fitzgerald High School	1.7
11	Recreation Center	Monitor Park Community Center	2.0
12	Hospital	Dorminy Medical Center	2.4
13	Police	Fitzgerald Police Department	2.7



6. Description of Land Uses:

The Subject site is located in a primarily undeveloped area in the northern portion of Fitzgerald, Georgia. Immediately surrounding the Subject site are undeveloped wooded parcels, mobile homes in good to poor condition, and single-family homes in good to average condition. The majority of commercial development is concentrated in downtown Fitzgerald along State Route 90 and US Highway 319/Central Avenue. This intersection is located approximately one and a half miles southeast of the Subject site.

7. Multifamily Residential within Two Miles:

The following table illustrates all multifamily properties located within two miles of the Subject site.

PROPERTIES WITHIN 2 MILES OF THE SUBJECT

Property Name	Tenancy	Type	Distance to Subject
Bridge Creek Apartments	Senior	Section 8	0.9 miles
Colony Square	Family	Rural Development	0.6 miles
Fitzgerald Summit Apartments	Family	Section 8	1.5 miles
Jack Allen Apartments*	Family	LIHTC/Market	0.6 miles
Mckinley Lane Apartments	Family	Rural Development/LIHTC	1.7 miles
Merrimac Village	Family	Section 8	0.2 miles
Mulberry Court	Senior	LIHTC	0.7 miles

*Utilized as a comparable

8. Existing Assisted Rental Housing Property Map:

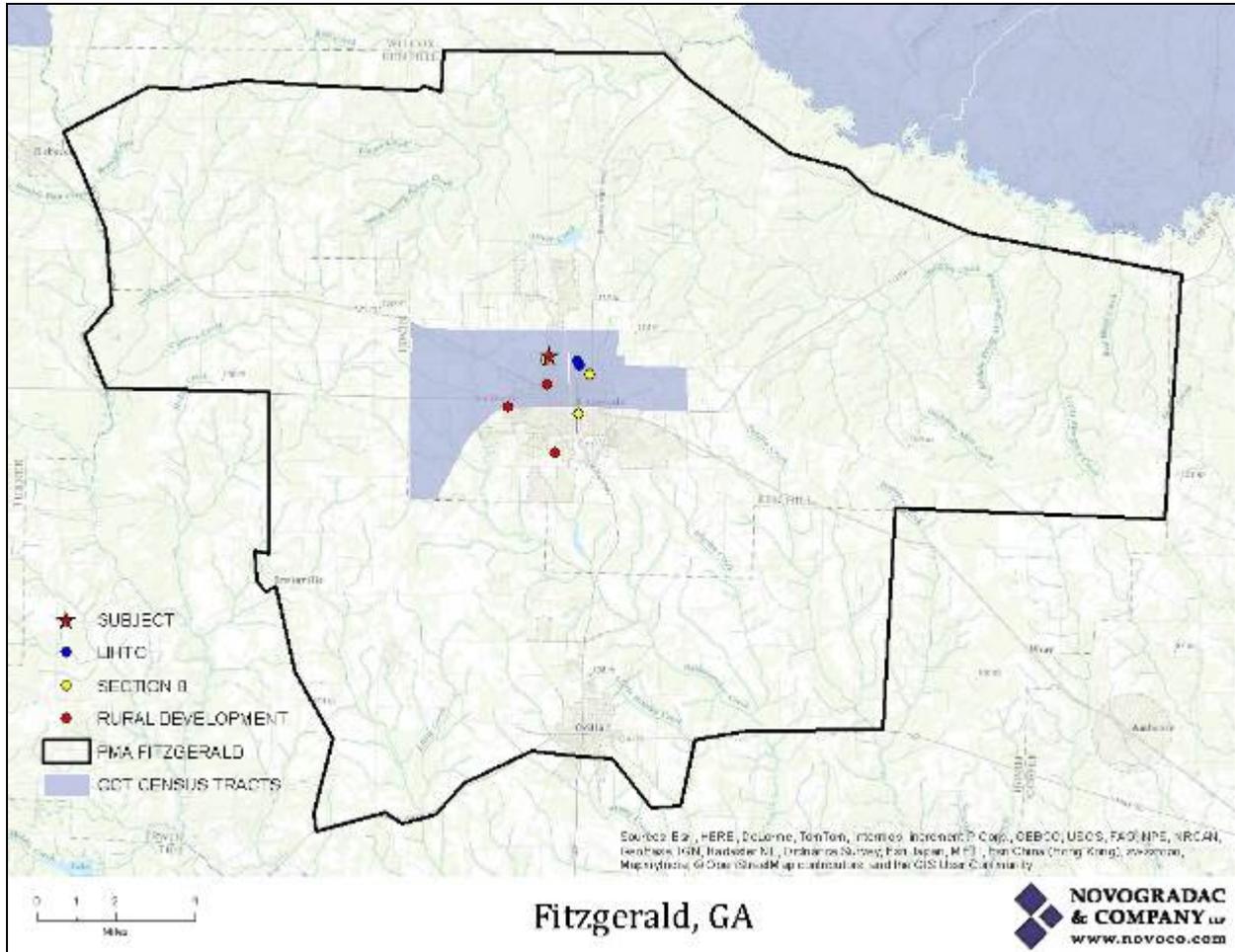
The following map and list identifies all affordable rental housing properties in the PMA. Note that we have excluded properties that operate with project-based subsidies as comparables. Mulberry Court and Meadow Run are both age-restricted properties that are not considered comparable to the proposed family project with townhome-style units.

GENERAL MARKET OVERVIEW OF PMA PROPERTIES

Property Name	Units	Occupancy Rate	Address	City	Type	Tenancy	Included/ Excluded	Reason for Exclusion	Miles from Subject
Jack Allen Apartments*	60	100.0%	160 Wilson Avenue	Fitzgerald	LIHTC/Market	Family	Included	Included	0.6
Meadow Run	100	92.0%	609 South Perry House Road	Fitzgerald	LIHTC/RD	Senior	Excluded	Subsidized	4.8
Mulberry Court	48	95.8%	154 West Jack Allen Road	Fitzgerald	LIHTC	Senior	Excluded	Senior Tenancy	0.7
Bridge Creek Apartments	71	100.0%	173 Bowens Mill Highway	Fitzgerald	Section 8	Family	Excluded	Subsidized	0.9
Colony Square	24	100.0%	808 North Merrimac Street	Fitzgerald	RD	Family	Excluded	Subsidized	0.6
Fitzgerald Summit Apartments	84	95.2%	318 South Grant Street	Fitzgerald	Section 8	Senior	Excluded	Subsidized	1.5
Mckinley Lane Apartments	48	100.0%	283 Irwinville Highway	Fitzgerald	RD	Family	Excluded	Subsidized	1.7
Merrimac Village	50	100.0%	1000 Merrimac Drive	Fitzgerald	Section 8	Family	Excluded	Subsidized	0.2

*Comparable property

RD - Rural Development



**9. Road/Infrastructure
Proposed Improvements:**

We did not witness any road/infrastructure improvements during our field work.

**10. Access, Ingress/Egress and
Visibility of site:**

The Subject will have access from the west side of Dewey McGlamry Road/State Route 90. Dewey McGlamry Road is a moderately traveled north/south two lane state route. The subject site is highly visible from Dewey McGlamry Road, as it has frontage along its entire eastern border. Dewey McGlamry provides access to downtown Fitzgerald to the south, as well as extending north into rural areas of Ben Hill County. The Subject site is approximately 1.0 mile west of US Highway 129, which is the major north/south route through Fitzgerald. The Subject site is approximately 21 miles east of Interstate 75 via State Route 107, and is approximately 26 miles northwest of Interstate 75 via US Highways 129 and 319.

Overall visibility, access, and ingress/egress are considered good at the Subject site.

11. Environmental Concerns:

None visible upon site inspection. Novogradac & Company LLP does not offer expertise in this field and cannot offer an opinion as to the adequacy of the soil conditions, drainage, or existence of adverse environmental conditions. Further analysis is beyond the scope of this report.

12. Detrimental Influences:

The only nearby land use that could be detrimental to the Subject site's marketability are mobile home parks adjacent to the site south and to the east. The mobile homes in these locations are in good to poor condition and some may be considered unsightly nuisances to the Subject site. We suggest landscaping and or fencing along the Subject's southern border to reduce the visual impact of the nearby mobile home park to the south.

13. Conclusion:

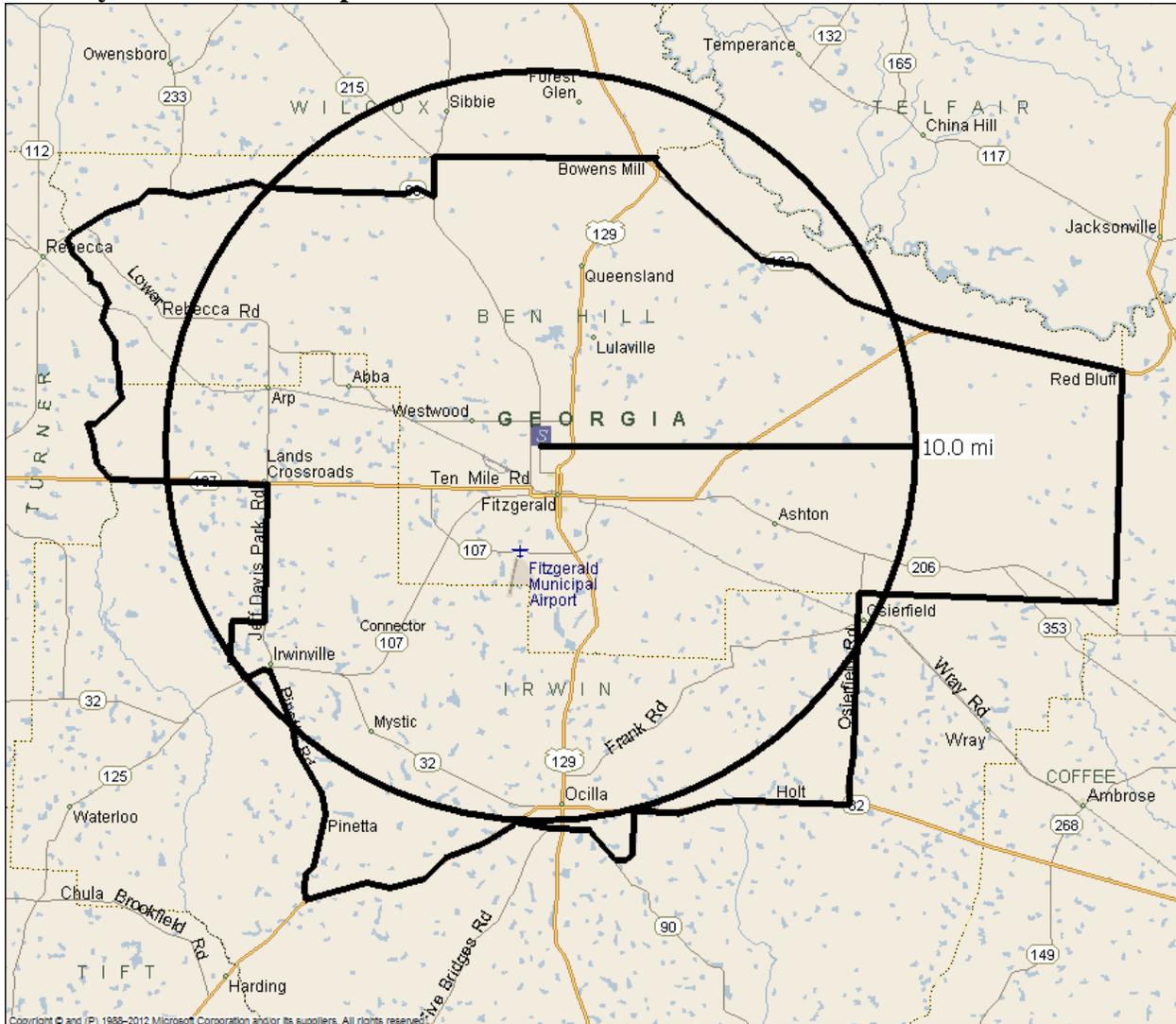
The Subject is located approximately 1.0 mile from US Highway 129, which is the major north/south arterial roadway traversing through central Georgia. Dewey McGlamry Road, where the Subject has frontage, is a moderately traveled two land road. The area surrounding the Subject site is primarily undeveloped, with the exception of mobile home parks to the south and east of the site. The visual impact of these nearby mobile homes could be reduced by landscape buffering or fencing along the southern portion of the site. Overall, the surrounding area presents a desirable location for an affordable, multifamily development and we believe that the Subject's development will have a positive impact on the local neighborhood.

D. MARKET AREA

PRIMARY MARKET AREA

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

Primary Market Area Map

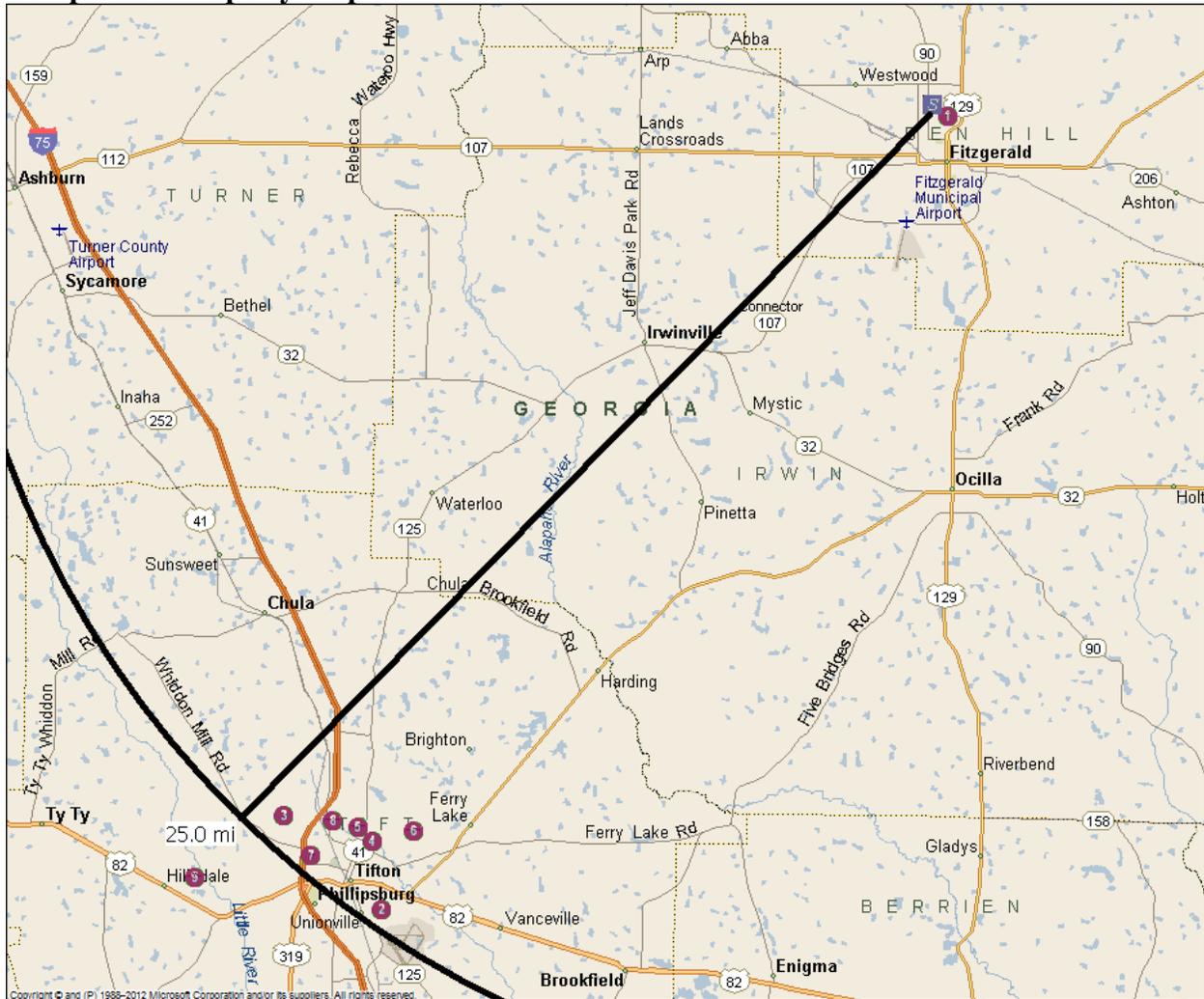


The boundaries of the PMA are as follows:

- North: Salem Church Road, the Ben Hill county line, State Route 182 and US Highway 319
- East: Ben Hill county line
- South: Ben Hill county line, State Route 32, Dahlia Road, State Route 90, and US Highway 319
- West: State Route 540, Crystal Lake Road, Jeff Davis Park Road, State Route 107, and the Ben Hill and Irwin county lines

The PMA generally includes the majority of Ben Hill County and the northern portion of Irwin County, including Irwinville and Ocilla. The area was defined based on interviews with the local housing authority and property managers at comparable properties. The northern boundary of the PMA is approximately 7.5 miles from the Subject site; the eastern boundary of the PMA is approximately 16 miles from the Subject site; the southern boundary of the PMA is approximately 11.5 miles from the Subject site; and the western boundary of the PMA is approximately 12 miles from the Subject site.

Comparable Property Map I

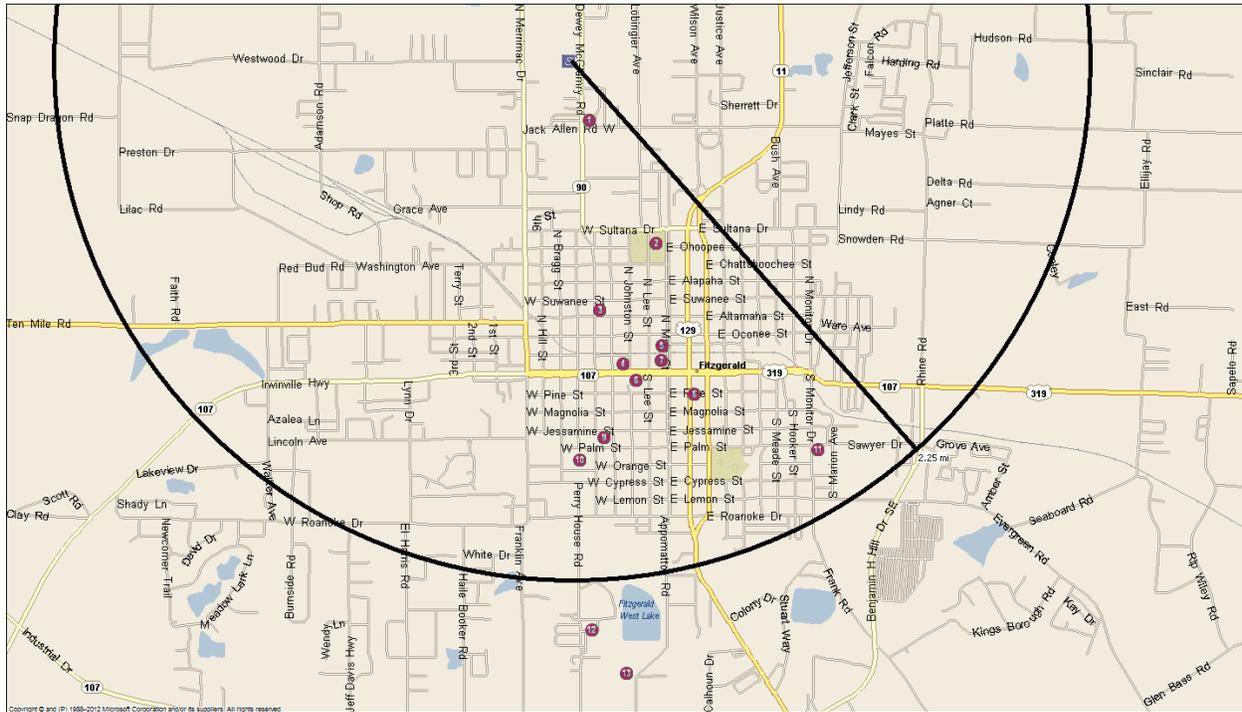


COMPARABLE PROPERTIES

#	Property Name	City	Type	Distance to Subject
1	Jack Allen Apartments	Fitzgerald	LIHTC/Market	0.6 miles
2	Magnolia Place*	Tifton	LIHTC	24.5 miles
3	The Groves*	Tifton	LIHTC/Market	24.1 miles
4	Tiffany Square*	Tifton	LIHTC	23.1 miles
5	Creekside Villas*	Tifton	Market	23.0 miles
6	Cypress Suites*	Tifton	Market	22.2 miles
7	Regency Apartments*	Tifton	Market	24.3 miles
8	Sunnyside Apartments*	Tifton	Market	23.3 miles
9	The Oaks At Carpenter*	Tifton	Market	26.7 miles

*Located outside the PMA

LOCATIONAL AMENITY MAP



LOCATIONAL AMENITIES

Map #	Service or Amenity	Name	Distance from Subject
1	Gas Station	Foster's Fast Stop	0.3
2	Park	American Legion Park	0.9
3	Elementary School	Fitzgerald Elementary School	1.1
4	Bank	Wells Fargo Bank	1.3
5	Library	Fitzgerald Ben Hill Library	1.3
6	Grocery	Harvey's Supermarket/Pharmacy	1.4
7	Post Office	US Post Office	1.4
8	Fire	Fitzgerald Fire Department	1.5
9	Middle School	Fitzgerald Junior High School	1.6
10	High School	Fitzgerald High School	1.7
11	Recreation Center	Monitor Park Community Center	2.0
12	Hospital	Dorminy Medical Center	2.4
13	Police	Fitzgerald Police Department	2.7

The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied, to determine if the Primary Market Area (PMA) and the Secondary Market Area (SMA) are areas of growth or contraction.

E. COMMUNITY DEMOGRAPHIC DATA

COMMUNITY DEMOGRAPHIC DATA

The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied to determine if the PMA and Fitzgerald, Georgia Micropolitan Statistical Area (MSA), which includes Ben Hill County, are areas of growth or contraction. The MSA population figures are less than those of the PMA, as the PMA is a larger geographical area than the MSA. The PMA includes the majority of Ben Hill County, in addition to some northern portions of Irwin County. The discussions will also describe typical household size and will provide a picture of the health of the community and the economy. The following demographic tables are specific to the populations of the PMA and MSA.

1. Population Trends

The following tables illustrate Total Population from 2000 through 2020 and Population by Age Group within population in PMA, the MSA, and nationally.

TOTAL POPULATION						
Year	PMA		Fitzgerald, GA Micropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	-
2000	23,227	-	17,484	-	281,421,906	-
2010	22,981	-0.1%	17,634	0.1%	308,745,538	1.0%
2015	22,964	0.0%	17,639	0.0%	318,536,439	0.6%
Projected Mkt Entry June 2018	22,865	-0.1%	17,623	0.0%	325,586,685	0.8%
2020	22,795	-0.1%	17,611	0.0%	330,622,575	0.8%

Source: Esri Demographics 2015, Novogradac & Company LLP, April 2016

POPULATION BY AGE IN 2015						
Age Cohort	PMA		Fitzgerald, GA Micropolitan Statistical Area		USA	
	Number	Percentage	Number	Percentage	Number	Percentage
0-4	1,679	7.3%	1,331	7.5%	19,799,863	6.2%
5-9	1,663	7.2%	1,298	7.4%	20,344,510	6.4%
10-14	1,577	6.9%	1,202	6.8%	20,559,391	6.5%
15-19	1,375	6.0%	1,060	6.0%	20,881,858	6.6%
20-24	1,397	6.1%	1,086	6.2%	22,924,004	7.2%
25-29	1,407	6.1%	1,108	6.3%	21,816,790	6.8%
30-34	1,456	6.3%	1,140	6.5%	21,473,655	6.7%
35-39	1,350	5.9%	1,036	5.9%	19,766,064	6.2%
40-44	1,360	5.9%	1,043	5.9%	20,273,142	6.4%
45-49	1,386	6.0%	1,044	5.9%	20,491,186	6.4%
50-54	1,517	6.6%	1,162	6.6%	22,396,944	7.0%
55-59	1,548	6.7%	1,201	6.8%	21,895,695	6.9%
60-64	1,517	6.6%	1,176	6.7%	18,945,154	5.9%
65-69	1,242	5.4%	932	5.3%	15,996,061	5.0%
70-74	944	4.1%	710	4.0%	11,328,997	3.6%
75-79	648	2.8%	478	2.7%	7,884,187	2.5%
80-84	442	1.9%	327	1.9%	5,668,292	1.8%
85+	455	2.0%	305	1.7%	6,090,646	1.9%
Total	22,963	100.0%	17,639	100.0%	318,536,439	100.0%

Source: Esri Demographics 2015, Novogradac & Company LLP, April 2016

The total population in the PMA and MSA remained relatively unchanged between 2010 and 2015, while the total population nationally increased at a greater rate. Following relatively stagnant population growth in recent years, the total population in the PMA is anticipated to decrease at a rate of just 0.1 percent annually through anticipated market entry in 2018 and 2020. The population of the MSA is expected to remain unchanged through 2020, while the population of the nation is expected to grow at a rate of 0.8 percent annually.

2. Household Trends

2a. Total Number of Households and Average Household Size

TOTAL NUMBER OF HOUSEHOLDS

Year	PMA		Fitzgerald, GA Micropolitan Statistical Area		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	8,818	-	6,673	-	105,480,101	-
2010	8,852	0.0%	6,794	0.2%	116,716,292	1.1%
2015	8,866	0.0%	6,814	0.1%	120,746,349	0.7%
Projected Mkt Entry June 2018	8,833	-0.1%	6,810	0.0%	123,506,223	0.8%
2020	8,810	-0.1%	6,807	0.0%	125,477,562	0.8%

Source: Esri Demographics 2015, Novogradac & Company LLP, April 2016

AVERAGE HOUSEHOLD SIZE

Year	PMA		Fitzgerald, GA Micropolitan Statistical Area		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	2.57	-	2.57	-	2.59	-
2010	2.54	-0.1%	2.55	-0.1%	2.58	-0.1%
2015	2.53	-0.1%	2.54	-0.1%	2.57	0.0%
Projected Mkt Entry June 2018	2.53	0.0%	2.54	0.0%	2.57	0.0%
2020	2.53	0.0%	2.54	0.0%	2.57	0.0%

Source: Esri Demographics 2015, Novogradac & Company LLP, April 2016

Total households in the PMA remained relatively unchanged from 2010 to 2015, and are expected to decrease slightly through the market entry date and 2020. Households in the MSA grew slightly from 2010 to 2015, and are expected to remain relatively unchanged through 2020. The average household size in the PMA was 2.53 in 2015, which is similar to that of the MSA at 2.54, and slightly below that of the nation at 2.57.

2b. Households by Tenure

The table below depicts general household growth by tenure from 2000 through 2020.

TENURE PATTERNS PMA

Year	Owner-Occupied	Percentage	Renter-Occupied	Percentage
	Units	Owner-Occupied	Units	Renter-Occupied
2000	6,064	68.8%	2,754	31.2%
2010	5,687	64.2%	3,165	35.8%
2015	5,413	61.1%	3,453	38.9%
Projected Mkt Entry June 2018	5,387	61.0%	3,446	39.0%
2020	5,369	60.9%	3,441	39.1%

Source: Esri Demographics 2015, Novogradac & Company LLP, April 2016

In 2015, approximately 61.1 percent of households in the PMA were owner-occupied, while the remaining 38.9 percent are renter-occupied. The percentage of renter-occupied households in the PMA is expected to increase slightly through the market entry date. However, due to slight projected household declines overall, the number of renter households are expected to decrease slightly through 2020.

2c. Households by Income

The following table depicts both the general population income in 2010, 2015, at market entry, and in 2020 for the PMA.

HOUSEHOLD INCOME DISTRIBUTION - PMA

Income Cohort	2010		2015		Projected Mkt Entry June 2018		2020	
	#	%	#	%	#	%	#	%
\$0-9,999	1,125	12.7%	1,313	14.8%	1,321	15.0%	1,326	15.1%
\$10,000-19,999	1,830	20.7%	1,905	21.5%	1,900	21.5%	1,897	21.5%
\$20,000-29,999	1,177	13.3%	1,270	14.3%	1,271	14.4%	1,273	14.4%
\$30,000-39,999	1,271	14.4%	1,225	13.8%	1,213	13.7%	1,206	13.7%
\$40,000-49,999	676	7.6%	634	7.1%	633	7.2%	632	7.2%
\$50,000-59,999	504	5.7%	526	5.9%	529	6.0%	531	6.0%
\$60,000-74,999	980	11.1%	844	9.5%	827	9.4%	815	9.3%
\$75,000-99,999	609	6.9%	530	6.0%	528	6.0%	526	6.0%
\$100,000-124,999	322	3.6%	308	3.5%	303	3.4%	299	3.4%
\$125,000-149,999	142	1.6%	102	1.1%	101	1.1%	101	1.1%
\$150,000-199,999	153	1.7%	146	1.6%	145	1.6%	144	1.6%
\$200,000+	63	0.7%	64	0.7%	63	0.7%	61	0.7%
Total	8,852	100.0%	8,866	100.0%	8,833	100.0%	8,810	100.0%

Source: Ribbon Demographics 2014, Novogradac & Company LLP, April 2016

According to the previous tables, 64.4 percent of the households in the PMA made less than \$40,000 per year in 2015, while over half of the PMA renters make less than \$30,000 per year. Note that between 2015 and market entry, there is expected to be a minimal change in the number of households with incomes below \$30,000 annually.

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

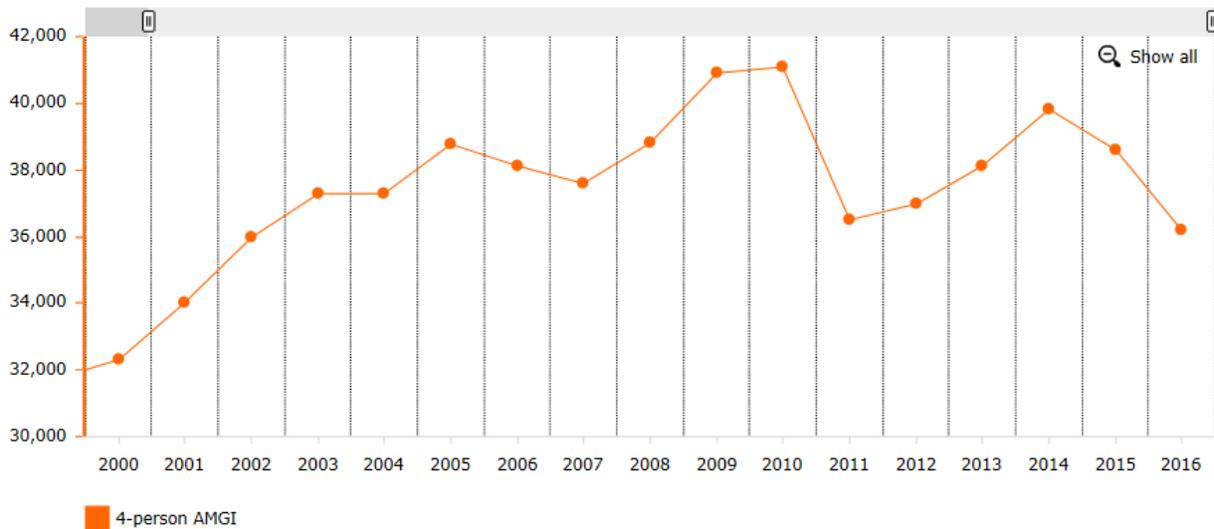
The following table illustrates the number of persons per household among renter households.

RENTER HOUSEHOLDS BY NUMBER OF PERSONS - PMA										
	2000		2010		2015		Projected Mkt Entry June 2018		2020	
	#	%	#	%	#	%	#	%	#	%
With 1 Person	879	31.9%	996	31.5%	1,094	31.7%	1,096	31.8%	1,097	31.9%
With 2 Persons	704	25.6%	792	25.0%	860	24.9%	858	24.9%	856	24.9%
With 3 Persons	513	18.6%	593	18.7%	651	18.9%	648	18.8%	646	18.8%
With 4 Persons	367	13.3%	430	13.6%	466	13.5%	463	13.4%	462	13.4%
With 5+ Persons	292	10.6%	354	11.2%	382	11.1%	381	11.1%	380	11.0%
Total Renter	2,754	100.0%	3,165	100.0%	3,453	100.0%	3,446	100.0%	3,441	100.0%

Source: Ribbon Demographics 2014, Novogradac & Company LLP, April 2016

In 2015, approximately 75.4 percent of the renter households in the PMA have three or fewer total persons, while almost 25 percent of renter households have four or five persons, which should benefit the larger three-bedroom units proposed at the Subject.

For Section 42 LIHTC rent determination purposes, the AMI is used. The following chart illustrates the AMI level for a four-person household in Ben Hill County.



Display: 4-person AMGI

Average Increase (AMGI): 0.8%/year

Novogradac & Company LLP, 4/2016

Overall, the AMI has increased by an average 0.8 percent annually between 2000 and 2016, but it is still below the peak of \$41,100 in 2010. It should be noted that the AMI in Ben Hill County decreased sharply in 2011, but began to increase again from 2012 through 2014. Therefore, developments placed in service on or before 2010 may be held harmless at the 2010 maximum allowable levels, while developments placed in service between 2011 and 2014 are held harmless at the 2014 maximum allowable levels. Per DCA guidelines, the Subject is restricted to the 2015 maximum allowable rent and income levels that were the most recent in place as of January 1, 2016. The Subject’s proposed rents for its units at 50 and 60 percent of AMI are set equal to

2015 maximum allowable levels per DCA for Ben Hill County, and future rental increases will be based on changes in the areas AMI, as well as market conditions.

Conclusion

The Subject is located in Fitzgerald, Ben Hill County, Georgia. The population in the PMA is projected to decrease slightly through 2020, while the MSA, which only includes Ben Hill County, is expected to increase minimally. Approximately 64.4 percent of all households in the PMA have annual earnings below \$40,000. This indicates a significant area supply of low to moderate-income households. The Subject will generally target households earning between \$14,811 and \$35,040 under the LIHTC program and \$17,800 and \$60,000 for the market rate units; note that we believe a minimal number of renter households with incomes above \$60,000 annually would consider the market rate units at the Subject, and as such, we have limited our demand analysis for market rate units to households with incomes under \$60,000.

F. EMPLOYMENT TRENDS

Employment Trends

The Fitzgerald and Ben Hill County area of Georgia has experienced somewhat soft economic conditions during and following the national recession. The area has experienced higher than average unemployment rates in recent years, but has seen the rate decline since 2010. The region lacks many professional and scientific jobs, but does offer employment in distribution, food processing, manufacturing, health care, and public education. The region has many small to medium size manufacturers and distributors, a full service hospital, and a county public education system, which all support the local economy

1. Total Jobs

The following table illustrates the total jobs (also known as “covered employment”) in Ben Hill County.

TOTAL JOBS IN BEN HILL COUNTY		
Year	Total Employment	% Change
2002	7,441	-
2003	7,243	-2.7%
2004	7,500	3.5%
2005	7,635	1.8%
2006	7,770	1.8%
2007	7,348	-5.4%
2008	6,719	-8.6%
2009	6,148	-8.5%
2010	5,481	-10.8%
2011	5,278	-3.7%
2012	5,316	0.7%
2013	5,057	-4.9%
2014	5,045	-0.2%
2015	4,924	-2.4%
2016 YTD Average*	4,750	-3.5%

Source: US Census Bureau Labor Statistics

TYD as of February 2016

Total employment in Ben Hill County decreased significantly each year from 2007 to 2011, recovered slightly in 2012, but has since continued to exhibit declines. The county has yet to recover its pre-recession total employment levels, and with its base in manufacturing employment declining, may not reach its pre-recession employment levels during the foreseeable future.

Based on our research, more than 1,300 manufacturing sector jobs were eliminated between 2006 and 2011 with the closure of a Coachmen trailers plant, the closure of a Delphi Corporation plant, and layoffs at Shaw Industries, which represented more than half of the 1,300+ job losses at these three employers. These closures, along with closings and layoffs at small businesses and other manufacturing companies, have driven the declining employment force in Ben Hill County. In addition, Polar Beverage, formerly Chek Beverage/DeepSouth, which faced difficulties when Winn-Dixie filed for bankruptcy in 2005, has experienced a decline of more than 100 employees at its facility in recent years.

2. Total Jobs by Industry

The following table illustrates the annual total jobs by employment sectors within the PMA and USA as of 2015.

2015 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Manufacturing	1,524	20.0%	15,651,841	10.6%
Health Care/Social Assistance	1,131	14.9%	20,205,674	13.7%
Retail Trade	806	10.6%	17,089,319	11.6%
Educational Services	780	10.3%	13,529,510	9.2%
Public Administration	477	6.3%	7,099,307	4.8%
Construction	409	5.4%	9,392,204	6.4%
Agric/Forestry/Fishing/Hunting	356	4.7%	1,941,156	1.3%
Transportation/Warehousing	343	4.5%	6,200,837	4.2%
Accommodation/Food Services	308	4.1%	10,915,815	7.4%
Other Services (excl Publ Adm)	301	4.0%	7,548,482	5.1%
Finance/Insurance	232	3.1%	7,026,905	4.8%
Wholesale Trade	190	2.5%	3,742,526	2.5%
Admin/Support/Waste Mgmt Svcs	188	2.5%	6,242,568	4.2%
Prof/Scientific/Tech Services	176	2.3%	9,981,082	6.8%
Utilities	101	1.3%	1,190,608	0.8%
Information	90	1.2%	2,965,498	2.0%
Arts/Entertainment/Recreation	76	1.0%	3,193,724	2.2%
Mgmt of Companies/Enterprises	62	0.8%	115,436	0.1%
Real Estate/Rental/Leasing	43	0.6%	2,759,067	1.9%
Mining	9	0.1%	997,794	0.7%
Total Employment	7,602	100.0%	147,789,353	100.0%

Source: Esri Demographics 2010, Novogradac & Company LLP, April 2016

The largest portion of the workforce in the PMA is employed in the manufacturing sector, at 20.0 percent. Health care, retail trade, and education are also large employers in the region, all employing more than 10.0 percent of the workforce. Collectively, these four sectors account for 55.8 percent of the total employment in the PMA. These employment frequencies are similar to that of the nation as a whole, with the exception of the PMA employing significantly less persons in professional and technical services compared to the nation, at 2.3 and 6.8 percent, respectively.

3. Major Employers

The following table details the major employers within Ben Hill County.

BEN HILL COUNTY MAJOR EMPLOYERS

Map #	Employer	Industry	Number of Employees
1	American Blanching Company	Food Processing	450
2	Ben Hill County Schools	Education	450
3	Dorminy Medical Center	Health Care	289
4	CSX	Transportation	232
5	Shaw Industries	Manufacturing	229
6	Modern Dispersions South, Inc.	Manufacturing	200
7	Southern Veneer Products	Manufacturing	165
8	Gilman Building Products	Manufacturing	146
9	Covered Wagon Trailers	Manufacturing	125
10	Polar Beverage	Retail Trade	110
11	GBW	Transportation	110
12	Look Trailers	Manufacturing	106

Source: Fitzgerald-Ben Hill County Economic Development; 5/2016

As illustrated in the previous table, the local economy is heavily reliant on the manufacturing, assembly, and distribution industries. Of the 12 largest employers in Ben Hill County, six are in the manufacturing sector. Despite this, a large portion of the total workforce is employed in education and health care, as the county school district and Dorminy Medical Center are two of the top three employers. Employment figures were not available for local government entities, and we suspect Ben Hill County is also a relatively large employer in the county.

Expansions/Contractions

We spoke with Jason Dunn, Executive Director with Fitzgerald-Ben Hill Economic Development to inquire about business expansions/contraction in the county. Mr. Dunn indicated that, other than the below mentioned, his department is not aware of any notable job expansions that have occurred in the last 12 months in Fitzgerald. Mr. Dunn was able to provide the following information on a recent expansion announcement.

- In August 2015, existing company GBW announced it will re-invest in the community with a \$12 million expansion to its existing facility that will be complete in December 2017. The company is expected to hire an additional 50 employees through 2016, and up to an additional 30 employees through 2017. GBW is a leader in the repair of rail cars, and has facilities in 34 locations in North America.

According to the Georgia Department of Economic Development Worker Adjustment and Retraining Notification's (WARN) list, there have been no WARN notices submitted since 2013 for Ben Hill County. Also, according a source at the Fitzgerald-Ben Hill County Economic Development Department, the only job changes have been small expansions in recent years.

While the employment statistics reported in the market study for Ben Hill County do reflect slow recovery in terms of the local unemployment rate and a slowly declining overall employment base the last few years, there are signs of growth and improvement occurring presently in Ben Hill County. According to data provided by the Ben Hill County Chamber of Commerce regarding business expansions or contractions, between 2013 and 2015, seven employers in Ben Hill County added between 10 and 120 employees. In total, almost 300 new jobs were created at area employers over the past three years, while no company’s reported a decline of more than 10 employees over the same time period. The growth of these seven Ben Hill County employers, including four of the ten largest employers in the area, is summarized in the following table:

Ben Hill County Employers

Company	2013 Employees	2014 Employees	2015 Employees	Avg. Annual Change
American Blanching Co.*	330	450	450	60
Covered Wagon Trailers	50	75	125	38
CSX Transportation*	200	232	232	16
Elixir Industries	35	45	45	5
Look Trailers	86	106	106	10
Modern Dispersions South, Inc.*	180	200	200	10
Souther Veneer Products*	150	165	165	8
Total Change Between 2013 and 2015				292

Source: Ben Hill County Chamber of Commerce Annual Survey

Note: Table considers employment changes of 10 or more employees.

*Denotes a top ten employer in Ben Hill County

Fitzgerald is the county seat for Ben Hill County and represents a significant share of the population and households in the county. Fitzgerald is the headquarters for the county’s public services and therefore will continue to benefit from the stability of the government and education sectors.

In addition to growth occurring at some of the area’s largest employers and other moderate-size companies, growth is also occurring at Ben Hill County government, which has added approximately 50 new positions since the start of 2014 according to Pamela Turner, a human resources representative with Ben Hill County. The new positions that have been created are split among the road department, sheriff’s department, and the detention center. In addition, there have been no layoffs at Ben Hill County government since prior to 2013. The job growth occurring at the county level suggests improvement and stabilization of the area economy.

In addition, we interviewed Thomas Rachel, Chief Financial Officer for the Ben Hill County School District, regarding employment changes occurring at the county’s second largest employer. According to Mr. Rachel, due to state funding issues, the school district experienced reduced budgets and job losses between 2008 and 2012. The county has recently recovered to be near the school district employment level of prior to the recession. While finances have improved for the local school district, the administration has been slow to hire additional faculty or staff as budgets remain relatively tight according to Mr. Rachel. After accounting for retirement and replacement of positions, the district has only added two jobs since 2014, indicating minimal growth. He noted that the district will add two more full-time positions prior to the fall of 2016. Mr. Rachel indicated that the district has maintained a steady level of substitute and part-time positions, which he said suggests a stable education workforce.

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for the Fitzgerald, GA MSA from 2002 through February 2016.

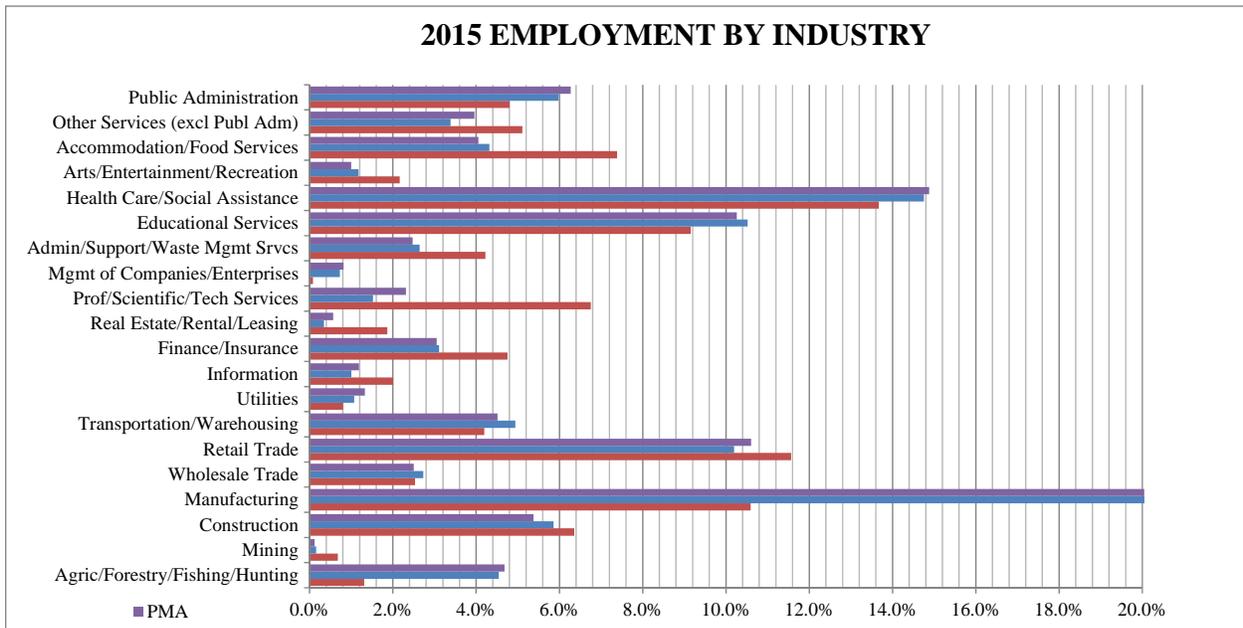
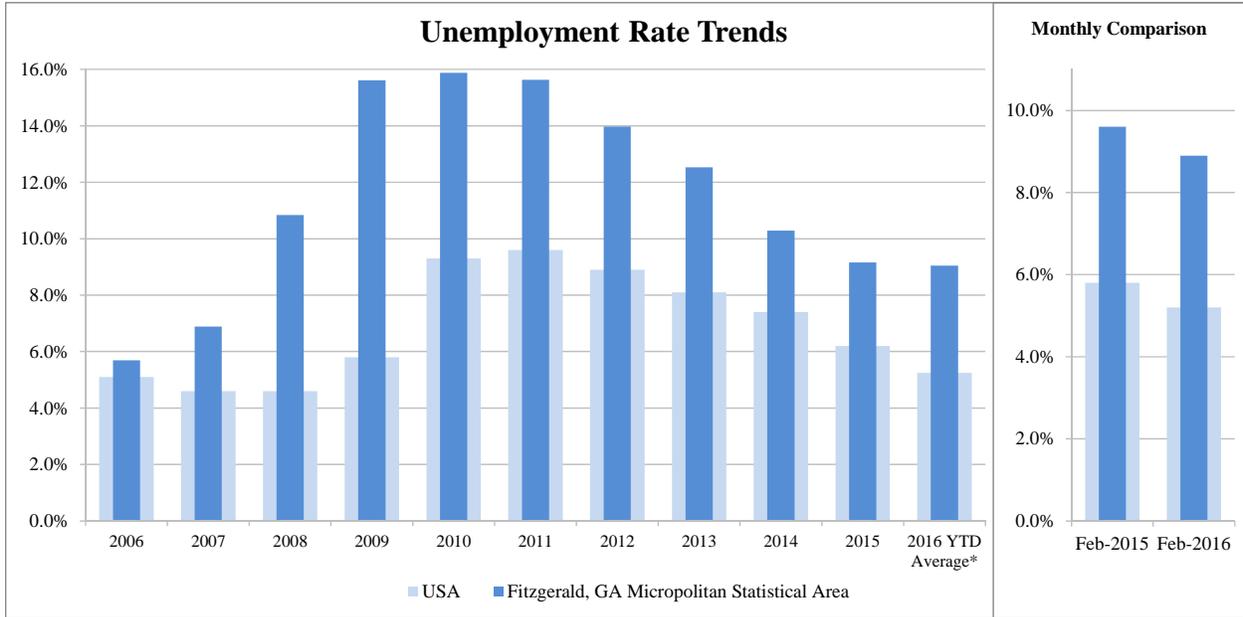
EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

Year	Fitzgerald, GA Micropolitan Statistical Area				USA			
	Total Employment	% Change	Unemployment Rate	% Change	Total Employment	% Change	Unemployment Rate	% Change
2002	7,441	-	5.7%	-	136,933,000	-	4.7%	-
2003	7,243	-2.7%	6.7%	1.0%	136,485,000	-0.3%	5.8%	1.1%
2004	7,500	3.5%	4.8%	-1.8%	137,736,000	0.9%	6.0%	0.2%
2005	7,635	1.8%	5.6%	0.8%	139,252,000	1.1%	5.5%	-0.5%
2006	7,770	1.8%	5.7%	0.1%	141,730,000	1.8%	5.1%	-0.4%
2007	7,348	-5.4%	6.9%	1.2%	144,427,000	1.9%	4.6%	-0.5%
2008	6,719	-8.6%	10.8%	4.0%	146,047,000	1.1%	4.6%	0.0%
2009	6,148	-8.5%	15.6%	4.8%	145,362,000	-0.5%	5.8%	1.2%
2010	5,481	-10.8%	15.9%	0.3%	139,877,000	-3.8%	9.3%	3.5%
2011	5,278	-3.7%	15.6%	-0.2%	139,064,000	-0.6%	9.6%	0.3%
2012	5,316	0.7%	14.0%	-1.7%	139,869,000	0.6%	8.9%	-0.7%
2013	5,057	-4.9%	12.5%	-1.4%	142,469,000	1.9%	8.1%	-0.8%
2014	5,045	-0.2%	10.3%	-2.2%	143,929,000	1.0%	7.4%	-0.7%
2015	4,924	-2.4%	9.2%	-1.1%	146,305,000	1.7%	6.2%	-1.2%
2016 YTD Average*	4,750	-3.5%	9.1%	-0.1%	149,548,500	2.2%	5.3%	-1.0%
Feb-2015	4,879	-	9.6%	-	147,118,000	-	5.8%	-
Feb-2016	4,735	-3.0%	8.9%	-0.7%	150,060,000	2.0%	5.2%	-0.6%

Source: U.S. Bureau of Labor Statistics April 2016

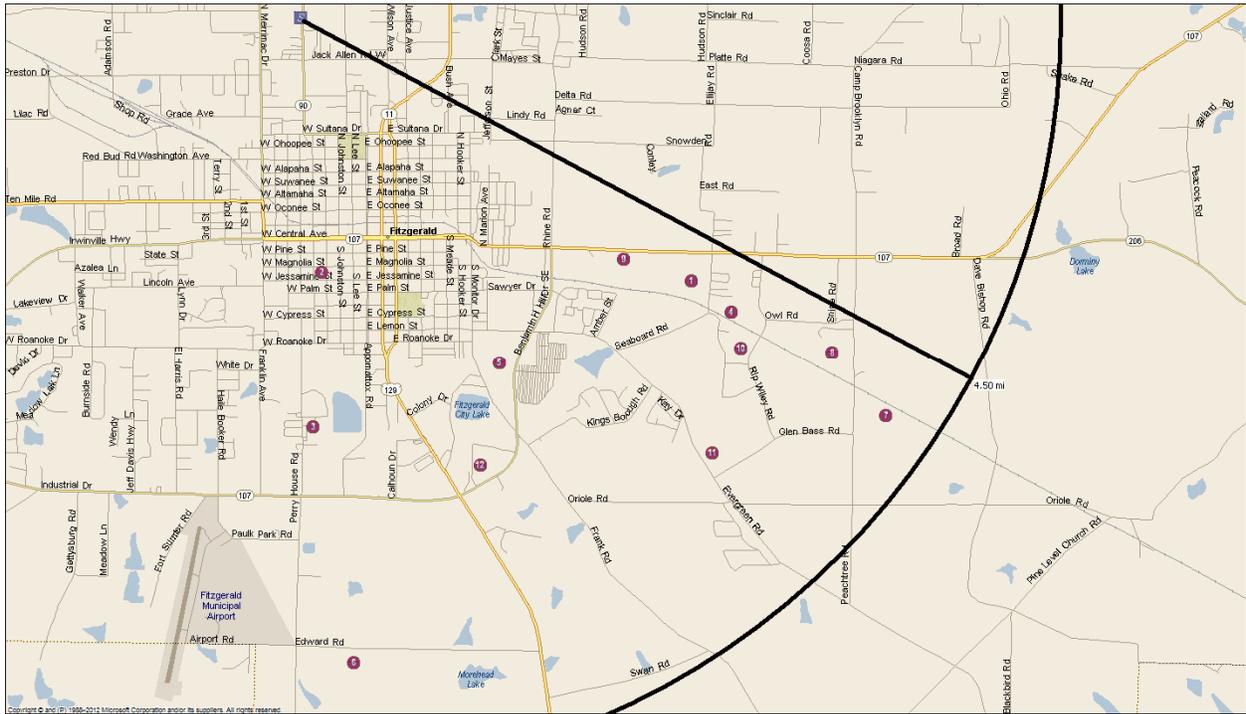
*2016 data is through Dec

Historically, total employment levels within the MSA have been outperformed by the nation. The peak unemployment rate in the MSA was in 2010 at 15.9 percent, compared to 9.3 percent nationally in the same year. Since 2010, the MSA has experienced declining rates of unemployment, but has generally also experienced declining employment totals. This would suggest that some people are leaving the workforce by retiring or moving elsewhere, which is not accounted for in unemployment statistics. The MSA currently employs approximately two thirds of the total number employed at its peak in 2006.



5. Map of Site and Major Employment Concentrations

The following map and table details the largest employers in Ben Hill, GA.



BEN HILL COUNTY MAJOR EMPLOYERS

Map #	Employer	Industry	Number of Employees
1	American Blanching Company	Food Processing	450
2	Ben Hill County Schools	Education	450
3	Dorminy Medical Center	Health Care	289
4	CSX	Transportation	232
5	Shaw Industries	Manufacturing	229
6	Modern Dispersions South, Inc.	Manufacturing	200
7	Southern Veneer Products	Manufacturing	165
8	Gilman Building Products	Manufacturing	146
9	Covered Wagon Trailers	Manufacturing	125
10	Polar Beverage	Retail Trade	110
11	GBW	Transportation	110
12	Look Trailers	Manufacturing	106

Source: Fitzgerald-Ben Hill County Economic Development; 5/2016

Conclusion

The Ben Hill County economic conditions have improved somewhat since significant job losses during the national recession from 2007 to 2011. Total employment figures have continued to decrease slightly almost every year, while the unemployment rate has declined by more than six percentage points since 2010 and was at its lowest pre-recession level in 2015. Employment concentrated in the Ben Hill County area is primarily in manufacturing and distribution; however, the local school district and medical center are two of the region’s largest employers. Many of the jobs in the region are skilled labor jobs that can be easily trained and positioned, which is promising for employment in the future. However, with the area’s continuing reliance on the manufacturing sector, it will remain more susceptible to periods of economic decline than a more diversified economy.

PROJECT-SPECIFIC DEMAND ANALYSIS

DEMAND ANALYSIS

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

1. INCOME RESTRICTIONS

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

According to DCA, household size is assumed to be 1.5 persons per bedroom for LIHTC rent calculation purposes. For example, the maximum rent for a household in a two-bedroom unit is based on an assumed household size of three persons (1.5 per bedroom).

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

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

2. AFFORDABILITY

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

3. DEMAND

The demand for the Subject will be derived from two sources: existing households and new households.

3A. DEMAND FROM NEW HOUSEHOLDS

The number of new households entering the market is the first level of demand calculated. We have utilized 2018, the anticipated date of market entry, as the base year for the analysis. Therefore, 2015 household population estimates are inflated to 2018 by interpolation of the difference between 2015 estimates and 2020 projections. This change in households is considered the gross potential demand for the Subject property. This number is adjusted for income eligibility and renter tenure. In the following tables this calculation is identified as Step 1. This is calculated as an annual demand number. In other words, this calculates the anticipated new households in 2018. This number takes the overall growth from 2015 to 2018 and applies it

to its respective income cohorts by percentage. This number does not reflect lower income households losing population, as this may be a result of simple dollar value inflation.

3B. Demand from Existing Households

Demand for existing households is estimated by summing three sources of potential tenants. The first source (**2a.**) is tenants who are rent overburdened. These are households who are paying over 35 percent for family households and 40 percent for senior households of their income in housing costs. This data is interpolated using CHAS data based on appropriate income levels.

The second source (**2b.**) is households living in substandard housing. We will utilize this data to determine the number of current residents that are income eligible, renter tenure, overburdened and/or living in substandard housing and likely to consider the Subject.

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

3C. Elderly Homeowners Likely to Convert to Rentership

The third source is those seniors likely to move from their own homes into rental housing. This source is only appropriate when evaluating senior properties and is determined by interviews with property managers in the PMA. This demand source is not evaluated for the proposed Subject family development.

3D. Other

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

4. NET DEMAND, CAPTURE RATES AND STABILIZATION CALCULATIONS

The following pages will outline the overall demand components added together (3(a), 3(b) and 3(c)) less the supply of competitive developments awarded and/or constructed from 2013 to the present.

ADDITIONS TO SUPPLY

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

- Comparable/competitive LIHTC and bond units (vacant or occupied) that have been funded, are under construction, or placed in service in 2014 to present.
- Vacancies in projects placed in service prior to 2014 that have not reached stabilized occupancy (i.e. at least 90 percent occupied).
- Comparable/competitive conventional or market rate units that are proposed, are under construction, or have entered the market from 2014 to present. Competitive conventional units are defined as those units that are of similar size and configuration and provide alternative housing to a similar population, at rent levels comparative to those proposed for the Subject.

Based on DCA’s allocation lists, there are currently no LIHTC multifamily properties proposed for the Subject’s PMA. Additionally, there are no market rate properties proposed, under construction, or that have entered the market since 2014. There have been no LIHTC allocations in the PMA from 2014 through 2015 year to date.

Additionally, we contacted the City of Fitzgerald Building Department to inquire about multifamily apartments that were recently completed, are currently under construction, or are in the site plan review process. According to Whitney Justice of the Building Department, there are no competitive multifamily developments in the pipeline.

PMA OCCUPANCY

Per DCA’s guidelines, we have determined the average occupancy rate based on all available competitive conventional and LIHTC properties in the PMA. We have provided a combined average occupancy level for the PMA based on the total competitive units in the PMA. Of note, the mixed in come property, Jack Allen Apartments, offers the only market rate units identifiable in the PMA.

GENERAL MARKET OVERVIEW OF PMA PROPERTIES

Property Name	Units	Occupancy Rate	Address	City	Type	Tenancy	Included/ Excluded	Reason for Exclusion	Miles from Subject
Jack Allen Apartments*	60	100.0%	160 Wilson Avenue	Fitzgerald	LIHTC/Market	Family	Included	Included	0.6
Meadow Run	100	92.0%	609 South Perry House Road	Fitzgerald	LIHTC/RD	Senior	Excluded	Subsidized	4.8
Mulberry Court	48	95.8%	154 West Jack Allen Road	Fitzgerald	LIHTC	Senior	Excluded	Senior Tenancy	0.7
Bridge Creek Apartments	71	100.0%	173 Bowens Mill Highway	Fitzgerald	Section 8	Family	Excluded	Subsidized	0.9
Colony Square	24	100.0%	808 North Merrimac Street	Fitzgerald	RD	Family	Excluded	Subsidized	0.6
Fitzgerald Summit Apartments	84	95.2%	318 South Grant Street	Fitzgerald	Section 8	Senior	Excluded	Subsidized	1.5
Mckinley Lane Apartments	48	100.0%	283 Irwinville Highway	Fitzgerald	RD	Family	Excluded	Subsidized	1.7
Merrimac Village	50	100.0%	1000 Merrimac Drive	Fitzgerald	Section 8	Family	Excluded	Subsidized	0.2

*Comparable property
RD - Rural Development

As the previous table demonstrates, the overall occupancy rate in the PMA is stable at approximately 98.0 percent.

Rehab Developments and PBRA

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

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

As new construction, this methodology does not apply to the Subject.

Capture Rates

The previous calculations and derived capture rates are illustrated in the following tables.

Renter Household Income Distribution 2015-2020							
The Village of Ben Hill							
PMA							
	2015		Projected Mkt Entry June 2018		2020		Percent Growth
	#	%	#	%	#	%	
\$0-9,999	822	23.8%	823	23.9%	824	24.0%	0.3%
\$10,000-19,999	884	25.6%	880	25.5%	876	25.5%	-0.9%
\$20,000-29,999	544	15.8%	546	15.8%	548	15.9%	0.6%
\$30,000-39,999	619	17.9%	615	17.8%	611	17.8%	-1.3%
\$40,000-49,999	119	3.4%	117	3.4%	116	3.4%	-2.6%
\$50,000-59,999	115	3.3%	117	3.4%	118	3.4%	2.0%
\$60,000-74,999	81	2.3%	83	2.4%	85	2.5%	5.1%
\$75,000-99,999	118	3.4%	121	3.5%	123	3.6%	4.5%
\$100,000-124,999	48	1.4%	44	1.3%	41	1.2%	-15.7%
\$125,000-149,999	9	0.3%	10	0.3%	11	0.3%	17.9%
\$150,000-199,999	58	1.7%	57	1.7%	57	1.7%	-0.7%
\$200,000+	37	1.1%	33	1.0%	31	0.9%	-20.3%
Total	3,453	100.0%	3,446	100.0%	3,441	100.0%	0

Households by Tenure Projected Mkt Entry June 2018		
	Number	Percentage
Renter	3,446	39.0%
Owner	5,387	61.0%
Total	8,833	100.0%

Renter Household Size for Projected Mkt Entry June 2018		
Size	Number	Percentage
1	1,096	31.80%
2	858	24.89%
3	648	18.81%
4	463	13.45%
5+	381	11.05%
Total	3,446	100%

50% AMI

Calculation of New Renter Household Demand by Income Cohort by % of AMI

Percent of AMI Level			50%		
Minimum Income Limit			\$14,811		
Maximum Income Limit			\$29,200 5		
Income Category	New Renter Households - Total Change in Households PMA 2015 to Prj Mrkt Entry June 2018		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	-1.67			
\$10,000-19,999	-1.79	25.5%	5,188	51.9%	-1
\$20,000-29,999	-1.11	15.8%	9,200	92.0%	-1
\$30,000-39,999	-1.25	17.8%		0.0%	0
\$40,000-49,999	-0.24	3.4%		0.0%	0
\$50,000-59,999	-0.24	3.4%		0.0%	0
\$60,000-74,999	-0.17	2.4%		0.0%	0
\$75,000-99,999	-0.25	3.5%		0.0%	0
\$100,000-124,999	-0.09	1.3%		0.0%	0
\$125,000-149,999	-0.02	0.3%		0.0%	0
\$150,000-199,999	-0.12	1.7%		0.0%	0
\$200,000+	-0.07	1.0%		0.0%	0
	-7	100.0%			-2
Percent of renter households within limits versus total number of renter households					27.83%

Calculation of Potential Household Demand by Income Cohort by % of AMI

Percent of AMI Level			50%		
Minimum Income Limit			\$14,811		
Maximum Income Limit			\$29,200 5		
Income Category	Total Renter Households PMA Prj Mrkt Entry June 2018		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	823			
\$10,000-19,999	880	25.5%	\$5,188	51.9%	456
\$20,000-29,999	546	15.8%	\$9,200	92.0%	503
\$30,000-39,999	615	17.8%		0.0%	0
\$40,000-49,999	117	3.4%		0.0%	0
\$50,000-59,999	117	3.4%		0.0%	0
\$60,000-74,999	83	2.4%		0.0%	0
\$75,000-99,999	121	3.5%		0.0%	0
\$100,000-124,999	44	1.3%		0.0%	0
\$125,000-149,999	10	0.3%		0.0%	0
\$150,000-199,999	57	1.7%		0.0%	0
\$200,000+	33	1.0%		0.0%	0
	3,446	100.0%			959
Percent of renter households within limits versus total number of renter households					27.83%

Does the Project Benefit from Rent Subsidy? (Y/N)

Type of Housing (Family vs Senior)

Location of Subject (Rural versus Urban)

Percent of Income for Housing

2000 Median Income

2015 Median Income

Change from 2015 to Prj Mrkt Entry June 2018

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

No		
Family		
Rural		
35%		
\$27,465		
\$30,876		
\$3,411		
11.0%		
0.1%		
0.1%	Two year adjustment	1.0000
\$29,200		
\$29,200		
5		
50%		
\$432		
\$432.00		

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	65%	35%	0%	0%	0%	100%
2	0%	5%	95%	0%	0%	0%	100%
3	0%	0%	60%	40%	0%	0%	100%
4	0%	0%	0%	90%	10%	0%	100%
5+	0%	0%	0%	85%	15%	0%	100%

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2015 to Prj Mrkt Entry June 2018

Income Target Population		50%
New Renter Households PMA		-7
Percent Income Qualified		27.8%
New Renter Income Qualified Households		-2

STEP 2a. Please refer to text for complete explanation.

Demand from Existing Households 2015

Demand from Rent Overburdened Households

Income Target Population		50%
Total Existing Demand		3,446
Income Qualified		27.8%
Income Qualified Renter Households		959
Percent Rent Overburdened Prj Mrkt Entry June 2018		28.2%
Rent Overburdened Households		271

STEP 2b. Please refer to text for complete explanation.

Demand from Living in Substandard Housing

Income Qualified Renter Households		959
Percent Living in Substandard Housing		0.6%
Households Living in Substandard Housing		5

STEP 2c. Please refer to text for complete explanation.

Senior Households Converting from Homeownership

Income Target Population		50%
Total Senior Homeowners		0
Rural Versus Urban	5.0%	
Senior Demand Converting from Homeownership		0

Total Demand

Total Demand from Existing Households		276
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		276
Total New Demand		-2
Total Demand (New Plus Existing Households)		274

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

By Bedroom Demand

One Person	31.8%	87
Two Persons	24.9%	68
Three Persons	18.8%	52
Four Persons	13.4%	37
Five Persons	11.1%	30
Total	100.0%	274

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	65%	57
Of two-person households in 1BR units	5%	3
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	35%	30
Of two-person households in 2BR units	95%	65
Of three-person households in 2BR units	60%	31
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	21
Of four-person households in 3BR units	90%	33
Of five-person households in 3BR units	85%	26
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	10%	4
Of five-person households in 4BR units	15%	5
Total Demand		274

Total Demand by Bedroom	50%
1 BR	60
2 BR	126
3 BR	80
Total Demand	266

Additions To Supply 2015 to Prj Mrkt Entry June 2018	50%
1 BR	0
2 BR	0
3 BR	1
Total	1

Net Demand	50%
1 BR	60
2 BR	126
3 BR	79
Total	265

Developer's Unit Mix	50%
1 BR	1
2 BR	5
3 BR	4
Total	10

Capture Rate Analysis	50%
1 BR	1.7%
2 BR	4.0%
3 BR	5.1%
Total	3.8%

60% AMI

Calculation of New Renter Household Demand by Income Cohort by % of AMI

Percent of AMI Level				60%	
Minimum Income Limit				\$17,794	
Maximum Income Limit				\$35,040	5
Income Category	New Renter Households - Total Change in Households PMA 2015 to Pj Mrkt Entry June 2018		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	-1.67			
\$10,000-19,999	-1.79	25.5%	2,205	22.1%	0
\$20,000-29,999	-1.11	15.8%	9,999	100.0%	-1
\$30,000-39,999	-1.25	17.8%	5,040	50.4%	-1
\$40,000-49,999	-0.24	3.4%		0.0%	0
\$50,000-59,999	-0.24	3.4%		0.0%	0
\$60,000-74,999	-0.17	2.4%		0.0%	0
\$75,000-99,999	-0.25	3.5%		0.0%	0
\$100,000-124,999	-0.09	1.3%		0.0%	0
\$125,000-149,999	-0.02	0.3%		0.0%	0
\$150,000-199,999	-0.12	1.7%		0.0%	0
\$200,000+	-0.07	1.0%		0.0%	0
		-7		100.0%	-2
Percent of renter households within limits versus total number of renter households					30.47%

Calculation of Potential Household Demand by Income Cohort by % of AMI

Percent of AMI Level				60%	
Minimum Income Limit				\$17,794	
Maximum Income Limit				\$35,040	5
Income Category	Total Renter Households PMA Pj Mrkt Entry June 2018		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	823			
\$10,000-19,999	880	25.5%	\$2,205	22.1%	194
\$20,000-29,999	546	15.8%	\$9,999	100.0%	546
\$30,000-39,999	615	17.8%	\$5,040	50.4%	310
\$40,000-49,999	117	3.4%		0.0%	0
\$50,000-59,999	117	3.4%		0.0%	0
\$60,000-74,999	83	2.4%		0.0%	0
\$75,000-99,999	121	3.5%		0.0%	0
\$100,000-124,999	44	1.3%		0.0%	0
\$125,000-149,999	10	0.3%		0.0%	0
\$150,000-199,999	57	1.7%		0.0%	0
\$200,000+	33	1.0%		0.0%	0
		3,446		100.0%	1,050
Percent of renter households within limits versus total number of renter households					30.47%

Does the Project Benefit from Rent Subsidy? (Y/N)

Type of Housing (Family vs Senior)

Location of Subject (Rural versus Urban)

Percent of Income for Housing

2000 Median Income

2015 Median Income

Change from 2015 to Pj Mrkt Entry June 2018

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

No		
Family		
Rural		
	35%	
	\$27,465	
	\$30,876	
	\$3,411	
	11.0%	
	0.1%	
	0.1%	Two year adjustment
	\$35,040	
	\$35,040	
	5	
	60%	
	\$519	
	\$519.00	

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	65%	35%	0%	0%	0%	100%
2	0%	5%	95%	0%	0%	0%	100%
3	0%	0%	60%	40%	0%	0%	100%
4	0%	0%	0%	90%	10%	0%	100%
5+	0%	0%	0%	85%	15%	0%	100%

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2015 to Prj Mrkt Entry June 2018

Income Target Population		60%
New Renter Households PMA		-7
Percent Income Qualified		30.5%
New Renter Income Qualified Households		-2

STEP 2a. Please refer to text for complete explanation.

Demand from Existing Households 2015

Demand from Rent Overburdened Households

Income Target Population		60%
Total Existing Demand		3,446
Income Qualified		30.5%
Income Qualified Renter Households		1,050
Percent Rent Overburdened Prj Mrkt Entry June 2018		28.2%
Rent Overburdened Households		296

STEP 2b. Please refer to text for complete explanation.

Demand from Living in Substandard Housing

Income Qualified Renter Households		1,050
Percent Living in Substandard Housing		0.6%
Households Living in Substandard Housing		6

STEP 2c. Please refer to text for complete explanation.

Senior Households Converting from Homeownership

Income Target Population		60%
Total Senior Homeowners		0
Rural Versus Urban	5.0%	
Senior Demand Converting from Homeownership		0

Total Demand

Total Demand from Existing Households		302
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		302
Total New Demand		-2
Total Demand (New Plus Existing Households)		300

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

By Bedroom Demand

One Person	31.8%	95
Two Persons	24.9%	75
Three Persons	18.8%	56
Four Persons	13.4%	40
Five Persons	11.1%	33
Total	100.0%	300

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	65%	62
Of two-person households in 1BR units	5%	4
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	35%	33
Of two-person households in 2BR units	95%	71
Of three-person households in 2BR units	60%	34
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	23
Of four-person households in 3BR units	90%	36
Of five-person households in 3BR units	85%	28
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	10%	4
Of five-person households in 4BR units	15%	5
Total Demand		300

Total Demand by Bedroom	60%
1 BR	66
2 BR	138
3 BR	87
Total Demand	291

Additions To Supply 2015 to Prj Mrkt Entry June 2018	60%
1 BR	0
2 BR	0
3 BR	0
Total	0

Net Demand	60%
1 BR	66
2 BR	138
3 BR	87
Total	291

Developer's Unit Mix	60%
1 BR	4
2 BR	15
3 BR	13
Total	32

Capture Rate Analysis	60%
1 BR	6.1%
2 BR	10.9%
3 BR	14.9%
Total	11.0%

Overall LIHTC Demand

Calculation of Potential Household Demand by Income Cohort by % of AMI

Percent of AMI Level			Overall LIHTC		
Minimum Income Limit			\$14,811		
Maximum Income Limit			\$35,040	5	
Income Category	New Renter Households - Total Change in Households PMA 2015 to Pj Mrkt Entry June 2018		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	-1.67			
\$10,000-19,999	-1.79	25.5%	5,188	51.9%	-1
\$20,000-29,999	-1.11	15.8%	9,999	100.0%	-1
\$30,000-39,999	-1.25	17.8%	5,040	50.4%	-1
\$40,000-49,999	-0.24	3.4%		0.0%	0
\$50,000-59,999	-0.24	3.4%		0.0%	0
\$60,000-74,999	-0.17	2.4%		0.0%	0
\$75,000-99,999	-0.25	3.5%		0.0%	0
\$100,000-124,999	-0.09	1.3%		0.0%	0
\$125,000-149,999	-0.02	0.3%		0.0%	0
\$150,000-199,999	-0.12	1.7%		0.0%	0
\$200,000+	-0.07	1.0%		0.0%	0
	-7	100.0%			-3
Percent of renter households within limits versus total number of renter households					38.08%

Calculation of New Renter Household Demand by Income Cohort by % of AMI

Percent of AMI Level			Overall LIHTC		
Minimum Income Limit			\$14,811		
Maximum Income Limit			\$35,040	5	
Income Category	Total Renter Households PMA Pj Mrkt Entry June 2018		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	823			
\$10,000-19,999	880	25.5%	\$5,188	51.9%	456
\$20,000-29,999	546	15.8%	\$9,999	100.0%	546
\$30,000-39,999	615	17.8%	\$5,040	50.4%	310
\$40,000-49,999	117	3.4%		0.0%	0
\$50,000-59,999	117	3.4%		0.0%	0
\$60,000-74,999	83	2.4%		0.0%	0
\$75,000-99,999	121	3.5%		0.0%	0
\$100,000-124,999	44	1.3%		0.0%	0
\$125,000-149,999	10	0.3%		0.0%	0
\$150,000-199,999	57	1.7%		0.0%	0
\$200,000+	33	1.0%		0.0%	0
	3,446	100.0%			1,312
Percent of renter households within limits versus total number of renter households					38.08%

Does the Project Benefit from Rent Subsidy? (Y/N)

Type of Housing (Family vs Senior)

Location of Subject (Rural versus Urban)

Percent of Income for Housing

2000 Median Income

2015 Median Income

Change from 2015 to Pj Mrkt Entry June 2018

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

No
Family
Rural
35%
\$27,465
\$30,876
\$3,411
11.0%
0.1%
0.1%
Two year adjustment
1,0000
\$35,040
\$35,040
\$5
Overall LIHTC
\$432
\$432.00

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	65%	35%	0%	0%	0%	100%
2	0%	5%	95%	0%	0%	0%	100%
3	0%	0%	60%	40%	0%	0%	100%
4	0%	0%	0%	90%	10%	0%	100%
5+	0%	0%	0%	85%	15%	0%	100%

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2015 to Prj Mrkt Entry June 2018

	Overall LIHTC
Income Target Population	
New Renter Households PMA	-7
Percent Income Qualified	38.1%
New Renter Income Qualified Households	-3

STEP 2a. Please refer to text for complete explanation.

Demand from Existing Households 2015

Demand from Rent Overburdened Households

	Overall LIHTC
Income Target Population	
Total Existing Demand	3,446
Income Qualified	38.1%
Income Qualified Renter Households	1,312
Percent Rent Overburdened Prj Mrkt Entry June 2018	28.2%
Rent Overburdened Households	370

STEP 2b. Please refer to text for complete explanation.

Demand from Living in Substandard Housing

Income Qualified Renter Households	1,312
Percent Living in Substandard Housing	0.6%
Households Living in Substandard Housing	7

STEP 2c. Please refer to text for complete explanation.

Senior Households Converting from Homeownership

	Overall LIHTC
Income Target Population	
Total Senior Homeowners	0
Rural Versus Urban	5.0%
Senior Demand Converting from Homeownership	0

Total Demand

Total Demand from Existing Households		378
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		378
Total New Demand		-3
Total Demand (New Plus Existing Households)		375

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

By Bedroom Demand

One Person	31.8%	119
Two Persons	24.9%	93
Three Persons	18.8%	71
Four Persons	13.4%	50
Five Persons	11.1%	41
Total	100.0%	375

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	65%	78
Of two-person households in 1BR units	5%	5
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	35%	42
Of two-person households in 2BR units	95%	89
Of three-person households in 2BR units	60%	42
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	28
Of four-person households in 3BR units	90%	45
Of five-person households in 3BR units	85%	35
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	10%	5
Of five-person households in 4BR units	15%	6
Total Demand		375

Total Demand by Bedroom

	Overall LIHTC
1 BR	82
2 BR	173
3 BR	109
Total Demand	364

Additions To Supply 2015 to Prj Mrkt Entry June 2018

	Overall LIHTC
1 BR	0
2 BR	0
3 BR	1
Total	1

Net Demand

	Overall LIHTC
1 BR	82
2 BR	173
3 BR	108
Total	363

Developer's Unit Mix

	Overall LIHTC
1 BR	5
2 BR	20
3 BR	17
Total	42

Capture Rate Analysis

	Overall LIHTC
1 BR	6.1%
2 BR	11.6%
3 BR	15.8%
Total	11.6%

Market Rate Demand

Calculation of New Renter Household Demand by Income Cohort by % of AMI

Percent of AMI Level			Market Rate		
Minimum Income Limit			\$17,800		
Maximum Income Limit			\$60,000 5		
Income Category	New Renter Households - Total Change in Households PMA 2015 to Prj Mrkt Entry June 2018		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	-1.67			
\$10,000-19,999	-1.79	25.5%	2,199	22.0%	0
\$20,000-29,999	-1.11	15.8%	9,999	100.0%	-1
\$30,000-39,999	-1.25	17.8%	9,999	100.0%	-1
\$40,000-49,999	-0.24	3.4%	9,999	100.0%	0
\$50,000-59,999	-0.24	3.4%	\$9,999	100.0%	0
\$60,000-74,999	-0.17	2.4%		0.0%	0
\$75,000-99,999	-0.25	3.5%		0.0%	0
\$100,000-124,999	-0.09	1.3%		0.0%	0
\$125,000-149,999	-0.02	0.3%		0.0%	0
\$150,000-199,999	-0.12	1.7%		0.0%	0
\$200,000+	-0.07	1.0%		0.0%	0
	-7	100.0%			-3
Percent of renter households within limits versus total number of renter households					46.08%

Calculation of Potential Household Demand by Income Cohort by % of AMI

Percent of AMI Level			Market Rate		
Minimum Income Limit			\$17,800		
Maximum Income Limit			\$60,000 5		
Income Category	Total Renter Households PMA Prj Mrkt Entry June 2018		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	823			
\$10,000-19,999	880	25.5%	\$2,199	22.0%	193
\$20,000-29,999	546	15.8%	\$9,999	100.0%	546
\$30,000-39,999	615	17.8%	\$9,999	100.0%	615
\$40,000-49,999	117	3.4%	\$9,999	100.0%	117
\$50,000-59,999	117	3.4%	\$9,999	100.0%	117
\$60,000-74,999	83	2.4%		0.0%	0
\$75,000-99,999	121	3.5%		0.0%	0
\$100,000-124,999	44	1.3%		0.0%	0
\$125,000-149,999	10	0.3%		0.0%	0
\$150,000-199,999	57	1.7%		0.0%	0
\$200,000+	33	1.0%		0.0%	0
	3,446	100.0%			1,588
Percent of renter households within limits versus total number of renter households					46.08%

Does the Project Benefit from Rent Subsidy? (Y/N)

Type of Housing (Family vs Senior)

Location of Subject (Rural versus Urban)

Percent of Income for Housing

2000 Median Income

2015 Median Income

Change from 2015 to Prj Mrkt Entry June 2018

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

No		
Family		
Rural		
30%		
\$27,465		
\$30,876		
\$3,411		
11.0%		
0.1%		
0.1%	Two year adjustment	1.0000
\$60,000		
\$60,000		
5		
Market Rate		
\$445		
\$445.00		

Persons in Household	OBR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	65%	35%	0%	0%	0%	100%
2	0%	5%	95%	0%	0%	0%	100%
3	0%	0%	60%	40%	0%	0%	100%
4	0%	0%	0%	90%	10%	0%	100%
5+	0%	0%	0%	85%	15%	0%	100%

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2015 to Prj Mrkt Entry June 2018

	Market Rate
Income Target Population	
New Renter Households PMA	-7
Percent Income Qualified	46.1%
New Renter Income Qualified Households	-3

STEP 2a. Please refer to text for complete explanation.

Demand from Existing Households 2015

Demand from Rent Overburdened Households

	Market Rate
Income Target Population	
Total Existing Demand	3,446
Income Qualified	46.1%
Income Qualified Renter Households	1,588
Percent Rent Overburdened Prj Mrkt Entry June 2018	28.2%
Rent Overburdened Households	448

STEP 2b. Please refer to text for complete explanation.

Demand from Living in Substandard Housing

Income Qualified Renter Households	1,588
Percent Living in Substandard Housing	0.6%
Households Living in Substandard Housing	9

STEP 2c. Please refer to text for complete explanation.

Senior Households Converting from Homeownership

	Market Rate
Income Target Population	
Total Senior Homeowners	0
Rural Versus Urban	5.0%
Senior Demand Converting from Homeownership	0

Total Demand

Total Demand from Existing Households		457
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		457
Total New Demand		-3
Total Demand (New Plus Existing Households)		454

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

By Bedroom Demand

One Person	31.8%	144
Two Persons	24.9%	113
Three Persons	18.8%	85
Four Persons	13.4%	61
Five Persons	11.1%	50
Total	100.0%	454

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	65%	94
Of two-person households in 1BR units	5%	6
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	35%	51
Of two-person households in 2BR units	95%	107
Of three-person households in 2BR units	60%	51
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	34
Of four-person households in 3BR units	90%	55
Of five-person households in 3BR units	85%	43
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	10%	6
Of five-person households in 4BR units	15%	8
Total Demand		454

Total Demand by Bedroom	Market Rate
1 BR	99
2 BR	209
3 BR	132
Total Demand	440

Additions To Supply 2015 to Prj Mrkt Entry June 2018	Market Rate
1 BR	0
2 BR	0
3 BR	0
Total	0

Net Demand	Market Rate
1 BR	99
2 BR	209
3 BR	132
Total	440

Developer's Unit Mix	Market Rate
1 BR	1
2 BR	4
3 BR	3
Total	8

Capture Rate Analysis	Market Rate
1 BR	1.0%
2 BR	1.9%
3 BR	2.3%
Total	1.8%

Conclusions

We have conducted such an analysis to determine a base of demand for the Subject as a LIHTC property. Several factors affect the indicated capture rates and are discussed following.

- The number of income-eligible renter households in the PMA is expected to remain relatively unchanged between 2015 and the market entry date in 2018.
- This demand analysis does not measure the PMA's or Subject's ability to attract additional or latent demand into the market from elsewhere by offering an affordable option. We believe this to be moderate and therefore the demand analysis is conservative in its conclusions because this demand is not included.

CAPTURE RATE ANALYSIS CHART

Unit Size	Income Limits	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Range	Proposed Rents
1BR @ 50% AMI	\$14,811-\$21,650	1	60	0	60	1.7%	One Month	\$452	\$259-\$725	\$283
1BR @ 60% AMI	\$17,794-\$26,980	4	66	0	66	6.1%	Two Months	\$452	\$259-\$725	\$370
1BR Market Rate	\$17,800-\$60,000	1	99	0	99	1.0%	One Month	\$452	\$259-\$725	\$445
1 BR All LIHTC	\$14,811-\$26,980	5	82	0	82	6.1%	Two Months	\$452	\$259-\$725	\$283-\$370
2BR @ 50% AMI	\$17,760-\$24,350	5	126	0	126	4.0%	Two Months	\$549	\$297-\$875	\$326
2BR @ 60% AMI	\$21,326-\$29,220	15	138	0	138	10.9%	Four Months	\$549	\$297-\$875	\$430
2BR Market Rate	\$21,600-\$60,000	4	209	0	209	1.9%	Two Months	\$549	\$297-\$875	\$540
2BR All LIHTC	\$17,760-\$29,220	20	173	0	173	11.6%	Four Months	\$549	\$297-\$875	\$326-\$430
3BR @ 50% AMI	\$20,537-\$29,200	4	80	1	79	5.1%	Two Months	\$662	\$499-\$925	\$365
3BR @ 60% AMI	\$24,651-\$35,040	13	87	0	87	14.9%	Four Months	\$662	\$499-\$925	\$485
3BR Market Rate	\$26,000-\$60,000	3	132	0	132	2.3%	Two Months	\$662	\$499-\$925	\$650
3BR All LIHTC	\$20,537-\$35,040	17	109	0	109	15.8%	Four Months	\$662	\$499-\$925	\$365-\$485
All 50% AMI	\$14,811-\$29,200	10	266	1	265	3.8%	Two Months	\$578	\$259-\$925	\$283-\$365
All 60% AMI	\$17,794-\$35,040	32	291	0	291	11.0%	Four Months	\$578	\$259-\$925	\$370-\$485
All Market Rate	\$17,800-\$60,000	8	440	0	440	1.8%	Two Months	\$578	\$259-\$925	\$445-\$650
All LIHTC	\$14,811-\$35,040	42	364	1	363	11.6%	Four Months	\$578	\$259-\$925	\$283-\$485

Demand and Net Demand

	HH at 50% AMI (\$14,811 to \$29,200)	HH at 60% AMI (\$17,794 to \$35,040)	HH at Market Rate (\$17,800 to \$60,000)	All LIHTC Households (14,811 to \$35,040)
Demand from New Households (age and income appropriate)	-2	-2	-3	-3
PLUS	+	+	+	+
Demand from Existing Renter Households - Substandard Housing	5	6	9	7
PLUS	+	+	+	+
Demand from Existing Renter Households - Rent Overburdened Households	271	296	448	370
PLUS	+	+	+	+
Secondary Market Demand adjustment IF ANY Subject to 15% Limitation	0	0	0	0
Sub Total	274	300	454	374
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 20% where applicable)	0	0	0	0
Equals Total Demand	274	300	454	374
Less	-	-	-	-
Supply of comparable LIHTC or Market Rate housing units built and/or planned in the projected market	1	0	0	1
Equals Net Demand	273	300	454	373

As the analysis illustrates, the Subject's capture rate for its 50 percent AMI units is 3.8 percent, while the 60 percent AMI units is 11.0 percent. The Subject has an overall LIHTC capture rate of 11.6 percent. The market rate capture rate is just 1.8 percent. This is also supported by the low vacancy rates at the stabilized comparables. The only comparable in the PMA is fully-occupied with a waiting list. Therefore, we believe there is ample demand for the Subject.

H. COMPETITIVE RENTAL ANALYSIS

Survey of Comparable Project

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes nine “true” comparable properties containing 467 units. A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided in this section. A map illustrating the location of the Subject in relation to comparable properties is also provided in this section. The properties are further profiled in the following write-ups. The property descriptions include information on vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available.

The availability of LIHTC market data is considered somewhat limited, while multifamily market rate properties are very rare in the PMA. There is only one non-subsidized, family LIHTC property in the PMA, which is Jack Allen Apartments. Due to the lack of non-subsidized LIHTC properties within the PMA, we expanded our search for comparable LIHTC family properties to the Tifton area, located approximately 25 miles southwest of the Subject in southern Georgia. Three of the four LIHTC properties included as comparables are located outside the PMA in the Tifton area. We have included five market rate properties, all of which are located outside the PMA in Tifton, the nearest city with a significant amount of market rate rental supply. Overall, we consider the availability of PMA data to be limited.

General Market Overview/Included/Excluded Properties

The following table illustrates properties that are within the PMA. The table highlights occupancy. Some of these properties have been included as “true comparables.” Note that most of the “true comparables” are located outside the PMA, and as such are evaluated in greater detail later in this section of the report.

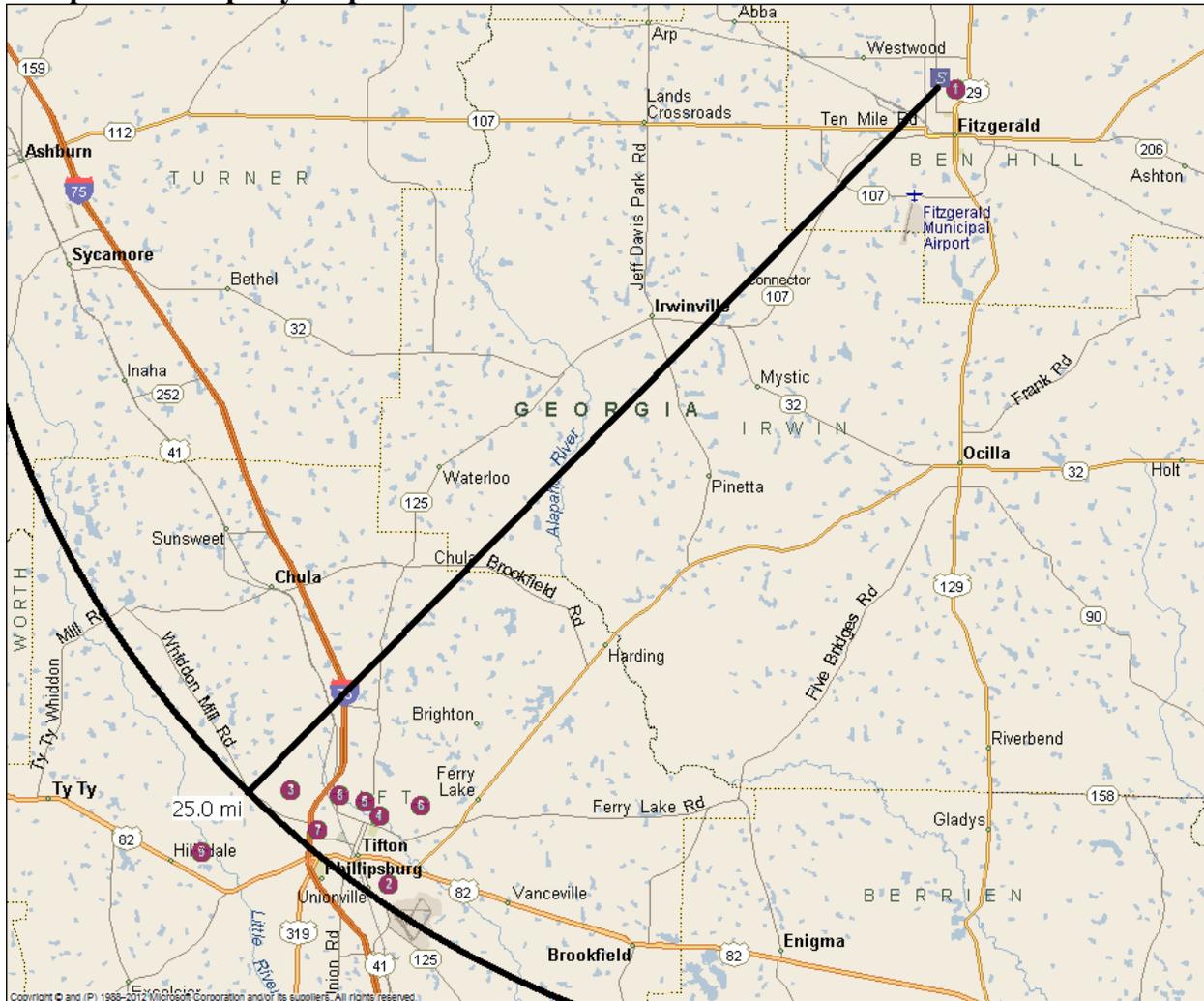
GENERAL MARKET OVERVIEW OF SURVEYED PROPERTIES

Property Name	Units	Occupancy Rate		Address	City	County	Property Type	Tenancy	Reason for Exclusion	Miles from Subject
Jack Allen Apartments*	60	100.0%	0	160 Wilson Avenue	Fitzgerald	Ben Hill	LIHTC/Market	Family	N/Ap	0.6
Meadow Run	100	92.0%	8	609 South Perry House Road	Fitzgerald	Ben Hill	LIHTC/RD	Senior	Subsidized	4.8
Mulberry Court	48	95.8%	2	154 West Jack Allen Road	Fitzgerald	Ben Hill	LIHTC	Senior	Senior	0.7
Bridge Creek Apartments	71	100.0%	0	173 Bowens Mill Highway	Fitzgerald	Ben Hill	Section 8	Family	Subsidized	0.9
Colony Square	24	100.0%	1	808 North Merrimac Street	Fitzgerald	Ben Hill	RD	Family	Subsidized	0.6
Fitzgerald Summit Apartments	84	95.2%	3	318 South Grant Street	Fitzgerald	Ben Hill	Section 8	Senior	Subsidized	1.5
Mckinley Lane Apartments	48	100.0%	0	283 Irwinville Highway	Fitzgerald	Ben Hill	RD	Family	Subsidized	1.7
Merrimac Village	50	100.0%	0	1000 Merrimac Drive	Fitzgerald	Ben Hill	Section 8	Family	Subsidized	0.2
Magnolia Place*	37	91.9%	0	4 Pertilla Place	Tifton	Tift	LIHTC	Family	N/Ap	24.5
The Groves*	96	100.0%	0	2826 Rainwater Road	Tifton	Tift	LIHTC/Market	Family	N/Ap	24.1
Tiffany Square*	46	100.0%	0	1430 Prince Avenue	Tifton	Tift	LIHTC	Family	N/Ap	23.1
Creekside Villas*	32	100.0%	0	1685 Central Avenue N.	Tifton	Tift	Market	Family	N/Ap	23.0
Cypress Suites*	40	97.5%	1	98 Kent Road	Tifton	Tift	Market	Family	N/Ap	22.2
Regency Apartments*	48	98.0%	1	411 Virginia Avenue	Tifton	Tift	Market	Family	N/Ap	24.3
Sunnyside Apartments*	72	89.9%	8	909 20th Street West	Tifton	Tift	Market	Family	N/Ap	23.3
The Oaks At Carpenter*	36	94.4%	2	101 Oak Forest Lane	Tifton	Tift	Market	Family	N/Ap	26.7
Total	892	97.1%	26							

*Comparable Property

RD - Rural Development

Comparable Property Map I



COMPARABLE PROPERTIES				
#	Property Name	City	Type	Distance to Subject
1	Jack Allen Apartments	Fitzgerald	LIHTC/Market	0.6 miles
2	Magnolia Place*	Tifton	LIHTC	24.5 miles
3	The Groves*	Tifton	LIHTC/Market	24.1 miles
4	Tiffany Square*	Tifton	LIHTC	23.1 miles
5	Creekside Villas*	Tifton	Market	23.0 miles
6	Cypress Suites*	Tifton	Market	22.2 miles
7	Regency Apartments*	Tifton	Market	24.3 miles
8	Sunnyside Apartments*	Tifton	Market	23.3 miles
9	The Oaks At Carpenter*	Tifton	Market	26.7 miles

*Denotes properties outside the PMA

1. The following tables illustrate detailed information in a comparable framework for the Subject and the comparable properties.

SUMMARY MATRIX (LIHTC COMPARABLES)

Comp #	Project	Distance	Type / Built / Renovated	Market / Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Max Rent?	Wait List?	Units Vacant	Vacancy Rate
Subject	The Village Of Ben Hill West Of State Route 90, North Of Jack Allen Road Fitzgerald, GA 31750 Ben Hill County	n/a	Townhome (1-2 stories) 2018 / n/a	@ 50% , @ 60% , Market	1BR / 1BA	1	2.00%	@ 50%	\$283	750	yes	N/A	N/A	N/A
					1BR / 1BA	4	8.00%	@ 60%	\$370	750	yes	N/A	N/A	N/A
					1BR / 1BA	1	2.00%	Market	\$445	750	n/a	N/A	N/A	N/A
					2BR / 2BA	5	10.00%	@ 50%	\$326	1,050	yes	N/A	N/A	N/A
					2BR / 2BA	15	30.00%	@ 60%	\$430	1,050	yes	N/A	N/A	N/A
					2BR / 2BA	4	8.00%	Market	\$540	1,050	n/a	N/A	N/A	N/A
					3BR / 2BA	4	8.00%	@ 50%	\$365	1,250	yes	N/A	N/A	N/A
					3BR / 2BA	13	26.00%	@ 60%	\$485	1,250	yes	N/A	N/A	N/A
					3BR / 2BA	3	6.00%	Market	\$650	1,250	n/a	N/A	N/A	N/A
										50	100%			
1	Jack Allen Apartments 160 Wilson Ave Fitzgerald, GA 31750 Ben Hill County	0.6 mile	Garden (2 stories) 2003 / n/a	@ 30% , @ 50% , @ 60% , Market	1BR / 1BA	2	3.30%	@ 30%	\$155	665	yes	Yes	0	0.00%
					1BR / 1BA	2	3.30%	@ 50%	\$315	665	no	Yes	0	0.00%
					1BR / 1BA	2	3.30%	@ 60%	\$390	665	no	Yes	0	0.00%
					1BR / 1BA	2	3.30%	Market	\$410	665	n/a	No	0	0.00%
					2BR / 1.5BA	3	5.00%	@ 30%	\$173	871	yes	Yes	0	0.00%
					2BR / 1.5BA	11	18.30%	@ 50%	\$365	871	no	Yes	0	0.00%
					2BR / 1.5BA	10	16.70%	@ 60%	\$455	871	no	Yes	0	0.00%
					2BR / 1.5BA	2	3.30%	Market	\$485	871	n/a	No	0	0.00%
					3BR / 2BA	2	3.30%	@ 30%	\$187	1,080	yes	Yes	0	0.00%
					3BR / 2BA	12	20.00%	@ 50%	\$405	1,080	no	Yes	0	0.00%
					3BR / 2BA	10	16.70%	@ 60%	\$510	1,080	no	Yes	0	0.00%
					3BR / 2BA	2	3.30%	Market	\$535	1,080	n/a	Yes	0	0.00%
										60	100%			
2	Magnolia Place 4 Pertilla Place Tifton, GA 31794 Tift County	24.5 miles	One-story 1995 / n/a	@ 50%	2BR / 1BA	19	51.40%	@ 50%	\$330	900	yes	Yes	1	5.30%
					3BR / 1.5BA	18	48.60%	@ 50%	\$349	1,100	yes	Yes	2	11.10%
3	The Groves 2826 Rainwater Road Tifton, GA 31793 Tift County	24.1 miles	Garden (2 stories) 2006 / n/a	@ 30% , @ 50% , @ 60% , Market	1BR / 1BA	3	3.10%	@ 30%	\$167	857	yes	Yes	0	0.00%
					1BR / 1BA	15	15.60%	@ 50%	\$346	857	yes	Yes	0	0.00%
					1BR / 1BA	1	1.00%	@ 60%	\$363	857	no	Yes	0	0.00%
					1BR / 1BA	5	5.20%	Market	\$495	475	n/a	Yes	0	0.00%
					2BR / 2BA	5	5.20%	@ 30%	\$192	1,137	yes	Yes	0	0.00%
					2BR / 2BA	30	31.20%	@ 50%	\$402	1,137	yes	Yes	0	0.00%
					2BR / 2BA	3	3.10%	@ 60%	\$402	1,137	no	Yes	0	0.00%
					2BR / 2BA	10	10.40%	Market	\$570	1,137	n/a	Yes	0	0.00%
					3BR / 2BA	2	2.10%	@ 30%	\$230	1,270	yes	Yes	0	0.00%
					3BR / 2BA	15	15.60%	@ 50%	\$479	1,270	yes	Yes	0	0.00%
					3BR / 2BA	2	2.10%	@ 60%	\$499	1,270	no	Yes	0	0.00%
					3BR / 2BA	5	5.20%	Market	\$645	1,270	n/a	Yes	0	0.00%
										96	100%			
4	Tiffany Square 1430 Prince Avenue Tifton, GA 31794 Tift County	23.1 miles	Garden (2 stories) 1973 / 1997	@ 60%	1BR / 1BA	2	4.30%	@ 60%	\$259	600	no	Yes	0	0.00%
					2BR / 1BA	44	95.70%	@ 60%	\$297	700	no	Yes	0	0.00%
					46	100%							0	0.00%

SUMMARY MATRIX (MARKET RATE COMPARABLES)

Comp #	Project	Distance	Type / Built / Renovated	Market / Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Max Rent?	Wait List?	Units Vacant	Vacancy Rate
Subject	The Village Of Ben Hill West Of State Route 90, North Of Jack Allen Road Fitzgerald, GA 31750 Ben Hill County	n/a	Townhome (1-2 stories) 2018 / n/a	@ 50% , @ 60% , Market	1BR / 1BA	1	2.00%	@ 50%	\$283	750	yes	N/A	N/A	N/A
					1BR / 1BA	4	8.00%	@ 60%	\$370	750	yes	N/A	N/A	N/A
					1BR / 1BA	1	2.00%	Market	\$445	750	n/a	N/A	N/A	N/A
					2BR / 2BA	5	10.00%	@ 50%	\$326	1,050	yes	N/A	N/A	N/A
					2BR / 2BA	15	30.00%	@ 60%	\$430	1,050	yes	N/A	N/A	N/A
					2BR / 2BA	4	8.00%	Market	\$540	1,050	n/a	N/A	N/A	N/A
					3BR / 2BA	4	8.00%	@ 50%	\$365	1,250	yes	N/A	N/A	N/A
					3BR / 2BA	13	26.00%	@ 60%	\$485	1,250	yes	N/A	N/A	N/A
					3BR / 2BA	3	6.00%	Market	\$650	1,250	n/a	N/A	N/A	N/A
						50	100%							
5	Creekside Villas 1685 Central Avenue N. Tifton, GA 31794 Tift County	23 miles	Various (2 stories) 2014 / n/a	Market	1BR / 1BA (Garden)	6	18.80%	Market	\$514	645	n/a	No	0	0.00%
					2BR / 1BA (Garden)	2	6.20%	Market	\$602	971	n/a	No	0	0.00%
					2BR / 1.5BA (Townhouse)	8	25.00%	Market	\$657	1,154	n/a	No	0	0.00%
					2BR / 2.5BA (Townhouse)	8	25.00%	Market	\$697	1,228	n/a	No	0	0.00%
					3BR / 2BA (Townhouse)	8	25.00%	Market	\$786	1,393	n/a	No	0	0.00%
						32	100%							
6	Cypress Suites 68 Richards Drive Tifton, GA 31794 Tift County	22.2 miles	Townhouse (2 stories) 2008 / n/a	Market	1BR / 1BA	8	20.00%	Market	\$725	768	n/a	No	0	0.00%
					2BR / 2BA	16	40.00%	Market	\$875	1,331	n/a	No	1	6.20%
					3BR / 2BA	16	40.00%	Market	\$925	1,534	n/a	No	0	0.00%
						40	100%							1
7	Regency Apartments 411 Virginia Avenue Tifton, GA 31794 Tift County	24.3 miles	Garden 1969 / n/a	Market	2BR / 1BA	32	66.70%	Market	\$482	900	n/a	No	0	0.00%
					3BR / 2BA	16	33.30%	Market	\$571	1,200	n/a	No	1	6.20%
						48	100%							1
8	Sunnyside Apartments 909 20th Street West Tifton, GA 31794 Tift County	23.3 miles	One-story 1985 / 2000	Market	Studio / 1BA	6	8.30%	Market	\$393	288	n/a	No	N/A	N/A
					1BR / 1BA	56	77.80%	Market	\$459	576	n/a	No	N/A	N/A
					2BR / 1BA	7	9.70%	Market	\$547	864	n/a	No	N/A	N/A
					2BR / 2BA	3	4.20%	Market	\$547	864	n/a	No	N/A	N/A
						72	100%							8
9	The Oaks At Carpenter 101 Oak Forest Lane Tifton, GA 31793 Tift County	26.7 miles	Garden (2 stories) 2008 / n/a	Market	2BR / 2BA	20	55.60%	Market	\$725	1,050	n/a	No	1	5.00%
					3BR / 2BA	16	44.40%	Market	\$825	1,350	n/a	No	1	6.20%
						36	100%							2

The Village of Ben Hill, Fitzgerald, GA; Market Study

RENT AND SQUARE FOOTAGE RANKING -- All rents adjusted for utilities and concessions extracted from the market.						
Effective Rent Date:		Apr-16	Units Surveyed:	467	Weighted Occupancy:	96.40%
			Market Rate	254	Market Rate	95.30%
			Tax Credit	213	Tax Credit	98.60%
One Bedroom One Bath		Two Bedrooms Two Bath		Three Bedrooms Two Bath		
RENT	Property	Average	Property	Average	Property	Average
	Cypress Suites	\$725	Cypress Suites	\$875	Cypress Suites	\$925
	Creekside Villas	\$514	The Oaks At Carpenter	\$725	The Oaks At Carpenter	\$825
	The Groves * (M)	\$495	Creekside Villas (2.5BA)	\$697	Creekside Villas	\$786
	Sunnyside Apartments	\$459	The Groves * (M)	\$570	The Village Of Ben Hill * (M)	\$650
	The Village Of Ben Hill * (M)	\$445	Sunnyside Apartments	\$547	The Groves * (M)	\$645
	Jack Allen Apartments * (M)	\$410	The Village Of Ben Hill * (M)	\$540	Regency Apartments	\$571
	Jack Allen Apartments * (60%)	\$390	Jack Allen Apartments * (1.5BA M)	\$485	Jack Allen Apartments * (M)	\$535
	The Village Of Ben Hill * (60%)	\$370	Regency Apartments (1BA)	\$482	Jack Allen Apartments * (60%)	\$510
	The Groves * (60%)	\$363	Jack Allen Apartments * (1.5BA 60%)	\$455	The Groves * (60%)	\$499
	The Groves * (50%)	\$346	The Village Of Ben Hill * (60%)	\$430	The Village Of Ben Hill * (60%)	\$485
	Jack Allen Apartments * (50%)	\$315	The Groves * (50%)	\$402	The Groves * (50%)	\$479
	The Village Of Ben Hill * (50%)	\$283	The Groves * (60%)	\$402	Jack Allen Apartments * (50%)	\$405
	Tiffany Square * (60%)	\$259	Jack Allen Apartments * (1.5BA 50%)	\$365	The Village Of Ben Hill * (50%)	\$365
	The Groves * (30%)	\$167	Magnolia Place * (1BA 50%)	\$330	Magnolia Place * (1.5BA 50%)	\$349
	Jack Allen Apartments * (30%)	\$155	The Village Of Ben Hill * (50%)	\$326	The Groves * (30%)	\$230
			Tiffany Square * (1BA 60%)	\$297	Jack Allen Apartments * (30%)	\$187
			The Groves * (30%)	\$192		
			Jack Allen Apartments * (1.5BA 30%)	\$173		
SQUARE FOOTAGE						
	The Groves * (30%)	857	Cypress Suites	1,331	Cypress Suites	1,534
	The Groves * (50%)	857	Creekside Villas (2.5BA)	1,228	Creekside Villas	1,393
	The Groves * (60%)	857	The Groves * (30%)	1,137	The Oaks At Carpenter	1,350
	Cypress Suites	768	The Groves * (50%)	1,137	The Groves * (30%)	1,270
	The Village Of Ben Hill * (50%)	750	The Groves * (60%)	1,137	The Groves * (50%)	1,270
	The Village Of Ben Hill * (60%)	750	The Groves * (M)	1,137	The Groves * (60%)	1,270
	The Village Of Ben Hill * (M)	750	The Village Of Ben Hill * (50%)	1,050	The Groves * (M)	1,270
	Jack Allen Apartments * (30%)	665	The Village Of Ben Hill * (60%)	1,050	The Village Of Ben Hill * (50%)	1,250
	Jack Allen Apartments * (50%)	665	The Village Of Ben Hill * (M)	1,050	The Village Of Ben Hill * (60%)	1,250
	Jack Allen Apartments * (60%)	665	The Oaks At Carpenter	1,050	The Village Of Ben Hill * (M)	1,250
	Jack Allen Apartments * (M)	665	Magnolia Place * (1BA 50%)	900	Regency Apartments	1,200
	Creekside Villas	645	Regency Apartments (1BA)	900	Magnolia Place * (1.5BA 50%)	1,100
	Tiffany Square * (60%)	600	Jack Allen Apartments * (1.5BA 30%)	871	Jack Allen Apartments * (30%)	1,080
	Sunnyside Apartments	576	Jack Allen Apartments * (1.5BA 50%)	871	Jack Allen Apartments * (50%)	1,080
	The Groves * (M)	475	Jack Allen Apartments * (1.5BA 60%)	871	Jack Allen Apartments * (60%)	1,080
			Jack Allen Apartments * (1.5BA M)	871	Jack Allen Apartments * (M)	1,080
			Sunnyside Apartments	864		
			Tiffany Square * (1BA 60%)	700		
RENT PER SQUARE FOOT						
	The Groves * (M)	\$1.04	The Oaks At Carpenter	\$0.69	The Oaks At Carpenter	\$0.61
	Cypress Suites	\$0.94	Cypress Suites	\$0.66	Cypress Suites	\$0.60
	Creekside Villas	\$0.80	Sunnyside Apartments	\$0.63	Creekside Villas	\$0.56
	Sunnyside Apartments	\$0.80	Creekside Villas (2.5BA)	\$0.57	The Village Of Ben Hill * (M)	\$0.52
	Jack Allen Apartments * (M)	\$0.62	Jack Allen Apartments * (1.5BA M)	\$0.56	The Groves * (M)	\$0.51
	Jack Allen Apartments * (60%)	\$0.59	Regency Apartments (1BA)	\$0.54	Jack Allen Apartments * (M)	\$0.50
	The Village Of Ben Hill * (M)	\$0.59	Jack Allen Apartments * (1.5BA 60%)	\$0.52	Regency Apartments	\$0.48
	The Village Of Ben Hill * (60%)	\$0.52	The Village Of Ben Hill * (M)	\$0.51	Jack Allen Apartments * (60%)	\$0.47
	Jack Allen Apartments * (50%)	\$0.47	The Groves * (M)	\$0.50	The Groves * (60%)	\$0.39
	Tiffany Square * (60%)	\$0.43	Tiffany Square * (1BA 60%)	\$0.42	The Village Of Ben Hill * (60%)	\$0.39
	The Groves * (60%)	\$0.42	Jack Allen Apartments * (1.5BA 50%)	\$0.42	The Groves * (50%)	\$0.38
	The Groves * (50%)	\$0.40	The Village Of Ben Hill * (60%)	\$0.41	Jack Allen Apartments * (50%)	\$0.38
	The Village Of Ben Hill * (50%)	\$0.38	Magnolia Place * (1BA 50%)	\$0.37	Magnolia Place * (1.5BA 50%)	\$0.32
	Jack Allen Apartments * (30%)	\$0.23	The Groves * (50%)	\$0.35	The Village Of Ben Hill * (50%)	\$0.29
	The Groves * (30%)	\$0.19	The Groves * (60%)	\$0.35	The Groves * (30%)	\$0.18
			The Village Of Ben Hill * (50%)	\$0.31	Jack Allen Apartments * (30%)	\$0.17
			Jack Allen Apartments * (1.5BA 30%)	\$0.20		
			The Groves * (30%)	\$0.17		

PROPERTY PROFILE REPORT

Jack Allen Apartments

Effective Rent Date 3/31/2016
Location 160 Wilson Ave
 Fitzgerald, GA 31750
 Ben Hill County County
Distance 0.6 miles
Units 60
Vacant Units 0
Vacancy Rate 0.0%
Type Garden (2 stories)
Year Built/Renovated 2003 / N/A
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors None identified
Tenant Characteristics None identified
Contact Name Lorie
Phone 229-423-7400



Market Information

Program @30%, @50%, @60%, Market
Annual Turnover Rate 15%
Units/Month Absorbed N/A
HCV Tenants 10%
Leasing Pace One week
Annual Chg. in Rent See comments
Concession None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	2	665	\$155	\$0	@30%	Yes	0	0.0%	yes	None
1	1	Garden (2 stories)	2	665	\$315	\$0	@50%	Yes	0	0.0%	no	None
1	1	Garden (2 stories)	2	665	\$390	\$0	@60%	Yes	0	0.0%	no	None
1	1	Garden (2 stories)	2	665	\$410	\$0	Market	No	0	0.0%	N/A	None
2	1.5	Garden (2 stories)	3	871	\$173	\$0	@30%	Yes	0	0.0%	yes	None
2	1.5	Garden (2 stories)	11	871	\$365	\$0	@50%	Yes	0	0.0%	no	None
2	1.5	Garden (2 stories)	10	871	\$455	\$0	@60%	Yes	0	0.0%	no	None
2	1.5	Garden (2 stories)	2	871	\$485	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden (2 stories)	2	1,080	\$187	\$0	@30%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	12	1,080	\$405	\$0	@50%	Yes	0	0.0%	no	None
3	2	Garden (2 stories)	10	1,080	\$510	\$0	@60%	Yes	0	0.0%	no	None
3	2	Garden (2 stories)	2	1,080	\$535	\$0	Market	Yes	0	0.0%	N/A	None

Jack Allen Apartments, continued

Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$155	\$0	\$155	\$0	\$155	1BR / 1BA	\$315	\$0	\$315	\$0	\$315
2BR / 1.5BA	\$173	\$0	\$173	\$0	\$173	2BR / 1.5BA	\$365	\$0	\$365	\$0	\$365
3BR / 2BA	\$187	\$0	\$187	\$0	\$187	3BR / 2BA	\$405	\$0	\$405	\$0	\$405
@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$390	\$0	\$390	\$0	\$390	1BR / 1BA	\$410	\$0	\$410	\$0	\$410
2BR / 1.5BA	\$455	\$0	\$455	\$0	\$455	2BR / 1.5BA	\$485	\$0	\$485	\$0	\$485
3BR / 2BA	\$510	\$0	\$510	\$0	\$510	3BR / 2BA	\$535	\$0	\$535	\$0	\$535

Amenities

In-Unit

Balcony/Patio
Carpeting
Exterior Storage
Oven
Washer/Dryer

Blinds
Central A/C
Ceiling Fan
Refrigerator
Washer/Dryer hookup

Security

None

Services

None

Property

Business Center/Computer Lab
Exercise Facility
Off-Street Parking
Picnic Area
Recreation Areas

Clubhouse/Meeting
Central Laundry
On-Site Management
Playground

Premium

None

Other

None

Comments

The contact reported that the property maintains a waiting list, but was unable to disclose its length. The contact estimated approximately two parking spaces per unit are on the property. Rents for 50 and 60 percent LIHTC units as well as market rate have increased approximately 1.5 percent in the last year, while rents for 30 percent units decreased slightly based on maximum allowable rents.

Photos



Photos



PROPERTY PROFILE REPORT

The Groves

Effective Rent Date	3/31/2016
Location	2826 Rainwater Road Tifton, GA 31793 Tift County
Distance	24.1 miles
Units	96
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	2006 / N/A
Marketing Began	N/A
Leasing Began	12/19/2006
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Majority are from the Tifton area with 10% seniors.
Contact Name	Candace
Phone	229-388-1283



Market Information

Program	@30%, @50%, @60%, Market
Annual Turnover Rate	18%
Units/Month Absorbed	3
HCV Tenants	1%
Leasing Pace	One week
Annual Chg. in Rent	None
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	3	857	\$167	\$0	@30%	Yes	0	0.0%	yes	None
1	1	Garden (2 stories)	15	857	\$346	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Garden (2 stories)	1	857	\$363	\$0	@60%	Yes	0	0.0%	no	None
1	1	Garden (2 stories)	5	475	\$495	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (2 stories)	5	1,137	\$192	\$0	@30%	Yes	0	0.0%	yes	None
2	2	Garden (2 stories)	30	1,137	\$402	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Garden (2 stories)	3	1,137	\$402	\$0	@60%	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	10	1,137	\$570	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Garden (2 stories)	2	1,270	\$230	\$0	@30%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	15	1,270	\$479	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	2	1,270	\$499	\$0	@60%	Yes	0	0.0%	no	None
3	2	Garden (2 stories)	5	1,270	\$645	\$0	Market	Yes	0	0.0%	N/A	None

The Groves, continued

Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$167	\$0	\$167	\$0	\$167	1BR / 1BA	\$346	\$0	\$346	\$0	\$346
2BR / 2BA	\$192	\$0	\$192	\$0	\$192	2BR / 2BA	\$402	\$0	\$402	\$0	\$402
3BR / 2BA	\$230	\$0	\$230	\$0	\$230	3BR / 2BA	\$479	\$0	\$479	\$0	\$479
@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$363	\$0	\$363	\$0	\$363	1BR / 1BA	\$495	\$0	\$495	\$0	\$495
2BR / 2BA	\$402	\$0	\$402	\$0	\$402	2BR / 2BA	\$570	\$0	\$570	\$0	\$570
3BR / 2BA	\$499	\$0	\$499	\$0	\$499	3BR / 2BA	\$645	\$0	\$645	\$0	\$645

Amenities

In-Unit

Balcony/Patio
 Carpeting
 Coat Closet
 Exterior Storage
 Oven
 Walk-In Closet
 Washer/Dryer hookup

Blinds
 Central A/C
 Dishwasher
 Ceiling Fan
 Refrigerator
 Washer/Dryer

Security

Perimeter Fencing

Services

None

Property

Basketball Court
 Clubhouse/Meeting
 Central Laundry
 On-Site Management
 Playground

Business Center/Computer Lab
 Exercise Facility
 Off-Street Parking
 Picnic Area
 Swimming Pool

Premium

None

Other

None

Comments

The management reported that the property currently maintains a waiting list that ranges from a few weeks to a few months in length. The contact reported that the property offers approximately two parking spaces per unit. All rents have increased in the past year. Market rate rents increased \$10 each, while LIHTC units increased between \$3 and \$10.

The Groves, continued

Photos



PROPERTY PROFILE REPORT

Tiffany Square

Effective Rent Date 4/25/2016
Location 1430 Prince Avenue
 Tifton, GA 31794
 Tift County
Distance 23.1 miles
Units 46
Vacant Units 0
Vacancy Rate 0.0%
Type Garden (2 stories)
Year Built/Renovated 1973 / 1997
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors The Groves
Tenant Characteristics Mixture of families and seniors
Contact Name Linda
Phone (229) 382-2142



Market Information

Program @60%
Annual Turnover Rate 5%
Units/Month Absorbed N/A
HCV Tenants 8%
Leasing Pace N/A
Annual Chg. in Rent None
Concession None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	2	600	\$300	\$0	@60%	Yes	0	0.0%	no	None
2	1	Garden (2 stories)	44	700	\$350	\$0	@60%	Yes	0	0.0%	no	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$300	\$0	\$300	-\$41	\$259
2BR / 1BA	\$350	\$0	\$350	-\$53	\$297

Amenities

In-Unit	Security	Services
Blinds Central A/C Refrigerator	None	None
Property Central Laundry Playground	Premium	Other
	None	None

Tiffany Square, continued

Comments

The property is managed by a nonprofit, Tift County Residential Housing Corporation. The contact noted that the property is a FDIC-RTC property and not LIHTC. The contact stated there are ten households on the wait list. The property was a former LIHTC property but is no longer under that program although there are still income limits and rent restrictions under the FDIC-RTC program.

Photos



PROPERTY PROFILE REPORT

Creekside Villas

Effective Rent Date	3/31/2016
Location	1685 Central Avenue N. Tifton, GA 31794 Tift County
Distance	23 miles
Units	32
Vacant Units	0
Vacancy Rate	0.0%
Type	Various (2 stories)
Year Built/Renovated	2014 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Singles, families, and seniors from Tifton. 13% seniors.
Contact Name	Alyssa @ Garvey Properties
Phone	229-386-9931



Market Information

Program	Market
Annual Turnover Rate	20%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Pre-leased
Annual Chg. in Rent	None
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden	6	645	\$555	\$0	Market	No	0	0.0%	N/A	None
2	1	Garden	2	971	\$655	\$0	Market	No	0	0.0%	N/A	None
2	1.5	Townhouse	8	1,154	\$710	\$0	Market	No	0	0.0%	N/A	None
2	2.5	Townhouse	8	1,228	\$750	\$0	Market	No	0	0.0%	N/A	None
3	2	Townhouse	8	1,393	\$850	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$555	\$0	\$555	-\$41	\$514
2BR / 1BA	\$655	\$0	\$655	-\$53	\$602
2BR / 1.5BA	\$710	\$0	\$710	-\$53	\$657
2BR / 2.5BA	\$750	\$0	\$750	-\$53	\$697
3BR / 2BA	\$850	\$0	\$850	-\$64	\$786

Creekside Villas, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Oven
Washer/Dryer hookup

Blinds
Central A/C
Ceiling Fan
Refrigerator

Security

None

Services

None

Property

Off-Street Parking

Premium

None

Other

None

Comments

The property operates on a first come, first serve basis when units become available.

Photos



PROPERTY PROFILE REPORT

Cypress Suites

Effective Rent Date	3/31/2016
Location	68 Richards Drive Tifton, GA 31794 Tift County
Distance	22.2 miles
Units	40
Vacant Units	1
Vacancy Rate	2.5%
Type	Townhouse (2 stories)
Year Built/Renovated	2008 / N/A
Marketing Began	N/A
Leasing Began	1/14/2008
Last Unit Leased	N/A
Major Competitors	Virginia Place, Cottage Creek
Tenant Characteristics	Mixed tenancy, predominately working professionals, with 10% seniors.
Contact Name	Julie
Phone	229-386-2727



Market Information

Program	Market
Annual Turnover Rate	10%
Units/Month Absorbed	7
HCV Tenants	0%
Leasing Pace	Two weeks
Annual Chg. in Rent	None
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Townhouse (2 stories)	8	768	\$725	\$0	Market	No	0	0.0%	N/A	None
2	2	Townhouse (2 stories)	16	1,331	\$875	\$0	Market	No	1	6.2%	N/A	None
3	2	Townhouse (2 stories)	16	1,534	\$925	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$725	\$0	\$725	\$0	\$725
2BR / 2BA	\$875	\$0	\$875	\$0	\$875
3BR / 2BA	\$925	\$0	\$925	\$0	\$925

Cypress Suites, continued

Amenities

In-Unit

Balcony/Patio
Carpet/Hardwood
Central A/C
Dishwasher
Oven
Washer/Dryer hookup

Blinds
Carpeting
Coat Closet
Ceiling Fan
Refrigerator

Security

None

Services

None

Property

Off-Street Parking
Playground

Picnic Area

Premium

None

Other

Gazebo

Comments

The site contact indicated that there's much more demand for one- and two-bedroom units than for three-bedroom units.

Photos



PROPERTY PROFILE REPORT

Regency Apartments

Effective Rent Date	4/13/2016
Location	411 Virginia Avenue Tifton, GA 31794 Tift County
Distance	24.3 miles
Units	48
Vacant Units	1
Vacancy Rate	2.1%
Type	Garden
Year Built/Renovated	1969 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Meadowwood Apartments, Amelia Apartments
Tenant Characteristics	Majority from Tifton with very little seniors
Contact Name	Jaime
Phone	(229) 387-0800



Market Information

Program	Market
Annual Turnover Rate	20%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increase 1.6%-1.9%
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	1	Garden	32	900	\$535	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden	16	1,200	\$635	\$0	Market	No	1	6.2%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
2BR / 1BA	\$535	\$0	\$535	-\$53	\$482
3BR / 2BA	\$635	\$0	\$635	-\$64	\$571

Amenities

In-Unit	Security	Services
Blinds	None	None
Central A/C		
Dishwasher		
Garbage Disposal		
Refrigerator		
Washer/Dryer hookup		
Carpeting		
Coat Closet		
Ceiling Fan		
Oven		
Walk-In Closet		
Property	Premium	Other
Central Laundry	None	None
On-Site Management		
Off-Street Parking		
Swimming Pool		

Regency Apartments, continued

Comments

The contact reported a \$10 rent increase upon lease renewal or for new tenants during the past 12 months. She noted the current vacant unit is offline due to extensive damage caused by prior tenants and it is taking longer than expected to make the unit lease ready. The property offers two parking spaces per unit, as well as visitors parking spaces.

Photos



PROPERTY PROFILE REPORT

Sunnyside Apartments

Effective Rent Date	4/13/2016
Location	909 20th Street West Tifton, GA 31794 Tift County
Distance	23.3 miles
Units	72
Vacant Units	8
Vacancy Rate	11.1%
Type	One-story
Year Built/Renovated	1985 / 2000
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Amelia Apartments, Park Place, Huntington
Tenant Characteristics	Students, single, couples, 14 percent seniors
Contact Name	Carol
Phone	229-386-2066



Market Information

Program	Market
Annual Turnover Rate	20%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	None
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	One-story	6	288	\$425	\$0	Market	No	N/A	N/A	N/A	None
1	1	One-story	56	576	\$500	\$0	Market	No	N/A	N/A	N/A	None
2	1	One-story	7	864	\$600	\$0	Market	No	N/A	N/A	N/A	None
2	2	One-story	3	864	\$600	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$425	\$0	\$425	-\$32	\$393
1BR / 1BA	\$500	\$0	\$500	-\$41	\$459
2BR / 1BA	\$600	\$0	\$600	-\$53	\$547
2BR / 2BA	\$600	\$0	\$600	-\$53	\$547

Sunnyside Apartments, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Exterior Storage
Microwave
Refrigerator
Washer/Dryer hookup

Blinds
Central A/C
Dishwasher
Garbage Disposal
Oven
Vaulted Ceilings

Security

None

Services

None

Property

Central Laundry
On-Site Management

Off-Street Parking

Premium

None

Other

None

Comments

The contact reported the property has been renovating units which have come available recently which she attributes to the elevated vacancy rate. Upgrades include new wood flooring, paint, fixtures, and appliances as needed. The contact expects rents to increase by \$25 for those units and noted plans are for all the units to be eventually renovated based on availability and budget. The property does not accept Housing Choice Vouchers.

Photos



PROPERTY PROFILE REPORT

The Oaks At Carpenter

Effective Rent Date	4/05/2016
Location	101 Oak Forest Lane Tifton, GA 31793 Tift County
Distance	26.7 miles
Units	36
Vacant Units	2
Vacancy Rate	5.6%
Type	Garden (2 stories)
Year Built/Renovated	2008 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Varied tenancy from the local area, mostly families, few seniors.
Contact Name	Carol Stewart
Phone	229-850-0970



Market Information

Program	Market
Annual Turnover Rate	31%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Two weeks
Annual Chg. in Rent	None
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (2 stories)	20	1,050	\$725	\$0	Market	No	1	5.0%	N/A	None
3	2	Garden (2 stories)	16	1,350	\$825	\$0	Market	No	1	6.2%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
2BR / 2BA	\$725	\$0	\$725	\$0	\$725
3BR / 2BA	\$825	\$0	\$825	\$0	\$825

Amenities

In-Unit	Security	Services
Balcony/Patio	None	None
Cable/Satellite/Internet		
Central A/C		
Ceiling Fan		
Oven		
Washer/Dryer hookup		
Blinds		
Carpeting		
Dishwasher		
Microwave		
Refrigerator		
Property	Premium	Other
Off-Street Parking	None	None

The Oaks At Carpenter, continued

Comments

The contact noted the property has had at least a few vacancies over the past several months.

Photos



2. The following information is provided as required by DCA:

Housing Choice Vouchers

TENANTS WITH VOUCHERS

Property	Type	Housing Choice Voucher Tenants
Jack Allen Apartments	LIHTC	10%
Magnolia Place*	LIHTC	22%
The Groves*	LIHTC	1%
Tiffany Square*	LIHTC	8%
Creekside Villas*	Market	0%
Cypress Suites*	Market	0%
Regency Apartments*	Market	0%
Sunnyside Apartments*	Market	0%
The Oaks At Carpenter*	Market	0%
Average		5%

*Located Outside of the PMA

As illustrated in the table, all of the LIHTC properties reported having tenants utilizing a Housing Choice Voucher. The average share of voucher tenants at the LIHTC comparable properties is 11 percent. None of the market rate properties reported currently having tenants utilizing housing choice vouchers. Overall, the local market does not appear to be dependent on voucher tenants, and we anticipate the Subject would likely operate with no more than 10 percent of the units being occupied by renter households with a voucher.

Lease-Up History

Only one of the comparables utilized in this report was able to provide absorption information. There has been limited new rental housing development in the PMA and in the Tifton market in the last decade. The following table details absorption information for one market rate property we surveyed.

ABSORPTION

Property Name	Type	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Cypress Suites	Market	Family	2008	40	7

As illustrated, the absorption rate for the market rate units at Cypress Suites was seven units per month when the property opened in 2008, during the national recession. This equates to an absorption period of five to six months to achieve stabilized occupancy. There has been no development of new rental housing in the PMA since Jack Allen Apartments opened in 2008, and with an aging housing stock in Fitzgerald, we believe the Subject will be well received upon opening as the first new apartments to be opened in the PMA in 10 years. The capture rates we determined also suggest ample demand in the market.

Overall, we anticipate that the Subject will absorb approximately 12 units per month, for an absorption period of approximately four months. It should be noted that per DCA guidelines, absorption has been calculated to 93 percent occupancy.

Phased Developments

To this point, the Subject is not part of a phased development.

Rural Areas

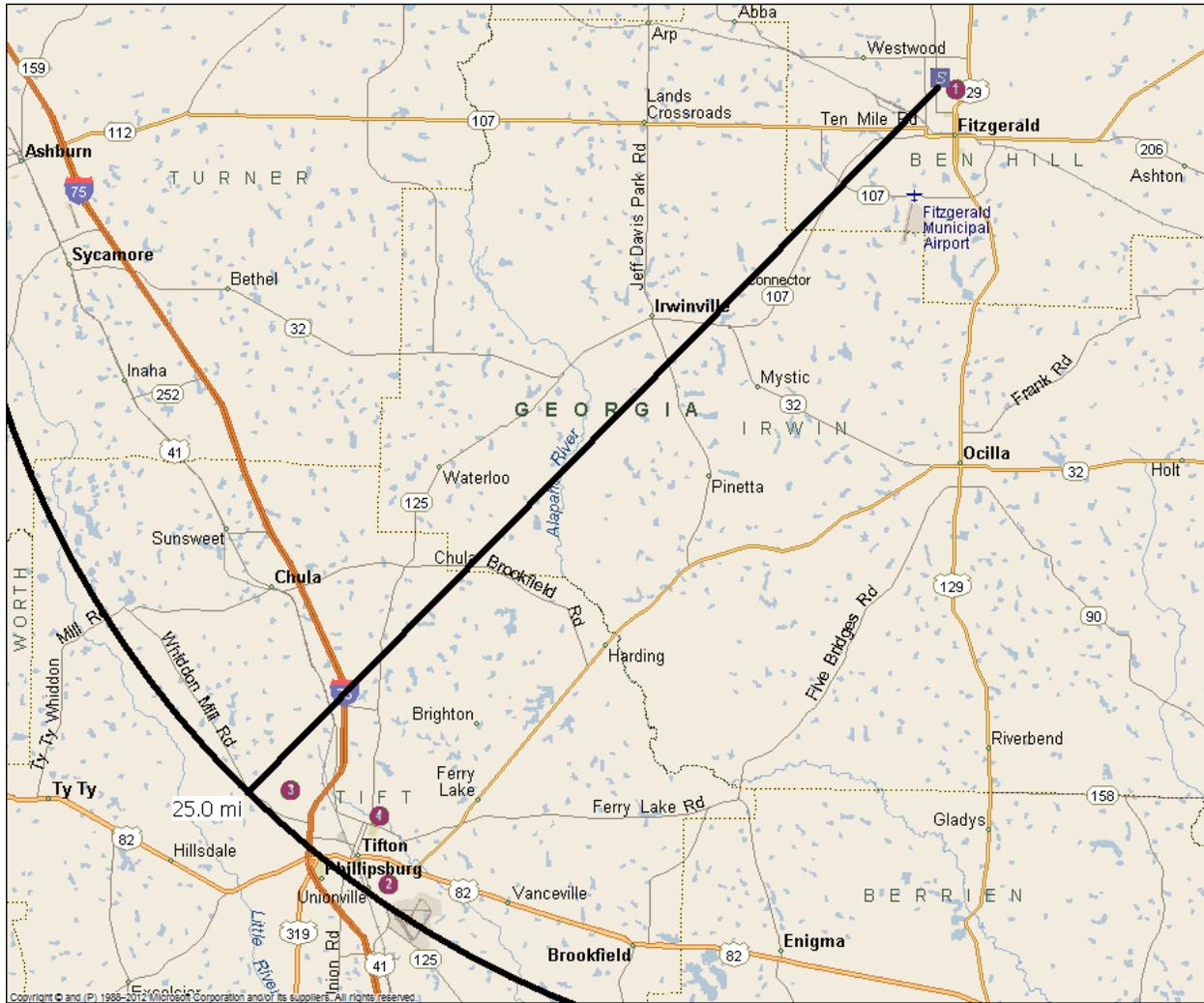
The Subject is located in Fitzgerald, which is a rural area of southern Georgia. The following table illustrates the housing types located in the PMA by the number of units or type of units included.

PMA HOUSING DISTRIBUTION		
Housing Type	Units	Percentage
One-Detached	6,484	63.5%
One-Attached	46	0.5%
Two	319	3.1%
Three to Four	301	2.9%
Five to Nine	396	3.9%
Ten to 19	30	0.3%
20 to 49	73	0.7%
50+	152	1.5%
Mobile Homes	2,401	23.5%
Other	12	0.1%
Total Housing Units	10,214	100.0%

Source: 2010 Census; ACS

A significant number of the area housing stock is single-family homes or mobile homes. Most mobile homes in the market are owner-occupied based on our discussions with area rental managers. We were unable to obtain any details on specific mobile home rental units at the time of our market inspection. According to a review of area newspaper and internet advertisements, mobile homes in the Fitzgerald market generally rent for \$200 to \$500 per month. This is dependent on the age, condition, bedrooms, features, and location of the mobile home. These mobile homes are smaller than the units the Subject will offer, are less secure, are typically in average to poor condition, and lack all the modern unit and project amenities the Subject will feature. In addition, these rentals are typically housing of last resort for renter households who may not be able to qualify for more conventional rental housing, such as apartments or single-family homes. As such, we anticipate most renters who will consider renting at the Subject would not likely also consider renting an area mobile home.

3. COMPETITIVE PROJECT MAP



COMPARABLE AFFORDABLE PROJECTS

Map #	Name	Address	City	Type	Distance From Subject
1	Jack Allen Apartments	160 Wilson Ave	Fitzgerald	LIHTC/Market	0.6 miles
2	Magnolia Place	4 Pertilla Place	Tifton	LIHTC	24.5 miles
3	The Groves	2826 Rainwater Road	Tifton	LIHTC/Market	24.1 miles
4	Tiffany Square	1430 Prince Avenue	Tifton	LIHTC	23.1 miles

4. Amenities

A detailed description of amenities included in both the Subject and the comparable properties can be found in the amenity matrix below. The matrix has been color coded. Those properties that offer an amenity that the Subject does not offer are shaded in pink, while those properties that do not offer an amenity that the Subject does offer are shaded in blue. Thus, the inferior properties can be identified by the blue and the superior properties can be identified by the pink.

UNIT MATRIX REPORT

Comp #	The Village Of Ben Hill	Jack Allen Apartments	Magnolia Place	The Groves	Tiffany Square	Creekside Villas	Cypress Suites	Regency Apartments	Sunnyside Apartments	The Oaks At Carpenter
Subject	1	2	3	4	5	6	7	8	9	
Property Information										
Property Type	Townhome (2 stories)	Garden (2 stories)	One-story	Garden (2 stories)	Garden (2 stories)	Various (2 stories)	Townhouse (2 stories)	Garden	One-story	Garden (2 stories)
Year Built / Renovated	2018 / n/a	2003 / n/a	1995 / n/a	2006 / n/a	1973 / 1997	2014 / n/a	2008 / n/a	1969 / n/a	1985 / 2000	2008 / n/a
Market (Conv./Subsidy Type)	LIHTC/Market	LIHTC/Market	@50%	LIHTC/Market	@60%	Market	Market	Market	Market	Market
Utility Adjustments										
Cooking	no	no	no	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no	no	no
Water	no	no	yes	no	yes	yes	no	yes	yes	no
Sewer	no	no	yes	no	yes	yes	no	yes	yes	no
Trash Collection	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
In-Unit Amenities										
Balcony/Patio	yes	yes	yes	yes	no	yes	yes	no	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Cable/Satellite/Internet	no	no	no	no	no	no	no	no	no	yes
Carpet/Hardwood	no	no	no	no	no	no	yes	no	no	no
Carpeting	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Dishwasher	yes	no	no	yes	no	yes	yes	yes	yes	yes
Exterior Storage	no	yes	no	yes	no	no	no	no	yes	no
Ceiling Fan	yes	yes	no	yes	no	yes	yes	yes	no	yes
Garbage Disposal	yes	no	no	no	no	no	no	yes	yes	no
Microwave	yes	no	no	no	no	no	no	no	yes	yes
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Vaulted Ceilings	no	no	no	no	no	no	no	no	yes	no
Walk-In Closet	no	no	no	yes	no	no	no	yes	no	no
Washer/Dryer	yes	yes	no	yes	no	no	no	no	no	no
Washer/Dryer hookup	yes	yes	yes	yes	no	yes	yes	yes	yes	yes
Property Amenities										
Basketball Court	no	no	no	yes	no	no	no	no	no	no
Business Center/Computer Lab	yes	yes	no	yes	no	no	no	no	no	no
Clubhouse/Meeting Room/Community Room	yes	yes	yes	yes	no	no	no	no	no	no
Exercise Facility	yes	yes	no	yes	no	no	no	no	no	no
Central Laundry	no	yes	yes	yes	yes	no	no	yes	yes	no
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
On-Site Management	yes	yes	yes	yes	no	no	no	yes	yes	no
Picnic Area	yes	yes	yes	yes	no	no	yes	no	no	no
Playground	yes	yes	yes	yes	yes	no	yes	no	no	no
Recreation Areas	no	yes	no	no	no	no	no	no	no	no
Swimming Pool	no	no	no	yes	no	no	no	yes	no	no
Perimeter Fencing	no	no	no	yes	no	no	no	no	no	no

The Subject will offer superior to slightly inferior unit amenities compared to the comparables. The Subject will have a superior to slightly inferior project amenities package when evaluated against to the comparables.

5. The Subject will target family households. Therefore, per DCA’s guidelines, only family properties were included.

6. Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY

Property	Rent Structure	Total Units	Vacant Units	Vacancy Rate
Jack Allen Apartments	LIHTC, Market	60	0	0.0%
Magnolia Place*	LIHTC	37	3	8.1%
The Groves*	LIHTC, Market	96	0	0.0%
Tiffany Square*	LIHTC	46	0	0.0%
Creekside Villas*	Market	32	0	0.0%
Cypress Suites*	Market	40	1	2.5%
Regency Apartments*	Market	48	1	2.1%
Sunnyside Apartments*	Market	72	8	11.1%
The Oaks At Carpenter*	Market	36	2	5.6%
Total LIHTC		213	3	1.4%
Total Market		254	12	4.7%
Total		467	15	3.2%

*Located outside the PMA

Note this table does not reflect vacancy rates at excluded properties in the PMA. Occupancy for the excluded properties is detailed on page 68 and in our DCA Summary Form.

As illustrated, vacancy rates in the market range from zero to 11.1 percent, averaging 3.2 percent. The LIHTC comparables have no vacancies with the exception of Magnolia Place, which reported three vacancies. Overall LIHTC vacancy is just 1.4 percent. When asked about elevated vacancy rate, management suggested they have had challenges finding income-qualified renters who can pass the background and credit history screenings at this property. It is noteworthy that despite the elevated vacancy rate, Magnolia Place only has management available two days per week (Tuesday and Thursday), which is also likely contributing to the property’s difficulty achieving stabilized occupancy. Of note, Magnolia Place is located outside of the PMA in Tifton, approximately 22.0 miles from the Subject site. The market rate comparables we surveyed have vacancy rates ranging from zero percent to 11.1 percent. The average market rate vacancy rate is 4.7 percent, indicating a stable market for market rate units. Sunnyside, which reported the highest vacancy rate among market rate comparables, noted there were recent renovations completed at the property and some renovated units are not yet ready for occupancy. According to management, filling the renovated units has gone slowly. Of note, the only property located inside the PMA, Jack Allen Apartments, indicated zero vacancies.

The Subject will be similar to superior to the market rate and LIHTC properties in terms of age and condition. Thus, we believe that the Subject will have a stabilized vacancy rate of five percent or less as a restricted property, similar to the majority of the LIHTC properties.

7. Properties Under Construction and Proposed

Based on DCA’s allocation lists, there are currently no LIHTC multifamily properties proposed for the Subject’s PMA. Additionally, there are no market rate properties proposed, under construction, or that have entered the market between 2014 and year to date 2015.

8. Rental Advantage

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

Similarity Matrix

#	Property Name	Type	Property Amenities	Unit Features	Age / Condition	Unit Size	Overall Comparison
1	Jack Allen Apartments	LIHTC/Market	Similar	Slightly Inferior	Slightly Inferior	Inferior	-20
2	Magnolia Place	@50%	Inferior	Inferior	Slightly Inferior	Inferior	-35
3	The Groves	LIHTC/Market	Superior	Slightly Superior	Slightly Inferior	Slightly Superior	15
4	Tiffany Square	@60%	Inferior	Inferior	Inferior	Inferior	-40
5	Creekside Villas	Market	Inferior	Inferior	Similar	Inferior	-30
6	Cypress Suites	Market	Inferior	Slightly Inferior	Slightly Inferior	Superior	-10
7	Regency Apartments	Market	Inferior	Slightly Inferior	Inferior	Slightly Inferior	-30
8	Sunnyside Apartments	Market	Inferior	Slightly Inferior	Inferior	Inferior	-35
9	The Oaks At Carpenter	Market	Inferior	Slightly Inferior	Similar	Superior	-5

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

The rental rates at the LIHTC properties are compared to the Subject’s proposed 50 and 60 percent AMI rents in the following tables.

LIHTC Rent Comparison - @50%

Property Name	1BR	2BR	3BR
The Village Of Ben Hill (Subject)	\$283	\$326	\$365
LIHTC Maximum (Net) - Ben Hill County 2015	\$283	\$326	\$365
LIHTC Maximum (Net) - Tift County 2015	\$317	\$368	\$412
Jack Allen Apartments	\$315	\$365	\$405
Magnolia Place	-	\$330	\$349
The Groves	\$346	\$402	\$479
Average (excluding Subject)	\$331	\$366	\$411
Achievable NOVOCO LIHTC	\$283	\$326	\$365

LIHTC Rent Comparison - @60%

Property Name	1BR	2BR	3BR
The Village Of Ben Hill (Subject)	\$370	\$430	\$485
LIHTC Maximum (Net) - Ben Hill County 2015	\$370	\$430	\$485
LIHTC Maximum (Net) - Tift County 2015	\$410	\$480	\$541
Jack Allen Apartments	\$390	\$455	\$510
The Groves	\$363	\$402	\$499
Tiffany Square	\$259	\$297	-
Average (excluding Subject)	\$337	\$385	\$505
Achievable NOVOCO LIHTC	\$370	\$430	\$485

The Subject’s proposed LIHTC rents are set at the maximum allowable levels at the 50 and 60 percent AMI levels. Jack Allen Apartments in Fitzgerald, the only LIHTC comparable in the PMA, reported they are achieving the maximum allowable 50 percent AMI rents, which differ somewhat due to differences in utility allowances and location. The Groves is achieving maximum allowable 50 percent AMI rents, but not maximum allowable 60 percent AMI rents. Magnolia Place and Tiffany Square have lower rents than the other comparables due to their age, significantly less desirable condition, and inferior design.

The Subject’s proposed 50 percent AMI rents are below all the rents at the comparables with the exception of Magnolia Place, which has a slightly lower 50 percent AMI three-bedroom rent. The Subject’s 60 percent AMI rents are within the rent ranges of the various bedroom types at the comparables. Given this fact, and the desirable amenities and unit sizes the Subject will offer, it is our opinion the proposed rents at 50 percent AMI are the achievable rents and are limited by the maximum allowable level.

Upon completion, the Subject will be considered the most similar to Jack Allen Apartments and The Groves, the two most modern LIHTC comparables we surveyed. Jack Allen Apartments has a similar location in Fitzgerald, while The Groves has a slightly superior location in Tifton. These comparables reported zero vacancies and both are maintaining waiting lists. The lack of vacancies and presence of waiting lists at the most similar LIHTC comparables indicates ample demand in the local area for modern, excellent condition affordable housing.

Relative to Jack Allen Apartments and The Groves, the Subject’s property amenity package will be similar to inferior, its in-unit amenity package will be slightly inferior to slightly superior, and its age and condition will be slightly superior. The Subject’s unit sizes will be superior to unit sizes at Jack Allen Apartments, but slightly inferior to unit sizes at The Groves. Overall, given the strong occupancy rates of the comparables and reported 50 and 60 percent rents achieved at the most similar comparables, we believe the Subject’s proposed 50 and 60 percent rents are achievable.

Analysis of “Market Rents”

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

weighted average of those market rate comparables. In a small rural market there may be neither tax credit comparables nor market rate comparables with similar positioning as the subject. In a case like that the average market rent would be a weighted average of whatever rents were present in the market.”

When comparing the Subject’s rents to the average market rent, we have not included rents at lower AMI levels given that this artificially lowers the average market rent as those rents are constricted. Including rents at lower AMI levels does not reflect an accurate average rent for rents at higher income levels that could be considered market rates.

The overall average and the maximum and minimum adjusted rents for the market properties surveyed are illustrated in the table below in comparison with net rents for the Subject.

Subject Comparison to "Market Rents"

Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR @ 50% AMI	\$283	\$259	\$725	\$452	60%
2BR @ 50% AMI	\$326	\$297	\$875	\$549	68%
3BR @ 50% AMI	\$365	\$499	\$925	\$662	81%
1BR @ 60% AMI	\$370	\$259	\$725	\$452	22%
2BR @ 60% AMI	\$430	\$297	\$875	\$549	28%
3BR @ 60% AMI	\$485	\$499	\$925	\$662	36%
1BR Market	\$445	\$259	\$725	\$452	2%
2BR Market	\$540	\$297	\$875	\$549	2%
3BR Market	\$650	\$499	\$925	\$662	2%

Note: "Market" rents include 60 percent AMI LIHTC rents and market rate rents

As illustrated in the previous table, the Subject’s proposed 50 and 60 percent rents are well below the surveyed average rents when evaluated against the LIHTC and market rate comparables. The Oaks at Carpenter is the most similar market rate property in terms of location and it also shares a similar condition as the Subject, and this property reported rents near the upper end of the range. The Subject’s unit amenities are similar to those at The Oaks at Carpenter, and the unit and project amenities at the Subject are superior. Creekside Villas, Cypress Suites, Regency Apartments, and Sunnyside Apartments are all located in similar to slightly superior locations in or very near Tifton and offer generally inferior unit and property amenities when compared to the Subject. The average vacancy rate among market rate units is 4.7 percent, and the Subject’s proposed LIHTC rents are well below the rents reported by the comparables that are of similar or slightly inferior condition.

Overall, we believe that the Subject’s proposed LIHTC rents are achievable in the market and will offer a substantial market rent advantage. The proposed market rate rents are appropriate as currently proposed.

9. LIHTC Competition – Recent Allocations within Two Miles

Based on DCA’s allocation lists, there are currently no LIHTC multifamily properties proposed for the Subject’s PMA. Additionally, there are no market rate properties proposed, under construction, or that have entered the market in the last few years within two miles of the Subject, or in the PMA. Note that one comparable located 23 miles from the site in Tifton, was opened in 2014. The lease-up history of this property was not provided by management.

10. Rental Trends in the PMA

The following table is a summary of the tenure patterns of the housing stock in the PMA.

TENURE PATTERNS PMA				
Year	Owner-Occupied	Percentage	Renter-Occupied	Percentage
	Units	Owner-Occupied	Units	Renter-Occupied
2000	6,064	68.8%	2,754	31.2%
2010	5,687	64.2%	3,165	35.8%
2015	5,413	61.1%	3,453	38.9%
Projected Mkt Entry June 2018	5,387	61.0%	3,446	39.0%
2020	5,369	60.9%	3,441	39.1%

Source: Esri Demographics 2015, Novogradac & Company LLP, April 2016

In 2015, approximately 61.1 percent of households in the PMA were owner-occupied, while the remaining 38.9 percent are renter-occupied. The percentage of renter-occupied households in the PMA is expected to decrease slightly through the market entry date as a percentage, as well as decrease in total number. These figures suggest demand for rental housing in the area will generally originate from households already residing in the PMA, rather than new renter households moving to the PMA.

Historical Vacancy

The following table illustrates the historical vacancy at the comparable properties when available.

CHANGE IN VACANCY RATES							
Comparable Property	Type	Total Units	2QTR 2012	2QTR 2013	2QTR 2014	2QTR 2015	2QTR 2016
Jack Allen Apartments	LIHTC/Market	60	N/A	N/A	N/A	0.0%	0.0%
Magnolia Place*	LIHTC	37	8.1%	2.7%	5.4%	0.0%	8.1%
The Groves*	LIHTC/Market	96	0.0%	1.0%	5.2%	0.0%	0.0%
Tiffany Square*	LIHTC	46	N/A	N/A	N/A	0.0%	0.0%
Creekside Villas*	Market	32	N/A	N/A	0.0%	0.0%	0.0%
Cypress Suites*	Market	40	2.5%	8.3%	2.5%	5.0%	2.5%
Regency Apartments*	Market	48	N/A	N/A	N/A	0.0%	2.1%
Sunnyside Apartments*	Market	72	N/A	N/A	6.9%	0.0%	11.1%
The Oaks At Carpenter*	Market	36	0.0%	0.0%	0.00%	5.6%	5.6%
		519	2.7%	3.0%	3.3%	1.2%	3.2%

*Located outside the PMA

N/A – Not available

As illustrated in the previous table, we have limited historical occupancy information for some of the comparables properties. However, it appears that while various properties did experience some vacancy rate fluctuations since second quarter 2012, the overall market vacancy rates have remained relatively consistent, despite increasing some since our last survey in second quarter 2015.

Change in Rental Rates

The following table illustrates changes in rent at the comparable properties over the past year.

RENT GROWTH		
Comparable Property	Rent Structure	Rent Growth
Jack Allen Apartments	LIHTC, Market	50AMI, 60AMI, Market: Increased 1.5 percent; 30AMI: Decreased based on max rents
Magnolia Place	LIHTC	Increased 2.4 to 2.6 percent
The Groves	LIHTC, Market	None
Tiffany Square	LIHTC	None
Creekside Villas	Market	None
Cypress Suites	Market	None
Regency Apartments	Market	Increase 1.6 to 1.9 percent
Sunnyside Apartments	Market	None
The Oaks At Carpenter	Market	None

Two of the LIHTC comparables reported rent increases in the past year, while one market rate comparable reported rent increases over the past year, while the other market rate properties reported no recent rent changes. The Subject’s rents at 50 and 60 percent of AMI are set equal to the 2015 maximum allowable levels. We anticipate that the Subject will experience rent growth in the future that is in line with the local market, most notably with rent growth that may occur in the future at Jack Allen Apartments, which is a LIHTC and market rate property within 0.6 miles of the Subject.

11. Impact of Foreclosed, Abandoned and Vacant Structures

According to RealtyTrac, one in every 2,137 housing units in Ben Hill County had received foreclosure filings in March 2016. This compares to one in every 1,137 housing units in the state of Georgia, and one in every 1,032 housing units in the nation at the same time. It appears that the mortgage and foreclosure crisis has impacted Ben Hill County to a lesser extent than the state and the nation. At the time of our site inspection, there did not appear to be a significant number of vacant or abandoned homes in the Subject’s neighborhood.

12. Primary Housing Void

Although the majority of the comparables reported relatively low vacancy rates, it should be noted that the majority of the housing stock is located outside the PMA. Most apartment properties in the Fitzgerald community and nearby are subsidized properties that operate with rental assistance, allowing residents to pay just 30 percent of their incomes toward rent. The area has a much more limited supply of more conventional market rate or LIHTC apartment communities. Jack Allen Apartments is the only family oriented comparable we could identify and survey within the PMA, which offers both LIHTC and market rate units. As such, with a high concentration of single family homes and mobile homes in the area, and a limited supply of modern apartments, it is our opinion that there is a void of new construction housing in the market, which the Subject will help fill. The Subject will be superior to the majority of the comparables and will provide good quality affordable housing.

13. Effect of Subject on Other Affordable Units in Market

The Subject will be generally superior to the majority of the LIHTC and market rate comparables. The LIHTC comparables have five vacancies and most maintain waiting lists, indicating demand for good quality affordable units. All LIHTC vacancies are located at properties outside the Subject PMA. The market rate units surveyed are also performing well. With only one true comparable located in the PMA, as well as the low to moderate capture rates for the Subject by bedroom type and AMI levels, we anticipate the opening of the Subject will have no long-term detrimental impact on Jack Allen Apartments, or the assisted rental housing stock in the PMA. Further, given the distance between Tifton and Fitzgerald, we anticipate no negative impacts on the comparables in Tifton.

Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is ample demand for the proposed Subject. The Subject will be superior in terms of condition to the majority of the comparables and will in most cases have superior unit and property amenities. The Subject's proposed 50 and 60 percent AMI rents represent good to excellent values and are achievable when compared to LIHTC and "market" rents. The only comparable in the PMA, Jack Allen Apartments, reported no vacancies and a waiting list. Overall, we believe there is demand for the Subject given its anticipated excellent condition, low capture rates, and competitive amenities and unit sizes. The inclusion of a washer and dryer in each unit will make the units very marketable.

I. ABSORPTION & STABILIZATION RATES

Stabilization/Absorption Rate

Only one of the comparables utilized in this report was able to provide absorption information. There has been limited new rental housing development in the PMA and in the Tifton market in the last decade. The following table details absorption information for one market rate property we surveyed.

ABSORPTION

Property Name	Type	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Cypress Suites	Market	Family	2008	40	7

As illustrated, the absorption rate for the market rate units at Cypress Suites was seven units per month when the property opened in 2008, during the national recession. This equates to an absorption period of five to six months to achieve stabilized occupancy. There has been no development of new rental housing in the PMA since Jack Allen Apartments opened in 2008, and with an aging housing stock in Fitzgerald, we believe the Subject will be well received upon opening as the first new apartments to be opened in the PMA in 10 years. The capture rates we determined also suggest ample demand in the market. Overall, we anticipate that the Subject will absorb approximately 12 units per month, for an absorption period of approximately four months. It should be noted that per DCA guidelines, absorption has been calculated to 93 percent occupancy.

J. INTERVIEWS

Georgia Department of Community Affairs Southern Region Section 8 Office

We spoke with Patrick McNally, Section 8 Office Director for the Georgia Department of Community Affairs (DCA) Waycross Section 8 Department, to gather information pertaining to the use of Housing Choice Vouchers in Ben Hill County. Mr. McNally reported that the DCA distributes approximately 50 vouchers that are utilized in Ben Hill County, and all are in use. In addition, there is currently a waiting list for voucher assistance. The gross rent payment standards for the one, two, and three-bedroom units are \$460, \$605 and \$758, respectively. The Subject's 50 percent AMI rents and the three-bedroom 60 percent AMI rent are below the local Ben Hill County payment standards, meaning households with a voucher would be eligible to reside in these units at the Subject with no additional out of pocket costs. The proposed market rate rents and the one and two-bedroom rents at 60 percent AMI are above the local payment standards, meaning residents utilizing a voucher would have to incur additional out-of-pocket rent-related expenses beyond 30 percent of their income.

Planned or Proposed Developments

Whitney Justice in the Building Department with the City of Fitzgerald noted that the only multifamily project in the county or city is the Subject site. She noted that the Subject site is located in the county, but the city is anticipating annexing the property as the project moves along.

Economic Development

We spoke with Derinda Lewis, Executive Secretary with Fitzgerald-Ben Hill Economic Development, to inquire about business expansions/contraction in the county. Ms. Lewis could not indicate specific expansions, but noted the following statistics in regards to the County's employment. We also referenced local publications regarding employment and the overall local economy.

Ms. Lewis noted that Ben Hill County has certainly experienced some difficult times in terms of employment over the last 10 years, but local leaders are confident employment will continue to increase and the unemployment rate will continue to slowly decline. The county provides ample resources for a skilled labor workforce, as well as greenfield sites for development and existing warehouse and manufacturing space. Despite a lack of substantial employment growth, several of the area manufacturers have been members of the community for many years and are considered stable employers.

In August 2015, existing company GBW announced it will re-invest in the community with a \$12 million expansion to its existing facility that will be complete in December 2017. The company is expected to hire an additional 50 employees through 2016, and up to an additional 30 employees through 2017. GBW is a leader in the repair of railroad cars, and has facilities in 34 locations in North America.

K. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

- The Subject is located in Fitzgerald in Ben Hill County, Georgia. The total population in the PMA and MSA remained relatively unchanged between 2010 and 2015, while the total population nationally increased at a greater rate. Following relatively stagnant population growth in recent years, the total population in the PMA is anticipated to decrease at a rate of just 0.1 percent annually through anticipated market entry in 2018 and 2020. The population of the MSA is expected to remain unchanged through 2020, while the population of the nation is expected to grow at a rate of 0.8 percent annually. Total households in the PMA remained relatively unchanged from 2010 to 2015, and are expected to decrease slightly through the market entry date and 2020. Households in the MSA grew slightly from 2010 to 2015, and are expected to remain relatively unchanged through 2020. In 2015, approximately 61.1 percent of households in the PMA were owner-occupied, while the remaining 38.9 percent are renter-occupied. Both owner-occupied and renter-occupied households are expected to decrease slightly through 2020 in the PMA. Approximately 64.4 percent of all households in the PMA have annual earnings below \$40,000. This indicates a significant area supply of low to moderate-income households. The Subject will generally target households earning between \$14,811 and \$35,040 under the LIHTC program and \$17,800 and \$60,000 for the market rate units; note that based on our research in similar rural markets, a minimal number of renter households with incomes above \$60,000 annually would consider the market rate units at the Subject.
- The Ben Hill County economic conditions have improved somewhat since significant job losses during the national recession from 2007 to 2011. Total employment figures have continued to decrease slightly almost every year, while the unemployment rate has declined by more than six percentage points since 2010 and was at its lowest pre-recession level in 2015. Employment concentrated in the Ben Hill County area is primarily in manufacturing and distribution; however, the local school district and medical center are two of the region's largest employers. Many of the jobs in the region are skilled labor jobs that can be easily trained and positioned, which is promising for employment in the future. However, with the area's continuing reliance on the manufacturing sector, it will remain more susceptible to periods of economic decline than a more diversified economy.
- As the demand analysis in this report illustrates, the Subject's capture rate for its 50 percent AMI units is 3.8 percent, while the 60 percent AMI units is 11.0 percent. The Subject has an overall LIHTC capture rate of 11.6 percent. The market rate capture rate is just 1.8 percent. This is also supported by the low vacancy rates at the stabilized comparables. The only comparable in the PMA is fully-occupied with a waiting list. Therefore, we believe there is ample demand for the Subject.
- Only one of the comparables utilized in this report was able to provide absorption information. There has been limited new rental housing development in the PMA and in the Tifton market in the last decade. The following table details absorption information for one market rate property we surveyed.

ABSORPTION

Property Name	Type	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Cypress Suites	Market	Family	2008	40	7

As illustrated in the table, the absorption rate for the market rate units at Cypress Suites was seven units per month when the property opened in 2008, during the national recession. This equates to an absorption period of five to six months to achieve stabilized occupancy. There has been no development of new rental housing in the PMA since Jack Allen Apartments opened in 2008, and with an aging housing stock in Fitzgerald, we believe the Subject will be well received upon opening as the first new apartments to be opened in the PMA in 10 years. The capture rates we determined also suggest ample demand in the market. Overall, we anticipate that the Subject will absorb approximately 12 units per month, for an absorption period of approximately four months. It should be noted that per DCA guidelines, absorption has been calculated to 93 percent occupancy.

- Vacancy rates in the market range from zero to 11.1 percent, averaging 3.2 percent. The LIHTC comparables have no vacancies with the exception of Magnolia Place, which reported three vacancies (8.1 percent vacancy). Overall LIHTC vacancy is just 1.4 percent. When asked about elevated vacancy rate, management suggested they have had challenges finding income-qualified renters who can pass the background and credit history screenings at this property. It is noteworthy that despite the elevated vacancy rate, Magnolia Place only has management available two days per week (Tuesday and Thursday), which is also likely contributing to the property’s difficulty achieving stabilized occupancy. Of note, Magnolia Place is located outside of the PMA in Tifton, approximately 22.0 miles from the Subject site. The market rate comparables we surveyed have vacancy rates ranging from zero percent to 11.1 percent. The average market rate vacancy rate is 4.7 percent, indicating a stable market for market rate units. Sunnyside, which reported the highest vacancy rate among market rate comparables, noted there were recent renovations completed at the property and some renovated units are not yet ready for occupancy. According to management, filling the renovated units has gone slowly. Of note, the only property located inside the PMA, Jack Allen Apartments; indicated zero vacancies with a waiting list for both LIHTC and market rate units.
- The Subject will be similar to superior to the market rate and LIHTC properties in terms of age and condition. Thus, we believe that the Subject will have a stabilized vacancy rate of five percent or less as a restricted property, similar to the majority of the LIHTC properties.

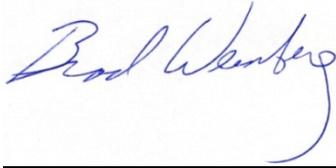
- The Subject will be similar to superior to the majority of the market rate and LIHTC properties in terms of age and condition. The Subject is located in Fitzgerald, which is a location most similar to Jack Allen Apartments, which is fully occupied. Thus, we believe that the Subject will have a stabilized vacancy rate at five percent or less as a restricted property. Relative to Jack Allen Apartments, the Subject's property amenity package will be similar, its in-unit amenity package will be slightly superior, and its age and condition will be slightly superior. Additionally, the Subject's unit sizes will be superior to unit sizes at Jack Allen Apartments. Overall, given the vacancy rates of Jack Allen Apartments and The Groves, the most similar comparables, we believe the Subject's proposed 50 and 60 percent rents are achievable.
- Based upon our market research, demographic calculations and analysis, we believe there is ample demand for the proposed Subject. The Subject will be superior in terms of condition to the majority of the comparables and will in most cases have superior unit and property amenities. The Subject's proposed 50 and 60 percent AMI rents represent good to excellent values and are achievable when compared to LIHTC and "market" rents. The only comparable in the PMA, Jack Allen Apartments, reported no vacancies. Overall, we believe there is demand for the Subject given its anticipated excellent condition, low capture rates, and competitive amenities and unit sizes. The inclusion of a washer and dryer in each unit will make the units very marketable.

Recommendations

We recommend the developer consider buffering along the southern border of the Subject site to help mitigate the visual nuisance created by the neighboring mobile home park. This could be accomplished with fencing, significant landscaping, or a combination of these elements.

L. SIGNED STATEMENT REQUIREMENTS

I affirm that I (or one of the persons signing below) have made a physical inspection of the market area and the subject property and that information has been used in the full study of the need and demand for the proposed units. To the best of my knowledge, the market can support the project as shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in DCA's rental housing programs. I also affirm that I have no interest in the project or relationship with the ownership entity and my compensation is not contingent on this project being funded.



Brad Weinberg, MAI, CVA, CCIM
Certified General Real Estate Appraiser
Partner



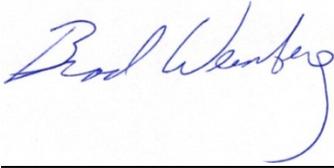
Ed Mitchell
Manager



Brian Gault
Real Estate Analyst

M. MARKET STUDY REPRESENTATION

Novogradac & Company LLP states that 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.



Brad Weinberg, MAI, CVA, CCIM
Certified General Real Estate Appraiser
Partner



Ed Mitchell
Manager



Brian Gault
Real Estate Analyst

N. QUALIFICATIONS

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

I. Education

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

II. Licensing and Professional Affiliations

MAI Member, Appraisal Institute, No. 10790
Certified Investment Member (CCIM), Commercial Investment Real Estate Institute
Certified Valuation Analyst (CVA), National Association of Certified Valuers and Analysts (NACVA)

Member, Urban Land Institute

Member, National Council of Housing Market Analysts (NCHMA)

State of Connecticut – Certified General Real Estate Appraiser, No. RCG.0001439

Washington, D.C. – Certified General Real Estate Appraiser; No. GA10340

State of Florida – Certified General Real Estate Appraiser; No. RZ3249

State of Georgia – Certified General Real Property Appraiser; No. 221179

State of Maine – Certified General Real Estate Appraiser, No. CG3435

State of Maryland – Certified General Real Estate Appraiser; No. 6048

Commonwealth of Massachusetts – Certified General Real Estate Appraiser; No. 103769

State of Michigan – Certified General Real Estate Appraiser, No. 1201074327

State of Nebraska – Certified General Real Estate Appraiser, No. CG2015008R

State of New Jersey – Certified General Real Estate Appraiser; No. 42RG00224900

State of Ohio – Certified General Real Estate Appraiser; No. 2006007302

State of Pennsylvania – Certified General Real Estate Appraiser; No. GA004111

State of South Carolina – Certified General Real Estate Appraiser; No. 4566

III. Professional Experience

Partner, Novogradac & Company LLP

President, Capital Realty Advisors, Inc.

Vice President, The Community Partners Realty Advisory Services Group, LLC

President, Weinberg Group, Real Estate Valuation & Consulting

Manager, Ernst & Young LLP, Real Estate Valuation Services

Senior Appraiser, Joseph J. Blake and Associates

Senior Analyst, Chevy Chase F.S.B.

Fee Appraiser, Campanella & Company

IV. Professional Training

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

Commercial Investment Real Estate Institute (CIRES) Coursework and Seminars Completed for CCIM Designation and Continuing Education Requirements

V. Speaking Engagements and Authorship

Numerous speaking engagements at Affordable Housing Conferences throughout the Country

Participated in several industry forums regarding the Military Housing Privatization Initiative

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

VI. Real Estate Assignments

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

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

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

STATEMENT OF PROFESSIONAL QUALIFICATIONS

EDWARD R. MITCHELL, MAI

I. Education

Master of Science – Financial Planning
University of Alabama, Tuscaloosa, Alabama

Graduate Certificate (Half Master's) Conflict Management, Negotiation, and Mediation
University of Alabama, Tuscaloosa, Alabama

Bachelor of Science – Human Environmental Science
University of Alabama, Tuscaloosa, Alabama

Associate of Arts – Real Estate Management
San Antonio College, San Antonio, Texas

II. Work History

Manager - Valuation; Novogradac & Company LLP; Atlanta, Georgia
Senior Real Estate Analyst; Novogradac & Company LLP; Atlanta, Georgia
Senior Appraiser; Valbridge Property Advisors; Atlanta, Georgia
Managing Partner; Consolidated Equity, Inc.; Atlanta, Georgia and Jacksonville, Florida
Senior Appraiser; Schultz, Carr, Bissette & Associates; Atlanta, Georgia
Disposition Manager; Resolution Trust Corporation (RTC); San Antonio & Dallas, Texas

III. Relevant Experience

- Managed and prepared market studies and appraisals throughout the U.S. for family and senior Low-Income Housing Tax Credit (LIHTC), market rate, HOME financed, USDA Rural Development, and HUD subsidized properties.
- Managed and prepared HUD rent comparability studies (RCS).
- Performed HUD MAP Quality Control market study and appraisal reviews.
- Over 20 years' experience in real estate appraisal, investment, development, and construction. Past appraisal assignments include all types of vacant and improved commercial property and special use properties such as rail corridors, Right-of-Way projects, and recycling plants.

IV. Certifications & Licenses

- Alabama State Certified General Real Property Appraiser #G01192
- Florida State Certified General Real Property Appraiser #RZ3784
- Georgia State Certified General Real Property Appraiser #4649
- Mississippi State Certified Real Property Appraiser #GA 1135
- North Carolina State Certified General Real Property Appraiser #A7996
- South Carolina State Certified General Property Appraiser #7354
- West Virginia State Certified Real Property Appraiser #CG 524
- Licensed Real Estate Salesperson (Georgia)

STATEMENT OF PROFESSIONAL QUALIFICATIONS

BRIAN GAULT

I. Education

Ohio University, Athens, Ohio
Bachelor of Science in Journalism, Certification in Environmental Studies

II. Professional Experience

Real Estate Analyst, Novogradac & Company LLP, August 2014 – Present
Vice President/Project Director, Vogt Santer Insights, July 2010 – June 2014
Project Director/Director of Southeast Operations, VWB Research, October 2002 – June 2010
Field Analyst/Project Director, Danter Company, February 2000 – October 2002

III. Research Assignments

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

- Authored more than 1,600 market feasibility studies or letters for affordable, market rate and student rental housing. These reports have been utilized by developers, syndicators, state housing finance agencies, and lenders to assist in the financial underwriting, planning and design of rental properties. Analysis typically includes: unit mix determination, demand estimation, rental rate analysis, competitive property evaluation and overall market feasibility analysis.
- Completed field research for more than 250 projects in more than 40 states while employed in the industry.
- Interviewed, trained, and coordinated staff of seven to nine field analysts working nationwide while with previous employers.
- Experienced in data collection for commercial space used in retail, office or overall commercial space analyses.