



**A MARKET CONDITIONS AND PROJECT  
EVALUATION SUMMARY OF  
MERIWETHER REDEVELOPMENT PHASE III**

**832 WESTBROOK STREET  
GRIFFIN, SPALDING COUNTY, GEORGIA 30224**

**Effective Date: May 31, 2016  
Report Date: June 5, 2016**

*Prepared For*

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June 5, 2016

Mr. Mark Straub  
Meriwether Redevelopment Phase III  
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Re: Market Study for Meriwether Redevelopment Phase III in Griffin, GA

Dear Mr. Straub:

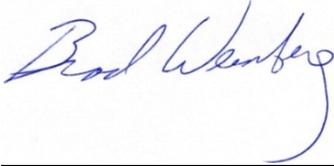
At your request, Novogradac & Company LLP performed a market study of the senior rental market in the Griffin, Spalding County, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project, the (Subject). The purpose of this market study is to assess the viability of the construction of Meriwether Redevelopment Phase III, a proposed Housing for Older Persons (HFOP) development, consisting of 68 units. Units will be restricted to senior households ages 55 and older earning 50 and 60 percent of the AMI, or less, and 35 units will operate with ACC subsidy assistance through the Griffin Housing Authority. 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 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

author or the firm with which he or she is connected. Neither all nor any part of the report, or copy thereof shall be disseminated to the general public by the use of advertising, public relations, news, sales, or other media for public communication without the prior written consent and approval of the appraiser. Nor shall the appraiser, firm, or professional organizations of which the appraiser is a member be identified without written consent of the appraiser.

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.

## TABLE OF CONTENTS

A. EXECUTIVE SUMMARY AND CONCLUSION .....	1
B. PROJECT DESCRIPTION .....	12
C. SITE EVALUATION .....	16
D. MARKET AREA.....	30
Primary Market Area .....	31
E. COMMUNITY DEMOGRAPHIC DATA .....	34
F. EMPLOYMENT TRENDS.....	40
G. PROJECT-SPECIFIC DEMAND ANALYSIS.....	52
H. COMPETITIVE RENTAL ANALYSIS .....	80
I. ABSORPTION AND STABILIZATION RATES .....	85
J. INTERVIEWS.....	86
K. CONCLUSIONS AND RECOMMENDATIONS .....	129
L. SIGNED STATEMENT REQUIREMENTS.....	133

## **A. EXECUTIVE SUMMARY AND CONCLUSION**

**EXECUTIVE SUMMARY AND CONCLUSIONS**

**1. Project Description:**

Meriwether Redevelopment Phase III will be a newly constructed housing for older persons (age 55+) property located in at 832 Westbrook Street in Griffin, Spalding County, Georgia 30224. The following table illustrates the unit mix including bedrooms/bathrooms, net and gross square footages, income targeting, rents, and utility allowances.

**PROPOSED RENTS**

Unit Type	Square Feet Net/Gross	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2015 LIHTC	2015 HUD
						Maximum Allowable Gross Rent	Fair Market Rents
<i>50% AMI/ACC</i>							
1BR/1BA	601/647	14	\$460	\$171	\$631	\$640	\$773
2BR/1BA	801/858	1	\$460	\$217	\$677	\$767	\$916
<i>60% AMI/ACC</i>							
1BR/1BA	601/647	18	\$460	\$171	\$631	\$768	\$773
2BR/1BA	801/858	2	\$460	\$217	\$677	\$921	\$916
<i>60%AMI</i>							
1BR/1BA	601/647	30	\$450	\$171	\$621	\$768	\$773
<u>2BR/1BA</u>	801/858	<u>3</u>	\$550	\$217	\$767	\$921	\$916
<b>Total</b>		<b>68</b>					

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

ACC units will be subsidized by the Griffin Housing Authority with average tenant paid rents of \$122 (30% of income).

The Subject will offer the following unit amenities: window blinds, carpet and vinyl flooring, wall PTAC heating and air conditioning, dishwasher, oven/range, refrigerator, microwave, cable TV/satellite/Internet hookups, and coat closet. The property amenities will include: on-site management, laundry facilities on each floor, community room, fitness center, elevators, a covered porch, lounges, crafts room, gazebo with grill and picnic tables, and computer center. The building will feature a secure entry and an intercom system for added security. As a senior development with interior corridors and a secure building, the proposed unit and project amenities will allow the Subject to effectively compete in the market at the anticipated rent levels.

Tenants will be responsible for all utilities except trash removal. The cooking, water heating, and heat will be electric.

**2. Site Description/Evaluation:**

The Subject is located on the east side of Westbrook Street in a primarily residential neighborhood. The site itself consists of grass and tree covered land and the site is currently vacant. The site slopes from northwest to the southeast. Some single-family homes in average condition are located along Westbrook Street and form the western boundary of the site. The Subject site appears suitable for a multifamily development. Adjacent to the north as well as the west are single-family uses in good to average condition. To the south is the City Municipal Park including a golf course that stretches approximately 0.6 miles to the Griffin-Spalding County Airport, a small airport serving primarily private planes and small commuter flights. To the east are City Municipal Park, commercial space, and the Spalding Regional Hospital. The limited amount of commercial uses in the Subject's immediate neighborhood appeared to be 95 percent occupied. As previously mentioned, the Subject site is approximately 0.6 miles north of the Griffin-Spalding County Airport, a small airport serving primarily private planes and small commuter flights. Given the location, runway configuration (landing and takeoff southeast to northwest), and the size of planes serving this airport, air traffic from this airport should have no impact on the residents of the Subject and is not a negative attribute. Note that a positive attribute of the site is its location near the Spalding Regional Hospital, which is one of the largest area employers.

The Subject will be accessed by vehicles from Westbrook Street, which becomes Scales Street to the west of the site. There will also be a pedestrian entrance as a continuation of Park Road, which is east of Westbrook Street. The Subject has good visibility from Westbrook Street, and once developed with a three-story structure, the Subject will also be visible from Beck Street to the north and Park Road to the east.

The site is located within 1.0 mile of a hospital, grocery store, pharmacy, park, post office, and police department. The Subject will be located less than 2.0 miles from a library, fire department, and senior center. It is advantageous that all emergency services are less than 2.0 miles from the site.

The most recent crime risk index data indicates most crime risk within the PMA is below that of the Atlanta MSA and is similar to national indices. According to our interviews with market participants, the improvements being made in Griffin to the neighborhood surrounding the Subject site are expected to improve security of the neighborhood. In general, based on our site inspection, the neighborhood is in a state of gradual improvement, and the development of the Subject will serve to continue this trend.

### **3. Market Area Definition:**

The PMA is defined by the Spalding County line, Jackson Road, and Teamon Road to the north, the Spalding County line and Barnesville Road to the east, East Milner Road, US Highway 41, and Hollonville Road to the south, and Hollonville Road and the Spalding County line to the west. The PMA was defined based on interviews with property managers at comparable properties, interstate divides, our site and neighborhood inspection, and knowledge of the Griffin market from prior work. We have drawn the northern boundary of the PMA at the county line as property managers indicated that they do not typically get tenants from Henry County as this is considered a separate market. We believe that the majority of the Subject's units will come from within the PMA boundaries. The furthest PMA boundary from the Subject is 12.8 miles. For comparison purposes, the secondary market area (SMA) for the Subject is the Atlanta-Sandy Springs-Roswell MSA.

### **4. Community Demographic Data:**

The Subject is located in Griffin, Spalding County, Georgia. Overall, between 2010 and 2015, population growth in the PMA was less than that of the nation and the MSA. However, the total senior population in the PMA experienced annual increases of 2.0 percent from 2010 to 2015. This is below the 3.8 percent increase in the MSA over the same time period. Senior population in the PMA is projected to increase at by 2.4 percent annually through market entry for the Subject. Senior households in the PMA grew by 1.8 percent annually from 2010 to 2015, which is slower than the MSA rate of 2.4 percent and similar to the nation as a whole. Senior households in the PMA are projected to grow at a rate of 2.0 percent annually through market entry in 2018. Senior renter households in the PMA with incomes of \$30,000 or less are expected to increase by 280, or 15.7 percent between 2015 and 2020.

This significant growth will create increased demand for senior-oriented affordable housing.

**5. Economic Data:**

Total employment in the MSA has been steadily increasing since 2011. However, employment in Spalding County remains slightly below pre-recession levels. Similar to the national trend, the unemployment rate increased significantly in 2008 and 2009, and reached a peak rate of more than 10 percent in 2010. The unemployment rate in the MSA and nation has been decreasing since 2011. As of February 2016, the MSA unemployment rate was similar to the unemployment rate of the nation; however, the high rate of growth in total employment indicates a recovery in the MSA that is similar to the nation. Note that job growth locally in Spalding County has been more limited since the peak of the recession.

The largest employers in the PMA are in retail trade, educational services, and manufacturing. Lower skilled-employment sector employees in the retail trade and manufacturing industries are likely to have incomes in line with the Subject's income restrictions. However, as a senior property, we anticipate most Subject residents will no longer be employed. The City of Griffin has made significant investment in the manufacturing industry.

Dollar General is building a new distribution center in Spalding County, approximately 19 miles away from Griffin. Dollar General will be investing \$85 million into the project and it is expected to create 500 new permanent jobs. The distribution center is expected to be completed in 2017.

The Lakes of Green Valley, a 570-acre mixed-use development, was designated market ready by the Georgia Department of Economic Development. The development will dedicate 360 acres to industrial use for various companies in the area. However, it will be the first "eco" mixed-use park in Georgia, with over 48 acres of lakes and 30 acres being used for green space. The Lakes of Green Valley is three miles east of Griffin on State Route 16. In 2014, Otsuka Chemical Company, a Japanese Chemical Manufacturer, broke ground for their North American headquarters in The Lakes of Green Valley. This created 32 jobs.

Overall, the local economy in Griffin appears to be slowly recovering from the effects of the recession, and has not yet recovered to the level of the national economy.

**6. Project-Specific Affordability And Demand Analysis:**

Our demand analysis indicates that overall with consideration of the ACC subsidy that will be in place for 35 of the 68 units, there are 563 units of net demand among age and income qualified renter households in the PMA. The following table indicates the capture rates for the Subject’s units.

**CAPTURERATEANALYSIS CHART**

Unit Size	Income Limits	Units	Total	Supply	Net	Capture Rate	Absorption
		Proposed	Demand		Demand		
1BR @ 50% with no ACC	\$18,930-\$27,300	14	100	0	100	14.0%	Four Months
2BR @ 50% with no ACC	\$18,930-\$27,300	1	24	0	24	4.1%	One Month
1BR @ 50% with ACC	\$0-\$27,300	14	470	16	454	3.1%	Two Months
2BR @ 50% with ACC	\$0-\$27,300	1	114	1	113	0.9%	One Month
1BR @ 60% with no ACC	\$18,630-\$32,760	30	158	38	120	25.1%	Six Months
2BR @ 60% with no ACC	\$18,630-\$32,760	3	38	4	34	8.7%	Two Months
1BR @ 60% with ACC	\$0-\$32,760	18	521	23	498	3.6%	Three Months
2BR @ 60% with ACC	\$0-\$32,760	2	127	3	124	1.6%	One Month
1BR Overall with no ACC	\$18,630-\$32,760	62	157	38	119	52.1%	Six Months
2BR Overall with no ACC	\$18,630-\$32,760	6	38	4	34	17.5%	Three Months
1BR Overall with ACC	\$0-\$32,760	62	521	77	444	14.0%	Six Months
2BR Overall with ACC	\$0-\$32,760	6	127	8	119	5.1%	Two Months
50% AMI Overall with no ACC	\$18,930-\$27,300	15	124	0	124	12.1%	Four Months
50% AMI Overall with ACC	\$0-\$27,300	15	584	17	567	2.6%	Two Months
60% Overall with no ACC	\$18,630-\$32,760	33	196	42	154	21.4%	Six Months
60% Overall with ACC	\$0-\$32,760	20	648	26	622	3.2%	Six Months
LIHTC Overall with no ACC	\$18,630-\$32,760	68	195	42	153	44.4%	Six Months
LIHTC Overall with ACC	\$0-\$32,760	68	648	85	563	12.1%	Six Months

\*Note, the maximum allowable 50 percent AMI net rent of \$443/gross rent of \$604 was used in determining the minimum income required for hypothetical units without ACC rental assistance.

ACC - Annual Contribution Contract subsidy through the Griffin Housing Authority

The overall LIHTC capture rate for all 68 units proposed, without consideration of the ACC subsidy that will be in place for 35 of the 68 total units, is 44.4 percent. Note that if only the 33 units without ACC subsidy are considered in the LIHTC only scenario, the capture rate falls to 21.6 percent, which is a good LIHTC-only capture rate. The overall capture rate for the project’s 50 and 60 percent units with consideration of the ACC subsidy that will be in place is 12.1 percent. Since the property will operate with the ACC rental assistance, and the overall capture rate without consideration of the ACC subsidy does not truly reflect the depth of support for this type of property in the PMA, we believe there is adequate senior demand for the Subject.

**7. Competitive Rental Analysis:**

The availability of LIHTC data is considered average for a small city such as Griffin. There is one comparable age-restricted property in the PMA, as well as one family property with a significant share of seniors. With the small number of senior properties within the PMA, we identified two additional senior LIHTC properties as comparables that both operate without rental assistance. All of the comparable LIHTC senior properties are located within 15.2 miles of the Subject.

The availability of market rate data is considered good, and we evaluated five comparables with one and two-bedroom garden-style units for this analysis. None of the comparable market rate options in Griffin offer elevator-served buildings or are age-restricted. As such, garden-style units with first floor accessible units were utilized as comparables. We believe these properties represent some of the more comparable market rate alternatives for seniors in the local market.

Vacancy rates in the market average 1.2 percent. The LIHTC comparables have no vacancies with the exception of Glenco Trace Apartments and St. Phillips Villas, which reported one vacancy each. Overall LIHTC vacancy is just 0.9 percent.

The age-restricted LIHTC comparable properties, including Glenco Trace Apartments, Shoal Creek Manor, and Villas on Forsyth, are all maintaining waiting lists. The senior LIHTC properties have historically maintained low vacancy rates and waiting lists, which bodes well for the proposed Subject.

The market rate properties in the PMA also have a low average vacancy rate of 1.3 percent.

As an age-restricted property, we anticipate that the Subject will perform similarly to the age-restricted comparables and will maintain a low vacancy rate of five percent or less. If allocated, we do not believe that the Subject will impact the performance of the general occupancy market rate comparables as they have low to moderate senior tenancies, and many seniors at these market rate properties would not likely income-qualify for the LIHTC units at the Subject.

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**

<b>Unit Type</b>	<b>Subject</b>	<b>Surveyed Min</b>	<b>Surveyed Max</b>	<b>Surveyed Average</b>	<b>Subject Rent Advantage</b>
1 BR @ 50% ACC	\$460*	\$342	\$730	\$544	15%
2 BR @ 50% ACC	\$460*	\$390	\$835	\$648	29%
1 BR @ 60% ACC	\$460*	\$342	\$730	\$544	15%
2 BR @ 60% ACC	\$460*	\$390	\$835	\$648	29%
1 BR @ 60%	\$450	\$342	\$730	\$544	17%
2 BR @ 60%	\$550	\$390	\$835	\$648	15%

\*\*ACC Subsidy rents (Residents will pay 30 percent of their income toward rent.)

As illustrated the Subject’s proposed 50 percent LIHTC/ACC rents, 60 percent LIHTC/ACC rents, and 60 percent AMI LIHTC rents are at least 15 percent below the surveyed averages of the comparables. The proposed rents represent rent advantages of 15 to 29 percent versus average “market rents”, suggesting the rents as proposed should be achievable in the Griffin market, where demand for affordable housing is significant.

The Subject will be most similar to 330 East College Apartments in terms of location, as this property is within less than 1.0 mile of the Subject. In addition, it is the only market rate comparable with a significant number of senior tenants. This property has inferior property amenities and has the most similar unit amenities to the Subject among the market rate comparables. While this older property is inferior in age, the units are larger than the units at the Subject. The rents at 330 East College Apartments are \$632 for a one-bedroom unit and \$715 for a two-bedroom unit. Given these rents, the proposed 60 percent AMI rents of \$475 for one-bedroom units and \$575 for two-bedroom units appear achievable. Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer advantages compared to the average rents being achieved at comparable properties.

The Subject's proposed 50 percent AMI rents of \$460 will operate with an ACC subsidy through the local Griffin Housing Authority, and the subsidy contract rents will be \$460 for both one and two-bedroom units. With the ACC rental assistance tenants will pay 30 percent of their incomes toward rent. With this in place, the contract rents are considered achievable. However, if the ACC subsidy were not in place, with the high demand in the market for affordable housing, it is our opinion the one-bedroom units could achieve the maximum allowable 50 percent AMI rent, while the two-bedroom units could achieve a LIHTC rent of \$560.

The Subject's proposed 60 percent AMI one-bedroom rent of \$450 is above the rent at Glenco Trace Apartments, but is below the rent for the family property with several senior residents, St. Phillip Villas. According to management at Glenco Trace Apartments, this property has kept rents at a low level to limit the amount of turnover, as management noted the current residents have responded unfavorably to rent increases when they have occurred in the past. Note that Shoal Creek Manor and The Villas on Forsyth do not have one-bedroom units at 60 percent AMI. As such, there could be additional latent demand in the area for one-bedroom units that allow for residents with incomes as high as the 60 percent AMI maximum. We have concluded to an achievable 60 percent AMI one-bedroom LIHTC rent of \$475.

The Subject's proposed two-bedroom rent is above the rents at Villas on Forsyth and Glenco Trace Apartments, but is below the rents at Shoal Creek Manor and St. Phillip Villas. Shoal Creek Manor is the most similar property to the Subject in terms of age, condition, and building type, as this is a four-story, elevator-serviced building. Shoal Creek Manor is in an inferior location to the Subject. As such, while Glenco Trace Apartments is achieving relatively low 60 percent AMI two-bedroom rents, it is our opinion significantly higher two-bedroom senior LIHTC rents are achievable in the PMA. With Shoal Creek Manor offering superior unit features and significantly larger units, we have tempered our rents downward from this property's rent in estimating achievable rent for the Subject's two-bedroom 60 percent AMI units. With the unit similarities and differences between the Subject and the comparables, as well as the Subject's competitive position against the

LIHTC comparables, we have estimated the achievable LIHTC two-bedroom rent to be \$575 at 60 percent AMI.

The Subject's proposed 60 percent AMI units with an ACC subsidy will have subsidy contract rents of \$460 for both one and two-bedroom units. With the ACC rental assistance tenants will pay 30 percent of their incomes toward rent. With this in place, the contract rents are considered achievable. However, if the ACC subsidy were not in place, with the high demand in the market for affordable housing, it is our opinion these units could achieve the same rents as the 60 percent AMI units without ACC subsidy assistance.

Overall, the Subject's proposed rents appear reasonable when compared to the rents at the comparables and particularly when taking into account the strong demand for senior LIHTC units we identified, where there is only one vacancy in these units, and all the senior properties maintain waiting lists.

## **8. Absorption/Stabilization Estimate:**

We were able to obtain absorption information from one LIHTC property located outside the PMA in Barnesville, which is Villas on Forsyth, a 42-unit, age-restricted LIHTC and market rate property. Villas on Forsyth reported an absorption rate of eight units per month, equaling a five month lease-up period.

The Oaks at Park Pointe (Meriwether Redevelopment Phase I), located at 426 South 15<sup>th</sup> Street, opened units in late November 2015 and was fully leased by mid-March 2016. This equates to approximately a four month period to lease 84 units, or an absorption rate of approximately 21 units per month.

With the healthy LIHTC vacancy rate among properties with a significant share of seniors, waiting lists at most properties, and the Subject's new construction, and elevator-served design, we believe that the Subject's units could reasonably expect to lease 11 to 12 units per month. At this rate, the Subject would reach a stabilized occupancy of 93 percent within five to six months.

**9. Overall Conclusion:**

Based upon our review of area economic and demographic trends, as well as our consideration of capture rates and the local supply, there is demand for the Subject as proposed. The three existing senior LIHTC comparables we surveyed for our comparable analysis are performing well, with only one vacancy and waiting lists at each property. The family LIHTC property used as a comparable is also performing well with just one vacancy. This property has a 25 percent share of seniors. In terms of rents, the Subject's proposed 50 percent AMI units and several 60 percent AMI units will operate with an ACC subsidy through the local Griffin Housing Authority, and the subsidy contract rents will be \$460 for both one and two-bedroom units. With the ACC rental assistance tenants will pay 30 percent of their incomes toward rent. Hypothetically, with the subsidy tenants may be able to pay as little as \$0 for these units. With this subsidy in place, the contract rents are considered achievable for units with the ACC subsidy. The Subject's proposed 60 percent AMI LIHTC one-bedroom rent of \$450 and two-bedroom rent of \$550 are considered achievable based on our comparison to the most similar age-restricted properties, including Shoal Creek Manor, a midrise property located in Locust Grove, northeast of Griffin. The proposed rents represent rent advantages of 15 to 29 percent versus average "market rents", suggesting the rents as proposed should be achievable in the Griffin market, where demand for affordable housing is significant. Overall, it is our opinion the Subject is generally well positioned to achieve a stabilized occupancy rate of 93 percent or higher without significantly impacting other existing affordable properties.

We have no recommendations for the Subject.

## Meriwether Redevelopment Phase III, Griffin, GA; Market Study

### Summary Table:

Development Name:	Meriwether Redevelopment Phase III	Total # Units: <b>68</b>
Location:	832 Westbrook Street Griffin, Spalding County, GA 30224	# LIHTC Units: <b>68</b>
PMA Boundary:	North: Spalding County line, Jackson Road, and Teamon Road; East: Spalding County line and Barnesville Road; South: East Milner Road, US Highway 41, and Hollonville Road; West: Hollonville Road and the Spalding County line.	
	Farthest Boundary Distance to Subject:	12.8 miles

#### Rental Housing Stock (found on pages 56, 115)

Type	# Properties*	Total Units	Vacant Units	Average Occupancy
All Rental Housing	15*	1,511*	26	98.3%
Market-Rate Housing	10	871*	16	98.2%
<i>Assisted/Subsidized Housing not to include LIHTC</i>	4	400	7	98.2%
<b>LIHTC</b>	5	276*	3	98.9%
Stabilized Comps	9	930	9	98.8%
Properties in Construction & Lease Up	0	0	0	N/Ap

\*Includes data for properties that could be contacted to include occupancy data in our report.

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
14	1BR @ 50% ACC	1	601	\$460	\$544	\$0.91	15%	\$730	\$1.21
1	2BR @ 50% ACC	1	801	\$460	\$648	\$0.81	29%	\$800	\$1.00
18	1BR @ 60% ACC	1	601	\$460	\$544	\$0.91	15%	\$730	\$1.21
2	2BR @ 60% ACC	1	801	\$460	\$648	\$0.81	29%	\$800	\$1.00
30	1BR @ 60%	1	601	\$450	\$544	\$0.91	17%	\$730	\$1.21
3	2BR @ 60%	1	801	\$550	\$648	\$0.81	15%	\$800	\$1.00

#### Demographic Data (found on page 38)

	2010		2015		2018	
Age 55+ Renter Households	2,453	23.20%	2,872	24.80%	3,076	25.00%
Age & Income-Qualified Renter HHs (LIHTC)	430	17.53%	616	21.45%	657	21.36%

#### Targeted Income-Qualified Renter Household Demand (found on page 78)

Type of Demand	50% with ACC	50% with no ACC	60% with ACC	60% with no ACC	LIHTC with ACC	LIHTC no ACC
Renter Household Growth	122	26	135	41	135	41
Existing Households (Overburdened + Substandard)	588	126	652	197	652	197
Homeowner conversion (Seniors)	13	3	16	5	16	4
<b>Total Primary Market Demand</b>	724	154	803	243	803	242
Less Comparable/Competitive Supply	17	0	20	42	85	42
<b>Adjusted Income-qualified Renter HHs**</b>	707	154	783	201	718	200

#### Capture Rates (found on page 77)

Targeted Population	50% with ACC	50% with no ACC	60% with ACC	60% with no ACC	LIHTC No ACC	LIHTC with ACC
Capture Rate:	2.60%	12.10%	3.20%	21.40%	12.10%	44.40%

\*\*Includes seniors 55+

## **B. PROJECT DESCRIPTION**

**PROJECT DESCRIPTION**

**Project Address and Development Location:**

Meriwether Redevelopment Phase III will be housing for older persons (age 55+) located in a currently undeveloped lot at 832 Westbrook Street. There will also be a pedestrian pathway from Park Road to the Subject site.

**Construction Type:**

The new construction Subject will be one, low-rise building with three stories. It will be elevator equipped and consist of 68 senior designated units.

**Occupancy Type:**

Housing for Older Persons (age 55+)

**Special Population Target:**

A total of five units will be specially designed to be handicap accessible.

**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:**

A total of 35 units will operate with an Annual Contributions Contract (ACC) subsidy through the Griffin Housing Authority. With this ACC subsidy, tenants will pay 30 percent of their income toward rent.

**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 October 2018.

**Conclusion:**

The Subject will be an excellent-quality property with a three-story, elevator-serviced building with flat style units. Based on our review of the site and floor plans and considering this will be a new development, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical obsolescence. The Subject will offer a modern product that should be well-received by area older persons (age 55+).

**Meriwether Redevelopment Phase III, Griffin, GA; Market Study**

**Meriwether Redevelopment Phase III**

**Comp #** Subject  
**Effective Rent Date** 5/31/2016

**Location** 832 Westbrook Street  
 Griffin, GA 30224  
 Spalding County County  
 (verified)

**Units** 68  
**Type** Lowrise (age-restricted)  
 (3 stories)

**Year Built / Renovated** 2018 / n/a  
**Tenant Characteristics** Older Persons 55+



**Market**

**Program** @50% (ACC), @60%, @60% (ACC)

**Utilities**

<b>A/C</b>	not included -- wall	<b>Other Electric</b>	not included
<b>Cooking</b>	not included -- electric	<b>Water</b>	not included
<b>Water Heat</b>	not included -- electric	<b>Sewer</b>	not included
<b>Heat</b>	not included -- electric	<b>Trash Collection</b>	included

**Unit Mix (face rent)**

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?
1	1	Lowrise (3 stories)	14	601	\$460	\$0	@50% (ACC)	n/a	N/A	N/A	no
1	1	Lowrise (3 stories)	30	601	\$450	\$0	@60%	n/a	N/A	N/A	no
1	1	Lowrise (3 stories)	18	601	\$460	\$0	@60% (ACC)	n/a	N/A	N/A	no
2	1	Lowrise (3 stories)	1	801	\$460	\$0	@50% (ACC)	n/a	N/A	N/A	no
2	1	Lowrise (3 stories)	3	801	\$550	\$0	@60%	n/a	N/A	N/A	no
2	1	Lowrise (3 stories)	2	801	\$460	\$0	@60% (ACC)	n/a	N/A	N/A	no

**Amenities**

<b>In-Unit</b>	Blinds Carpeting Coat Closet Dishwasher Microwave Oven Refrigerator Wall A/C	<b>Security</b>	Intercom (Phone) Limited Access
<b>Property</b>	Parking spaces: 80 Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Elevators Exercise Facility Central Laundry Off-Street Parking On-Site Management Picnic Area	<b>Premium</b>	none
<b>Services</b>	none	<b>Other</b>	Crafts Room, Covered Porch, Lounges, Gazebo

**Comments**

The property is expected to begin construction in August 2017 and be completed by October 2018.

## **C. SITE EVALUATION**

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

Talia Gbolahan, an employee of Novogradac & Company LLP, visited the site on May 31, 2016.

**2. Physical Features of the Site:**

The following illustrates the physical features of the site.

*Frontage:*

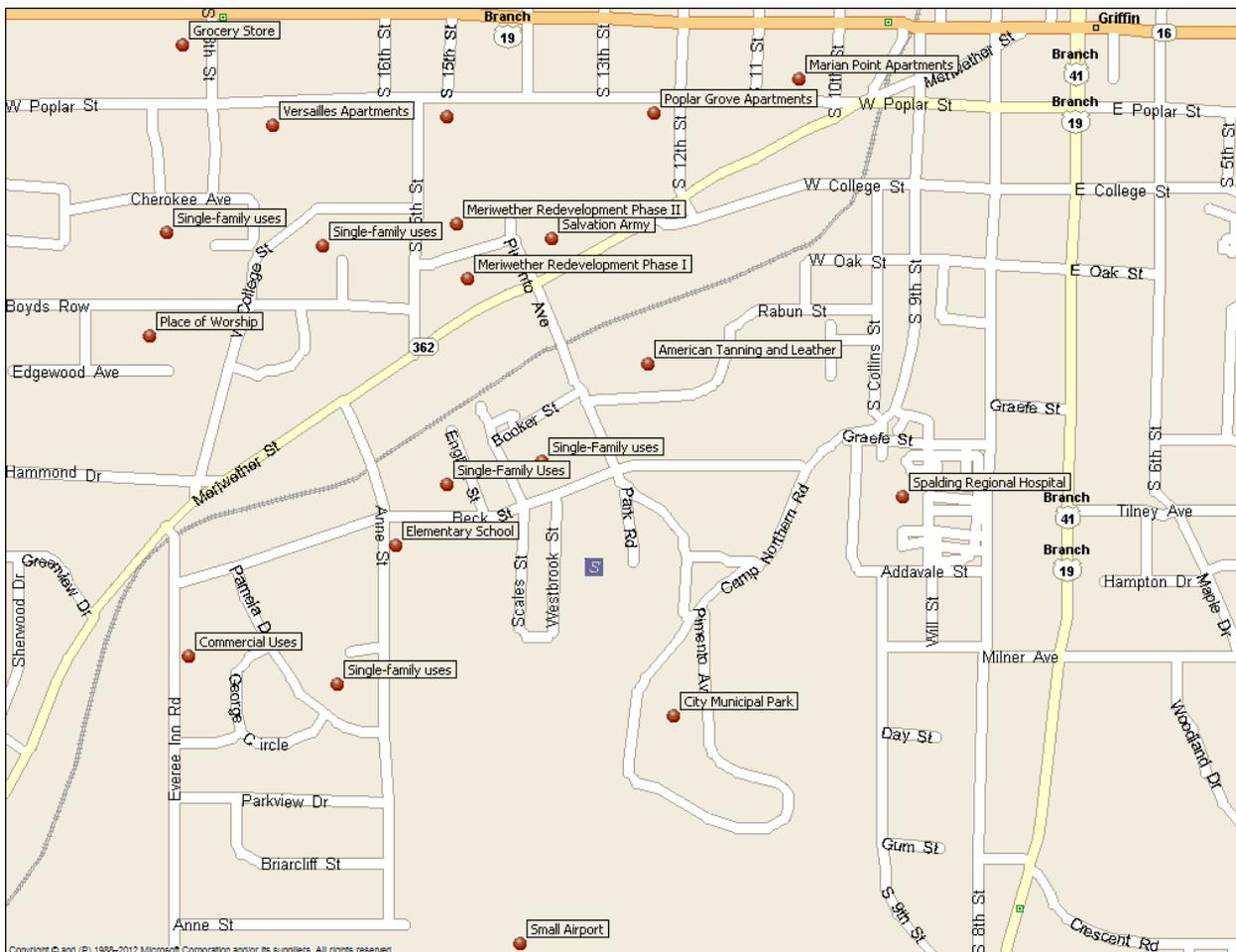
The Subject site has frontage along Westbrook Street.

*Visibility/Views:*

The Subject has good visibility from Westbrook Street, and once developed with a three-story structure, the Subject will also be visible from Beck Street to the north and Park Road to the east.

*Surrounding Uses:*

The following map and pictures illustrate the surrounding land uses.



The Subject is located on the east side of Westbrook Street in a primarily residential neighborhood. The site itself consists of relatively flat, grass and tree covered land and the site is currently vacant. Some single-family homes in average condition are located along Westbrook Street and form the western boundary of the site. The Subject site appears suitable for a multifamily development. Adjacent to the north as well as the west are single-family uses in good to average condition. To the south is the City Municipal Park including a golf course that stretches approximately 0.6 miles to the Griffin-Spalding County Airport, which is a small airport serving primarily private planes and small commuter flights. To the east are City Municipal Park, commercial space, and the Spalding Regional Hospital. The limited amount of commercial uses in the Subject's immediate neighborhood appeared to be 95 percent occupied.

*Positive/Negative Attributes of Site:* As previously mentioned, the Subject site is approximately 0.6 miles north of the Griffin-Spalding County Airport, a small airport serving primarily private planes and commuter flights. Given the location, runway configuration (landing and takeoff southeast to northwest), and the size of planes serving this airport, air traffic from this airport should have no impact on the residents of the Subject. There are no other negative surrounding land uses.

**3. Physical Proximity to Locational Amenities:**

The Subject site is located in Griffin, Spalding County, Georgia. Following is an aerial photograph of the Subject.



Source: Google, 6/2016

**4. Pictures of Site and Adjacent Uses:** The following pages show pictures of the Subject site as well as adjacent land uses.



Subject site



View of Subject site from Southeast



View of Subject site from East



View of Subject Site from East



View of Subject Site from Northeast



Street view of Subject Site from Northeast



Neighbor's Land South of Subject Site



View of Westbrook Street



View of Westbrook Street



View of Property South of Subject Site



View of the Westbrook Street Turnaround



View North on Westbrook Street



View South on Westbrook Street



View of Property South of Subject Site



Single-family home on Westbrook Street



Single-family home and yard on Westbrook Street



Single-family home on Westbrook Street



Single-family home on Westbrook Street



City (Municipal) Park in Subject neighborhood



City Pool in Subject neighborhood



Spalding Regional Hospital in Subject neighborhood



Senior Home Health Care in Subject neighborhood



Pharmacy in Subject neighborhood



Place of Worship in Subject neighborhood



Gas Station in Subject neighborhood



Child Care Facility in Subject neighborhood



Commercial Restaurant in Subject neighborhood



Commercial Grocery store in Subject neighborhood



Commercial Restaurant in Subject neighborhood



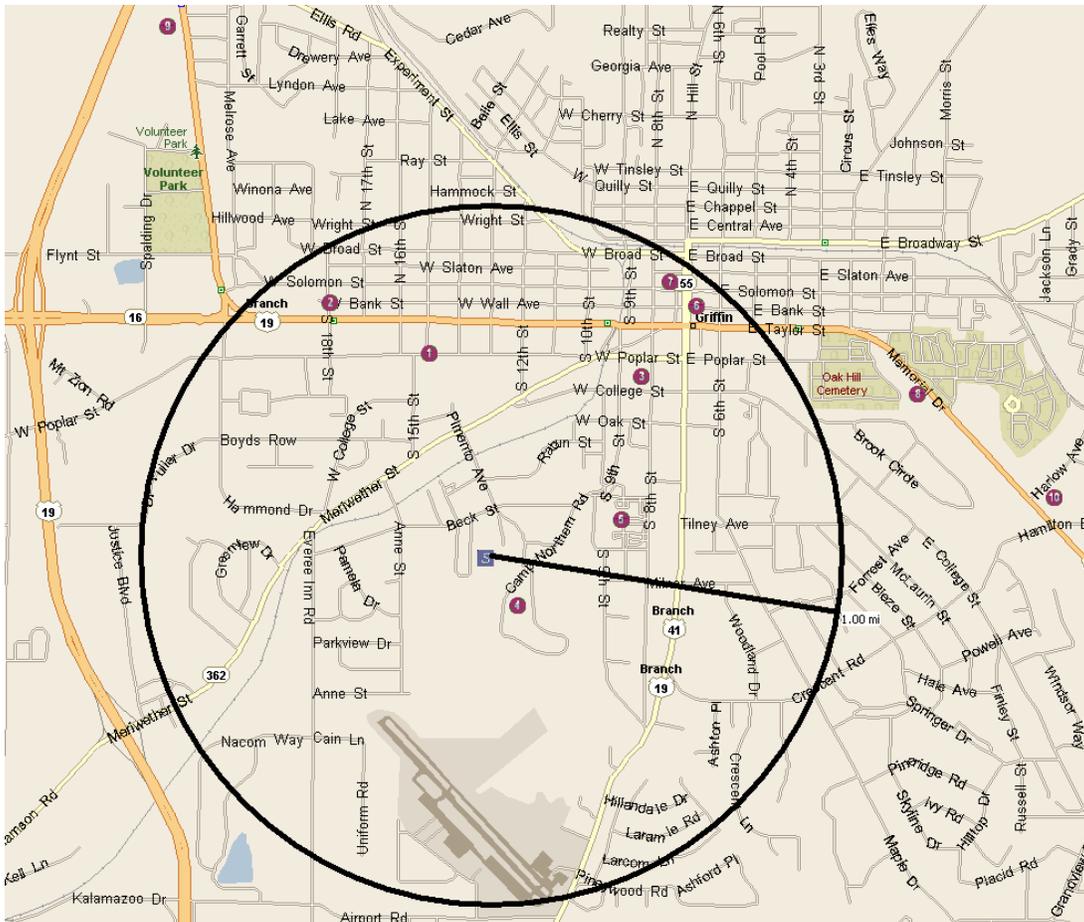
Commercial Restaurant in Subject neighborhood

**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 Griffin, which is common in rural areas.

**LOCATIONAL AMENITIES**

Map #	Name	Miles from Subject
1	Griffin Police Department	0.2
2	Food Depot	0.4
3	Hobbs Pharmacy	0.6
4	Griffin Municipal Park	0.6
5	Spalding Regional Medical Center	0.7
6	Downtown Griffin	0.7
7	US Post Office	0.9
8	Griffin-Spalding Library	1.3
9	Griffin Fire Department	1.3
10	Spalding County Senior Center	1.7



**6. Description of Land Uses:**

The Subject site is located approximately one mile southwest of downtown Griffin, GA. Immediately surrounding the Subject site are a city park with a golf course and single-family homes in good to average condition. Within one mile of the Subject are restaurants, thrift stores, and the local hospital. Adjacent to the west, north, and east are single-family uses in good to average condition. Commercial uses in the Subject’s immediate neighborhood appeared to be 95 percent occupied. There are currently no directly comparable senior properties in the Subject’s immediate neighborhood. However, there is the planned Meriwether Redevelopment Phase II, which will offer 85 senior units in a midrise building. This property is not expected to be complete until 2017.

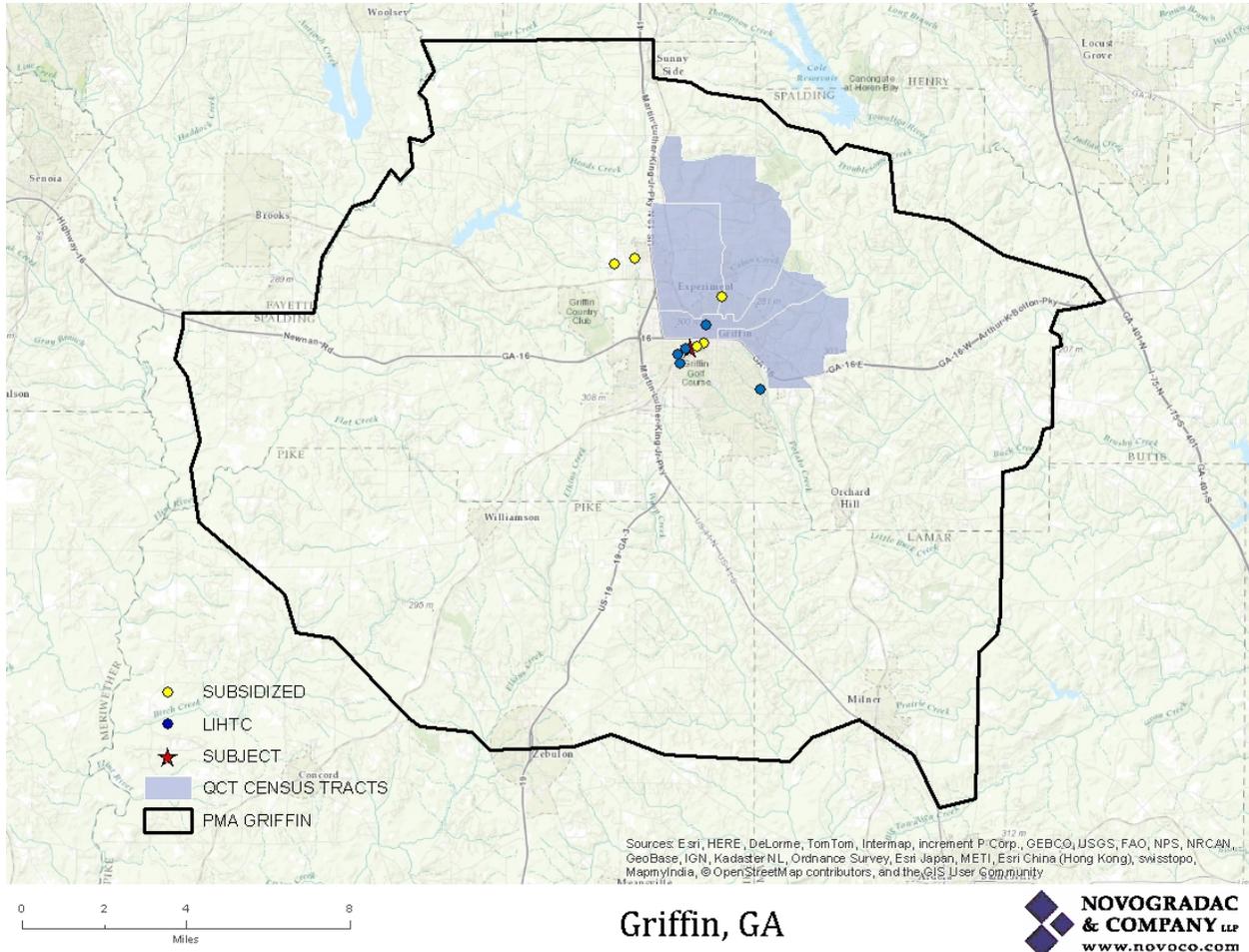
**7. Existing Assisted Rental Housing**

**Property Map:**

The following map and list identifies all affordable rental housing properties in the PMA.

ASSISTED RENTAL HOUSING PROPERTIES

Name	Address	City	State	Zipcode	County	Map Color	Type
Meriwether Redevelopment Phase III	832 Westbrook St	Griffin	GA	30224	Spalding	Red Star	LIHTC/ACC
Glenco Trace Apartments	1624 Hallmark Drive	Griffin	GA	30223	Spalding	Blue	LIHTC
Marian Point	416 W Poplar St	Griffin	GA	30224	Spalding		LIHTC/Market
Mcintosh Senior Village	W Mcintosh Rd & Cowan Rd	Griffin	GA	30223	Spalding		LIHTC
Meriwether Redevelopment Phase I	426 South 15th Street	Griffin	GA	30224	Spalding	Yellow	LIHTC/PBRA
Poplar Grove	331 S 12th Street	Griffin	GA	30224	Spalding	Blue	LIHTC/Market
St. Phillip Villas	829 N Hill Street	Griffin	GA	30223	Spalding		LIHTC/Market
Heritage Apartments	1012 Beck St	Griffin	GA	30223	Spalding	Yellow	Section 8
Regency Apartments	1100W College Street	Griffin	GA	30224	Spalding		Section 8
Regency Apartments	1100 West College Ext	Griffin	GA	30224	Spalding		Section 8
St. George's Court	110 N 10th Street	Griffin	GA	30223	Spalding		Section 8



**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 be accessed by vehicles from Westbrook Street, which becomes Scales Street to the west of the site. There will also be a pedestrian entrance as a continuation of Park Road, which is east of Westbrook Street.

**11. Environmental Concerns:**

None visible upon site inspection

**12. Detrimental Influences:**

N/A

**13. Crime Risk:**

The following table indicates crime risk indices for the PMA and the MSA.

## 2015 CRIME RISK INDICES

	PMA	Atlanta-Sandy Springs- Roswell, GA MSA
<b>Total Crime*</b>	105	156
<b>Personal Crime*</b>	99	133
Murder	145	163
Rape	79	93
Robbery	67	176
Assault	119	123
<b>Property Crime*</b>	98	158
Burglary	119	147
Larceny	98	145
Motor Vehicle Theft	80	182

Source: ESRI Demographics 2015, Novogradac & Company LLP, May 2015

\*Unweighted aggregations

The crime risk indices shown above are based on the national average, which would be indicated as the number 100 in the table above. Any numbers shown deviating from the number 100 would thus be considered to be either above or below the national average. That is, an index of 125 would be 25 percent higher than the national average and an index of 75 would be 25 percent lower than the national average. As illustrated in the previous table, the most recent data indicates most crime within the PMA is below that of the MSA and is similar to national indices. Murder has the highest crime index in the PMA at almost one and a half times the national average, but this is below the crime risk index for murder in the MSA. According to our interviews with market participants, the improvements being made by the City of Griffin to the neighborhood surrounding the Subject site are expected to improve security of the neighborhood for residents. None of these crime indices are considered cause for alarm. In general, based on our site inspection, the neighborhood is in a state of gradual improvement, and the development of the Subject will serve to continue this trend.

**14. Conclusion:**

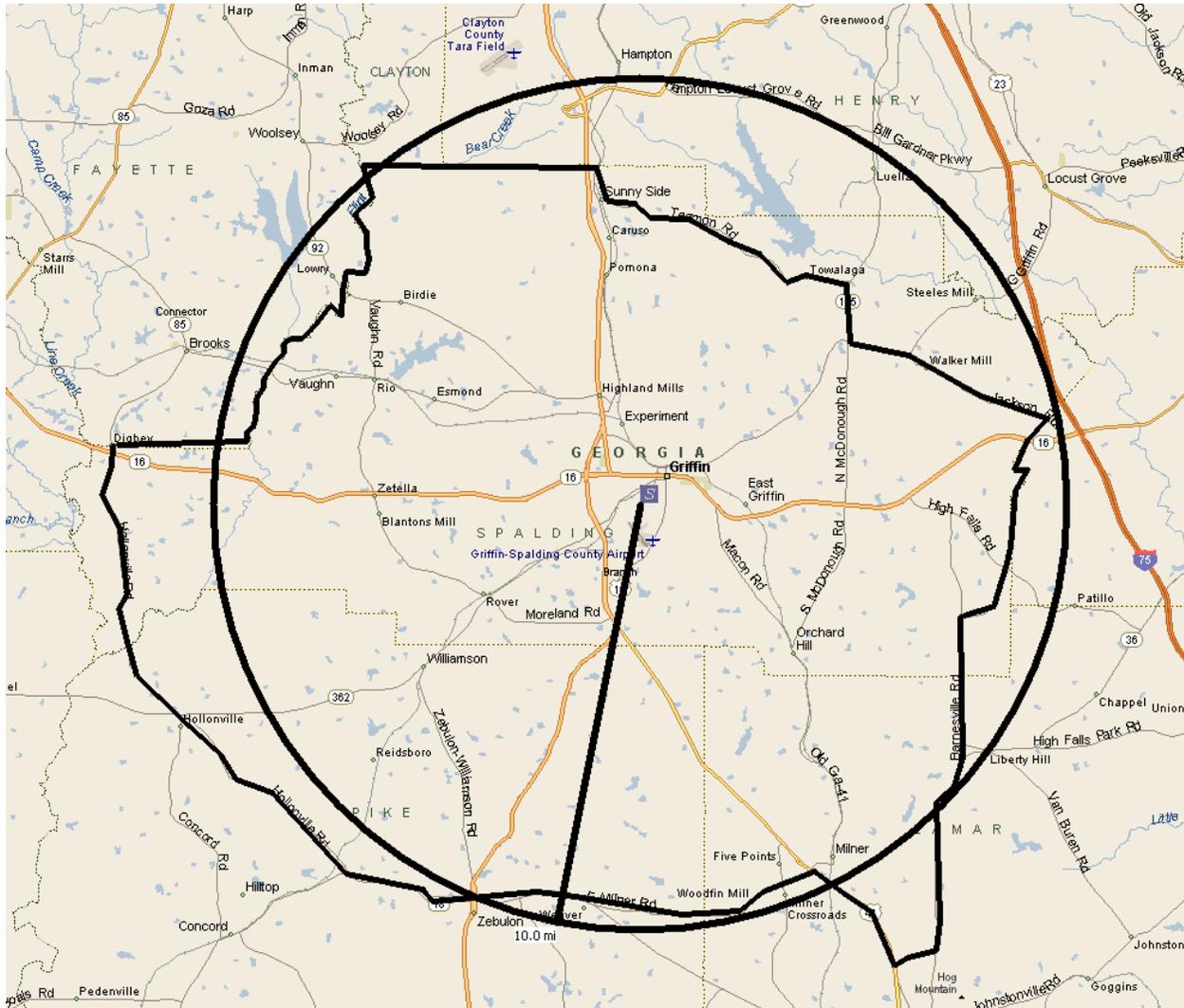
The Subject is located on the east side of Westbrook Street in a primarily residential neighborhood. Some single-family homes in average to good condition are located to the west and north of the site are in good to average condition. To the south is the City Municipal Park including a golf course that stretches approximately 0.6 miles to the Griffin-Spalding County Airport, which is a small airport serving primarily private planes and small commuter flights. To the east are City Municipal Park, commercial space, and the Spalding Regional Hospital. The limited amount of commercial uses in the Subject's immediate neighborhood appeared to be 95 percent occupied. 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. We believe the nearby park will significantly add to the site's marketability.

## **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 following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied, to determine if the Primary Market Area (PMA) and the Atlanta-Marietta-Sandy Springs MSA are areas of growth or contraction.

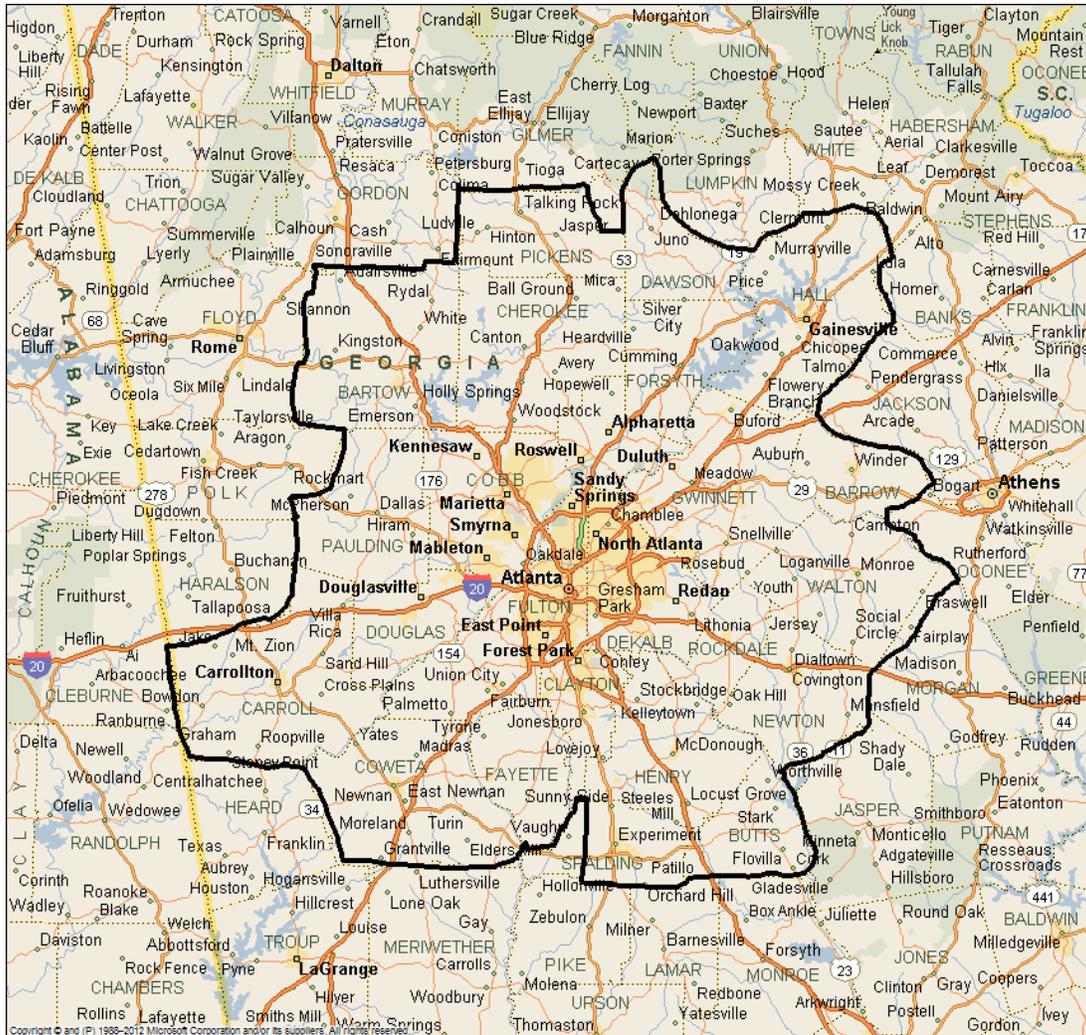
The boundaries of the PMA are as follows:

North – Spalding County line, Jackson Road, and Teamon Road  
East-The Spalding County line and Barnesville Road  
South- East Milner Road, US Highway 41, and Hollonville Road  
West- Hollonville Road and the Spalding County line

The area was defined based on interviews with property managers at comparable properties, interstate divides, our site and neighborhood inspection, and knowledge of the Griffin market gleaned from prior work done here. We have drawn the northern boundary of the PMA at the county line as property managers indicated that they do not typically get tenants from Henry County as this is considered a separate market. We believe that the majority of the Subject's units will come from within the PMA boundaries.

We have estimated that approximately 15 percent of the tenants at the Subject will originate from outside these boundaries. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the DCA market study guidelines, we have not accounted for leakage in our demand analysis found later in this report. The furthest PMA boundary from the Subject is 12.8 miles.

For comparison purposes, the secondary market area (SMA) for the Subject is considered to be the Atlanta-Sandy Springs-Marietta MSA, which includes several counties. Following is a map of the SMA.



## **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 Primary Market Area (PMA) and Atlanta-Sandy Springs-Roswell MSA are areas of growth or contraction. The discussions will also describe typical household size and will provide a picture of the health of the community and the economy. The following demographic tables are specific to the populations of the PMA and 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		Atlanta-Sandy Springs-Roswell, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	64,187	-	4,263,438	-	281,421,906	-
2010	72,255	1.3%	5,286,728	2.4%	308,745,538	1.0%
2015	72,310	0.0%	5,527,230	0.9%	318,536,439	0.6%
Projected Mkt Entry August 2018	73,587	0.6%	5,727,948	1.2%	325,989,556	0.8%
2020	74,381	0.6%	5,852,718	1.2%	330,622,575	0.8%

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

**TOTAL SENIOR POPULATION (55+)**

Year	PMA		Atlanta-Sandy Springs-Roswell, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	13,425	-	646,403	-	59,266,437	-
2010	18,191	3.6%	1,028,311	5.9%	76,750,713	3.0%
2015	20,071	2.0%	1,235,028	3.8%	87,809,032	2.7%
Projected Mkt Entry August 2018	21,535	2.4%	1,363,273	3.4%	94,138,599	2.3%
2020	22,445	2.4%	1,442,993	3.4%	98,073,194	2.3%

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

**NUMBER OF ELDERLY AND NON-ELDERLY**

Year	PMA			Atlanta-Sandy Springs-Roswell, GA MSA		
	Total Population	Non-Elderly	Elderly (65+)	Total Population	Non-Elderly	Elderly (65+)
2000	64,187	56,683	7,504	4,263,438	3,934,848	328,590
2010	72,255	62,813	9,442	5,286,728	4,812,201	474,527
2015	72,312	61,415	10,897	5,527,230	4,928,400	598,830
Projected Mkt Entry August 2018	73,588	61,513	12,075	5,727,948	5,043,374	684,574
2020	74,381	61,574	12,807	5,852,718	5,114,844	737,874

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

Between 2010 and 2015, population growth in the PMA was less than that of the nation and the MSA. However, the total senior population in the PMA experienced annual increases, but at a slower rate than that of the MSA and more similar to the national senior population growth rate. Senior population in the PMA is projected to increase through market entry and 2020, at a rate slower than that of the MSA, but similar to the nation as a whole. Persons age 55 and older comprise 27.8 percent of the total PMA population in 2015.

**2. Household Trends**

**2a. Total Number of Households and Average Household Size**

**TOTAL NUMBER OF HOUSEHOLDS**

Year	PMA		Atlanta-Sandy Springs-Roswell, GA MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	23,591	-	1,559,712	-	105,480,101	-
2010	26,445	1.2%	1,943,885	2.5%	116,716,292	1.1%
2015	26,529	0.1%	2,033,479	0.9%	120,746,349	0.7%
Projected Mkt Entry August 2018	27,016	0.6%	2,109,053	1.2%	123,663,930	0.8%
2020	27,318	0.6%	2,156,032	1.2%	125,477,562	0.8%

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

**TOTAL NUMBER OF HOUSEHOLDS 55+**

Year	PMA		Atlanta-Sandy Springs-Roswell, GA MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	8,171	-	389,452	-	36,459,725	-
2010	10,557	2.9%	612,737	5.7%	45,892,687	2.6%
2015	11,568	1.8%	689,646	2.4%	50,825,452	2.0%
Projected Mkt Entry August 2018	12,283	2.0%	776,236	4.1%	54,674,142	2.5%
2020	12,727	2.0%	830,062	4.1%	57,066,571	2.5%

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

**AVERAGE HOUSEHOLD SIZE**

Year	PMA		Atlanta-Sandy Springs-Roswell, GA MSA		USA	
	<i>Number</i>	<i>Annual</i>	<i>Number</i>	<i>Annual</i>	<i>Number</i>	<i>Annual</i>
2000	2.68	-	2.68	-	2.59	-
2010	2.68	0.0%	2.68	0.0%	2.58	-0.1%
2015	2.68	0.0%	2.68	0.0%	2.57	0.0%
Projected Mkt Entry August 2018	2.68	0.0%	2.68	0.0%	2.57	0.0%
2020	2.68	0.0%	2.67	0.0%	2.57	0.0%

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

Between 2015 and market entry, total households in the PMA are expected to increase by 0.6 percent annually, which is less than the growth for the MSA and the nation over the same period. Senior households in the MSA grew from 2010 to 2015, but at a slower rate than both the MSA and nation over the same time period. The senior households in the PMA are projected to grow at a rate lower than that of the MSA and nation through the estimated market entry date and 2020.

**2b. Households by Tenure**

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

**TENURE PATTERNS - TOTAL POPULATION**

Year	PMA				Atlanta-Sandy Springs-Roswell, GA MSA			
	Owner-Occupied Units		Renter-Occupied Units		Owner-Occupied Units		Renter-Occupied Units	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
2000	15,200	64.4%	8,391	35.6%	1,041,714	66.8%	517,998	33.2%
2010	16,738	63.3%	9,707	36.7%	1,285,066	66.1%	658,819	33.9%
2015	15,975	60.2%	10,554	39.8%	1,273,734	62.6%	759,745	37.4%
Projected Mkt Entry August 2018	16,219	60.0%	10,797	40.0%	1,319,494	62.6%	789,559	37.4%
2020	16,370	59.9%	10,948	40.1%	1,347,940	62.5%	808,092	37.5%

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

**TENURE PATTERNS - ELDERLY POPULATION (AGE 55+)**

Year	PMA				Atlanta-Sandy Springs-Roswell, GA MSA			
	Owner-Occupied Units		Renter-Occupied Units		Owner-Occupied Units		Renter-Occupied Units	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
2000	-	-	-	-	-	-	-	-
2010	8,104	76.8%	2,453	23.2%	479,032	78.2%	133,705	21.8%
2015	8,696	75.2%	2,872	24.8%	532,303	77.2%	157,343	22.8%
Projected Mkt Entry August 2018	9,207	75.0%	3,076	25.0%	598,186	77.1%	178,050	22.9%
2020	9,525	74.8%	3,203	25.2%	639,140	77.0%	190,922	23.0%

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

Owner-occupied housing dominates the senior housing in the market in 2015, with approximately three-quarters of housing units with a head of household age 55 or older, compared to 24.8 percent renter-occupied senior households. This trend is expected to continue through projected market entry in 2018, as well as through 2020. The share of senior renters in the PMA is slightly lower than in the MSA. Between 2015 and market entry in 2018, an additional 193 renter senior households are projected in the PMA. The proposed Subject, as well as planned senior LIHTC and ACC units at Meriwether Redevelopment Phase II, should be able to meet some of the demand for rental units for seniors from this growing renter household base.

**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 55+ - PMA**

Income Cohort	2010		2015		Projected Mkt Entry August 2018		2020	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	1,148	10.9%	1,543	13.3%	1,740	14.2%	1,862	14.6%
\$10,000-19,999	1,990	18.8%	2,242	19.4%	2,401	19.5%	2,500	19.6%
\$20,000-29,999	1,183	11.2%	1,600	13.8%	1,771	14.4%	1,877	14.8%
\$30,000-39,999	1,355	12.8%	1,486	12.8%	1,561	12.7%	1,609	12.6%
\$40,000-49,999	915	8.7%	1,159	10.0%	1,216	9.9%	1,251	9.8%
\$50,000-59,999	911	8.6%	861	7.4%	883	7.2%	896	7.0%
\$60,000-74,999	904	8.6%	910	7.9%	936	7.6%	952	7.5%
\$75,000-99,999	981	9.3%	907	7.8%	921	7.5%	930	7.3%
\$100,000-124,999	498	4.7%	397	3.4%	389	3.2%	385	3.0%
\$125,000-149,999	236	2.2%	163	1.4%	167	1.4%	170	1.3%
\$150,000-199,999	226	2.1%	179	1.5%	174	1.4%	172	1.3%
\$200,000+	212	2.0%	122	1.1%	122	1.0%	122	1.0%
<b>Total</b>	<b>10,557</b>	<b>100.0%</b>	<b>11,568</b>	<b>100.0%</b>	<b>12,283</b>	<b>100.0%</b>	<b>12,727</b>	<b>100.0%</b>

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

According to the previous table, 46.5 percent of the senior households in the PMA made less than \$30,000 per year in 2015. This data bodes well for affordable housing in the Subject’s area.

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

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

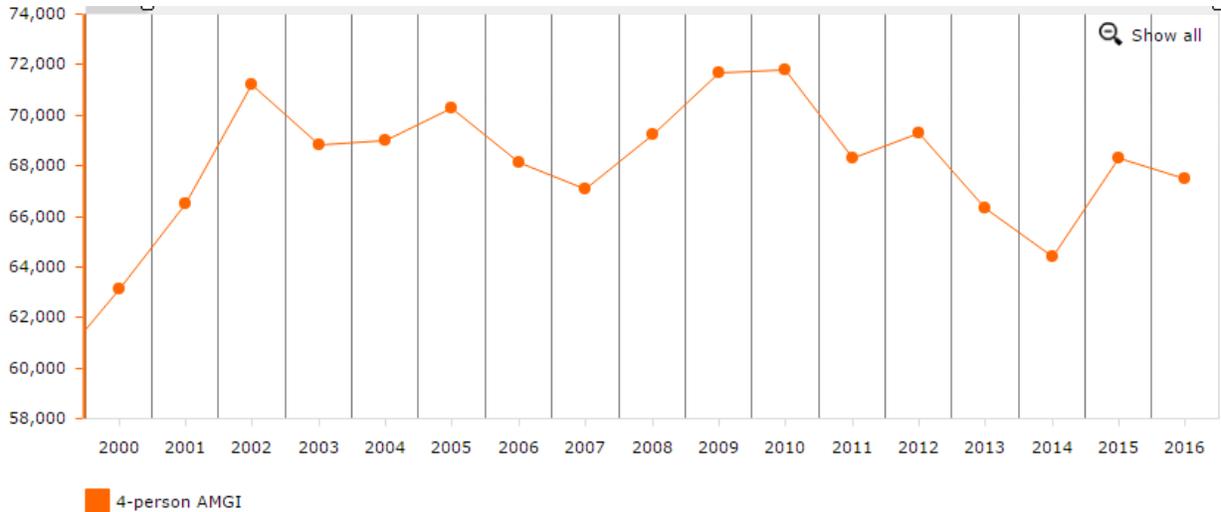
**RENTER HOUSEHOLD INCOME DISTRIBUTION 55+ - PMA**

Income Cohort	2010		2015		Projected Mkt Entry August 2018		2020	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	449	18.3%	649	22.6%	738	24.0%	793	24.8%
\$10,000-19,999	636	25.9%	754	26.3%	794	25.8%	819	25.6%
\$20,000-29,999	264	10.8%	376	13.1%	420	13.7%	447	14.0%
\$30,000-39,999	283	11.5%	308	10.7%	315	10.2%	319	10.0%
\$40,000-49,999	215	8.8%	288	10.0%	298	9.7%	305	9.5%
\$50,000-59,999	186	7.6%	165	5.8%	172	5.6%	176	5.5%
\$60,000-74,999	119	4.8%	112	3.9%	122	4.0%	128	4.0%
\$75,000-99,999	152	6.2%	117	4.1%	120	3.9%	121	3.8%
\$100,000-124,999	46	1.9%	42	1.5%	39	1.3%	37	1.2%
\$125,000-149,999	35	1.4%	20	0.7%	19	0.6%	19	0.6%
\$150,000-199,999	30	1.2%	22	0.8%	19	0.6%	18	0.6%
\$200,000+	37	1.5%	18	0.6%	20	0.6%	20	0.6%
<b>Total</b>	<b>2,453</b>	<b>100.0%</b>	<b>2,872</b>	<b>100.0%</b>	<b>3,076</b>	<b>100.0%</b>	<b>3,203</b>	<b>100.0%</b>

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

Senior renter households in the PMA with incomes of \$30,000 or less are expected to increase by 280, or 15.7 percent between 2015 and 2020. This significant growth will create increased demand for senior-oriented affordable housing.

For Section 42 LIHTC rent determination purposes, the AMI is used. The following chart illustrates the AMI level for a four-person household in the Atlanta-Sandy Springs-Marietta MSA.



Display:  4-person AMGI

**Average Increase (AMGI): 0.7%/year**

Novogradac & Company LLP, 6/2016

Overall, the AMI for the MSA has increased by an average of 0.8 percent annually between 2000 and 2016. The AMI for the MSA peaked in 2010 at \$71,800 for a four-person household. Between 2010 and 2014, median household income decreased by \$7,400, or more than ten percent. However, in 2015, there was significant median household income growth as the 2015 level reached \$68,300. Per DCA guidelines, the Subject is restricted to the 2015 maximum allowable rent and income levels since 2016 income and rent limits were not published as of January 1, 2016. The Subject’s proposed rents are at or below maximum allowable rents. As such, future rental increases will not only be limited by increases in AMI, but will also be based on market conditions.

**Conclusion**

Overall, between 2010 and 2015, population growth in the PMA was less than that of the nation and the MSA. However, the total senior population in the PMA experienced annual increases of 2.0 percent from 2010 to 2015. This is below the 3.8 percent increase in the MSA over the same time period. Senior population in the PMA is projected to increase at by 2.4 percent annually through market entry for the Subject.

Senior households in the PMA grew by 1.8 percent annually from 2010 to 2015, which is slower than the MSA rate of 2.4 percent and similar to the nation as a whole. Senior households in the PMA are projected to grow at a rate of 2.0 percent annually through market entry in 2018.

Senior renter households in the PMA with incomes of \$30,000 or less are expected to increase by 280, or 15.7 percent between 2015 and 2020. This significant growth will create increased demand for senior-oriented affordable housing.

## **F. EMPLOYMENT TRENDS**

## Employment Trends

### 1. Total Jobs

The following table illustrates the total jobs by employment sectors within Spalding County as of 2014.

Total Jobs in Spalding County, Georgia		
Year	Total Employment	% Change
2006	26,286	-
2007	26,672	-0.57%
2008	26,522	-6.95%
2009	24,798	-1.59%
2010	24,409	0.65%
2011	24,569	0.40%
2012	24,667	-0.26%
2013	24,604	1.53%
2014	24,987	1.13%
2015	25,273	0.00%
2016 YTD Average	25,273	-0.81%
Feb-15	25,070	-
Feb-16	25,630	2.18%

Source: U.S. Bureau of Labor Statistics

YTD as of December 2015

Total employment in Spalding County decreased slightly each year from 2007 to 2009, recovered slightly since 2010, but has varied in recovery size and speed. The county has yet to recover its pre-recession total employment levels, but is fairly close.

**2. Total Jobs by Industry**

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

**February 2016 Covered Employment  
Spalding County, Georgia**

	<b>Number</b>	<b>Percent</b>
<b>Total, all industries</b>	<b>17,544</b>	-
<b>Goods-producing</b>	<b>3,125</b>	-
Natural resources and mining	<b>34</b>	0.19%
Construction	<b>448</b>	2.55%
Manufacturing	<b>2,643</b>	15.06%
<b>Service-providing</b>	<b>14,419</b>	-
Trade, transportation, and utilities	<b>3,594</b>	20.49%
Information	<b>136</b>	0.78%
Financial activities	<b>579</b>	3.30%
Professional and business services	<b>3,655</b>	20.83%
Education and health services	<b>4,048</b>	23.07%
Leisure and hospitality	<b>1,942</b>	11.07%
Other services	<b>429</b>	2.45%
Unclassified	<b>36</b>	0.21%

Source: Bureau of Labor Statistics, 2015

Manufacturing, educational/health services, and trade/transportation/utilities represent nearly 60 percent of employment in Spalding County. The county has experienced some employment fluctuations in the manufacturing sector, which is not surprising given the recent recession, while educational/health services are considered very stable sectors and generally performed well, even during the recession. Also, within the last two years, professional and business services has grown by nearly eight percentage points.

It is of note that the data in the preceding table illustrating 17,544 jobs in all industries in Spalding County illustrates employment totals for employers in Spalding County. Many commute toward the Atlanta area for employment, which is why the number of employed persons in the county in the table on page 40 is significantly greater (25,630 in February 2016) than the employment for businesses located in Spalding County.

## 2015 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Agric/Forestry/Fishing/Hunting	202	0.7%	1,941,156	1.3%
Mining	3	0.0%	997,794	0.7%
Construction	2,775	10.1%	9,392,204	6.4%
Manufacturing	3,716	13.5%	15,651,841	10.6%
Wholesale Trade	737	2.7%	3,742,526	2.5%
Retail Trade	3,773	13.7%	17,089,319	11.6%
Transportation/Warehousing	1,718	6.2%	6,200,837	4.2%
Utilities	233	0.8%	1,190,608	0.8%
Information	317	1.2%	2,965,498	2.0%
Finance/Insurance	919	3.3%	7,026,905	4.8%
Real Estate/Rental/Leasing	556	2.0%	2,759,067	1.9%
Prof/Scientific/Tech Services	840	3.1%	9,981,082	6.8%
Mgmt of Companies/Enterprises	35	0.1%	115,436	0.1%
Admin/Support/Waste Mgmt Svcs	1,013	3.7%	6,242,568	4.2%
Educational Services	2,840	10.3%	13,529,510	9.2%
Health Care/Social Assistance	2,505	9.1%	20,205,674	13.7%
Arts/Entertainment/Recreation	367	1.3%	3,193,724	2.2%
Accommodation/Food Services	1,782	6.5%	10,915,815	7.4%
Other Services (excl Publ Adm)	1,607	5.8%	7,548,482	5.1%
Public Administration	1,576	5.7%	7,099,307	4.8%
<b>Total Employment</b>	<b>27,514</b>	<b>100.0%</b>	<b>147,789,353</b>	<b>100.0%</b>

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

The largest industries in the PMA are retail trade, manufacturing, educational services, and construction. These four industries account for nearly half of the employment in the PMA. All four of these industries are also overrepresented in the PMA compared to national employment trends. All these industries are also susceptible to job losses during periods of economic decline. Industries that are underrepresented in the PMA include health care/social assistance, professional/scientific services and finance/insurance. This demonstrates that the PMA has many skilled labor jobs, with the exception of those in the educational services sector. The city does feature an agricultural campus of the University of Georgia, as well as Griffin Technical College, which are both large area employers.

### 3. Major Employers

The diversification of the Atlanta economic base is indicated by the following list of the MSA’s ten largest employers. Additionally, we have included information about major employers in Spalding County.

The Atlanta area is generally considered the regional hub of the southeastern United States. Atlanta is the headquarters for several major corporations. Additionally, Atlanta’s Hartsfield-Jackson International Airport is the hub of Delta Airlines, the largest employer in Atlanta.

MAJOR EMPLOYERS		
Atlanta Metropolitan Area		
Employer	Industry	Number Employed
Delta Airlines Inc.	Transportation	31,237
Emory University	Educational Services	29,937
Wal-Mart Stores, Inc.	Retail Trade	20,532
The Home Depot, Inc.	Retail Trade	20,000
AT&T Inc.	Telecommunications	17,882
The Kroger Co.	Retail Trade	14,753
WellStar Health System	Healthcare	13,500
Publix Super Markets Inc.	Retail Trade	9,494
United States Postal Service – ATL District	Postal Services	9,385
Northside Hospital	Healthcare	9,016
The Coca-Cola Company	Food Manufacturing	8,761
United Parcel Service, Inc.	Transportation and Warehousing	8,727
Piedmont Healthcare	Healthcare	8,707
Centers for Disease Control and Prevention (CDC)	Government	8,539
Children's Healthcare of Atlanta, Inc.	Healthcare	7,452
Cox Enterprises Inc.	Entertainment	7,255
Bank of America	Finance	6,800
SunTrust Banks Inc.	Finance	6,800
Georgia Institute of Technology	Educational Services	6,386
Southern Company	Utilities	6,247
Georgia State University	Educational Services	5,875
Lockheed Martin Corp.	Prof/Scientific/Tech	5,823
Turner Broadcasting System, Inc.	Entertainment	5,500
GradyHealth System	Healthcare	5,450
State Farm	Insurance	5,000
Wells Fargo & Company	Finance	5,000

Source: Metro Atlanta Chamber, December 2014, Novogradac & Company LLP, 4/2016

As seen in the previous table, the top employers within the Atlanta metropolitan area are concentrated in the transportation, educational services, retail trade, telecommunications and health care industries. The largest employer in Atlanta, Delta Air Lines, maintains its world headquarters in the city, in addition to operating its largest hub at Hartsfield-Jackson Atlanta International Airport (ATL). Delta’s operating revenue totaled \$40.7 billion in 2015, and it is the 73<sup>rd</sup> largest Fortune 500 firm in the country.

**MAJOR MANUFACTURING EMPLOYERS - SPALDING, GA**

<b>Company</b>	<b>Industry</b>	<b>Number Employed</b>
Caterpillar, Inc	Diesel & gas generator sets	900
Norcom	School Supplies	280
AEP Industries, Inc.	Packaging film	250
1888 Mills/Southern Terry	Textile Products	210
Supreme Corp.	Insulated Transport Vehicles	200
Bandag, Inc	Pre-cured Treated Rubber	170
Vernay Manufacturing, Inc.	Precision rubber products	165
Coveris, LLC	Plastic bags, unsupported plastic film & sheets	160
International Paper	Corrugated Shipping Containers	140
Perkins-Shibaura Engines	Small engines	124
Marino Ware, Inc	Sheet metal fabricator	100

Source: Griffin-Spalding Development Authority, Fall 2015, Novogradac & Co LLP, May 2016

**MAJOR NON-MANUFACTURING EMPLOYERS - SPALDING, GA**

<b>Company</b>	<b>Industry</b>	<b>Number Employed</b>
Griffin-Spalding County School System	Education	1,400
CareMaster Medical	Home Nursing	600
Spalding Regional Medical	Hospital	900
Spalding County	Government	601
City of Griffin	Government	466
Southern Crescent Technical	Education	360
University of Georgia - Griffin	Research & Education	405
AT&T	Utility	126

Source: Griffin-Spalding Development Authority, Fall 2015, Novogradac & Co LLP, May 2016

As seen in the previous tables, the Atlanta MSA has a diverse workforce that is concentrated in many industries including transportation, retail and wholesale retail trade, health care, and educational services. Atlanta is the headquarters of several Fortune 500 companies, as well as having world class institutions of higher education including The Georgia Institute of Technology and Emory University. While the Atlanta metro area is within driving distance of the Subject, it is likely the majority of residents in the PMA work in the local area. Additional tables above display the largest manufacturing and non-manufacturing employers in Spalding County.

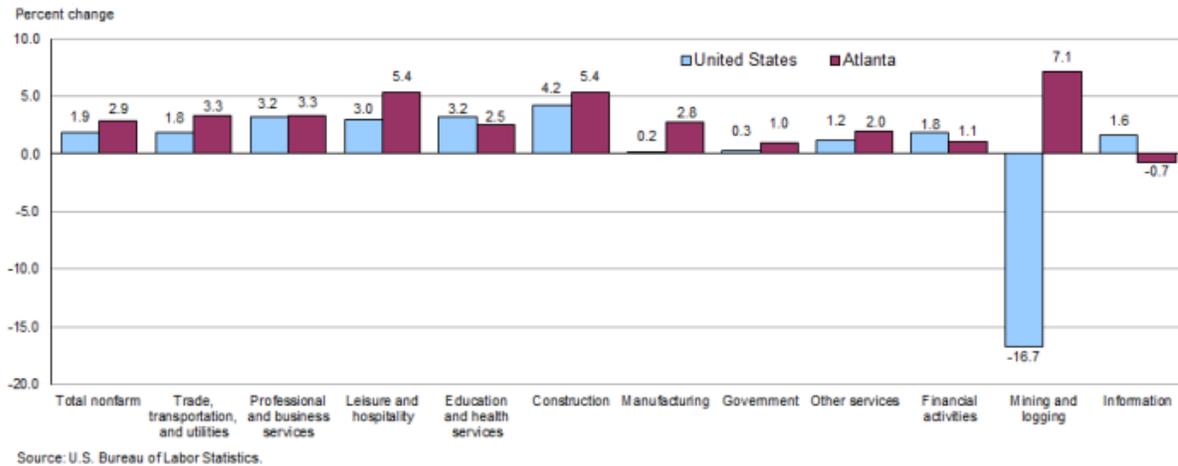
The Atlanta-Sandy Springs-Roswell, GA MSA is comprised of 39 counties, and is the second largest metropolitan area in the southeast. Atlanta is the capital of and the most populous city in the state of Georgia, with an estimated 422,765 population as of 2010, according to the U.S. Census Bureau. Atlanta is the primary transportation hub of the southeastern United States, via highway, railroad, and air, with Hartsfield–Jackson Atlanta International Airport being the world's busiest airport. Additionally, Atlanta is ranked 45th among world cities and 8th in the nation with a gross domestic product of \$270 billion. Atlanta's economy is considered diverse, with dominant sectors including logistics, professional and business services, media operations, and information technology. Atlanta also has excellent access to major interstates, including Interstate 285, 75, 85, and 20.

The largest employers in Spalding County are heavily concentrated in education, government, and manufacturing. There is a total manufacturer count of 116 companies, and the total number of employees in manufacturing totaling 4,843 according to recent information from the Griffin-Spalding Development Authority.

**Employment Expansion/Contractions**

According to the Atlanta Economic Development Department, the following expansions and additions have occurred in the Atlanta Metro area over the last year.

Chart 2. Total nonfarm and selected industry supersector employment, over-the-year percent change, United States and the Atlanta metropolitan area, February 2016



The Atlanta metropolitan area has seen an overall percent increase in job sectors except information. In almost every selected industry, Atlanta surpassed the percent change of the United States as a whole. This suggests that industry in Atlanta is growing at a faster rate and the economy in the Atlanta metropolitan is strong.

We spoke with David Luckie, Executive Director with Griffin-Spalding Economic Development, to inquire about business expansions/contraction in the county. Mr. Luckie told us that Dollar General is building a new distribution center in Spalding County, about 19 miles away from Griffin. Dollar General will be investing \$85 million into the project and it is expected to create 500 new jobs. The distribution center is expected to be completed in 2017.

Also, in 2015 The Lakes of Green Valley, a 570-acre mixed-use development, was designated market ready by the Georgia Department of Economic Development. The development will dedicate 360 acres to industrial use for various companies in the area. However, it will be the first “eco” mixed-use park in Georgia, with over 48 acres of lakes and 30 acres being used for green space. The Lakes of Green Valley is three miles east of Griffin on State Route 16. In 2014, Otsuka Chemical Company, a Japanese Chemical Manufacturer, broke ground for their North American headquarters in The Lakes of Green Valley. This created 32 jobs.

#### 4. Employment and Unemployment Trends

The following table details employment and unemployment trends for the MSA and nation from 2001 to YTD 2016.

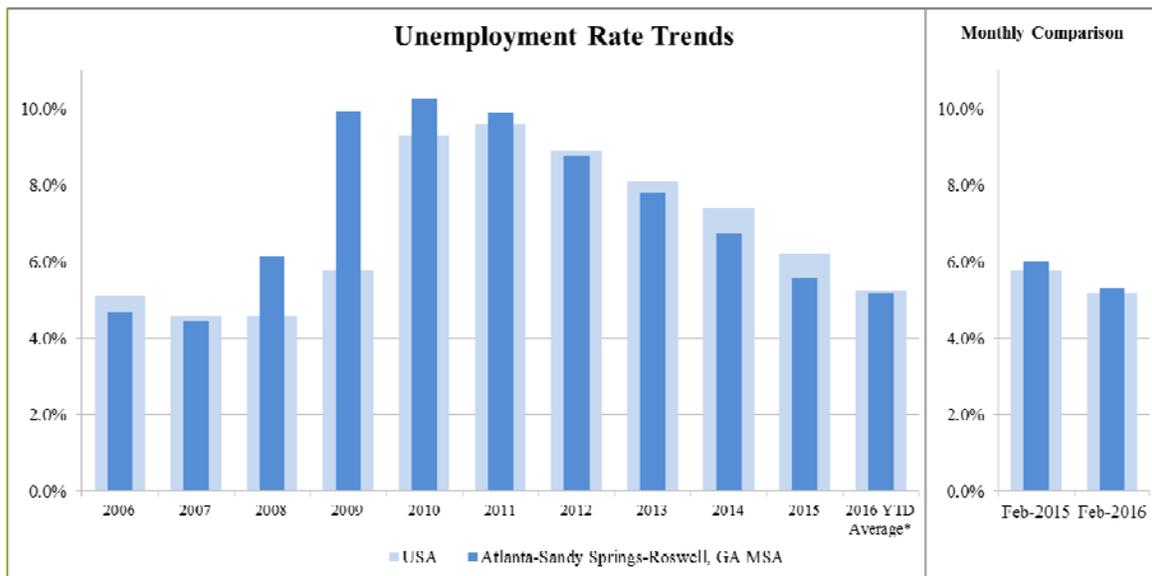
**EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)**

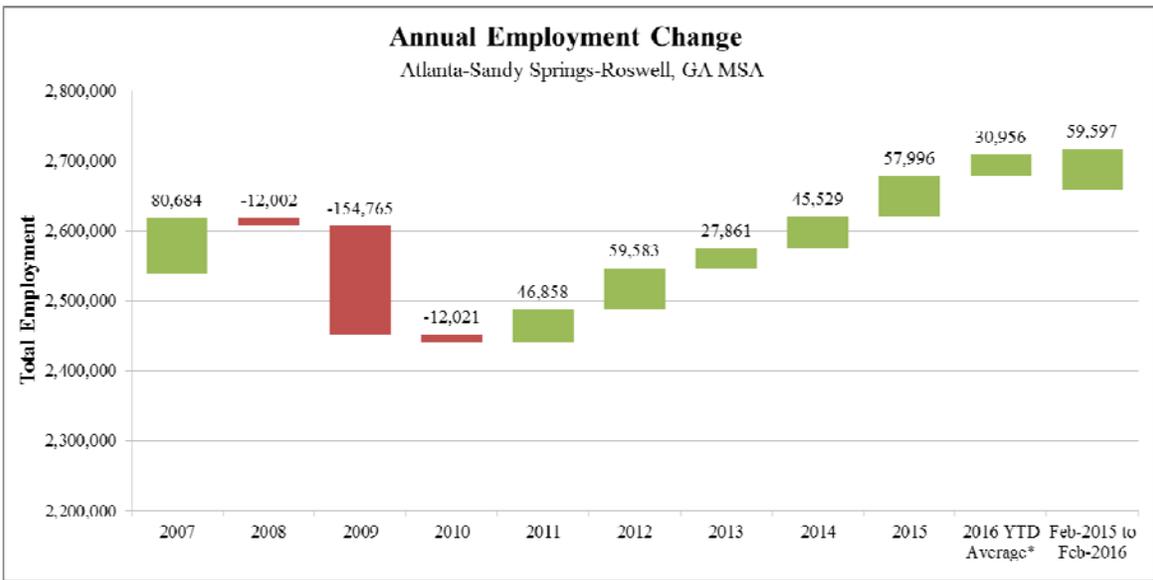
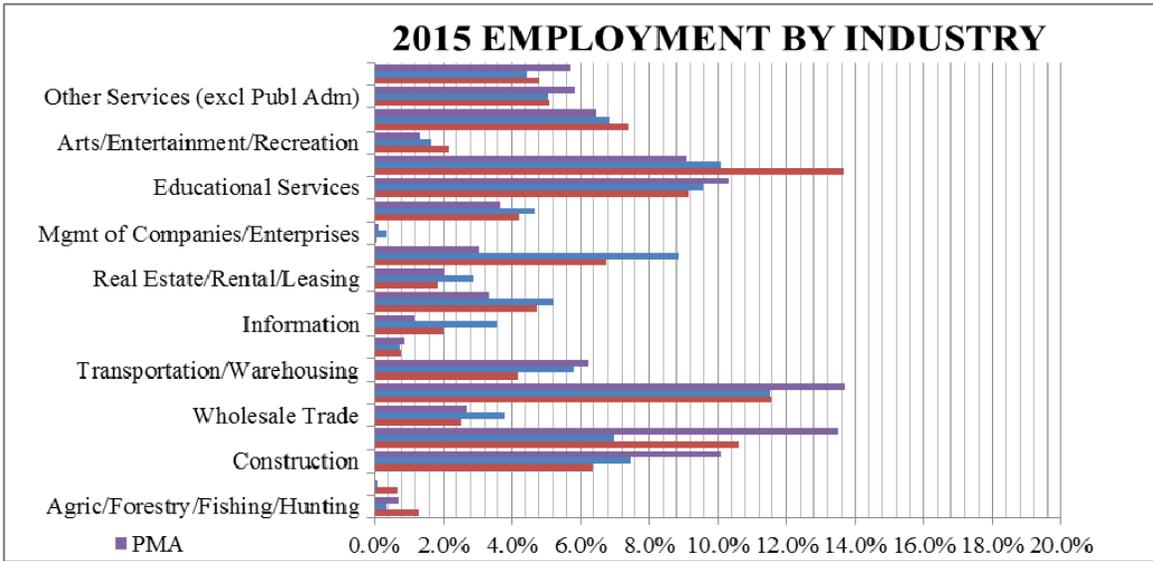
Year	Atlanta-Sandy Springs-Roswell, GA MSA				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2002	2,324,880	-	5.0%	-	136,933,000	-	4.7%	-
2003	2,347,173	1.0%	4.9%	-0.2%	136,485,000	-0.3%	5.8%	1.1%
2004	2,382,163	1.5%	4.8%	-0.1%	137,736,000	0.9%	6.0%	0.2%
2005	2,445,674	2.7%	5.4%	0.6%	139,252,000	1.1%	5.5%	-0.5%
2006	2,538,141	3.8%	4.7%	-0.7%	141,730,000	1.8%	5.1%	-0.4%
2007	2,618,825	3.2%	4.4%	-0.2%	144,427,000	1.9%	4.6%	-0.5%
2008	2,606,822	-0.5%	6.2%	1.7%	146,047,000	1.1%	4.6%	0.0%
2009	2,452,057	-5.9%	9.9%	3.8%	145,362,000	-0.5%	5.8%	1.2%
2010	2,440,037	-0.5%	10.3%	0.4%	139,877,000	-3.8%	9.3%	3.5%
2011	2,486,895	1.9%	9.9%	-0.4%	139,064,000	-0.6%	9.6%	0.3%
2012	2,546,478	2.4%	8.8%	-1.1%	139,869,000	0.6%	8.9%	-0.7%
2013	2,574,339	1.1%	7.8%	-1.0%	142,469,000	1.9%	8.1%	-0.8%
2014	2,619,867	1.8%	6.7%	-1.1%	143,929,000	1.0%	7.4%	-0.7%
2015	2,677,863	2.2%	5.6%	-1.2%	146,305,000	1.7%	6.2%	-1.2%
2016 YTD Average*	2,708,819	1.2%	5.2%	-0.4%	149,548,500	2.2%	5.3%	-1.0%
Feb-2015	2,657,156	-	6.0%	-	147,118,000	-	5.8%	-
Feb-2016	2,716,753	2.2%	5.3%	-0.7%	150,060,000	2.0%	5.2%	-0.6%

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

\*2016 data is through Dec

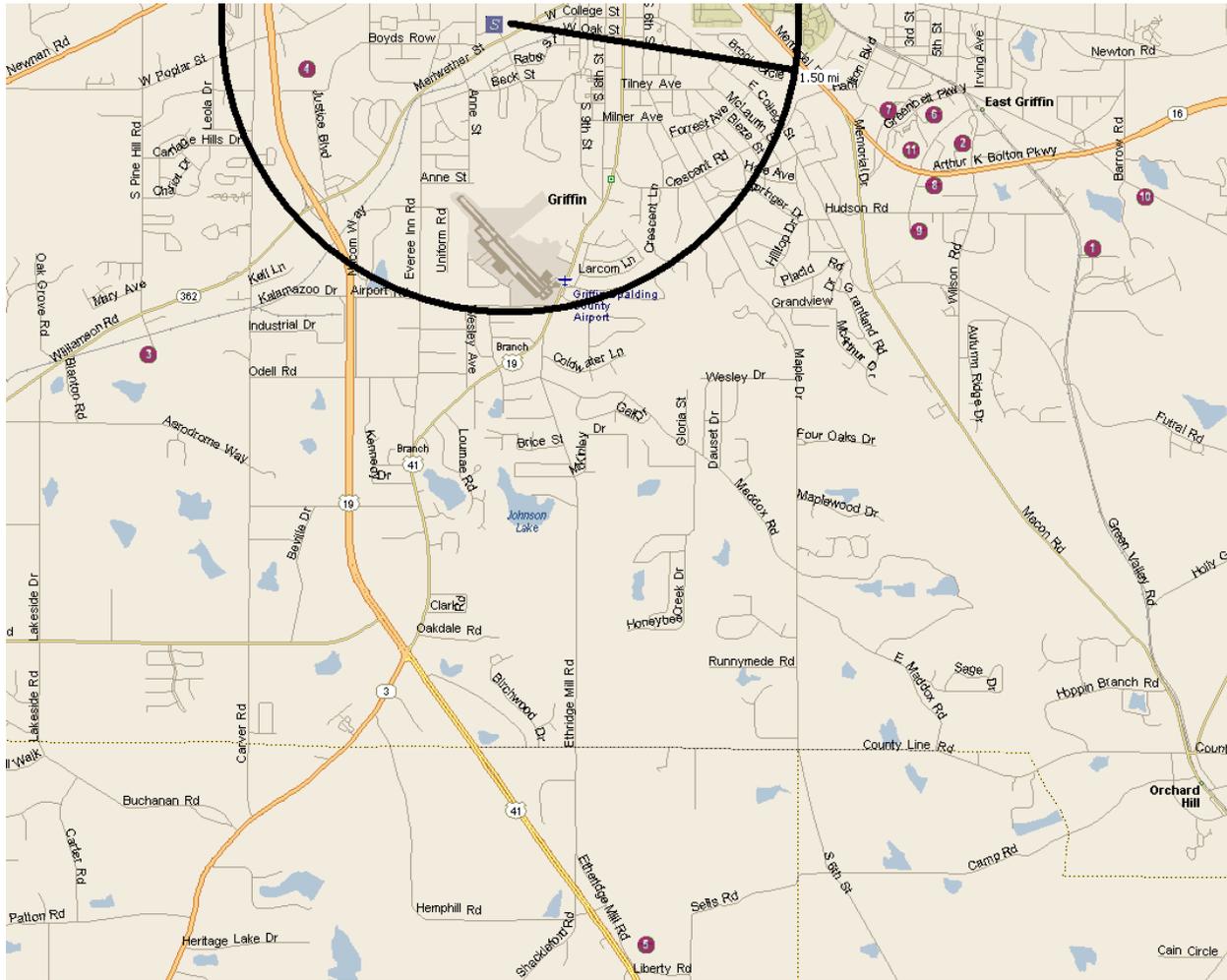
Total employment in the MSA increased from 2002 through 2014 for every year except for 2002 and from 2008 to 2010, when total employment decreased due to the recession. The decrease in total employment during 2009 was 5.9 percent, 2.1 percentage points more than the decrease experienced by the nation as a whole over the same time period. From February 2015 to February 2016, total employment in the MSA increased by 2.2 percent, a larger increase than that of the nation over the same time period. From February 2015 to February 2016, unemployment in the MSA decreased by 0.7 percentage points, slightly more than that of the nation over the same time period. Overall, the economy is in an expansion stage, as employment is above the pre-recession rate and unemployment rates have been declining since 2011.





### 5. Map of Site and Major Employment Concentrations

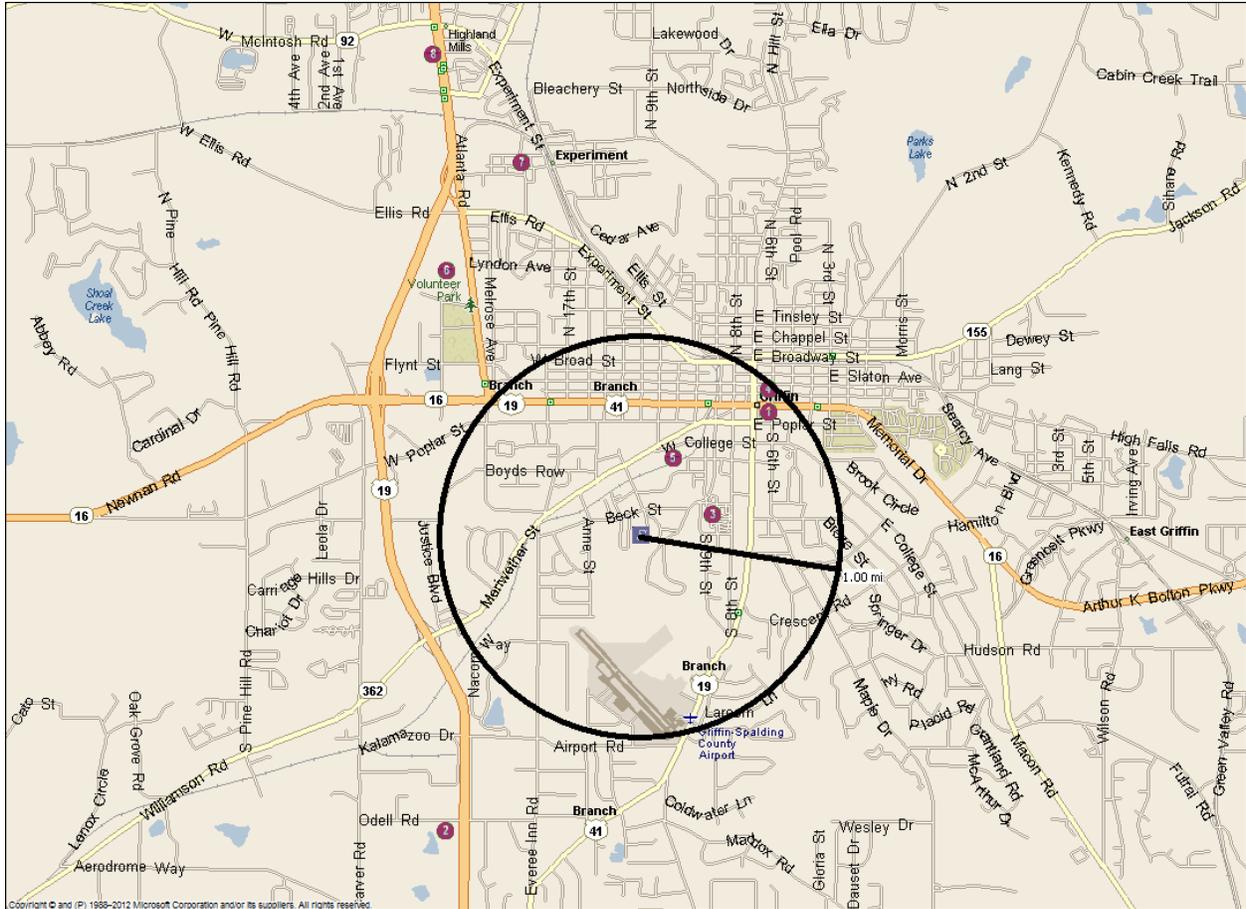
The following map and table details the largest manufacturing employers in Spalding County



**MAJOR MANUFACTURING EMPLOYERS - SPALDING, GA**

Map#	Company	Industry	Number Employed
1	Caterpillar, Inc	Diesel & gas generator sets	900
2	Norcom	School Supplies	280
3	AEP Industries, Inc.	Packaging film	250
4	1888 Mills/Southern Terry	Textile Products	210
5	Supreme Corp.	Insulated Transport Vehicles	200
6	Bandag, Inc	Pre-cured Treated Rubber	170
7	Vemay Manufacturing, Inc.	Precision rubber products	165
8	Coveris, LLC	Plastic bags, unsupported plastic film & sheets	160
9	International Paper	Corrugated Shipping Containers	140
10	Perkins-Shibaura Engines	Small engines	124
11	Marino Ware, Inc	Sheet metal fabricator	100

Source: Griffin-Spalding Development Authority, Fall 2015, Novogradac & Co LLP, May 2016



**MAJOR NON-MANUFACTURING EMPLOYERS - SPALDING, GA**

Map #	Company	Industry	Number Employed
	Griffin-Spalding County School System	Education	1,400
1	CareMaster Medical	Home Nursing	600
2	Spalding Regional Medical	Hospital	900
3	Spalding County	Government	601
4	City of Griffin	Government	466
5	Southern Crescent Technical	Education	360
6	University of Georgia - Griffin	Research & Education	405
7	AT&T	Utility	126

Source: Griffin-Spalding Development Authority, Fall 2015, Novogradac & Co LLP, May 2016

### **Conclusion**

Total employment in the MSA has been steadily increasing since 2011. However, employment in Spalding County remains slightly below pre-recession levels. Similar to the national trend, the unemployment rate increased significantly in 2008 and 2009, and reached a peak rate of more than 10 percent in 2010. The unemployment rate in the MSA and nation has been decreasing since 2011. As of February 2016, the MSA unemployment rate was similar to the unemployment rate of the nation; however, the high rate of growth in total employment indicates a recovery in the MSA that is similar to the nation. Note that job growth locally in Spalding County has been more limited since the peak of the recession.

The largest employers in the PMA are in retail trade, educational services, and manufacturing. Lower skilled-employment sector employees in the retail trade and manufacturing industries are likely to have incomes in line with the Subject's income restrictions. However, as a senior property, we anticipate most Subject residents will no longer be employed. The City of Griffin has made significant investment in the manufacturing industry, most recently with the Lakes at Green Valley mixed-use development. Overall, the local economy in Griffin appears to be slowly recovering from the effects of the recession, and has not yet recovered to the level of the national economy.

## **G. 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 four-person household in a two-bedroom unit is based on an assumed household size of three persons (1.5 per bedroom). However, very few senior households have more than two persons. Therefore, we have used a maximum household size of two persons in our analysis.

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

The maximum income levels are based upon information obtained from the Rent and Income Limits Guidelines Table as accessed from the DCA website. Per DCA guidelines, we have used the 2015 rent and income limits as they were effective as of January 1, 2016.

### 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.

### 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 August 2018, the anticipated date of market entry, as the base year for the analysis. Therefore, 2015 household population estimates are inflated to August 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 August 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. Per DCA guidelines, the number of homeowners converting to renters is limited to no more than two percent of the total demand.

**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 from 2014 through 2015.
- 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. As the following discussion will demonstrate, competitive market rate units are those with rent levels that are comparable to the proposed rents at the Subject.

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

According to the Georgia DCA, the only properties that have been awarded tax credits since 2013 in the Subject's Primary Market Area are Meriwether Redevelopment Phase I and Meriwether Phase II. Phase I targets family households, while Phase II will target seniors age 55 and older and has the same unit mix as the Subject.

Meriwether Redevelopment Phase I opened in 2015 and includes 84 units; 42 are Rental Assistance Demonstration (RAD) program units and 42 LIHTC units without subsidy. There are 48 two-bedroom units and 36 three-bedroom units, all of which are two-story townhomes, which will not compete with the flats offered in the elevator-served Subject or Phase II. The current rents for the RAD units are \$575 for two-bedroom units and \$701 for three-bedroom units, with tenants paying 30 percent of their income toward rent. The asking rents for the LIHTC units without a RAD program subsidy are \$544 for two-bedroom units and \$610 for three-bedroom units. The units at Phase I do not target seniors, and in addition the townhouse design of the units is not conducive to senior living, particularly for those with any mobility concerns. As such, these units are not considered as comparable supply in the following demand calculations.

According to the developer, Meriwether Redevelopment Phase II was awarded tax credits in 2015 and features the same unit mix and subsidy program as the Subject. Phase II features 85 units targeting senior households. There will be 77 one-bedroom and either two-bedroom units as a part of Phase II, which is the same unit mix that is proposed at the Subject. Forty-three of the units as part of Phase II will benefit from ACC subsidy, while the remaining 42 will be restricted at 60 percent of AMI. Phase II will directly compete with Phase III as both will target senior households. As such, all units at Phase II are considered as new supply in the following demand calculations.

#### **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.

GENERAL PMA OCCUPANCY OVERVIEW

Property Name	Units	Overall Occupancy	Address	Type	Tenancy	Included/ Excluded	Reason for Exclusion	Miles from Subject
431 N. Fifth St	1	N/A	431 N. Fifth St	LIHTC	Family	Excluded	Only one unit	1.4
935 Ray St.	1	N/A	935 Ray St.	LIHTC	Family	Excluded	Only one unit	1.2
412 W. Quilly St.	1	N/A	412 W. Quilly St.	LIHTC	Family	Excluded	Only one unit	1.1
1307 Edgewood Ave.	1	N/A	1307 Edgewood Ave.	LIHTC	Family	Excluded	Only one unit	0.7
1319 Edgewood Ave.	1	N/A	1319 Edgewood Ave.	LIHTC	Family	Excluded	Only one unit	0.7
1321 Edgewood Ave.	1	N/A	1321 Edgewood Ave.	LIHTC	Family	Excluded	Only one unit	0.7
1333 Edgewood Ave.	1	N/A	1333 Edgewood Ave.	LIHTC	Family	Excluded	Only one unit	0.6
Glenco Trace Apartments	72	98.6%	1624 Hallmark Drive	LIHTC	Senior	Included	n/a	3.0
Marian Point	24	95.8%	416 W Poplar St	LIHTC/Market	Family	Excluded	Dissimilar Building Type	0.6
Meriwether Redevelopment Phase I	84	100.0%	426 South 15th Street	LIHTC/PH	Family	Excluded	Dissimilar Unit Designs	0.4
Poplar Grove	36	N/A	331 S 12th Street	LIHTC/Market	Family	Excluded	Dissimilar Building Type	0.5
St. Phillip Villas	60	98.3%	829 N Hill Street	LIHTC/Market	Family	Included	n/a	1.7
Heritage Apartments	120	97.0%	1012 Beck St	Section 8	Family	Excluded	Subsidized	0.3
Aba Apartments (Regency Apartments)	80	96.3%	1100W College Street	Section 8	Family	Excluded	Subsidized	0.2
Northside Hills	100	100.0%	615 Northside Dr	Section 8	Family	Excluded	Subsidized	2.2
St. George's Court	100	97.0%	110 N 10th Street	Section 8	Family	Excluded	Subsidized	0.8
330 East College Apartments	18	100.0%	330 E College St	Market	Family	Included	n/a	1.0
Carlisle Apartments	16	N/A	Old Macon Road	Market	Family	Excluded	Size and condition	2.1
Garden Gate Apartments	72	97.2%	1308 Rhodes Lane	Market	Family	Included	n/a	2.1
Grandview Apartments	36	N/A	713 Grantview Drive	Market	Family	Excluded	Age/Condition	2.1
Griffin Crossing Apartments	272	97.8%	1597 West Mcintosh Road	Market	Family	Included	n/a	2.8
Pine Hill Apartments	128	96.9%	600 S Pine Hill Rd	Market	Family	Excluded	Dissimilar Building Type	2.0
Versailles Apartments	80	N/A	1110 W Poplar Street	Market	Family	Excluded	Age/Condition	0.6
Vineyard Place Apartments	112	99.1%	657 Carver Road	Market	Family	Included	n/a	1.4
Walden Pointe Apartments Homes	216	100.0%	701 Carver Road	Market	Family	Included	n/a	1.5
Willow Creek Apartments	53	94.3%	101 Rhodes Lane	Market	Family	Excluded	Dissimilar Building Type	2.2
<b>Units in PMA Reporting Occupancy</b>	<b>1,511</b>	<b>98.3%</b>						

N/A - Not Available

As the previous table demonstrates, the overall occupancy rate in the PMA is stable at approximately 98.3 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							
Meriwether Redevelopment Phase III							
PMA							
	2015		Projected Mkt Entry August 2018		2020		Percent Growth
	#	%	#	%	#	%	
\$0-9,999	649	22.6%	738	24.0%	793	24.8%	18.2%
\$10,000-19,999	754	26.3%	794	25.8%	819	25.6%	7.9%
\$20,000-29,999	376	13.1%	420	13.7%	447	14.0%	15.9%
\$30,000-39,999	308	10.7%	315	10.2%	319	10.0%	3.7%
\$40,000-49,999	288	10.0%	298	9.7%	305	9.5%	5.5%
\$50,000-59,999	165	5.8%	172	5.6%	176	5.5%	6.1%
\$60,000-74,999	112	3.9%	122	4.0%	128	4.0%	12.3%
\$75,000-99,999	117	4.1%	120	3.9%	121	3.8%	3.0%
\$100,000-124,999	42	1.5%	39	1.3%	37	1.2%	-14.7%
\$125,000-149,999	20	0.7%	19	0.6%	19	0.6%	-2.7%
\$150,000-199,999	22	0.8%	19	0.6%	18	0.6%	-21.3%
\$200,000+	18	0.6%	20	0.6%	20	0.6%	8.4%
Total	2,872	100.0%	3,076	100.0%	3,203	100.0%	10.3%

Households by Tenure Projected Mkt Entry August 2018		
	Number	Percentage
Renter	3,076	25.0%
Owner	9,207	75.0%
Total	12,283	100.0%

Renter Household Size for Projected Mkt Entry August 2018		
Size	Number	Percentage
1	1,577	51.27%
2	904	29.38%
3	283	9.21%
4	87	2.84%
5+	224	7.30%
Total	3,076	100%

50% AMI without ACC

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

Percent of AMI Level			50% AMI Hypothetical		
Minimum Income Limit			\$18,930		
Maximum Income Limit			\$27,300		
			2		
Income Category	New Renter Households - Total Change in Households PMA 2015 to Prj Mrkt Entry August 2018		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	48.88			
\$10,000-19,999	52.61	25.8%	1,069	10.7%	6
\$20,000-29,999	27.81	13.7%	7,300	73.0%	20
\$30,000-39,999	20.85	10.2%		0.0%	0
\$40,000-49,999	19.76	9.7%		0.0%	0
\$50,000-59,999	11.38	5.6%		0.0%	0
\$60,000-74,999	8.06	4.0%		0.0%	0
\$75,000-99,999	7.92	3.9%		0.0%	0
\$100,000-124,999	2.59	1.3%		0.0%	0
\$125,000-149,999	1.27	0.6%		0.0%	0
\$150,000-199,999	1.28	0.6%		0.0%	0
\$200,000+	1.29	0.6%		0.0%	0
	204	100.0%			26
Percent of renter households within limits versus total number of renter households					12.73%

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

Percent of AMI Level			50% AMI Hypothetical		
Minimum Income Limit			\$18,930		
Maximum Income Limit			\$27,300		
			2		
Income Category	Total Renter Households PMA Prj Mrkt Entry August 2018		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	738			
\$10,000-19,999	794	25.8%	\$1,069	10.7%	85
\$20,000-29,999	420	13.7%	\$7,300	73.0%	307
\$30,000-39,999	315	10.2%		0.0%	0
\$40,000-49,999	298	9.7%		0.0%	0
\$50,000-59,999	172	5.6%		0.0%	0
\$60,000-74,999	122	4.0%		0.0%	0
\$75,000-99,999	120	3.9%		0.0%	0
\$100,000-124,999	39	1.3%		0.0%	0
\$125,000-149,999	19	0.6%		0.0%	0
\$150,000-199,999	19	0.6%		0.0%	0
\$200,000+	20	0.6%		0.0%	0
	3,076	100.0%			391
Percent of renter households within limits versus total number of renter households					12.73%

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 August 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

Yes
Senior
Rural
40%
\$36,920
\$45,542
\$8,622
23.4%
3.9%
3.9%
Two year adjustment
1,000
\$27,300
\$27,300
2
50% AMI Hypothetical
\$631
\$631.00

Persons in Household	OBR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	95%	5%	0%	0%	0%	100%
2	0%	55%	45%	0%	0%	0%	100%
3	0%	0%	60%	40%	0%	0%	100%
4	0%	0%	0%	80%	20%	0%	100%
5+	0%	0%	0%	70%	30%	0%	100%

STEP 1 Please refer to text for complete explanation.

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

Income Target Population		50% AMI Hypothetical
New Renter Households PMA		204
Percent Income Qualified		12.7%
New Renter Income Qualified Households		26

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

Demand from Existing Households 2015

Demand from Rent Overburdened Households

Income Target Population		50% AMI Hypothetical
Total Existing Demand		3,076
Income Qualified		12.7%
Income Qualified Renter Households		391
Percent Rent Overburdened Prj Mrkt Entry August 2018		31.1%
Rent Overburdened Households		122

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		391
Percent Living in Substandard Housing		0.9%
Households Living in Substandard Housing		4

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

Senior Households Converting from Homeownership

Income Target Population		50% AMI Hypothetical
Total Senior Homeowners		1146
Rural Versus Urban	0.25%	
Senior Demand Converting from Homeownership		3

Total Demand

Total Demand from Existing Households		128
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		128
Total New Demand		26
Total Demand (New Plus Existing Households)		154

Demand from Seniors Who Convert from Homeownership		3
Percent of Total Demand From Homeownership Conversion		1.9%
Is this Demand Over 2 percent of Total Demand?		No

By Bedroom Demand

One Person	51.3%	79
Two Persons	29.4%	45
Three Persons	9.2%	14
Four Persons	2.8%	4
Five Persons	7.3%	11
Total	100.0%	154

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	95%	75
Of two-person households in 1BR units	55%	25
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	5%	4
Of two-person households in 2BR units	45%	20
Of three-person households in 2BR units	60%	9
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%	6
Of four-person households in 3BR units	80%	3
Of five-person households in 3BR units	70%	8
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	20%	1
Of five-person households in 4BR units	30%	3
Total Demand		154

Total Demand by Bedroom	50% AMI Hypothetical
1 BR	100
2 BR	24
Total Demand	124

Additions To Supply 2015 to Prj Mrkt Entry August 2018	50% AMI Hypothetical
0 BR	0
1 BR	0
2 BR	0
3 BR	0
4 BR	0
5 BR	0
Total	0

Net Demand	50% AMI Hypothetical
1 BR	100
2 BR	24
Total	124

Developer's Unit Mix	50% AMI Hypothetical
1 BR	14
2 BR	1
Total	15

Capture Rate Analysis	50% AMI Hypothetical
1 BR	14.0%
2 BR	4.1%
Total	12.1%

60% AMI without ACC

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

Percent of AMI Level		60%			
Minimum Income Limit		\$18,630			
Maximum Income Limit		\$32,760		2	
Income Category	New Renter Households - Total Change in Households PMA 2015 to Pj/ Mrkt Entry August 2018		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	48.88			
\$10,000-19,999	52.61	25.8%	1,369	13.7%	7
\$20,000-29,999	27.81	13.7%	9,999	100.0%	28
\$30,000-39,999	20.85	10.2%	2,760	27.6%	6
\$40,000-49,999	19.76	9.7%		0.0%	0
\$50,000-59,999	11.38	5.6%		0.0%	0
\$60,000-74,999	8.06	4.0%		0.0%	0
\$75,000-99,999	7.92	3.9%		0.0%	0
\$100,000-124,999	2.59	1.3%		0.0%	0
\$125,000-149,999	1.27	0.6%		0.0%	0
\$150,000-199,999	1.28	0.6%		0.0%	0
\$200,000+	1.29	0.6%		0.0%	0
	204	100.0%			41
Percent of renter households within limits versus total number of renter households					20.01%

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

Percent of AMI Level		60%			
Minimum Income Limit		\$18,630			
Maximum Income Limit		\$32,760		2	
Income Category	Total Renter Households PMA Pj Mrkt Entry August 2018		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	738			
\$10,000-19,999	794	25.8%	\$1,369	13.7%	109
\$20,000-29,999	420	13.7%	\$9,999	100.0%	420
\$30,000-39,999	315	10.2%	\$2,760	27.6%	87
\$40,000-49,999	298	9.7%		0.0%	0
\$50,000-59,999	172	5.6%		0.0%	0
\$60,000-74,999	122	4.0%		0.0%	0
\$75,000-99,999	120	3.9%		0.0%	0
\$100,000-124,999	39	1.3%		0.0%	0
\$125,000-149,999	19	0.6%		0.0%	0
\$150,000-199,999	19	0.6%		0.0%	0
\$200,000+	20	0.6%		0.0%	0
	3,076	100.0%			616
Percent of renter households within limits versus total number of renter households					20.01%

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 August 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

Yes
Senior
Rural
40%
\$36,920
\$45,542
\$8,622
23.4%
3.9%
3.9%
Two year adjustment
1.0000
\$32,760
\$32,760
\$2
60%
\$621
\$621.00

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	95%	5%	0%	0%	0%	100%
2	0%	55%	45%	0%	0%	0%	100%
3	0%	0%	60%	40%	0%	0%	100%
4	0%	0%	0%	80%	20%	0%	100%
5+	0%	0%	0%	70%	30%	0%	100%

STEP 1 Please refer to text for complete explanation.

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

Income Target Population		60%
New Renter Households PMA		204
Percent Income Qualified		20.0%
New Renter Income Qualified Households		41

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		3,076
Income Qualified		20.0%
Income Qualified Renter Households		616
Percent Rent Overburdened Prj Mrkt Entry August 2018		31.1%
Rent Overburdened Households		191

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		616
Percent Living in Substandard Housing		0.9%
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		1768
Rural Versus Urban	0.3%	
Senior Demand Converting from Homeownership		5

Total Demand

Total Demand from Existing Households		202
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		202
Total New Demand		41
Total Demand (New Plus Existing Households)		243

Demand from Seniors Who Convert from Homeownership		5
Percent of Total Demand From Homeownership Conversion		2.0%
Is this Demand Over 2 percent of Total Demand?		No

By Bedroom Demand

One Person	51.3%	125
Two Persons	29.4%	71
Three Persons	9.2%	22
Four Persons	2.8%	7
Five Persons	7.3%	18
Total	100.0%	243

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	95%	118
Of two-person households in 1BR units	55%	39
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	5%	6
Of two-person households in 2BR units	45%	32
Of three-person households in 2BR units	60%	13
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%	9
Of four-person households in 3BR units	80%	6
Of five-person households in 3BR units	70%	12
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	20%	1
Of five-person households in 4BR units	30%	5
Total Demand		243

Total Demand by Bedroom	60%
1 BR	158
2 BR	38
Total Demand	196

Additions To Supply 2015 to Prj Mrkt Entry August 2018	60%
0 BR	0
1 BR	38
2 BR	4
3 BR	0
4 BR	0
5 BR	0
Total	42

Net Demand	60%
1 BR	120
2 BR	34
Total	154

Developer's Unit Mix	60%
1 BR	30
2 BR	3
Total	33

Capture Rate Analysis	60%
1 BR	25.1%
2 BR	8.7%
Total	21.4%

Overall LIHTC Demand without ACC

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

Percent of AMI Level			Overall No ACC		
Minimum Income Limit			\$18,630		
Maximum Income Limit			\$32,760 2		
Income Category	New Renter Households - Total Change in Households PMA 2015 to Prj Mrkt Entry August 2018		Income Brackets	Percent within Cohort	Renter Households within Bracket
	Households	%			
\$0-9,999	48.88	24.0%		0.0%	0
\$10,000-19,999	52.61	25.8%	1,369	13.7%	7
\$20,000-29,999	27.81	13.7%	9,999	100.0%	28
\$30,000-39,999	20.85	10.2%	2,760	27.6%	6
\$40,000-49,999	19.76	9.7%		0.0%	0
\$50,000-59,999	11.38	5.6%		0.0%	0
\$60,000-74,999	8.06	4.0%		0.0%	0
\$75,000-99,999	7.92	3.9%		0.0%	0
\$100,000-124,999	2.59	1.3%		0.0%	0
\$125,000-149,999	1.27	0.6%		0.0%	0
\$150,000-199,999	1.28	0.6%		0.0%	0
\$200,000+	1.29	0.6%		0.0%	0
	204	100.0%			41
Percent of renter households within limits versus total number of renter households					20.01%

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

Percent of AMI Level			Overall No ACC		
Minimum Income Limit			\$18,630		
Maximum Income Limit			\$32,760 2		
Income Category	Total Renter Households PMA Prj Mrkt Entry August 2018		Income Brackets	Percent within Cohort	Households within Bracket
	Households	%			
\$0-9,999	738	24.0%		0.0%	0
\$10,000-19,999	794	25.8%	\$1,369	13.7%	109
\$20,000-29,999	420	13.7%	\$9,999	100.0%	420
\$30,000-39,999	315	10.2%	\$2,760	27.6%	87
\$40,000-49,999	298	9.7%		0.0%	0
\$50,000-59,999	172	5.6%		0.0%	0
\$60,000-74,999	122	4.0%		0.0%	0
\$75,000-99,999	120	3.9%		0.0%	0
\$100,000-124,999	39	1.3%		0.0%	0
\$125,000-149,999	19	0.6%		0.0%	0
\$150,000-199,999	19	0.6%		0.0%	0
\$200,000+	20	0.6%		0.0%	0
	3,076	100.0%			616
Percent of renter households within limits versus total number of renter households					20.01%

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 August 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

Yes
Senior
Rural
40%
\$36,920
\$45,542
\$8,622
23.4%
3.9%
3.9%
Two year adjustment
1.0000
\$32,760
\$32,760
2
Overall No ACC
\$604
\$621.00

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	95%	5%	0%	0%	0%	100%
2	0%	55%	45%	0%	0%	0%	100%
3	0%	0%	60%	40%	0%	0%	100%
4	0%	0%	0%	80%	20%	0%	100%
5+	0%	0%	0%	70%	30%	0%	100%

STEP 1 Please refer to text for complete explanation.

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

	Overall No ACC
Income Target Population	
New Renter Households PMA	204
Percent Income Qualified	20.0%
New Renter Income Qualified Households	41

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

Demand from Existing Households 2015

Demand from Rent Overburdened Households

	Overall No ACC
Income Target Population	
Total Existing Demand	3,076
Income Qualified	20.0%
Income Qualified Renter Households	616
Percent Rent Overburdened Prj Mrkt Entry August 2018	31.1%
Rent Overburdened Households	191

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

Demand from Living in Substandard Housing

Income Qualified Renter Households	616
Percent Living in Substandard Housing	0.9%
Households Living in Substandard Housing	6

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

Senior Households Converting from Homeownership

	Overall No ACC
Income Target Population	
Total Senior Homeowners	1802
Rural Versus Urban	0.24%
Senior Demand Converting from Homeownership	4

Total Demand

Total Demand from Existing Households		201
Adjustment Factor - Leakage from SMA (use 115% for DCA)	100%	0
Adjusted Demand from Existing Households		201
Total New Demand		41
Total Demand (New Plus Existing Households)		242

Demand from Seniors Who Convert from Homeownership		4
Percent of Total Demand From Homeownership Conversion		1.8%
Is this Demand Over 2 percent of Total Demand?		No

By Bedroom Demand

One Person	51.3%	124
Two Persons	29.4%	71
Three Persons	9.2%	22
Four Persons	2.8%	7
Five Persons	7.3%	18
Total	100.0%	242

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	95%	118
Of two-person households in 1BR units	55%	39
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	5%	6
Of two-person households in 2BR units	45%	32
Of three-person households in 2BR units	60%	13
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%	9
Of four-person households in 3BR units	80%	5
Of five-person households in 3BR units	70%	12
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	20%	1
Of five-person households in 4BR units	30%	5
Total Demand		242

Total Demand by Bedroom	Overall No ACC
1 BR	157
2 BR	38
Total Demand	195

Additions To Supply 2015 to Prj Mrkt Entry August 2018	Overall No ACC
0 BR	0
1 BR	38
2 BR	4
3 BR	0
4 BR	0
5 BR	0
Total	42

Net Demand	Overall No ACC
1 BR	119
2 BR	34
Total	153

Developer's Unit Mix	Overall No ACC
1 BR	62
2 BR	6
Total	68

Capture Rate Analysis	Overall No ACC
1 BR	52.1%
2 BR	17.5%
Total	44.4%

50% AMI with ACC

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

Percent of AMI Level		50% AMI ACC			
Minimum Income Limit		\$0			
Maximum Income Limit		\$27,300 2			
Income Category	New Renter Households - Total Change in Households PMA 2015 to Pj Mrkt Entry August 2018		Renter Households within Bracket		Renter Households within Bracket
	Income Brackets	Percent within Cohort	Income Brackets	Percent within Cohort	
\$0-9,999	48.88	24.0%	9,999	100.0%	49
\$10,000-19,999	52.61	25.8%	9,999	100.0%	53
\$20,000-29,999	27.81	13.7%	7,300	73.0%	20
\$30,000-39,999	20.85	10.2%		0.0%	0
\$40,000-49,999	19.76	9.7%		0.0%	0
\$50,000-59,999	11.38	5.6%		0.0%	0
\$60,000-74,999	8.06	4.0%		0.0%	0
\$75,000-99,999	7.92	3.9%		0.0%	0
\$100,000-124,999	2.59	1.3%		0.0%	0
\$125,000-149,999	1.27	0.6%		0.0%	0
\$150,000-199,999	1.28	0.6%		0.0%	0
\$200,000+	1.29	0.6%		0.0%	0
	204	100.0%			122
Percent of renter households within limits versus total number of renter households					59.78%

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

Percent of AMI Level		50% AMI ACC			
Minimum Income Limit		\$0			
Maximum Income Limit		\$27,300 2			
Income Category	Total Renter Households PMA Pj Mrkt Entry August 2018		Households within Bracket		Households within Bracket
	Income Brackets	Percent within Cohort	Income Brackets	Percent within Cohort	
\$0-9,999	738	24.0%	\$9,999	100.0%	738
\$10,000-19,999	794	25.8%	\$9,999	100.0%	794
\$20,000-29,999	420	13.7%	\$7,300	73.0%	307
\$30,000-39,999	315	10.2%		0.0%	0
\$40,000-49,999	298	9.7%		0.0%	0
\$50,000-59,999	172	5.6%		0.0%	0
\$60,000-74,999	122	4.0%		0.0%	0
\$75,000-99,999	120	3.9%		0.0%	0
\$100,000-124,999	39	1.3%		0.0%	0
\$125,000-149,999	19	0.6%		0.0%	0
\$150,000-199,999	19	0.6%		0.0%	0
\$200,000+	20	0.6%		0.0%	0
	3,076	100.0%			1,839
Percent of renter households within limits versus total number of renter households					59.78%

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 August 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

Yes
Senior
Rural
40%
\$36,920
\$45,542
\$8,622
23.4%
3.9%
3.9%
Two year adjustment
1.0000
\$27,300
\$27,300
2
50% AMI ACC
\$0
\$0.00

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	95%	5%	0%	0%	0%	100%
2	0%	55%	45%	0%	0%	0%	100%
3	0%	0%	60%	40%	0%	0%	100%
4	0%	0%	0%	80%	20%	0%	100%
5+	0%	0%	0%	70%	30%	0%	100%

STEP 1 Please refer to text for complete explanation.

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

Income Target Population		50% AMI ACC
New Renter Households PMA		204
Percent Income Qualified		59.8%
New Renter Income Qualified Households		122

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

Demand from Existing Households 2015

Demand from Rent Overburdened Households

Income Target Population		50% AMI ACC
Total Existing Demand		3,076
Income Qualified		59.8%
Income Qualified Renter Households		1,839
Percent Rent Overburdened Prj Mrkt Entry August 2018		31.1%
Rent Overburdened Households		571

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		1,839
Percent Living in Substandard Housing		0.9%
Households Living in Substandard Housing		17

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

Senior Households Converting from Homeownership

Income Target Population		50% AMI ACC
Total Senior Homeowners		2681
Rural Versus Urban	0.50%	
Senior Demand Converting from Homeownership		13

Total Demand

Total Demand from Existing Households		602
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		602
Total New Demand		122
Total Demand (New Plus Existing Households)		724

Demand from Seniors Who Convert from Homeownership		13
Percent of Total Demand From Homeownership Conversion		1.9%
Is this Demand Over 2 percent of Total Demand?		No

By Bedroom Demand

One Person	51.3%	371
Two Persons	29.4%	213
Three Persons	9.2%	67
Four Persons	2.8%	21
Five Persons	7.3%	53
Total	100.0%	724

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	95%	353
Of two-person households in 1BR units	55%	117
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	5%	19
Of two-person households in 2BR units	45%	96
Of three-person households in 2BR units	60%	40
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%	27
Of four-person households in 3BR units	80%	16
Of five-person households in 3BR units	70%	37
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	20%	4
Of five-person households in 4BR units	30%	16
Total Demand		724

Total Demand by Bedroom	50% AMI ACC
1 BR	470
2 BR	114
Total Demand	584

Additions To Supply 2015 to Prj Mrkt Entry August 2018	50% AMI ACC
0 BR	0
1 BR	16
2 BR	1
3 BR	0
4 BR	0
5 BR	0
Total	17

Net Demand	50% AMI ACC
1 BR	454
2 BR	113
Total	567

Developer's Unit Mix	50% AMI ACC
1 BR	14
2 BR	1
Total	15

Capture Rate Analysis	50% AMI ACC
1 BR	3.1%
2 BR	0.9%
Total	2.6%

60% AMI with ACC

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

Percent of AMI Level		60% AMI ACC			
Minimum Income Limit		\$0			
Maximum Income Limit		\$32,760 2			
Income Category	New Renter Households - Total		Income Brackets	Percent within Cohort	Renter Households within Bracket
	Change in Households PMA 2015 to Pj Mrkt Entry August 2018				
\$0-9,999	48.88	24.0%	9,999	100.0%	49
\$10,000-19,999	52.61	25.8%	9,999	100.0%	53
\$20,000-29,999	27.81	13.7%	9,999	100.0%	28
\$30,000-39,999	20.85	10.2%	2,760	27.6%	6
\$40,000-49,999	19.76	9.7%		0.0%	0
\$50,000-59,999	11.38	5.6%		0.0%	0
\$60,000-74,999	8.06	4.0%		0.0%	0
\$75,000-99,999	7.92	3.9%		0.0%	0
\$100,000-124,999	2.59	1.3%		0.0%	0
\$125,000-149,999	1.27	0.6%		0.0%	0
\$150,000-199,999	1.28	0.6%		0.0%	0
\$200,000+	1.29	0.6%		0.0%	0
	204	100.0%			135
Percent of renter households within limits versus total number of renter households					66.30%

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

Percent of AMI Level		60% AMI ACC			
Minimum Income Limit		\$0			
Maximum Income Limit		\$32,760 2			
Income Category	Total Renter Households PMA Pj Mrkt Entry August 2018		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	738			
\$10,000-19,999	794	25.8%	\$9,999	100.0%	794
\$20,000-29,999	420	13.7%	\$9,999	100.0%	420
\$30,000-39,999	315	10.2%	\$2,760	27.6%	87
\$40,000-49,999	298	9.7%		0.0%	0
\$50,000-59,999	172	5.6%		0.0%	0
\$60,000-74,999	122	4.0%		0.0%	0
\$75,000-99,999	120	3.9%		0.0%	0
\$100,000-124,999	39	1.3%		0.0%	0
\$125,000-149,999	19	0.6%		0.0%	0
\$150,000-199,999	19	0.6%		0.0%	0
\$200,000+	20	0.6%		0.0%	0
	3,076	100.0%			2,039
Percent of renter households within limits versus total number of renter households					66.30%

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 August 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

Yes		
Senior		
Rural		
40%		
\$36,920		
\$45,542		
\$8,622		
23.4%		
3.9%		
3.9%	Two year adjustment	1.0000
\$32,760		
\$32,760		
2		
60% AMI ACC		
\$0		
\$0.00		

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	95%	5%	0%	0%	0%	100%
2	0%	55%	45%	0%	0%	0%	100%
3	0%	0%	60%	40%	0%	0%	100%
4	0%	0%	0%	80%	20%	0%	100%
5+	0%	0%	0%	70%	30%	0%	100%

STEP 1 Please refer to text for complete explanation.

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

Income Target Population	60% AMI ACC
New Renter Households PMA	204
Percent Income Qualified	66.3%
New Renter Income Qualified Households	135

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

Demand from Existing Households 2015

Demand from Rent Overburdened Households

Income Target Population	60% AMI ACC
Total Existing Demand	3,076
Income Qualified	66.3%
Income Qualified Renter Households	2,039
Percent Rent Overburdened Prj Mrkt Entry August 2018	31.1%
Rent Overburdened Households	633

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

Demand from Living in Substandard Housing

Income Qualified Renter Households	2,039
Percent Living in Substandard Housing	0.9%
Households Living in Substandard Housing	19

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

Senior Households Converting from Homeownership

Income Target Population	60% AMI ACC
Total Senior Homeowners	3930
Rural Versus Urban	0.4%
Senior Demand Converting from Homeownership	16

Total Demand

Total Demand from Existing Households	668
Adjustment Factor - Leakage from SMA	100%
Adjusted Demand from Existing Households	668
Total New Demand	135
Total Demand (New Plus Existing Households)	803

Demand from Seniors Who Convert from Homeownership	16
Percent of Total Demand From Homeownership Conversion	2.0%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	51.3%	412
Two Persons	29.4%	236
Three Persons	9.2%	74
Four Persons	2.8%	23
Five Persons	7.3%	59
Total	100.0%	803

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	95%	391
Of two-person households in 1BR units	55%	130
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	5%	21
Of two-person households in 2BR units	45%	106
Of three-person households in 2BR units	60%	44
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%	30
Of four-person households in 3BR units	80%	18
Of five-person households in 3BR units	70%	41
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	20%	5
Of five-person households in 4BR units	30%	18
Total Demand		803

Total Demand by Bedroom	60% AMI ACC
1 BR	521
2 BR	127
Total Demand	648

Additions To Supply 2015 to Prj Mrkt Entry August 2018	60% AMI ACC
0 BR	0
1 BR	23
2 BR	3
3 BR	0
4 BR	0
5 BR	0
Total	26

Net Demand	60% AMI ACC
1 BR	498
2 BR	124
Total	622

Developer's Unit Mix	60% AMI ACC
1 BR	18
2 BR	2
Total	20

Capture Rate Analysis	60% AMI ACC
1 BR	3.6%
2 BR	1.6%
Total	3.2%

Overall with ACC

Percent of AMI Level			Overall with ACC		
Minimum Income Limit			\$0		
Maximum Income Limit			\$32,760 2		
Income Category	New Renter Households - Total Change in Households PMA 2015 to Proj Mrkt Entry August 2018		Renter Households within Bracket		
	Households	Percent	Income Brackets	Percent within Cohort	Households
\$0-9,999	48.88	24.0%	9,999	100.0%	49
\$10,000-19,999	52.61	25.8%	9,999	100.0%	53
\$20,000-29,999	27.81	13.7%	9,999	100.0%	28
\$30,000-39,999	20.85	10.2%	2,760	27.6%	6
\$40,000-49,999	19.76	9.7%		0.0%	0
\$50,000-59,999	11.38	5.6%		0.0%	0
\$60,000-74,999	8.06	4.0%		0.0%	0
\$75,000-99,999	7.92	3.9%		0.0%	0
\$100,000-124,999	2.59	1.3%		0.0%	0
\$125,000-149,999	1.27	0.6%		0.0%	0
\$150,000-199,999	1.28	0.6%		0.0%	0
\$200,000+	1.29	0.6%		0.0%	0
	204	100.0%			135
Percent of renter households within limits versus total number of renter households					66.30%

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

Percent of AMI Level			Overall with ACC		
Minimum Income Limit			\$0		
Maximum Income Limit			\$32,760 2		
Income Category	Total Renter Households PMA Proj Mrkt Entry August 2018		Households within Bracket		
	Households	Percent	Income Brackets	Percent within Cohort	Households
\$0-9,999	738	24.0%	\$9,999	100.0%	738
\$10,000-19,999	794	25.8%	\$9,999	100.0%	794
\$20,000-29,999	420	13.7%	\$9,999	100.0%	420
\$30,000-39,999	315	10.2%	\$2,760	27.6%	87
\$40,000-49,999	298	9.7%		0.0%	0
\$50,000-59,999	172	5.6%		0.0%	0
\$60,000-74,999	122	4.0%		0.0%	0
\$75,000-99,999	120	3.9%		0.0%	0
\$100,000-124,999	39	1.3%		0.0%	0
\$125,000-149,999	19	0.6%		0.0%	0
\$150,000-199,999	19	0.6%		0.0%	0
\$200,000+	20	0.6%		0.0%	0
	3,076	100.0%			2,039
Percent of renter households within limits versus total number of renter households					66.30%

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 Proj Mrkt Entry August 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

Yes
Senior
Rural
40%
\$36,920
\$45,542
\$8,622
23.4%
3.9%
3.9%
Two year adjustment 1.0000
\$32,760
\$32,760
2
Overall with ACC
\$621
\$621.00

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	95%	5%	0%	0%	0%	100%
2	0%	55%	45%	0%	0%	0%	100%
3	0%	0%	60%	40%	0%	0%	100%
4	0%	0%	0%	80%	20%	0%	100%
5+	0%	0%	0%	70%	30%	0%	100%

STEP 1 Please refer to text for complete explanation.

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

	Overall with ACC
Income Target Population	
New Renter Households PMA	204
Percent Income Qualified	66.3%
New Renter Income Qualified Households	135

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

Demand from Existing Households 2015

Demand from Rent Overburdened Households

	Overall with ACC
Income Target Population	
Total Existing Demand	3,076
Income Qualified	66.3%
Income Qualified Renter Households	2,039
Percent Rent Overburdened Prj Mrkt Entry August 2018	31.1%
Rent Overburdened Households	633

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

Demand from Living in Substandard Housing

Income Qualified Renter Households	2,039
Percent Living in Substandard Housing	0.9%
Households Living in Substandard Housing	19

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

Senior Households Converting from Homeownership

	Overall with ACC
Income Target Population	
Total Senior Homeowners	3930
Rural Versus Urban	0.4%
Senior Demand Converting from Homeownership	16

Total Demand

Total Demand from Existing Households		668
Adjustment Factor - Leakage from SMA (use 115% for DCA)	100%	0
Adjusted Demand from Existing Households		668
Total New Demand		135
Total Demand (New Plus Existing Households)		803

Demand from Seniors Who Convert from Homeownership	16
Percent of Total Demand From Homeownership Conversion	2.0%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	51.3%	412
Two Persons	29.4%	236
Three Persons	9.2%	74
Four Persons	2.8%	23
Five Persons	7.3%	59
Total	100.0%	803

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	95%	391
Of two-person households in 1BR units	55%	130
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	5%	21
Of two-person households in 2BR units	45%	106
Of three-person households in 2BR units	60%	44
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%	30
Of four-person households in 3BR units	80%	18
Of five-person households in 3BR units	70%	41
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	20%	5
Of five-person households in 4BR units	30%	18
Total Demand		803

Total Demand by Bedroom	Overall with ACC
1 BR	521
2 BR	127
Total Demand	648

Additions To Supply 2015 to Prj Mrkt Entry August 2018	Overall with ACC
0 BR	0
1 BR	77
2 BR	8
3 BR	0
4 BR	0
5 BR	0
Total	85

Net Demand	Overall with ACC
1 BR	444
2 BR	119
Total	563

Developer's Unit Mix	Overall with ACC
1 BR	62
2 BR	6
Total	68

Capture Rate Analysis	Overall with ACC
1 BR	14.0%
2 BR	5.1%
Total	12.1%

### **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
1BR @ 50% with no ACC	\$18,930-\$27,300	14	100	0	100	14.0%	Four Months
2BR @ 50% with no ACC	\$18,930-\$27,300	1	24	0	24	4.1%	One Month
1BR @ 50% with ACC	\$0-\$27,300	14	470	16	454	3.1%	Two Months
2BR @ 50% with ACC	\$0-\$27,300	1	114	1	113	0.9%	One Month
1BR @ 60% with no ACC	\$18,630-\$32,760	30	158	38	120	25.1%	Six Months
2BR @ 60% with no ACC	\$18,630-\$32,760	3	38	4	34	8.7%	Two Months
1BR @ 60% with ACC	\$0-\$32,760	18	521	23	498	3.6%	Three Months
2BR @ 60% with ACC	\$0-\$32,760	2	127	3	124	1.6%	One Month
1BR Overall with no ACC	\$18,630-\$32,760	62	157	38	119	52.1%	Six Months
2BR Overall with no ACC	\$18,630-\$32,760	6	38	4	34	17.5%	Three Months
1BR Overall with ACC	\$0-\$32,760	62	521	77	444	14.0%	Six Months
2BR Overall with ACC	\$0-\$32,760	6	127	8	119	5.1%	Two Months
50% AMI Overall with no ACC	\$18,930-\$27,300	15	124	0	124	12.1%	Four Months
50% AMI Overall with ACC	\$0-\$27,300	15	584	17	567	2.6%	Two Months
60% Overall with no ACC	\$18,630-\$32,760	33	196	42	154	21.4%	Six Months
60% Overall with ACC	\$0-\$32,760	20	648	26	622	3.2%	Six Months
LIHTC Overall with no ACC	\$18,630-\$32,760	68	195	42	153	44.4%	Six Months
LIHTC Overall with ACC	\$0-\$32,760	68	648	85	563	12.1%	Six Months

\*Note, the maximum allowable 50 percent AMI net rent of \$443/gross rent of \$604 was used in determining the minimum income required for hypothetical units without ACC rental assistance.

ACC - Annual Contribution Contract subsidy through the Griffin Housing Authority

<b>Demand and Net Demand</b>						
	<b>HH at 50% AMI with ACC Subsidy (\$0-\$27,300)</b>	<b>HH at 50% AMI with no ACC Subsidy (\$18,930- \$27,300)</b>	<b>HH at 60% AMI with ACC Subsidy (\$0-\$32,760)</b>	<b>HH at 60% AMI with no Subsidy (\$18,630- \$32,760)</b>	<b>All Tax Credit HH with ACC Subsidy</b>	<b>All Tax Credit HH with No ACC Subsidy</b>
Demand from New Households (age and income appropriate)	122	26	135	41	135	41
<b>PLUS</b>	+	+	+	+	+	+
Demand from Existing Renter Households - Substandard Housing	17	4	19	6	19	6
<b>PLUS</b>	+	+	+	+	+	+
Demand from Existing Renter Households - Rent Overburdened Households	571	122	633	191	633	191
<b>PLUS</b>	+	+	+	+	+	+
<b>Secondary Market Demand adjustment IF ANY Subject to 15% Limitation</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Sub Total</b>	<b>710</b>	<b>151</b>	<b>788</b>	<b>238</b>	<b>788</b>	<b>238</b>
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 20% where applicable)	13	3	16	5	16	4
<b>Equals Total Demand</b>	724	154	803	243	803	242
<b>Less</b>	-	-	-	-	-	-
Supply of comparable LIHTC or Market Rate housing units built and/or planned in the projected market	17	0	20	42	85	42
<b>Equals Net Demand</b>	707	154	783	201	718	200

As this analysis illustrates, the Subject's capture rates at the 50 percent AMI level for units with ACC subsidy assistance will range from 0.9 to 3.1 percent, with an overall capture rate of 2.6 percent. The Subject's capture rates at 50 percent AMI without the ACC subsidy assistance are 4.1 to 14.0 percent, with an overall capture rate of 12.1 percent.

The Subject's 60 percent AMI capture rates without the consideration of the ACC subsidy range from 8.7 to 25.1 percent, with an overall capture rate of 21.4 percent. The Subject's 60 percent AMI units with the ACC subsidy have capture rates ranging from 1.6 to 3.6 percent, with an overall capture rate of 3.2 percent for these units.

The overall LIHTC capture rate for all 68 units proposed, without consideration of the ACC subsidy that will be in place for 35 of the 68 total units, is 44.4 percent. The overall capture rate for the project's 50 and 60 percent units with consideration of the ACC subsidy that will be in place is 12.1 percent. Since the property will operate with the ACC rental assistance, and the 44.4 percent overall capture rate without consideration of the ACC subsidy does not truly reflect the depth of support for this type of property in the PMA, we believe there is adequate senior demand for the Subject.

## **H. COMPETITIVE RENTAL ANALYSIS**

**Survey of Comparable Projects**

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. 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 930 total 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 presented. 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 data is considered average for a small city such as Griffin. There is one comparable age-restricted property in the PMA, as well as one family property with a significant share of seniors. Also, there is one senior property that is owned by the group that owns the Subject that is being planned for construction. With the small number of senior properties within the PMA, we identified two additional senior LIHTC properties as comparables that both operate without rental assistance. All of the comparable LIHTC senior properties are located within 15.2 miles of the Subject.

The availability of market rate data is considered good, and we evaluated five comparables with one and two-bedroom garden-style units for this analysis. None of the comparable market rate options in Griffin offer elevator-served buildings or are age-restricted. As such, garden-style units with first floor accessible units were utilized as comparables. We believe these properties represent some of the more comparable market rate alternatives for seniors in the local market.

**Overall PMA Overview**

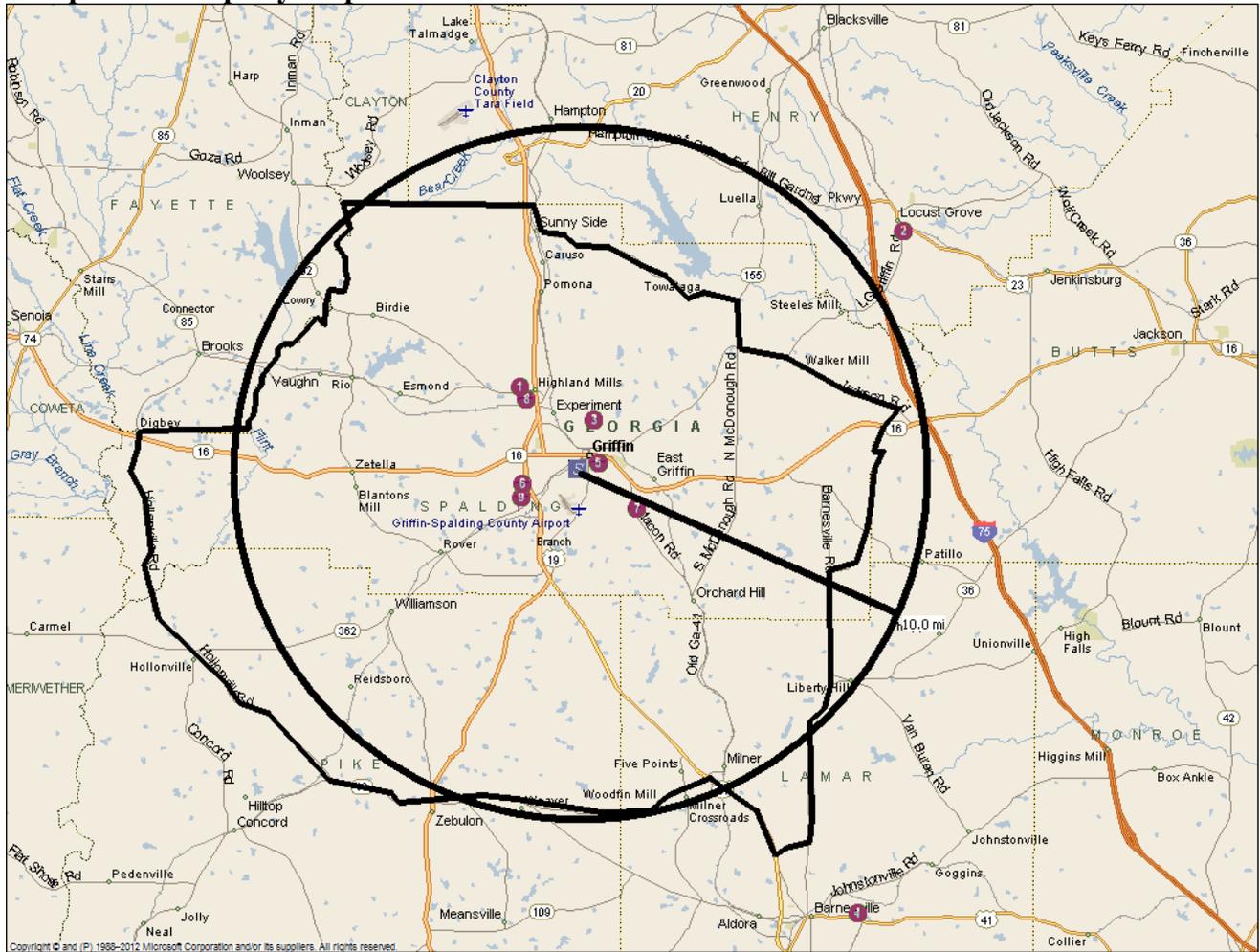
The following table illustrates properties within the PMA that have been included and excluded from our analysis along with their reason for exclusion.

GENERAL PMA OCCUPANCY OVERVIEW

Property Name	Units	Overall Occupancy	Address	Type	Tenancy	Included/ Excluded	Reason for Exclusion	Miles from Subject
431 N. Fifth St	1	N/A	431 N. Fifth St	LIHTC	Family	Excluded	Only one unit	1.4
935 Ray St.	1	N/A	935 Ray St.	LIHTC	Family	Excluded	Only one unit	1.2
412 W. Quilly St.	1	N/A	412 W. Quilly St.	LIHTC	Family	Excluded	Only one unit	1.1
1307 Edgewood Ave.	1	N/A	1307 Edgewood Ave.	LIHTC	Family	Excluded	Only one unit	0.7
1319 Edgewood Ave.	1	N/A	1319 Edgewood Ave.	LIHTC	Family	Excluded	Only one unit	0.7
1321 Edgewood Ave.	1	N/A	1321 Edgewood Ave.	LIHTC	Family	Excluded	Only one unit	0.7
1333 Edgewood Ave.	1	N/A	1333 Edgewood Ave.	LIHTC	Family	Excluded	Only one unit	0.6
Glenco Trace Apartments	72	98.6%	1624 Hallmark Drive	LIHTC	Senior	Included	n/a	3.0
Marian Point	24	95.8%	416 W Poplar St	LIHTC/Market	Family	Excluded	Dissimilar Building Type	0.6
Meriwether Redevelopment Phase I	84	100.0%	426 South 15th Street	LIHTC/PH	Family	Excluded	Dissimilar Unit Designs	0.4
Poplar Grove	36	N/A	331 S 12th Street	LIHTC/Market	Family	Excluded	Dissimilar Building Type	0.5
St. Phillip Villas	60	98.3%	829 N Hill Street	LIHTC/Market	Family	Included	n/a	1.7
Heritage Apartments	120	97.0%	1012 Beck St	Section 8	Family	Excluded	Subsidized	0.3
Aba Apartments (Regency Apartments)	80	96.3%	1100W College Street	Section 8	Family	Excluded	Subsidized	0.2
Northside Hills	100	100.0%	615 Northside Dr	Section 8	Family	Excluded	Subsidized	2.2
St. George's Court	100	97.0%	110 N 10th Street	Section 8	Family	Excluded	Subsidized	0.8
330 East College Apartments	18	100.0%	330 E College St	Market	Family	Included	n/a	1.0
Carlisle Apartments	16	N/A	Old Macon Road	Market	Family	Excluded	Size and condition	2.1
Garden Gate Apartments	72	97.2%	1308 Rhodes Lane	Market	Family	Included	n/a	2.1
Grandview Apartments	36	N/A	713 Grantview Drive	Market	Family	Excluded	Age/Condition	2.1
Griffin Crossing Apartments	272	97.8%	1597 West Mcintosh Road	Market	Family	Included	n/a	2.8
Pine Hill Apartments	128	96.9%	600 S Pine Hill Rd	Market	Family	Excluded	Dissimilar Building Type	2.0
Versailles Apartments	80	N/A	1110 W Poplar Street	Market	Family	Excluded	Age/Condition	0.6
Vineyard Place Apartments	112	99.1%	657 Carver Road	Market	Family	Included	n/a	1.4
Walden Pointe Apartments Homes	216	100.0%	701 Carver Road	Market	Family	Included	n/a	1.5
Willow Creek Apartments	53	94.3%	101 Rhodes Lane	Market	Family	Excluded	Dissimilar Building Type	2.2
<b>Units in PMA Reporting Occupancy</b>	<b>1,511</b>	<b>98.3%</b>						

N/A - Not Available

Comparable Property Map I



COMPARABLE PROPERTIES

#	Name	City	Type	Tenancy	Distance to Subject
1	Glenco Trace Apartments	Griffin	LIHTC	Senior	2.6
2	Shoal Creek Manor	Locust Grove	LIHTC	Senior	11.7
3	St. Phillip Villas	Griffin	LIHTC/Market	Family	1.4
4	Villas On Forsyth	Barnesville	LIHTC/Market	Senior	15.2
5	330 East College Apartments	Griffin	LIHTC	Family	0.9
6	Vinyard Place Apartments	Griffin	LIHTC	Family	1.6
7	Garden Gate Apartments	Griffin	LIHTC	Family	2.4
8	Griffin Crossing Apartments	Griffin	LIHTC	Family	2.2
9	Waldent Pointe Apartments Homes	Griffin	LIHTC	Family	1.7

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

**SUMMARY MATRIX**

Comp #	Project	Distance	Type / Built / Renovated	Market / Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Max Rent?	Wait List?	Units Vacant	Vacancy Rate	
Subject	Meriwether Redevelopment Phase III 832 Westbrook Street Griffin, GA 30224 Spalding County County	n/a	Lowrise (age-restricted) (3 stories) 2018 / n/a	@50% (ACC), @60%, @60% (ACC)	1BR / 1BA	14	20.60%	@50% (ACC)	\$460	601	no		N/A	N/A	
					1BR / 1BA	30	44.10%	@60%	\$450	601	no	N/A	N/A		
					1BR / 1BA	18	26.50%	@60% (ACC)	\$460	601	no	N/A	N/A		
					2BR / 1BA	1	1.50%	@50% (ACC)	\$460	801	no	N/A	N/A		
					2BR / 1BA	3	4.40%	@60%	\$550	801	no	N/A	N/A		
					2BR / 1BA	2	2.90%	@60% (ACC)	\$460	801	no	N/A	N/A		
						68	100%							N/A	N/A
1	Glenco Trace Apartments 1624 Hallmark Drive Griffin, GA 30223 Spalding County	2.9 miles	One-story (age-restricted) 2000 / n/a	@50% & @60%	1BR / 1BA	42	58.30%	@50%	\$362	750	no	Yes	1	2.40%	
					1BR / 1BA	14	19.40%	@60%	\$362	750	no	Yes	0	0.00%	
					2BR / 1BA	12	16.70%	@50%	\$395	900	no	Yes	0	0.00%	
					2BR / 1BA	4	5.60%	@60%	\$395	900	no	Yes	0	0.00%	
						72	100%							1	1.40%
2	Shoal Creek Manor 120 LG Griffin Road Locust Grove, GA 30248 Henry County	11.8 miles	Midrise (age-restricted) (4 stories) 2011 / n/a	@50%, @60%	2BR / 2BA	14	21.20%	@50%	\$611	1,008	yes	Yes	0	0.00%	
					2BR / 2BA	52	78.80%	@60%	\$773	1,008	yes	Yes	0	0.00%	
						66	100%							0	0.00%
														1	1.70%
3	St. Phillip Villas 829 N Hill Street Griffin, GA 30223 Spalding County	1.7 miles	Garden (2 stories) 2002 / n/a	@50%, @60%, Market	1BR / 1BA	4	6.70%	@50%	\$477	975	no	Yes	0	0.00%	
					1BR / 1BA	4	6.70%	@60%	\$482	975	no	Yes	0	0.00%	
					1BR / 1BA	4	6.70%	Market	\$512	975	n/a	Yes	0	0.00%	
					2BR / 2BA	12	20.00%	@50%	\$550	1,175	no	Yes	1	8.30%	
					2BR / 2BA	20	33.30%	@60%	\$590	1,175	no	Yes	0	0.00%	
					2BR / 2BA	4	6.70%	Market	\$595	1,175	n/a	Yes	0	0.00%	
					3BR / 2BA	4	6.70%	@50%	\$636	1,350	no	Yes	0	0.00%	
					3BR / 2BA	4	6.70%	@60%	\$656	1,350	no	Yes	0	0.00%	
					3BR / 2BA	4	6.70%	Market	\$666	1,350	n/a	Yes	0	0.00%	
						60	100%							1	1.70%
4	Villas On Forsyth 101 Virginia Ave Barnesville, GA 30204 Lamar County	14.8 miles	One-story (age-restricted) 2009 / n/a	@50%, @50% (HOME), @60%, Market	1BR / 1BA	5	11.90%	@50%	\$390	896	no	Yes	0	0.00%	
					1BR / 1BA	9	21.40%	@50% (HOME)	\$342	896	no	Yes	0	0.00%	
					1BR / 1BA	5	11.90%	Market	\$549	896	n/a	Yes	0	0.00%	
					2BR / 1BA	7	16.70%	@50%	\$459	1,100	no	Yes	0	0.00%	
					2BR / 1BA	8	19.00%	@50% (HOME)	\$390	1,100	no	Yes	0	0.00%	
					2BR / 1BA	4	9.50%	@60%	\$530	1,100	no	Yes	0	0.00%	
					2BR / 1BA	4	9.50%	Market	\$585	1,100	n/a	Yes	0	0.00%	
						42	100%							0	0.00%

# Meriwether Redevelopment Phase III, Griffin, GA; Market Study

## SUMMARY MATRIX

Comp #	Project	Distance	Type / Built / Renovated	Market / Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Max Rent?	Wait List?	Units Vacant	Vacancy Rate
Subject	Meriwether Redevelopment Phase III 832 Westbrook Street Griffin, GA 30224 Spalding County	n/a	Lowrise (age-restricted) (3 stories) 2018 / n/a	@ 50% (ACC), @ 60%, @ 60% (ACC)	1BR / 1BA	14	20.60%	@ 50% (ACC)	\$460	601	no		N/A	N/A
					1BR / 1BA	30	44.10%	@ 60%	\$450	601	no	N/A	N/A	
					1BR / 1BA	18	26.50%	@ 60% (ACC)	\$460	601	no	N/A	N/A	
					2BR / 1BA	1	1.50%	@ 50% (ACC)	\$460	801	no	N/A	N/A	
					2BR / 1BA	3	4.40%	@ 60%	\$550	801	no	N/A	N/A	
					2BR / 1BA	2	2.90%	@ 60% (ACC)	\$460	801	no	N/A	N/A	
						68	100%							N/A
5	330 East College Apartments 330 E College St Griffin, GA 30224 Spalding County	0.8 miles	Garden (2 stories) 1971 / n/a	Market	1BR / 1BA	9	50.00%	Market	\$632	800	n/a	Yes	0	0.00%
					2BR / 1BA	9	50.00%	Market	\$715	1,100	n/a	Yes	0	0.00%
						18	100%						0	0.00%
6	Garden Gate Apartments 1308 Rhodes Lane Griffin, GA 30224 Spalding County	2.1 miles	One-story 1987 / n/a	Market	Studio / 1BA	14	19.40%	Market	\$467	288	n/a	No	2	14.30%
					1BR / 1BA	54	75.00%	Market	\$517	586	n/a	No	0	0.00%
					2BR / 1BA	4	5.60%	Market	\$637	725	n/a	No	0	0.00%
						72	100%						2	2.80%
7	Griffin Crossing Apartments 1597 West McIntosh Road Griffin, GA 30223 Spalding County	2.6 miles	Garden (2 stories) 1986 / 2006	Market	1BR / 1BA	80	29.40%	Market	\$645	824	n/a	No	3	3.80%
					2BR / 2BA	168	61.80%	Market	\$677	944	n/a	No	3	1.80%
					3BR / 2BA	24	8.80%	Market	\$820	1,090	n/a	No	0	0.00%
						272	100%						6	2.20%
8	Vineyard Place Apartments 657 Carver Road Griffin, GA 30224 Spalding County	1.4 miles	Garden (2 stories) 1989 / 2005	Market	1BR / 1BA	24	21.40%	Market	\$715	745	n/a	No	0	0.00%
					1BR / 1BA	N/A	N/A	Market	\$730	805	n/a	No	1	N/A
					2BR / 1BA	16	14.30%	Market	\$800	1,003	n/a	No	0	0.00%
					2BR / 2BA	48	42.90%	Market	\$800	1,080	n/a	No	0	0.00%
					2BR / 2BA	16	14.30%	Market	\$795	1,093	n/a	No	0	0.00%
					2BR / 2BA	N/A	N/A	Market	\$835	1,150	n/a	No	0	N/A
					3BR / 2BA	24	21.40%	Market	\$915	1,240	n/a	Yes	0	0.00%
	112	100%						1	0.90%					
9	Walden Pointe Apartment Homes 701 Carver Road Griffin, GA 30223 Spalding County	1.5 miles	Garden (3 stories) 1998 / n/a	Market	1BR / 1BA	72	33.30%	Market	\$650	998	n/a	Yes	0	0.00%
					2BR / 2BA	112	51.90%	Market	\$740	1,280	n/a	No	0	0.00%
					3BR / 2BA	32	14.80%	Market	\$850	1,480	n/a	No	0	0.00%
						216	100%						0	0.00%

**Meriwether Redevelopment Phase III, Griffin, GA; Market Study**

<b>RENT AND SQUARE FOOTAGE RANKING -- All rents adjusted for utilities and concessions extracted from the market.</b>				
		Effective Rent Date:	May-16	
<b>One Bedroom One Bath</b>			<b>Two Bedrooms One Bath</b>	
	<b>Property</b>	<b>Average</b>	<b>Property</b>	<b>Average</b>
<b>RENT</b>	Vineyard Place Apartments	\$730	Vineyard Place Apartments	\$800
	Vineyard Place Apartments	\$715	Shoal Creek Manor * (2BA 60%)	\$773
	Walden Pointe Apartment Homes	\$650	Walden Pointe Apartment Homes (2BA)	\$740
	Griffin Crossing Apartments	\$645	330 East College Apartments	\$715
	330 East College Apartments	\$632	Griffin Crossing Apartments (2BA)	\$677
	Villas On Forsyth * (M)	\$549	Garden Gate Apartments	\$637
	Garden Gate Apartments	\$517	Shoal Creek Manor * (2BA 50%)	\$611
	St. Phillip Villas * (M)	\$512	St. Phillip Villas * (2BA M)	\$595
	St. Phillip Villas * (60%)	\$482	St. Phillip Villas * (2BA 60%)	\$590
	St. Phillip Villas * (50%)	\$477	Villas On Forsyth * (M)	\$585
	<b>Meriwether Redevelopment Phase III * (50%)</b>	<b>\$460</b>	<b>Meriwether Redevelopment Phase III * (60%)</b>	<b>\$550</b>
	<b>Meriwether Redevelopment Phase III * (60%)</b>	<b>\$460</b>	St. Phillip Villas * (2BA 50%)	\$550
	<b>Meriwether Redevelopment Phase III * (60%)</b>	<b>\$450</b>	Villas On Forsyth * (60%)	\$530
	Villas On Forsyth * (50%)	\$390	<b>Meriwether Redevelopment Phase III * (50%)</b>	<b>\$460</b>
	Glenco Trace Apartments * (50%)	\$362	<b>Meriwether Redevelopment Phase III * (60%)</b>	<b>\$460</b>
	Glenco Trace Apartments * (60%)	\$362	Villas On Forsyth * (50%)	\$459
	Villas On Forsyth * (50%)	\$342	Glenco Trace Apartments * (50%)	\$395
		Glenco Trace Apartments * (60%)	\$395	
		Villas On Forsyth * (50%)	\$390	
<b>SQUARE</b>	Walden Pointe Apartment Homes	998	Walden Pointe Apartment Homes (2BA)	1,280
	St. Phillip Villas * (50%)	975	St. Phillip Villas * (2BA 50%)	1,175
	St. Phillip Villas * (60%)	975	St. Phillip Villas * (2BA 60%)	1,175
	St. Phillip Villas * (M)	975	St. Phillip Villas * (2BA M)	1,175
	Villas On Forsyth * (50%)	896	Villas On Forsyth * (50%)	1,100
	Villas On Forsyth * (50%)	896	Villas On Forsyth * (50%)	1,100
	Villas On Forsyth * (M)	896	Villas On Forsyth * (60%)	1,100
	Griffin Crossing Apartments	824	Villas On Forsyth * (M)	1,100
	Vineyard Place Apartments	805	330 East College Apartments	1,100
	330 East College Apartments	800	Shoal Creek Manor * (2BA 50%)	1,008
	Glenco Trace Apartments * (50%)	750	Shoal Creek Manor * (2BA 60%)	1,008
	Glenco Trace Apartments * (60%)	750	Vineyard Place Apartments	1,003
	Vineyard Place Apartments	745	Griffin Crossing Apartments (2BA)	944
	<b>Meriwether Redevelopment Phase III * (50%)</b>	<b>601</b>	Glenco Trace Apartments * (50%)	900
	<b>Meriwether Redevelopment Phase III * (60%)</b>	<b>601</b>	Glenco Trace Apartments * (60%)	900
	<b>Meriwether Redevelopment Phase III * (60%)</b>	<b>601</b>	<b>Meriwether Redevelopment Phase III * (50%)</b>	<b>801</b>
	Garden Gate Apartments	586	<b>Meriwether Redevelopment Phase III * (60%)</b>	<b>801</b>
		<b>Meriwether Redevelopment Phase III * (60%)</b>	<b>801</b>	
		Garden Gate Apartments	725	
<b>RENT PER</b>	Vineyard Place Apartments	\$0.96	Garden Gate Apartments	\$0.88
	Vineyard Place Apartments	\$0.91	Vineyard Place Apartments	\$0.80
	Garden Gate Apartments	\$0.88	Shoal Creek Manor * (2BA 60%)	\$0.77
	330 East College Apartments	\$0.79	Griffin Crossing Apartments (2BA)	\$0.72
	Griffin Crossing Apartments	\$0.78	<b>Meriwether Redevelopment Phase III * (60%)</b>	<b>\$0.69</b>
	<b>Meriwether Redevelopment Phase III * (50%)</b>	<b>\$0.77</b>	330 East College Apartments	\$0.65
	<b>Meriwether Redevelopment Phase III * (60%)</b>	<b>\$0.77</b>	Shoal Creek Manor * (2BA 50%)	\$0.61
	<b>Meriwether Redevelopment Phase III * (60%)</b>	<b>\$0.75</b>	Walden Pointe Apartment Homes (2BA)	\$0.58
	Walden Pointe Apartment Homes	\$0.65	<b>Meriwether Redevelopment Phase III * (50%)</b>	<b>\$0.57</b>
	Villas On Forsyth * (M)	\$0.61	<b>Meriwether Redevelopment Phase III * (60%)</b>	<b>\$0.57</b>
	St. Phillip Villas * (M)	\$0.53	Villas On Forsyth * (M)	\$0.53
	St. Phillip Villas * (60%)	\$0.49	St. Phillip Villas * (2BA M)	\$0.51
	St. Phillip Villas * (50%)	\$0.49	St. Phillip Villas * (2BA 60%)	\$0.50
	Glenco Trace Apartments * (50%)	\$0.48	Villas On Forsyth * (60%)	\$0.48
	Glenco Trace Apartments * (60%)	\$0.48	St. Phillip Villas * (2BA 50%)	\$0.47
	Villas On Forsyth * (50%)	\$0.44	Glenco Trace Apartments * (50%)	\$0.44
	Villas On Forsyth * (50%)	\$0.38	Glenco Trace Apartments * (60%)	\$0.44
		Villas On Forsyth * (50%)	\$0.42	
		Villas On Forsyth * (50%)	\$0.35	

# PROPERTY PROFILE REPORT

## Glenco Trace Apartments

<b>Effective Rent Date</b>	5/27/2016
<b>Location</b>	1624 Hallmark Drive Griffin, GA 30223 Spalding County
<b>Distance</b>	2.9 miles
<b>Units</b>	72
<b>Vacant Units</b>	1
<b>Vacancy Rate</b>	1.4%
<b>Type</b>	One-story (age-restricted)
<b>Year Built/Renovated</b>	2000 / N/A
<b>Marketing Began</b>	N/A
<b>Leasing Began</b>	N/A
<b>Last Unit Leased</b>	N/A
<b>Major Competitors</b>	St. George's Court
<b>Tenant Characteristics</b>	Seniors 62+, Average age of 70; Griffin and out-of-state
<b>Contact Name</b>	Elizabeth
<b>Phone</b>	770-228-9115



### Market Information

<b>Program</b>	@50% & @60%
<b>Annual Turnover Rate</b>	15%
<b>Units/Month Absorbed</b>	N/A
<b>HCV Tenants</b>	5%
<b>Leasing Pace</b>	Within 2 Weeks
<b>Annual Chg. in Rent</b>	Increase \$25
<b>Concession</b>	None

### Utilities

<b>A/C</b>	not included -- central
<b>Cooking</b>	not included -- electric
<b>Water Heat</b>	not included -- electric
<b>Heat</b>	not included -- electric
<b>Other Electric</b>	not included
<b>Water</b>	included
<b>Sewer</b>	included
<b>Trash Collection</b>	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	One-story	42	750	\$425	\$0	@50%	Yes	1	2.4%	no	None
1	1	One-story	14	750	\$425	\$0	@60%	Yes	0	0.0%	no	None
2	1	One-story	12	900	\$475	\$0	@50%	Yes	0	0.0%	no	None
2	1	One-story	4	900	\$475	\$0	@60%	Yes	0	0.0%	no	None

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$425	\$0	\$425	-\$63	\$362	1BR / 1BA	\$425	\$0	\$425	-\$63	\$362
2BR / 1BA	\$475	\$0	\$475	-\$80	\$395	2BR / 1BA	\$475	\$0	\$475	-\$80	\$395

## Glenco Trace Apartments, continued

### Amenities

#### In-Unit

Balcony/Patio  
Carpeting  
Coat Closet  
Exterior Storage  
Garbage Disposal  
Oven  
Refrigerator

Blinds  
Central A/C  
Dishwasher  
Ceiling Fan  
Hand Rails  
Pull Cords  
Washer/Dryer hookup

#### Security

None

#### Services

None

#### Property

Clubhouse/Meeting  
Off-Street Parking  
Picnic Area

Central Laundry  
On-Site Management

#### Premium

None

#### Other

Library, Gazebo, Shuffle

### Comments

The contact reported a strong demand for more affordable housing in the area. The property did not know how many households were on the waiting list.

# PROPERTY PROFILE REPORT

## Shoal Creek Manor

<b>Effective Rent Date</b>	5/27/2016
<b>Location</b>	120 LG Griffin Road Locust Grove, GA 30248 Henry County
<b>Distance</b>	11.8 miles
<b>Units</b>	66
<b>Vacant Units</b>	0
<b>Vacancy Rate</b>	0.0%
<b>Type</b>	Midrise (age-restricted) (4 stories)
<b>Year Built/Renovated</b>	2011 / N/A
<b>Marketing Began</b>	N/A
<b>Leasing Began</b>	N/A
<b>Last Unit Leased</b>	N/A
<b>Major Competitors</b>	None identified
<b>Tenant Characteristics</b>	60% previous homeowners; majority are retired; many have moved from out of state to be closer to family
<b>Contact Name</b>	Shanelle
<b>Phone</b>	678-759-1313



### Market Information

<b>Program</b>	@50%, @60%
<b>Annual Turnover Rate</b>	5%
<b>Units/Month Absorbed</b>	N/A
<b>HCV Tenants</b>	8%
<b>Leasing Pace</b>	Pre-leased
<b>Annual Chg. in Rent</b>	Increase of 3%
<b>Concession</b>	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Midrise (4 stories)	14	1,008	\$591	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Midrise (4 stories)	52	1,008	\$753	\$0	@60%	Yes	0	0.0%	yes	None

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
2BR / 2BA	\$591	\$0	\$591	\$20	\$611	2BR / 2BA	\$753	\$0	\$753	\$20	\$773

### Amenities

#### In-Unit

Balcony/Patio  
Carpeting  
Dishwasher  
Garbage Disposal  
Oven  
Washer/Dryer hookup

Blinds  
Central A/C  
Ceiling Fan  
Microwave  
Refrigerator

#### Security

Limited Access

#### Services

None

#### Property

Business Center/Computer Lab  
Elevators  
Central Laundry  
On-Site Management

Clubhouse/Meeting  
Exercise Facility  
Off-Street Parking

#### Premium

None

#### Other

Library, garden

## Shoal Creek Manor, continued

### Comments

The contact reported that the property typically remains fully occupied with a waiting list of approximately six months to one year. The contact reported a significant need for additional senior LIHTC units within Henry County.

Photos



# PROPERTY PROFILE REPORT

## St. Phillip Villas

<b>Effective Rent Date</b>	4/22/2016
<b>Location</b>	829 N Hill Street Griffin, GA 30223 Spalding County
<b>Distance</b>	1.7 miles
<b>Units</b>	60
<b>Vacant Units</b>	1
<b>Vacancy Rate</b>	1.7%
<b>Type</b>	Garden (2 stories)
<b>Year Built/Renovated</b>	2002 / N/A
<b>Marketing Began</b>	N/A
<b>Leasing Began</b>	N/A
<b>Last Unit Leased</b>	N/A
<b>Major Competitors</b>	Griffin Crossing, Pine Hill Apts, and Marian Point
<b>Tenant Characteristics</b>	Mixed local tenancy; a majority are older, approximately 25 percent over age 60.
<b>Contact Name</b>	Melinda
<b>Phone</b>	770.229.4008



### Market Information

<b>Program</b>	@50%, @60%, Market
<b>Annual Turnover Rate</b>	25%
<b>Units/Month Absorbed</b>	N/A
<b>HCV Tenants</b>	18%
<b>Leasing Pace</b>	Within two weeks to two months
<b>Annual Chg. in Rent</b>	Two-bedrooms: Increased 1.5%
<b>Concession</b>	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	4	975	\$540	\$0	@50%	Yes	0	0.0%	no	None
1	1	Garden (2 stories)	4	975	\$545	\$0	@60%	Yes	0	0.0%	no	None
1	1	Garden (2 stories)	4	975	\$575	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (2 stories)	12	1,175	\$630	\$0	@50%	Yes	1	8.3%	no	None
2	2	Garden (2 stories)	20	1,175	\$670	\$0	@60%	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	4	1,175	\$675	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Garden (2 stories)	4	1,350	\$735	\$0	@50%	Yes	0	0.0%	no	None
3	2	Garden (2 stories)	4	1,350	\$755	\$0	@60%	Yes	0	0.0%	no	None
3	2	Garden (2 stories)	4	1,350	\$765	\$0	Market	Yes	0	0.0%	N/A	None

## St. Phillip Villas, continued

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$540	\$0	\$540	-\$63	\$477	1BR / 1BA	\$545	\$0	\$545	-\$63	\$482
2BR / 2BA	\$630	\$0	\$630	-\$80	\$550	2BR / 2BA	\$670	\$0	\$670	-\$80	\$590
3BR / 2BA	\$735	\$0	\$735	-\$99	\$636	3BR / 2BA	\$755	\$0	\$755	-\$99	\$656

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$575	\$0	\$575	-\$63	\$512
2BR / 2BA	\$675	\$0	\$675	-\$80	\$595
3BR / 2BA	\$765	\$0	\$765	-\$99	\$666

### Amenities

#### In-Unit

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

Blinds  
 Central A/C  
 Dishwasher  
 Garbage Disposal  
 Refrigerator  
 Washer/Dryer hookup

#### 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

#### Premium

None

#### Other

None

### Comments

The property manager reported that the property usually remains fully occupied. The one property vacancy is preleased. The property does maintain a waiting list, however, the contact didn't know how many households were on the list.

Photos



# PROPERTY PROFILE REPORT

## Villas On Forsyth

<b>Effective Rent Date</b>	5/26/2016
<b>Location</b>	101 Virginia Ave Barnesville, GA 30204 Lamar County
<b>Distance</b>	14.8 miles
<b>Units</b>	42
<b>Vacant Units</b>	0
<b>Vacancy Rate</b>	0.0%
<b>Type</b>	One-story (age-restricted)
<b>Year Built/Renovated</b>	2009 / N/A
<b>Marketing Began</b>	12/01/2008
<b>Leasing Began</b>	2/20/2009
<b>Last Unit Leased</b>	N/A
<b>Major Competitors</b>	None in the area
<b>Tenant Characteristics</b>	Seniors 55+ with and average age of 65. 50% are previous homeowners
<b>Contact Name</b>	N/A
<b>Phone</b>	844-357-2251



### Market Information

<b>Program</b>	@50%, @50% (HOME), @60%, Market
<b>Annual Turnover Rate</b>	10%
<b>Units/Month Absorbed</b>	8
<b>HCV Tenants</b>	5%
<b>Leasing Pace</b>	Within 1 week
<b>Annual Chg. in Rent</b>	None
<b>Concession</b>	None

### Utilities

<b>A/C</b>	not included -- central
<b>Cooking</b>	not included -- electric
<b>Water Heat</b>	not included -- electric
<b>Heat</b>	not included -- electric
<b>Other Electric</b>	not included
<b>Water</b>	not included
<b>Sewer</b>	not included
<b>Trash Collection</b>	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	One-story	5	896	\$390	\$0	@50%	Yes	0	0.0%	no	None
1	1	One-story	9	896	\$342	\$0	@50% (HOME)	Yes	0	0.0%	no	None
1	1	One-story	5	896	\$549	\$0	Market	Yes	0	0.0%	N/A	None
2	1	One-story	7	1,100	\$459	\$0	@50%	Yes	0	0.0%	no	None
2	1	One-story	8	1,100	\$390	\$0	@50% (HOME)	Yes	0	0.0%	no	None
2	1	One-story	4	1,100	\$530	\$0	@60%	Yes	0	0.0%	no	None
2	1	One-story	4	1,100	\$585	\$0	Market	Yes	0	0.0%	N/A	None

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$342 - \$390	\$0	\$342 - \$390	\$0	\$342 - \$390	2BR / 1BA	\$530	\$0	\$530	\$0	\$530
2BR / 1BA	\$390 - \$459	\$0	\$390 - \$459	\$0	\$390 - \$459						

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$549	\$0	\$549	\$0	\$549
2BR / 1BA	\$585	\$0	\$585	\$0	\$585

## Villas On Forsyth, continued

### Amenities

#### In-Unit

Balcony/Patio  
Carpeting  
Dishwasher  
Garbage Disposal  
Microwave  
Pull Cords  
Walk-In Closet

Blinds  
Central A/C  
Exterior Storage  
Hand Rails  
Oven  
Refrigerator  
Washer/Dryer

#### Security

None

#### Services

None

#### Property

Clubhouse/Meeting  
Off-Street Parking  
Recreation Areas

Exercise Facility  
On-Site Management

#### Premium

None

#### Other

Library, garden,

### Comments

The contact reported a typical occupancy of 100 percent with a waiting list of 75 households.  
There are two 2 bedroom units at 60% Restriction that are handicap accessible.



## **330 East College Apartments, continued**

### **Comments**

There are a few two bedroom units that have been upgraded with new flooring, granite countertops, and stainless steel appliances and rent for \$895 per month. The property is currently at 100 percent occupancy, which is typical.



## **Garden Gate Apartments, continued**

### **Comments**

The contact reported that the property is typically full, however, recently the property has been having some trouble renting the studio units due to the small size. Concessions include \$100 off the first month's rent. The property no longer accepts housing choice vouchers.

# Garden Gate Apartments, continued

## Photos



# PROPERTY PROFILE REPORT

## Griffin Crossing Apartments

<b>Effective Rent Date</b>	5/26/2016
<b>Location</b>	1597 West Mcintosh Road Griffin, GA 30223 Spalding County
<b>Distance</b>	2.6 miles
<b>Units</b>	272
<b>Vacant Units</b>	6
<b>Vacancy Rate</b>	2.2%
<b>Type</b>	Garden (2 stories)
<b>Year Built/Renovated</b>	1986 / 2006
<b>Marketing Began</b>	N/A
<b>Leasing Began</b>	N/A
<b>Last Unit Leased</b>	N/A
<b>Major Competitors</b>	Walden Point and Ashford Place
<b>Tenant Characteristics</b>	Mixed local tenancy.
<b>Contact Name</b>	Irene
<b>Phone</b>	770.228.6994



### Market Information

<b>Program</b>	Market
<b>Annual Turnover Rate</b>	36%
<b>Units/Month Absorbed</b>	N/A
<b>HCV Tenants</b>	0%
<b>Leasing Pace</b>	Within one month
<b>Annual Chg. in Rent</b>	No change
<b>Concession</b>	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	80	824	\$625	\$0	Market	No	3	3.8%	N/A	None
2	2	Garden (2 stories)	168	944	\$657	\$0	Market	No	3	1.8%	N/A	None
3	2	Garden (2 stories)	24	1,090	\$800	\$0	Market	No	0	0.0%	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$625	\$0	\$625	\$20	\$645
2BR / 2BA	\$657	\$0	\$657	\$20	\$677
3BR / 2BA	\$800	\$0	\$800	\$20	\$820

## Griffin Crossing Apartments, continued

### Amenities

#### In-Unit

Blinds  
Central A/C  
Dishwasher  
Garbage Disposal  
Refrigerator  
Washer/Dryer hookup

Carpeting  
Coat Closet  
Ceiling Fan  
Oven  
Walk-In Closet

#### Security

In-Unit Alarm  
Intercom (Phone)  
Perimeter Fencing

#### Services

None

#### Property

Business Center/Computer Lab  
Exercise Facility  
On-Site Management  
Playground

Clubhouse/Meeting  
Off-Street Parking  
Picnic Area  
Swimming Pool

#### Premium

None

#### Other

None

### Comments

The property does not accept Housing Choice Vouchers. The contact reported that the property typically remains between 99 and 100 percent occupancy. Vacant units are vacant because of construction on them currently.

# PROPERTY PROFILE REPORT

## Vineyard Place Apartments

**Effective Rent Date** 5/26/2016  
**Location** 657 Carver Road  
 Griffin, GA 30224  
 Spalding County  
**Distance** 1.4 miles  
**Units** 112  
**Vacant Units** 1  
**Vacancy Rate** 0.9%  
**Type** Garden (2 stories)  
**Year Built/Renovated** 1989 / 2005  
**Marketing Began** N/A  
**Leasing Began** N/A  
**Last Unit Leased** N/A  
**Major Competitors** Walden Pointe, Griffin Crossing  
**Tenant Characteristics** Mixed local tenancy  
**Contact Name** Dallas  
**Phone** 770.229.5572



### Market Information

**Program** Market  
**Annual Turnover Rate** N/A  
**Units/Month Absorbed** N/A  
**HCV Tenants** 0%  
**Leasing Pace** Within two weeks  
**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** not included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	24	745	\$695	\$0	Market	No	0	0.0%	N/A	None
1	1	Garden (2 stories)	N/A	805	\$710	\$0	Market	No	1	N/A	N/A	None
2	1	Garden (2 stories)	16	1,003	\$780	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (2 stories)	48	1,080	\$780	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (2 stories)	16	1,093	\$775	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (2 stories)	N/A	1,150	\$815	\$0	Market	No	0	N/A	N/A	None
3	2	Garden (2 stories)	24	1,240	\$895	\$0	Market	Yes	0	0.0%	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$695 - \$710	\$0	\$695 - \$710	\$20	\$715 - \$730
2BR / 1BA	\$780	\$0	\$780	\$20	\$800
2BR / 2BA	\$775 - \$815	\$0	\$775 - \$815	\$20	\$795 - \$835
3BR / 2BA	\$895	\$0	\$895	\$20	\$915

## Vineyard Place Apartments, continued

### Amenities

#### In-Unit

Balcony/Patio  
Carpeting  
Coat Closet  
Fireplace  
Garbage Disposal  
Refrigerator

Blinds  
Central A/C  
Dishwasher  
Furnishing  
Oven  
Washer/Dryer hookup

#### Security

Perimeter Fencing

#### Services

None

#### Property

Clubhouse/Meeting  
Central Laundry  
On-Site Management  
Recreation Areas  
Sport Court  
Tennis Court

Exercise Facility  
Off-Street Parking  
Playground  
Sauna  
Swimming Pool

#### Premium

None

#### Other

None

### Comments

The property was FKA Ashford Place and has been under new ownership since February 2016 (Woodruff Property Management). Note: four two-bedroom units at 1,093 square feet include a fireplace which is a \$5 per month premium. There are 24 one-bedroom units total (two different floor plans). There are 48 units split between the 2-bedroom units at sizes of 1080 square feet and 1150 square feet (the property manager did not know).

# PROPERTY PROFILE REPORT

## Walden Pointe Apartment Homes

<b>Effective Rent Date</b>	5/26/2016
<b>Location</b>	701 Carver Road Griffin, GA 30223 Spalding County
<b>Distance</b>	1.5 miles
<b>Units</b>	216
<b>Vacant Units</b>	0
<b>Vacancy Rate</b>	0.0%
<b>Type</b>	Garden (3 stories)
<b>Year Built/Renovated</b>	1998 / N/A
<b>Marketing Began</b>	N/A
<b>Leasing Began</b>	N/A
<b>Last Unit Leased</b>	N/A
<b>Major Competitors</b>	Ashford Place, Griffin Crossing
<b>Tenant Characteristics</b>	Approximately 50 percent local, 50 percent moving for work. Mix of families, professionals and seniors.
<b>Contact Name</b>	Jenny
<b>Phone</b>	770-228-3366



### Market Information

<b>Program</b>	Market
<b>Annual Turnover Rate</b>	25%
<b>Units/Month Absorbed</b>	n/a
<b>HCV Tenants</b>	0%
<b>Leasing Pace</b>	A few weeks
<b>Annual Chg. in Rent</b>	Increased 12%
<b>Concession</b>	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	72	998	\$630	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (3 stories)	112	1,280	\$720	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden (3 stories)	32	1,480	\$830	\$0	Market	No	0	0.0%	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$630	\$0	\$630	\$20	\$650
2BR / 2BA	\$720	\$0	\$720	\$20	\$740
3BR / 2BA	\$830	\$0	\$830	\$20	\$850

## Walden Pointe Apartment Homes, continued

### Amenities

#### In-Unit

Balcony/Patio  
Carpeting  
Dishwasher  
Garbage Disposal  
Oven  
Washer/Dryer hookup

Blinds  
Central A/C  
Ceiling Fan  
Microwave  
Refrigerator

#### Security

In-Unit Alarm  
Patrol

#### Services

None

#### Property

Car Wash  
Courtyard  
Garage  
Off-Street Parking  
Picnic Area  
Swimming Pool

Clubhouse/Meeting  
Exercise Facility  
Central Laundry  
On-Site Management  
Playground  
Tennis Court

#### Premium

None

#### Other

None

### Comments

The contact reported being at typical occupancy with a short waiting list for one-bedrooms.  
Flat rate for water and trash amenities for tenants.

Photos



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

**Housing Choice Vouchers**

**TENANTS WITH VOUCHERS**

Comparable Property	Type	Tenancy	Housing Choice Voucher Tenants
Glenco Trace Apartments	LIHTC	Senior	5%
Shoal Creek Manor	LIHTC	Senior	8%
St. Phillip Villas	LIHTC/Market	Family	18%
Villas On Forsyth	LIHTC/Market	Senior	5%
330 East College Apartments	Market	Family	6%
Garden Gate Apartments	Market	Family	0%
Griffin Crossing Apartments	Market	Family	0%
Vineyard Place Apartments	Market	Family	0%
Walden Pointe Apartment Homes	Market	Family	0%
<b>Average LIHTC</b>			<b>9%</b>
<b>Average Market</b>			<b>1%</b>
<b>Average</b>			<b>5%</b>

As illustrated in the table above, all four comparable LIHTC properties reported voucher usage, with an average of nine percent. The average voucher usage at all comparable properties in the PMA was five percent, while the average voucher usage for market rate properties is just one percent. Only 330 East College Apartments offers market rate units and has tenants using vouchers. The local market does not appear to be dependent on voucher tenants, and we anticipate that the Subject will maintain a voucher tenancy of approximately ten percent or less.

**Lease-Up History**

Meriwether Redevelopment Phase I is currently leased up and is located north of the Subject on 15<sup>th</sup> Avenue. Phase I is a LIHTC family property with two and three-bedroom townhouse units and flats. The property was fully leased as of mid-March 2016. This family property with primarily townhouse style units requiring use of stairs on a daily basis will not compete with the senior units at the Subject.

We were able to obtain absorption information from one LIHTC property located outside the PMA in Barnesville, which is Villas on Forsyth, a 42-unit, age-restricted LIHTC and market rate property. Villas on Forsyth reported an absorption rate of eight units per month, equaling a five month lease-up period. Per DCA guidelines, we have calculated the absorption to 93 percent occupancy.

With the healthy LIHTC vacancy rate among properties with a significant share of seniors, waiting lists at most properties, and the Subject’s new construction, elevator-serviced design we believe that the Subject’s units could reasonably expect to lease 11 to 12 units per month. At this rate, the 68-unit Subject would reach a stabilized occupancy of 93 percent within five to six months.

### **Phased Developments**

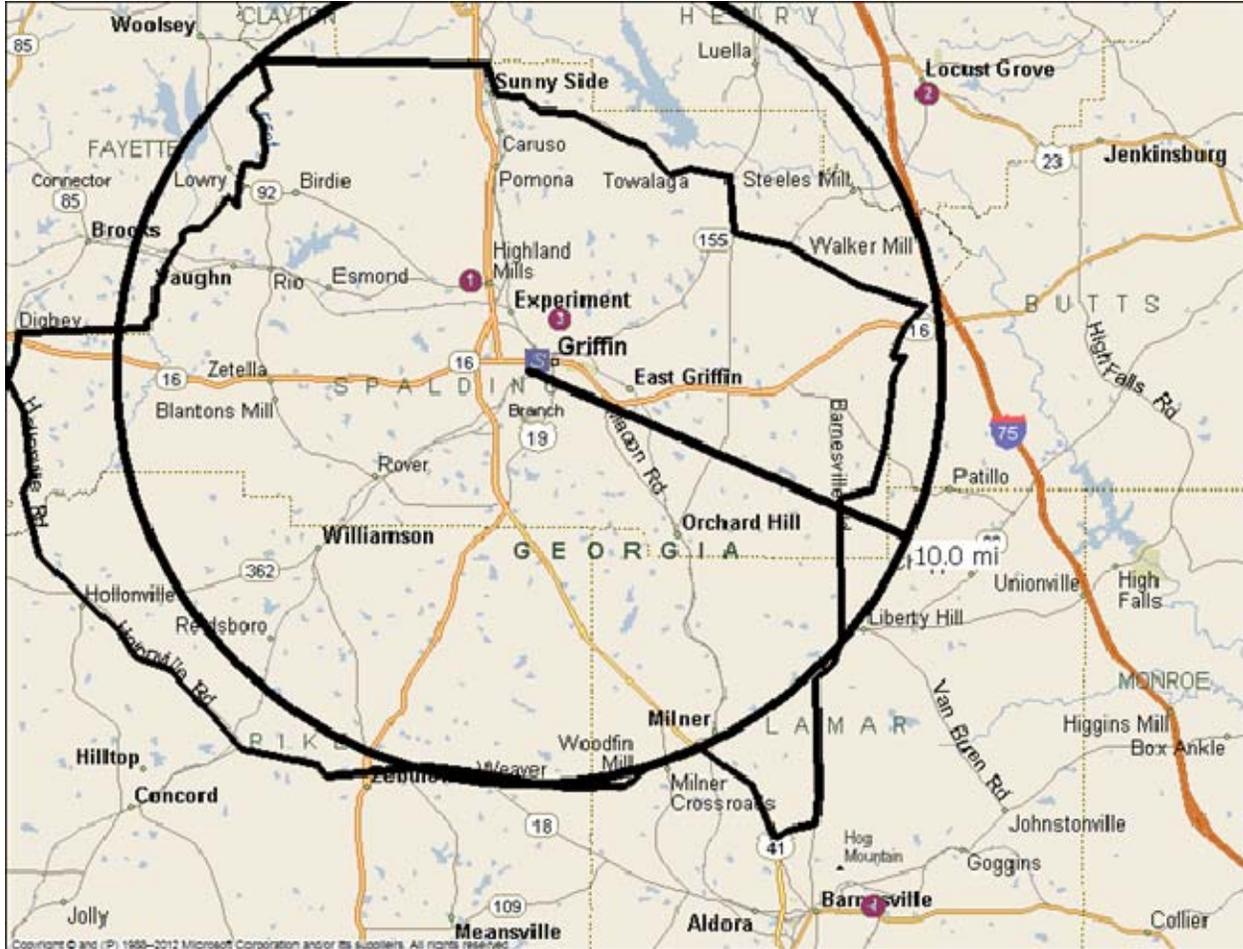
The Subject is a senior development that will be south of a new family development, Meriwether Redevelopment Phase I, which offers two and three-bedroom townhouses and some flats, and a planned senior housing development Meriwether Phase II, which will offer units similar to the Subject's proposed floor plans. The style of Phase I's units will not be conducive to senior living with the use of stairs required, and as such there will be no competitive overlap between these two properties. Meriwether Redevelopment Phase II will compete with the Subject as both will target area senior households. As such, the planned units at Phase II are considered as supply in our demand calculations earlier in this report.

### **Rural Areas**

The Subject is not located in a rural area.

**3. COMPETITIVE PROJECT MAP**

The following map and table indicate all competitive LIHTC and bond properties in the Subject’s PMA that are existing, proposed, or under construction. Note that all the LIHTC properties are age-restricted with the exception of St. Phillip Villas, which offers one and two-bedroom units in two-story walk-up buildings. According to management, at least 25 percent of the residents at this property are seniors, in part due to the inadequate supply of senior LIHTC housing in Griffin. Given the significant share of seniors at this community, and the fact that it is the closest comparable to the Subject in terms of distance, we have evaluated this community as a comparable in this report.



**COMPARABLE LIHTC PROPERTIES**

#	Property name	Units	Occupancy	Type	Tenancy	Distance to Subject
1	Glenco Trace Apartments	72	98.6%	LIHTC	Senior	2.6
2	Shoal Creek Manor	66	100.0%	LIHTC	Senior	11.7
3	St. Phillip Villas	60	98.3%	LIHTC/Market	Family	1.4
4	Villas On Forsyth	42	100.0%	LIHTC/Market	Senior	15.2

#### 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 red, 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 red.

# Meriwether Redevelopment Phase III, Griffin, GA; Market Study

## UNIT MATRIX REPORT

	Meriwether Redevelopment Phase III	Glenco Trace Apartments	Shoal Creek Manor	St. Phillip Villas	Villas On Forsyth	330 East College Apartments	Garden Gate Apartments	Griffin Crossing Apartments	Vineyard Place Apartments	Walden Pointe Apartment Homes
Comp #	Subject	1	2	3	4	5	6	7	8	9
<b>Property Information</b>										
Property Type	Lowrise (age-restricted) (3 stories)	One-story (age-restricted)	Midrise (age-restricted) (4 stories)	Garden (2 stories)	One-story (age-restricted)	Garden (2 stories)	One-story	Garden (2 stories)	Garden (2 stories)	Garden (3 stories)
Year Built / Renovated	2018 / n/a	2000 / n/a	2011 / n/a	2002 / n/a	2009 / n/a	1971 / n/a	1987 / n/a	1986 / 2006	1989 / 2005	1998 / n/a
Market (Conv./Subsidy Type)	LIHTC/ACC	LIHTC	LIHTC	LIHTC/Market	LIHTC/Market	Market	Market	Market	Market	Market
<b>Utility Adjustments</b>										
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	yes	no	yes	no	yes	no	no	no	no
Sewer	no	yes	no	yes	no	yes	no	no	no	no
Trash Collection	yes	yes	no	yes	yes	yes	yes	no	no	no
<b>In-Unit Amenities</b>										
Balcony/Patio	no	yes	yes	yes	yes	yes	yes	no	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Carpeting	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Central A/C	no	yes	yes	yes	yes	yes	no	yes	yes	yes
Coat Closet	yes	yes	no	yes	no	no	yes	yes	yes	no
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Exterior Storage	no	yes	no	yes	yes	no	no	no	no	no
Ceiling Fan	no	yes	yes	no	no	no	yes	yes	no	yes
Fireplace	no	no	no	no	no	no	no	no	yes	no
Furnishing	no	no	no	no	no	no	no	no	yes	no
Garbage Disposal	no	yes	yes	yes	yes	no	yes	yes	yes	yes
Hand Rails	no	yes	no	no	yes	no	no	no	no	no
Microwave	yes	no	yes	no	yes	no	no	no	no	yes
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Pull Cords	no	yes	no	no	yes	no	no	no	no	no
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Walk-In Closet	no	no	no	yes	yes	no	no	yes	no	no
Wall A/C	yes	no	no	no	no	no	yes	no	no	no
Washer/Dryer	no	no	no	no	yes	no	no	no	no	no
Washer/Dryer hookup	no	yes	yes	yes	no	yes	yes	yes	yes	yes
<b>Property Amenities</b>										
Basketball Court	no	no	no	yes	no	no	no	no	no	no
Business Center/Computer Lab	yes	no	yes	yes	no	no	no	yes	no	no
Car Wash	no	no	no	no	no	no	no	no	no	yes
Clubhouse/Meeting Room/Community Room	yes	yes	yes	yes	yes	no	no	yes	yes	yes
Courtyard	no	no	no	no	no	no	no	no	no	yes
Elevators	yes	no	yes	no	no	yes	no	no	no	no
Exercise Facility	yes	no	yes	yes	yes	no	no	yes	yes	yes
Garage	no	no	no	no	no	yes	no	no	no	yes
Central Laundry	yes	yes	yes	yes	no	yes	yes	no	yes	yes
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
On-Site Management	yes	yes	yes	yes	yes	no	yes	yes	yes	yes
Picnic Area	yes	yes	no	yes	no	no	no	yes	no	yes
Playground	no	no	no	yes	no	no	no	yes	yes	yes
Recreation Areas	no	no	no	no	yes	no	no	no	yes	no
Sauna	no	no	no	no	no	no	no	no	yes	no
Sport Court	no	no	no	no	no	no	no	no	yes	no
Swimming Pool	no	no	no	no	no	no	no	yes	yes	yes
Tennis Court	no	no	no	no	no	no	no	no	yes	yes
Garage Fee	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$50.00
<b>Security</b>										
In-Unit Alarm	no	no	no	no	no	no	no	yes	no	yes
Intercom (Phone)	yes	no	no	no	no	no	no	yes	no	no
Limited Access	yes	no	yes	no	no	no	no	no	no	no
Patrol	no	no	no	no	no	no	yes	no	no	yes
Perimeter Fencing	no	no	no	yes	no	no	yes	yes	yes	no
<b>Other Amenities</b>										
Other	Crafts Room, Covered Porch, Lounges, Cazebo	Library, Gazebo, Shuffle Board	Library, garden	n/a	Library, garden, shuffleboard, horseshoes, path	n/a	n/a	n/a	n/a	n/a

The Subject’s unit amenities will be generally inferior to the LIHTC and market rate comparables. Some disadvantages for the Subject include the lack of a balcony or patio, garbage disposals, and washer/dryer hookups, which are present at most of the selected comparable properties. In addition, the Subject will lack emergency pull cords or call buttons, which are offered at Glenco Trace Apartments in Griffin and Villas on Forsyth in Barnesville. Walk-in closets are offered at three comparables, including two LIHTC comparables. Note that we have considered the Subject’s unit amenities in our estimation of achievable rents.

In terms of property amenities, most of the comparables are inferior to the Subject, with the exception of Vineyard Place Apartments and Walden Pointe Apartment Homes, which have superior property amenities that include recreational features such as swimming pools and tennis courts. The property amenities at the Subject are superior to slightly inferior to the LIHTC comparable properties, which will help offset some of the unit amenity disadvantages for the Subject. Overall, as a senior development with interior corridors and secure entry, we believe that the proposed amenities will allow the Subject to effectively compete in the market.

**5. The Subject will target senior households age 55 and older.**

We have included all senior apartment properties in the PMA. In addition to the age restricted LIHTC properties in the PMA, it was noted that the market rate comparables and the property St. Phillip Villas have some senior renters. The properties provided estimates as to their degree of senior tenancy.

<b>SHARE OF SENIOR TENANTS AT FAMILY PROPERTIES</b>		
<b>Comparable Property</b>	<b>Type</b>	<b>Tenant Characteristics</b>
St. Phillip Villas	LIHTC/Market	25 percent seniors
330 East College Apartments	Market	Majority are seniors
Garden Gate Apartments	Market	Small share of seniors
Griffin Crossing Apartments	Market	Very few seniors
Vineyard Place Apartments	Market	Small share of seniors
Walden Pointe Apartment Homes	Market	Small share of seniors

The St. Phillip Villas property has a 25 percent share of residents age 60 and older according to management. As such, given the share of seniors at this property, it was included as a LIHTC comparable, despite having general occupancy targeting. The most comparable market rate property, 330 East College Apartments, is comprised of a majority of seniors, while the other four market rate properties have more limited shares of seniors.

**6. Vacancy**

The following table illustrates the vacancy rates in the market.

<b>OVERALL VACANCY</b>					
<b>Property Name</b>	<b>Rent Structure</b>	<b>Tenancy</b>	<b>Total Units</b>	<b>Vacant Units</b>	<b>Vacancy Rate</b>
Glenco Trace Apartments	LIHTC	Senior	72	1	1.4%
Shoal Creek Manor	LIHTC	Senior	66	0	0.0%
St. Phillip Villas	LIHTC/Market	Family	60	1	1.7%
Villas On Forsyth	LIHTC/Market	Senior	42	0	0.0%
330 East College Apartments	Market	Family	18	0	0.0%
Garden Gate Apartments	Market	Family	72	2	2.8%
Griffin Crossing Apartments	Market	Family	272	6	2.2%
Vineyard Place Apartments	Market	Family	112	1	0.9%
Walden Pointe Apartment Homes	Market	Family	216	0	0.0%
<b>Total LIHTC</b>			<b>219</b>	<b>2</b>	<b>0.9%</b>
<b>Total Market</b>			<b>711</b>	<b>9</b>	<b>1.3%</b>
<b>Total</b>			<b>930</b>	<b>11</b>	<b>1.2%</b>

Note this table does not reflect vacancy rates at excluded properties in the PMA. Occupancy for the excluded properties is detailed on page 81 and in our DCA Summary Form.

As illustrated, vacancy rates in the market range from zero to 2.8 percent, averaging 1.2 percent. The LIHTC comparables have no vacancies with the exception of Glenco Trace Apartments and St. Phillips Villas, who both reported one vacancy each. Overall LIHTC vacancy is just 0.9 percent.

The age-restricted LIHTC comparable properties, including Glenco Trace Apartments, Shoal Creek Manor, and Villas on Forsyth, are all maintaining waiting lists. The senior LIHTC properties have historically maintained low vacancy rates and waiting lists, which bodes well for the proposed Subject.

The market rate properties in the PMA also have very low vacancy rates of zero to 2.8 percent, and an average vacancy rate of just 1.3 percent. This indicates high demand for not only senior rental housing in the market, but general occupancy market rate rental housing as well.

As an age-restricted property, we anticipate that the Subject will perform similarly to the age-restricted comparables and will maintain a low vacancy rate of five percent or less. If allocated, we do not believe that the Subject will impact the performance of the general occupancy market rate comparables as they have low to moderate senior tenancies, and many seniors at these market rate properties would not likely income-qualify for the LIHTC units at the Subject. We anticipate that based on capture rates and waiting lists at existing properties, the opening of the Subject will not significantly impact these existing properties.

**7. Properties Under Construction and Proposed**

We spoke with Anne Cleveland, Planning Administrator with the City of Griffin Planning & Zoning Department. According to Ms. Cleveland, there are no proposed, recently completed, or under construction multifamily developments in the area other than Meriwether Redevelopment Phase II, which includes 85 senior units that are a mix of project-based subsidy and LIHTC units. This phase will consist of one and two-bedroom flat style units in a midrise building. These units at Meriwether Redevelopment Phase II, which are still in the planning stages, will compete with the Subject for senior renters, given their similar design. Ms. Cleveland noted that the only building permits the City has approved in recent months have been for single-family homes.

**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	Glenco Trace Apartments	LIHTC	Slightly Inferior	Superior	Slightly Inferior	Slightly Superior	5
2	Shoal Creek Manor	LIHTC	Similar	Superior	Similar	Superior	15
3	St. Phillip Villas	LIHTC/Market	Similar	Superior	Slightly Inferior	Superior	15
4	Villas On Forsyth	LIHTC/Market	Slightly Inferior	Superior	Similar	Superior	10
5	330 East College Apartments	Market	Inferior	Slightly Superior	Inferior	Superior	-5
6	Garden Gate Apartments	Market	Inferior	Slightly Superior	Inferior	Slightly Inferior	-20
7	Griffin Crossing Apartments	Market	Similar	Superior	Slightly Inferior	Slightly Superior	10
8	Vineyard Place Apartments	Market	Superior	Superior	Slightly Inferior	Superior	25
9	Walden Pointe Apartment Homes	Market	Superior	Superior	Slightly Inferior	Superior	25

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

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

**LIHTC Rent Comparison - @50%**

Property Name	1BR	2BR
Meriwether Redevelopment Phase III (Subject)	\$460**	\$460**
<b>LIHTC Maximum (Net) - 2015</b>	<b>\$469</b>	<b>\$550</b>
<b>LIHTC Maximum Hold Harmless (Net) -2010</b>	<b>\$502</b>	<b>\$591</b>
Glenco Trace Apartments*	\$362	\$395
Shoal Creek Manor*	-	\$611
St. Phillip Villas	\$477	\$550
Villas On Forsyth*	\$390	\$459
	\$342	\$390
<b>Average (excluding Subject)</b>	<b>\$393</b>	<b>\$481</b>
<b>Achievable NOVOCO Rent</b>	<b>\$469</b>	<b>\$560</b>

\*Age-restricted property

\*\*ACC Subsidy rents (Residents will pay 30 percent of their income toward rent.)

**LIHTC Rent Comparison - @60%**

Property Name	1BR	2BR
Meriwether Redevelopment Phase III (Subject)	\$460**	\$460**
	\$450	\$550
<b>LIHTC Maximum (Net) - 2015</b>	<b>\$597</b>	<b>\$704</b>
<b>LIHTC Maximum Hold Harmless (Net) -2010</b>	<b>\$637</b>	<b>\$753</b>
Glenco Trace Apartments*	\$362	\$395
Shoal Creek Manor*	-	\$773
St. Phillip Villas	\$482	\$590
Villas On Forsyth*	-	\$530
<b>Average (excluding Subject)</b>	<b>\$422</b>	<b>\$572</b>
<b>Achievable NOVOCO Rent</b>	<b>\$475</b>	<b>\$575</b>

\*Age-restricted property

\*\*ACC Subsidy rents (Residents will pay 30 percent of their income toward rent.)

The Subject’s proposed 50 percent AMI rents of \$460 will operate with an ACC subsidy through the local Griffin Housing Authority, and the subsidy contract rents will be \$460 for both one and two-bedroom units. With the ACC rental assistance tenants will pay 30 percent of their incomes toward rent. With this in place, the contract rents are considered achievable. However, if the ACC subsidy were not in place, with the high demand in the market for affordable housing, it is our opinion the one-bedroom units could achieve the maximum allowable 50 percent AMI rent, while the two-bedroom units could achieve a LIHTC rent of \$560.

The Subject’s proposed 60 percent AMI one-bedroom rent of \$450 is above the rent at Glenco Trace Apartments, but is below the rent for the family property with several senior residents, St. Phillip Villas. According to management at Glenco Trace Apartments, this property has kept rents at a low level to limit the amount of turnover, as management noted the current residents have responded unfavorably to rent increases when they have occurred in the past. Note that Shoal Creek Manor and The Villas on Forsyth do not have one-bedroom units at 60 percent AMI. As such, there could be additional latent demand in the area for one-bedroom units that allow for residents with incomes as high as the 60 percent AMI maximum. We have concluded to an achievable 60 percent AMI one-bedroom LIHTC rent of \$475.

The Subject’s proposed two-bedroom rent is above the rents at Villas on Forsyth and Glenco

Trace Apartments, but is below the rents at Shoal Creek Manor and St. Phillip Villas. Shoal Creek Manor is the most similar property to the Subject in terms of age, condition, and building type, as this is a four-story, elevator-serviced building. Shoal Creek Manor is in an inferior location to the Subject. As such, while Glenco Trace Apartments is achieving relatively low 60 percent AMI two-bedroom rents, it is our opinion significantly higher two-bedroom senior LIHTC rents are achievable in the PMA. With Shoal Creek Manor offering superior unit features and significantly larger units, we have tempered our rents downward from this property's rent in estimating achievable rent for the Subject's two-bedroom 60 percent AMI units. With the unit similarities and differences between the Subject and the comparables, as well as the Subject's competitive position against the LIHTC comparables, we have estimated the achievable LIHTC two-bedroom rent to be \$575 at 60 percent AMI.

The Subject's proposed 60 percent AMI units with an ACC subsidy will have subsidy contract rents of \$460 for both one and two-bedroom units. With the ACC rental assistance tenants will pay 30 percent of their incomes toward rent. With this in place, the contract rents are considered achievable. However, if the ACC subsidy were not in place, with the high demand in the market for affordable housing, it is our opinion these units could achieve the same rents as the 60 percent AMI units without ACC subsidy assistance.

Overall, the Subject's proposed rents appear reasonable when compared to the rents at the comparables and particularly when taking into account the strong demand for senior LIHTC units we identified, where there is only one vacancy in these units, and all the senior properties maintain waiting lists.

### **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 comps with similar unit designs and amenity packages, then the average market rent might be the weighted average of those market rate comps. In a small rural market there may be neither tax credit comps nor market rate comps 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. For example, if the Subject offers 50 and 60 percent AMI rents and there is a distinct difference at comparable properties between rents at the two AMI levels, we have not included the 50 percent AMI rents in the average market rent for the 60 percent AMI comparison.

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
1 BR @ 50% ACC	\$460*	\$342	\$730	\$544	15%
2 BR @ 50% ACC	\$460*	\$390	\$835	\$648	29%
1 BR @ 60% ACC	\$460*	\$342	\$730	\$544	15%
2 BR @ 60% ACC	\$460*	\$390	\$835	\$648	29%
1 BR @ 60%	\$450	\$342	\$730	\$544	17%
2 BR @ 60%	\$550	\$390	\$835	\$648	15%

\*\*ACC Subsidy rents (Residents will pay 30 percent of their income toward rent.)

As illustrated the Subject’s proposed 50 percent LIHTC/ACC rents, 60 percent LIHTC/ACC rents, and 60 percent AMI LIHTC rents are at least 15 percent below the surveyed averages of the comparables. The proposed rents represent rent advantages of 15 to 29 percent versus average “market rents”, suggesting the rents as proposed should be achievable in the Griffin market, where demand for affordable housing is significant.

The Subject will be most similar to 330 East College Apartments in terms of location, as this property is within less than 1.0 mile of the Subject. In addition, it is the only market rate comparable with a significant number of senior tenants. This property has inferior property amenities and has the most similar unit amenities to the Subject among the market rate comparables. While this older property is inferior in age, the units are larger than the units at the Subject. The rents at 330 East College Apartments are \$632 for a one-bedroom unit and \$715 for a two-bedroom unit. Given these rents, the proposed 60 percent AMI rents of \$475 for one-bedroom units and \$575 for two-bedroom units appear achievable.

Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer advantages compared to the average rents being achieved at comparable properties.

**9. LIHTC Competition – Recent Allocations within Two Miles**

There are two LIHTC projects planned or under construction within the PMA. Meriwether Redevelopment Phase I, now called the Oaks at Park Pointe, which was allocated tax credits in 2013, opened at the end of 2015. Meriwether Redevelopment Phase I includes 85 family units that are a mix of 43 RAD program units with rental assistance and 42 LIHTC units at 60 percent AMI. This property consists of two and three-bedroom townhouse and some flat style apartments and are located at 426 South 15<sup>th</sup> Street. These primarily townhouse units at the Oaks at Park Pointe will not compete with the Subject for senior renters, given their design that requires the frequent use of stairs within the unit. The LIHTC rents for the units at 60 percent AMI are \$575 for two-bedroom units and \$701 for three-bedroom units.

Meriwether Redevelopment Phase II is adjacent to the Oaks at Park Pointe, north of the first phase on the other side of Sunshine Drive. It was allocated tax credits in 2015 and will complete construction in 2017. Meriwether Redevelopment Phase II includes 85 senior units that are a mix of LIHTC units at 50 percent AMI subsidized, 60 percent AMI, and 60 percent AMI subsidized. This property will consist of one and two-bedroom garden-style apartments. The table below shows the unit mix, rents, and number breakdown:

Meriwether Redevelopment Phase II						
Beds	Baths	Type	Units	Size (SF)	Rent	Unit Mix Restriction
1	1	Lowrise (3 stories)	16	650	\$460	@50% (ACC)
1	1	Lowrise (3 stories)	38	650	\$450	@60%
1	1	Lowrise (3 stories)	23	650	\$460	@60% (ACC)
2	1	Lowrise (3 stories)	1	850	\$460	@50% (ACC)
2	1	Lowrise (3 stories)	4	850	\$550	@60%
2	1	Lowrise (3 stories)	3	850	\$460	@60% (ACC)

Source: Novogradac & Company, 2016

These midrise flat-style units at Meriwether Redevelopment Phase II will compete with the Subject for senior renters, given that they are in the same style and are targeting the same residents as the Subject. However, there is a large need for senior housing in the PMA (see page 114) as the senior population is higher in the PMA than nationwide and the number of renter-occupied units is continually increasing.

**10. Rental Trends in the PMA**

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

Year	TENURE PATTERNS - ELDERLY POPULATION (AGE 55+)			
	PMA			
	Owner-Occupied Units		Renter-Occupied Units	
	Number	Percentage	Number	Percentage
2000	-	-	-	-
2010	8,104	76.8%	2,453	23.2%
2015	8,696	75.2%	2,872	24.8%
Projected Mkt Entry August 2018	9,207	75.0%	3,076	25.0%
2020	9,525	74.8%	3,203	25.2%

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

Owner-occupied senior housing units account for more than three-quarters of the market, while renter occupied senior housing units account for the remaining 24.8 percent. Note that senior renter households are expected to grow by 204, or 6.3 percent between 2015 and the market entry date.

*Overall Vacancy*

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

**OVERALL VACANCY**

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Glenco Trace Apartments	LIHTC	Senior	72	1	1.4%
Shoal Creek Manor	LIHTC	Senior	66	0	0.0%
St. Phillip Villas	LIHTC/Market	Family	60	1	1.7%
Villas On Forsyth	LIHTC/Market	Senior	42	0	0.0%
330 East College Apartments	Market	Family	18	0	0.0%
Garden Gate Apartments	Market	Family	112	1	0.9%
Griffin Crossing Apartments	Market	Family	72	2	2.8%
Vineyard Place Apartments	Market	Family	272	6	2.2%
Walden Pointe Apartment Homes	Market	Family	216	0	0.0%
<b>Total LIHTC</b>			219	2	0.9%
<b>Total Market</b>			711	9	1.3%
<b>Total</b>			930	11	1.2%

N/A – Not available

*Historical Vacancy*

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

**HISTORICAL VACANCY**

Comparable Property	Type	Total Units	2QTR 2010	2QTR 2011	2QTR 2012	2QTR 2013	2QTR 2014	2QTR 2015	2QTR 2016
Glenco Trace Apartments	One-story	72	N/A	0.00%	0.00%	N/A	N/A	0.00%	1.40%
Shoal Creek Manor	Midrise	66	N/A	N/A	N/A	N/A	N/A	0.00%	0.00%
St. Phillip Villas	Garden	60	N/A	1.70%	0.00%	5.00%	5.00%	0.00%	1.70%
Villas On Forsyth	One-story	42	0.00%	N/A	0.00%	N/A	N/A	0.00%	0.00%
330 East College Apartments	Garden	18	N/A	N/A	N/A	N/A	N/A	0.00%	0.00%
Garden Gate Apartments	One-story	72	N/A	N/A	N/A	N/A	N/A	0.00%	2.80%
Griffin Crossing Apartments	Garden	272	5.90%	N/A	8.80%	16.20%	4.00%	4.00%	2.20%
Vineyard Place Apartments	Garden	112	2.70%	N/A	11.60%	11.60%	6.20%	6.20%	0.90%
Walden Pointe Apartment Homes	Garden	216	N/A	N/A	5.60%	11.60%	0.50%	0.50%	0.00%
		<b>930</b>	<b>2.90%</b>	<b>0.80%</b>	<b>4.30%</b>	<b>11.10%</b>	<b>3.90%</b>	<b>3.90%</b>	<b>1.20%</b>

As illustrated in the previous table, the average vacancy rate in the local market has improved since second quarter 2010. The high vacancy rates at three market rate properties in 2013 skewed the average vacancy rate for that year. Generally speaking, the vacancy rates have been low at most points when we have surveyed the market. The current vacancy rate is the second lowest overall vacancy rate over this historical period.

*Change in Rental Rates*

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

<b>RENT GROWTH</b>			
<b>Comparable Property</b>	<b>Rent</b>	<b>Tenancy</b>	<b>Rent Growth</b>
Glenco Trace Apartments	LIHTC	Senior	Increase \$25
Shoal Creek Manor	LIHTC	Senior	Increase of 3%
St. Phillip Villas	LIHTC/Market	Family	Two-bedrooms: Increased 1.5%
Villas On Forsyth	LIHTC/Market	Senior	None
330 East College Apartments	Market	Family	No change
Garden Gate Apartments	Market	Family	Increase 3%
Griffin Crossing Apartments	Market	Family	No change
Vineyard Place Apartments	Market	Family	None
Walden Pointe Apartment Homes	Market	Family	Increased 12%

Five of the comparable properties in the PMA reported rent increases. In general, the market rate properties increased rents by three to 12 percent, while the LIHTC property St. Phillip Villas increased rents 1.5 percent on two-bedroom units, Glenco Trace Apartments increased rent by \$25 per bedroom type, and Shoal Creek Manor increased rents by 3 percent. Villas on Forsyth units surveyed did not experience rent increases between 2015 and 2016. Given this trend among LIHTC properties we surveyed, we anticipate that the Subject will be able to achieve occasional rent increases once it has stabilized at 93 percent occupancy or higher, per DCA guidelines. However, the frequency and amount of achievable rent increases will likely vary depending on the market conditions and occupancy at the Subject.

**11. Impact of Foreclosed, Abandoned and Vacant Structures**

According to RealtyTrac, Griffin experienced a foreclosure rate of one in every 705 housing units in April 2015. Nationally, one in every 1,295 homes was in foreclosure and one in every 1,414 homes in Georgia was in foreclosure. The number of homes listed for sale on RealtyTrac is 368 in Spalding County. Note that as a senior LIHTC rental property, we would expect no tenants at the Subject will be considering purchasing a home. Per our site visit, there were a few vacant structures, both single family and commercial, within the Subject’s neighborhood. It should be noted that the Subject’s neighborhood is part of the area that has been marked for development by the City of Griffin. It is likely that some of these structures that are vacant in the area will be demolished as a part of the City’s redevelopment efforts.

**12. Primary Housing Void**

The only senior LIHTC property within the PMA has just one vacancy and maintains a waiting list. The senior comparables we evaluated from just outside the PMA are also performing well, with no vacancies and waiting lists. The family LIHTC property with a 25 percent share of senior residents is also performing well. These trends, combined with a growing base of senior renter households, suggest an existing and growing void in the market for low-income senior rental housing. We believe that the Subject’s units will help to fill this void.

### **13. Effect of Subject on Other Affordable Units in Market**

The senior LIHTC comparables have no vacancies and maintain waiting lists. Property managers indicated that there is a strong need for additional senior units in the Griffin area and other nearby communities. The Subject will operate with 35 LIHTC units with an ACC subsidy and 33 units that will not be subsidized and will target renters with incomes of up to 60 percent of AMI. We anticipate that with the relatively wide band of income eligibility the Subject will offer, it should be able to achieve stabilized occupancy of 93 percent or higher, per DCA guidelines, without impacting occupancy rates at the existing comparable LIHTC properties. Note that while some seniors at the family property St. Phillip Villas might consider moving to the Subject to be in an age-restricted community, we believe there is sufficient support in the PMA from area low-income family renters to fill any units that may be vacated by seniors. Management at most of the market rate comparables indicated that their properties are not typically impacted by traffic from a significant number of low-income seniors. Additionally, they did not believe that the addition of the Subject to the PMA rental market would impact their performance.

### **Conclusions**

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject as proposed. The three existing senior LIHTC comparables we surveyed for this comparable analysis are performing well, with only one vacancy and waiting lists at each property. The family LIHTC property used as a comparable is also performing well with just one vacancy. This property has a 25 percent share of seniors. In terms of rents, the Subject's proposed 50 percent AMI units and several 60 percent AMI units will operate with an ACC subsidy through the local Griffin Housing Authority, and the subsidy contract rents will be \$460 for both one and two-bedroom units. With the ACC rental assistance tenants will pay 30 percent of their incomes toward rent. Hypothetically, with the subsidy tenants may be able to pay as little as \$0 for these units. With this subsidy in place, the contract rents are considered achievable for units with the ACC subsidy. The Subject's proposed 60 percent AMI LIHTC one-bedroom rent of \$450 and two-bedroom rent of \$550 are considered achievable based on our comparison to the most similar age-restricted properties, including Shoal Creek Manor, a midrise property located in Locust Grove, northeast of Griffin. The proposed rents represent rent advantages of 15 to 29 percent versus average "market rents", suggesting the rents as proposed should be achievable in the Griffin market, where demand for affordable housing is significant. Overall, it is our opinion the Subject is generally well positioned to achieve a stabilized occupancy rate of 93 percent or higher without significantly impacting other existing affordable properties.

## **I. ABSORPTION & STABILIZATION RATES**

### **Stabilization/Absorption Rate**

We were able to obtain absorption information from one LIHTC property located outside the PMA in Barnesville, which is Villas on Forsyth, a 42-unit, age-restricted LIHTC and market rate property. Villas on Forsyth reported an absorption rate of eight units per month, equaling a five month lease-up period.

The Oaks at Park Pointe (Meriwether Redevelopment Phase I), located at 426 South 15<sup>th</sup> Street, opened units in late November 2015 and was fully leased by mid-March 2016. This equates to approximately a four month period to lease 84 units, or an absorption rate of approximately 21 units per month.

Adjacent to Phase I, Meriwether Redevelopment Phase II has not yet started construction as they are still waiting on financing completion and building permits. Meriwether Redevelopment Phase II is a LIHTC senior property with one and two-bedroom flats in a midrise building.

With the healthy LIHTC vacancy rate among properties with a significant share of seniors, waiting lists at most properties, and the Subject's new construction, and elevator-served design, we believe that the Subject's units could reasonably expect to lease 11 to 12 units per month. At this rate, the Subject would reach a stabilized occupancy of 93 percent within five to six months.

## **J. INTERVIEWS**

**Griffin Housing Authority**

According to Carol Walker, administrative assistant at the Griffin Housing Authority, there is currently a 75 to 80 household waiting list for the 130 public housing units the authority manages. The Housing Authority does not keep a waiting list for Section 8 vouchers. Ms. Walker noted that there are currently 96 voucher holders in Spalding County.

Do they have local payment standards? The following table illustrates the current gross fair market rents.

2015 Fair Market Rents	
1BR	\$756
2BR	\$896

The Subject’s proposed gross LIHTC rents are all below the 2015 Fair Market Rents, and as such, households with a voucher will be eligible to live at the Subject with no additional out of pocket costs except 30 percent of their income towards rent. Note that 35 of the Subject’s units will operate with an ACC subsidy, and as such only the 33 LIHTC units without ACC subsidy assistance will likely receive any support from households with a voucher.

**City of Griffin Planning and Zoning Department**

We spoke with Anne Cleveland, Planning Administrator with the City of Griffin Planning & Zoning Department. According to Ms. Cleveland, there are no proposed, recently completed, or under construction multifamily developments in the area other than Meriwether Redevelopment Phase II, which includes 85 senior units that are a mix of subsidized and LIHTC units. This phase will consist of one and two-bedroom flat style apartments in a midrise building and will be near the first phase of the Meriwether Redevelopment. These proposed senior units at Meriwether Redevelopment Phase II, which are currently still planned, will compete with the Subject for senior renters, given their similar design. Ms. Cleveland noted that the only building permits the City has approved in recent months have been for single-family homes.

**Griffin Senior Center**

The Spalding County Senior Center is operated by the Spalding County Parks & Recreation Department and has a facility located at 855 Memorial Drive in Griffin, approximately 2.3 miles from the Subject site. This facility provides many activities for seniors including billiards, fitness activities, weekly classes on a variety of topics, a game room, a sewing/art room, and a large meeting/dining hall. Examples of weekly programming include line dancing, bingo, travel clubs, cards, arts and crafts, and others. Annual membership for the senior center is \$25 per senior, and is free for seniors 65 and older (with acceptable healthcare program) and currently the senior center has about 2,000 members.

**Economic Development**

We spoke with David Luckie, Executive Director with Griffin-Spalding Economic Development, to inquire about business expansions/contraction in the county. Mr. Luckie told us that Dollar General is building a new distribution center in Spalding County, about 19 miles away from Griffin, GA. Dollar General will be investing \$85 million into the project and it is expected to create 500 new jobs. The distribution center is expected to be completed in 2017.

Also, in 2015 The Lakes of Green Valley, a 570-acre mixed use development, was designated market ready by the Georgia Department of Economic Development. The development will dedicate 360 acres to industrial use for various companies in the area. However, it will be the first “eco” mixed-use park in Georgia, with over 48 acres of lakes and 30 acres being used for green space. The Lakes of Green Valley is three miles east of Griffin off State Route 16.

Additionally, in 2014, Otsuka Chemical Company, a Japanese Chemical Manufacturer, broke ground for their North American headquarters in The Lakes of Green Valley. This created 32 jobs. Mr. Luckie indicated that 2011 and 2014 had some of the highest capital investment for the city of Griffin.

## **K. CONCLUSIONS AND RECOMMENDATIONS**

## CONCLUSIONS

- The Subject is located in Griffin, Spalding County, Georgia. Overall, between 2010 and 2015, population growth in the PMA was less than that of the nation and the MSA. However, the total senior population in the PMA experienced annual increases of 2.0 percent from 2010 to 2015. This is below the 3.8 percent increase in the MSA over the same time period. Senior population in the PMA is projected to increase at by 2.4 percent annually through market entry for the Subject. Senior households in the PMA grew by 1.8 percent annually from 2010 to 2015, which is slower than the MSA rate of 2.4 percent and similar to the nation as a whole. Senior households in the PMA are projected to grow at a rate of 2.0 percent annually through market entry in 2018. Senior renter households in the PMA with incomes of \$30,000 or less are expected to increase by 280, or 15.7 percent between 2015 and 2020. This significant growth will create increased demand for senior-oriented affordable housing.
- Total employment in the MSA has been steadily increasing since 2011. However, employment in Spalding County remains slightly below pre-recession levels. Similar to the national trend, the unemployment rate increased significantly in 2008 and 2009, and reached a peak rate of more than 10 percent in 2010. The unemployment rate in the MSA and nation has been decreasing since 2011. As of February 2016, the MSA unemployment rate was similar to the unemployment rate of the nation; however, the high rate of growth in total employment indicates a recovery in the MSA that is similar to the nation. Note that job growth locally in Spalding County has been more limited since the peak of the recession.

The largest employers in the PMA are in retail trade, educational services, and manufacturing. Lower skilled-employment sector employees in the retail trade and manufacturing industries are likely to have incomes in line with the Subject's income restrictions. However, as a senior property, we anticipate most Subject residents will no longer be employed. The City of Griffin has made significant investment in the manufacturing industry, most recently with the Lakes at Green Valley mixed-use development. Overall, the local economy in Griffin appears to be slowly recovering from the effects of the recession, and has not yet recovered to the level of the national economy.

- As the demand analysis illustrates, the Subject's capture rates at the 50 percent AMI level for units with ACC subsidy assistance will range from 0.9 to 3.1 percent, with an overall capture rate of 2.6 percent. The Subject's capture rates at 50 percent AMI without the ACC subsidy assistance are 4.1 to 14.0 percent, with an overall capture rate of 12.1 percent.

The Subject's 60 percent AMI capture rates without the consideration of the ACC subsidy range from 8.7 to 25.1 percent, with an overall capture rate of 21.4 percent. The Subject's 60 percent AMI units with the ACC subsidy have capture rates ranging from 1.6 to 3.6 percent, with an overall capture rate of 3.2 percent for these units.

The overall LIHTC capture rate for all 68 units proposed, without consideration of the ACC subsidy that will be in place for 35 of the 68 total units, is 44.4 percent. The overall capture rate for the project's 50 and 60 percent units with consideration of the ACC subsidy that will be in place is 12.1 percent. Since the property will operate with the ACC rental assistance, and the 44.4 percent overall capture rate without consideration of the ACC subsidy does not truly reflect the depth of support for this type of property in the PMA, we believe there is adequate senior 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 recently. We were able to obtain absorption information from one LIHTC property located outside the PMA in Barnesville, which is Villas on Forsyth, a 42-unit, age-restricted LIHTC and market rate property. Villas on Forsyth reported an absorption rate of eight units per month, equaling a five month lease-up period.

The Oaks at Park Pointe (Meriwether Redevelopment Phase I), located at 426 South 15<sup>th</sup> Street, opened units in late November 2015 and was fully leased by mid-March 2016. This equates to approximately a four month period to lease 84 units, or an absorption rate of approximately 21 units per month. This property offers primarily two and three-bedroom townhouses and is not competitive with the proposed senior units. Adjacent to Phase I, Meriwether Redevelopment Phase II has not yet started construction as they are still waiting on financing completion and building permits. Meriwether Redevelopment Phase II is a LIHTC senior property with one and two-bedroom flats in a midrise building.

With the healthy LIHTC vacancy rate among properties with a significant share of seniors, waiting lists at most properties, and the Subject's new construction, and elevator-served design, we believe that the Subject's units could reasonably expect to lease 11 to 12 units per month. At this rate, the Subject would reach a stabilized occupancy of 93 percent within five to six months.

- Vacancy rates in the market at all comparables range from zero to 2.8 percent, averaging 1.2 percent. The LIHTC comparables have no vacancies with the exception of Glenco Trace Apartments and St. Phillips Villas, who both reported one vacancy each. Overall LIHTC vacancy is just 0.9 percent. The age-restricted LIHTC comparable properties, including Glenco Trace Apartments, Shoal Creek Manor, and Villas on Forsyth, are all maintaining waiting lists. The senior LIHTC properties have historically maintained low vacancy rates and waiting lists, which bodes well for the proposed Subject. The market rate properties in the PMA also have very low vacancy rates of zero to 2.8 percent, and an average vacancy rate of just 1.3 percent. This indicates a high demand for not only senior rental housing the market, but general occupancy market rate rental housing as well.

As an age-restricted property, we anticipate that the Subject will perform similarly to the age-restricted comparables and will maintain a low vacancy rate of five percent or less. If allocated, we do not believe that the Subject will impact the performance of the general occupancy market rate comparables as they have low to moderate senior tenancies, and many seniors at these market rate properties would not likely income-qualify for the LIHTC units at the Subject. We anticipate that based on capture rates and waiting lists at existing properties, the opening of the Subject will not significantly impact these existing properties.

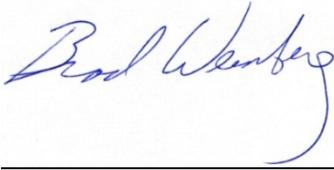
- The three existing senior LIHTC comparables we surveyed for our comparable analysis are performing well, with only one vacancy and waiting lists at each property. The family LIHTC property used as a comparable is also performing well with one vacancy. This property has a 25 percent share of seniors. In terms of rents, the Subject's proposed 50 percent AMI units and several 60 percent AMI units will operate with an ACC subsidy through the local Griffin Housing Authority, and the subsidy contract rents will be \$460 for both one and two-bedroom units. With the ACC rental assistance tenants will pay 30 percent of their incomes toward rent. Hypothetically, with the subsidy tenants may be able to pay as little as \$0 for these units. With this subsidy in place, the contract rents are considered achievable for units with the ACC subsidy. The Subject's proposed 60 percent AMI LIHTC one-bedroom rent of \$450 and two-bedroom rent of \$550 are considered achievable based on our comparison to the most similar age-restricted properties, including Shoal Creek Manor, a midrise property located in Locust Grove, northeast of Griffin. The proposed rents represent rent advantages of 15 to 29 percent versus average "market rents", suggesting the rents as proposed should be achievable in the Griffin market, where demand for affordable housing is significant. Overall, it is our opinion the Subject is generally well positioned to achieve a stabilized occupancy rate of 93 percent or higher without significantly impacting other existing affordable properties.

**Recommendations**

We have no recommendations at this time.

## **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.



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



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Edward Mitchell, MAI  
Manager

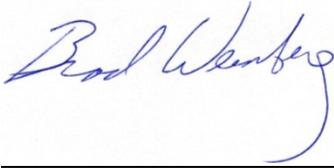


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Brian Gault  
Real Estate Analyst

## **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.



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



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Edward Mitchell, MAI  
Manager



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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.