

Market Analysis
for
Phoenix Landing

**Tax Credit (Sec. 42) Apartments
For Elderly 55+ Households**
in
**LaGrange, Georgia
Troup County**

Prepared For:

Vantage Development/LaGrange Housing Authority

**This report uses DCA's methodology.
DCA requires the items to be presented in the order given.
This report contains all required DCA content, plus additional content as
necessary for a reasonable analysis.**

By:

JOHN WALL and ASSOCIATES

Post Office Box 1169

Anderson, South Carolina 29622

john@johnwallandassociates.com

864-261-3147

May 2016 (Revised June 8, 2016)

PCN: 16-050

FOREWORD

QUALIFICATIONS STATEMENT

John Wall and Associates has done over 2,500 market analyses, the majority of these being for apartment developments (conventional and government). However, the firm has done many other types of real estate market analyses, shopping center master plans, industrial park master plans, housing and demographic studies, land planning projects, site analysis, location analysis and GIS projects. Clients include private developers, government officials, syndicators, and lending institutions.

Prior to founding John Wall and Associates, Mr. Wall was the Planning Director for a city of 30,000 where he supervised the work of the Planning Department, including coordinating the activities of and making presentations to both the Planning and Zoning Commission and the Zoning Board of Adjustment and Appeals. His duties included site plan approval, subdivision review, annexation, downtown revitalization, land use mapping program, and negotiation of realistic, workable solutions with various groups.

While in the public and private sectors, Mr. Wall served on the Appalachian Regional Council of Governments Planning and Economic Development Committee for more than seven years.

Mr. Wall has also taught site analysis and site planning part-time at the graduate level for several semesters as a visiting professor at Clemson University College of Architecture, Planning Department.

Mr. Wall holds a Master's degree in City and Regional Planning and a BS degree in Pre-Architecture. In addition, he has studied at the Clemson College of Architecture Center for Building Research and Urban Studies at Genoa, Italy, and at Harvard University in the Management of Planning and Design Firms, Real Estate Finance, and Real Estate Development.

RELEASE OF INFORMATION

This report shall not be released by John Wall and Associates to persons other than the client and his/her designates for a period of at least sixty (60) days. Other arrangements can be made upon the client's request.

TRUTH AND ACCURACY

It is hereby attested to that the information contained in this report is true and accurate. The report can be relied upon as a true assessment of the low income housing rental market. However, no assumption of liability is being made or implied.

IDENTITY OF INTEREST

The market analyst will receive no fees contingent upon approval of the development by any agency or lending institution, before or after the fact, and the market analyst will have no interest in the housing development.

CERTIFICATIONS

CERTIFICATION OF PHYSICAL INSPECTION

I affirm that I, or an individual employed by my company, have made a physical inspection of the market area and that information has been used in the full assessment of the need and demand for new rental units.

REQUIRED STATEMENT

I affirm that I have made a physical inspection of the market area and the subject property and that information has been used in the full study of the need and demand for the proposed units. The report was written according to DCA's market study requirements, the information included is accurate and the report can be relied upon by DCA as a true assessment of the low-income housing rental market.

To the best of my knowledge, the market can (cannot) support the development 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 development or relationship with the ownership entity and my compensation is not contingent on this development being funded.

DCA may rely on the representation made in the market study provided, and the document is assignable to other lenders that are parties to the DCA loan transaction.

NCHMA MEMBER CERTIFICATION

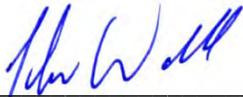
This market study has been prepared by John Wall and Associates, a member in good standing of the National Council of Housing Market Analysts (NCHMA). This study has been prepared in conformance with the standards adopted by NCHMA for the market analysts' industry. These standards include the *Standard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

John Wall and Associates is duly qualified and experienced in providing market analysis for

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

(Note: Information on the National Council of Housing Market Analysts including *Standard Definitions of Key Terms and Model Content Standards* may be obtained by visiting <http://www.housingonline.com/mac/machome.htm>)

Submitted and attested to by:

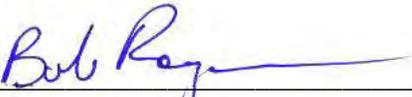


John Wall, President

JOHN WALL and ASSOCIATES

5-17-16

Date



Bob Rogers, Market Analyst

JOHN WALL and ASSOCIATES

5-17-16

Date



Chris Pillitere, Field Analyst

JOHN WALL and ASSOCIATES

5-17-16

Date

TABLE OF CONTENTS

FOREWORD	2	G.1	INCOME RESTRICTIONS	48
QUALIFICATIONS STATEMENT	2	G.2	AFFORDABILITY	50
RELEASE OF INFORMATION	2	G.3	DEMAND	54
TRUTH AND ACCURACY	2	G.4	DEMAND FOR NEW UNITS	59
IDENTITY OF INTEREST	2	G.5	CAPTURE RATE ANALYSIS CHART	60
CERTIFICATIONS	2	H.	COMPETITIVE ANALYSIS (EXISTING COMPETITIVE RENTAL ENVIRONMENT)	61
TABLE OF CONTENTS	4	H.1	SURVEY OF APARTMENTS	61
TABLE OF TABLES	5	H.2	ADDITIONAL INFORMATION ON COMPETITIVE ENVIRONMENT	62
TABLE OF MAPS	5	H.3	APARTMENT LOCATIONS MAP	63
INTRODUCTION	6	H.4	AMENITY ANALYSIS	64
PURPOSE	6	H.5	SELECTION OF COMPS	64
SCOPE	6	H.6	LONG TERM OCCUPANCY	64
METHODOLOGY	6	H.7	NEW "SUPPLY"	64
LIMITATIONS	6	H.8	AVERAGE MARKET RENT AND RENT DIFFERENTIAL	64
A. EXECUTIVE SUMMARY	8	H.9	INFORMATION ON OTHER DCA PROPERTIES	64
A.1 DEVELOPMENT DESCRIPTION	8	H.10	RENTAL TRENDS IN THE MARKET AREA	65
A.2 SITE DESCRIPTION/EVALUATION	9	H.11	IMPACT OF FORECLOSED, ABANDONED, ETC. PROPERTIES	67
A.3 MARKET AREA DEFINITION	9	H.12	PRIMARY HOUSING VOIDS	67
A.4 COMMUNITY DEMOGRAPHIC DATA	9	H.13	LONG TERM IMPACT	67
A.5 ECONOMIC DATA	10	H.14	BUILDING PERMITS ISSUED	67
A.6 DEVELOPMENT SPECIFIC AFFORDABILITY AND DEMAND ANALYSIS	11	I.	ABSORPTION & STABILIZATION RATES	69
A.7 COMPETITIVE RENTAL ANALYSIS	12	J.	INTERVIEWS	70
A.8 ABSORPTION/STABILIZATION ESTIMATE	12	J.1	ECONOMIC DEVELOPMENT	70
A.9 OVERALL CONCLUSION	12	K.	CONCLUSIONS AND RECOMMENDATIONS	71
NARRATIVE DETAILING KEY CONCLUSIONS OF THE REPORT:	12	L.	SIGNED STATEMENT REQUIREMENTS	72
A.10 DCA SUMMARY TABLE	14	M.	MARKET STUDY REPRESENTATION	73
A.11 DEMAND	15	N.	NCHMA MARKET STUDY INDEX/CHECKLIST	74
A.12 NCHMA CAPTURE RATE	16	O.	BUSINESS REFERENCES	75
B. DEVELOPMENT DESCRIPTION	17	P.	RÉSUMÉS	76
B.1 DEVELOPMENT LOCATION	17			
B.2 CONSTRUCTION TYPE	17			
B.3 OCCUPANCY	17			
B.4 TARGET INCOME GROUP	17			
B.5 SPECIAL POPULATION	17			
B.6 STRUCTURE TYPE	17			
B.7 UNIT SIZES, RENTS AND TARGETING	17			
B.8 DEVELOPMENT AMENITIES	17			
B.9 UNIT AMENITIES	17			
B.10 REHAB	18			
B.11 UTILITIES INCLUDED	18			
B.12 PROJECTED CERTIFICATE OF OCCUPANCY DATE	18			
C. SITE EVALUATION	19			
C.1 DATE OF SITE VISIT	19			
C.2 PHYSICAL FEATURES OF SITE AND ADJACENT PARCELS	19			
C.3 SURROUNDING ROADS, TRANSPORTATION, AMENITIES, EMPLOYMENT, COMMUNITY SERVICES	19			
C.4 SITE AND NEIGHBORHOOD PHOTOS	21			
C.5 SITE LOCATION MAP	26			
C.6 LAND USES OF THE IMMEDIATE AREA	28			
C.7 PUBLIC SAFETY ISSUES	29			
C.8 MULTIFAMILY RESIDENTIAL DEVELOPMENTS	30			
C.9 ROAD AND INFRASTRUCTURE IMPROVEMENTS	31			
C.10 ACCESS, INGRESS, VISIBILITY	31			
C.11 OBSERVED VISIBLE ENVIRONMENTAL OR OTHER CONCERNS	31			
C.12 CONCLUSION	31			
D. MARKET AREA	32			
D.1 MARKET AREA DETERMINATION	33			
D.2 DRIVING TIMES AND PLACE OF WORK	33			
D.3 MARKET AREA DEFINITION	33			
E. DEMOGRAPHIC ANALYSIS	34			
E.1 POPULATION	34			
E.2 HOUSEHOLDS	35			
F. EMPLOYMENT TREND	41			
F.1 TOTAL JOBS	41			
F.2 JOBS BY INDUSTRY AND OCCUPATION	42			
F.3 MAJOR EMPLOYERS	43			
F.4 EMPLOYMENT (CIVILIAN LABOR FORCE)	44			
F.5 EMPLOYMENT CONCENTRATIONS MAP	45			
F.6 ECONOMIC SUMMARY	45			
G. DEVELOPMENT-SPECIFIC AFFORDABILITY & DEMAND ANALYSIS	48			

TABLE OF TABLES

Percent of Renter Households in Appropriate Income Ranges for the Market Area 10

Number of Renter Households in Appropriate Income Ranges for the Market Area 11

NCHMA Capture Rate..... 16

Community Amenities..... 27

Crimes Reported to Police 29

Workers’ Travel Time to Work for the Market Area (Time in Minutes)..... 33

Population Trends and Projections 34

Elderly Population Trends and Projections for the Market Area..... 34

Persons by Age 34

Race and Hispanic Origin 35

Renter Households by Age of Householder..... 35

Household Trends and Projections 36

Elderly Household Trends and Projections for the Market Area..... 36

Occupied Housing Units by Tenure 36

Occupied Housing Units by Tenure by Age..... 38

Occupied Housing Units by Tenure by Age for the Market Area..... 38

Housing Units by Persons in Unit..... 39

Renter Persons Per Unit For The Market Area 39

Number of Households in Various Income Ranges..... 40

Number of Elderly Households in Various Income Ranges 40

Covered Employment..... 41

Occupation of Employed Persons Age 16 Years And Over..... 42

Occupation for the State and Market Area..... 42

Industry of Employed Persons Age 16 Years And Over..... 43

Industry for the State and Market Area..... 43

Employment Trends 44

County Employment Trends 44

Median Wages by Industry 46

Wages by Industry for the County 46

Percent of Workers by Industry for the Market Area 47

Maximum Income Limit (HUD FY 2015)..... 48

Minimum Incomes Required and Gross Rents 49

Qualifying Income Ranges by Bedrooms and Persons Per Household..... 50

Qualifying and Proposed and Programmatic Rent Summary 50

Targeted Income Ranges 51

Number of Specified Households in Various Income Ranges by Tenure..... 51

Percent of Renter Households in Appropriate Income Ranges for the Market Area 52

Change in Renter Household Income 52

New Renter Households in Each Income Range for the Market Area 54

Percentage of Income Paid For Gross Rent (Renter Households in Specified Housing Units) 55

Rent Overburdened Households in Each Income Range for the Market Area..... 55

Percent of Income Paid for Gross Rent by Age 56

Rent Overburdened Elderly Households in the Market Area..... 56

Elderly Rent Overburdened Households in Each Income Range for the Market Area..... 56

Substandard Occupied Units..... 57

Substandard Conditions in Each Income Range for the Market Area 57

Occupied Housing Units by Tenure and Age of Householder..... 57

Demand Due to Elderly Transition 58

Capture Rate by Unit Size (Bedrooms) and Targeting..... 60

List of Apartments Surveyed..... 61

Comparison of Comparables to Subject..... 61

Schedule of Rents, Number of Units, and Vacancies for *Unassisted* Apartment Units 62

Apartment Units Built or Proposed Since the Base Year..... 64

Tenure by Bedrooms..... 65

Tenure by Bedrooms for the State and Market Area 65

Building Permits Issued 67

TABLE OF MAPS

REGIONAL LOCATOR MAP 6

AREA LOCATOR MAP 7

SITE AND NEIGHBORHOOD PHOTOS AND ADJACENT LAND USES MAP 20

SITE LOCATION MAP 26

NEIGHBORHOOD MAP 28

APARTMENT LOCATIONS MAP 30

MARKET AREA MAP 32

TENURE MAP 37

EMPLOYMENT CONCENTRATIONS MAP 45

MEDIAN HOUSEHOLD INCOME MAP 53

APARTMENT LOCATIONS MAP 63

MEDIAN HOME VALUE MAP 66

MEDIAN GROSS RENT MAP 68

INTRODUCTION

PURPOSE

The purpose of this report is to analyze the apartment market for a specific site in LaGrange, Georgia.

SCOPE

Considered in this report are market depth, bedroom mix, rental rates, unit size, and amenities. These items are investigated principally through a field survey conducted by John Wall and Associates. Unless otherwise noted, all charts and statistics are the result of this survey.

In general, only complexes of 30 units or more built since 1980 are considered in the field survey. Older or smaller developments are sometimes surveyed when it helps the analysis. Developments with rent subsidized units are included, if relevant, and noted.

METHODOLOGY

Three separate approaches to the analysis are used in this report; each is a check on the other. By using three generally accepted approaches, reasonable conclusions can be drawn. The three approaches used are:

- (1) Statistical
- (2) Like-Kind Comparison
- (3) Interviews

The Statistical approach uses Census data and local statistics; 2010 is used as a base year. The population that would qualify for the proposed units is obtained from these figures.

The Like-Kind Comparison approach collects data on developments similar in nature to that which is being proposed and analyzes how they are doing. This approach assesses their strong points, as well as weak points, and compares them with the subject.

The last section, Interviews, assesses key individuals' special knowledge about the market area. While certainly subjective and limited in perspective, their collective knowledge, gathered and assessed, can offer valuable information.

Taken individually, these three approaches give a somewhat restricted view of the market. However, by examining them together, knowledge sufficient to draw reasonable conclusions can be achieved.

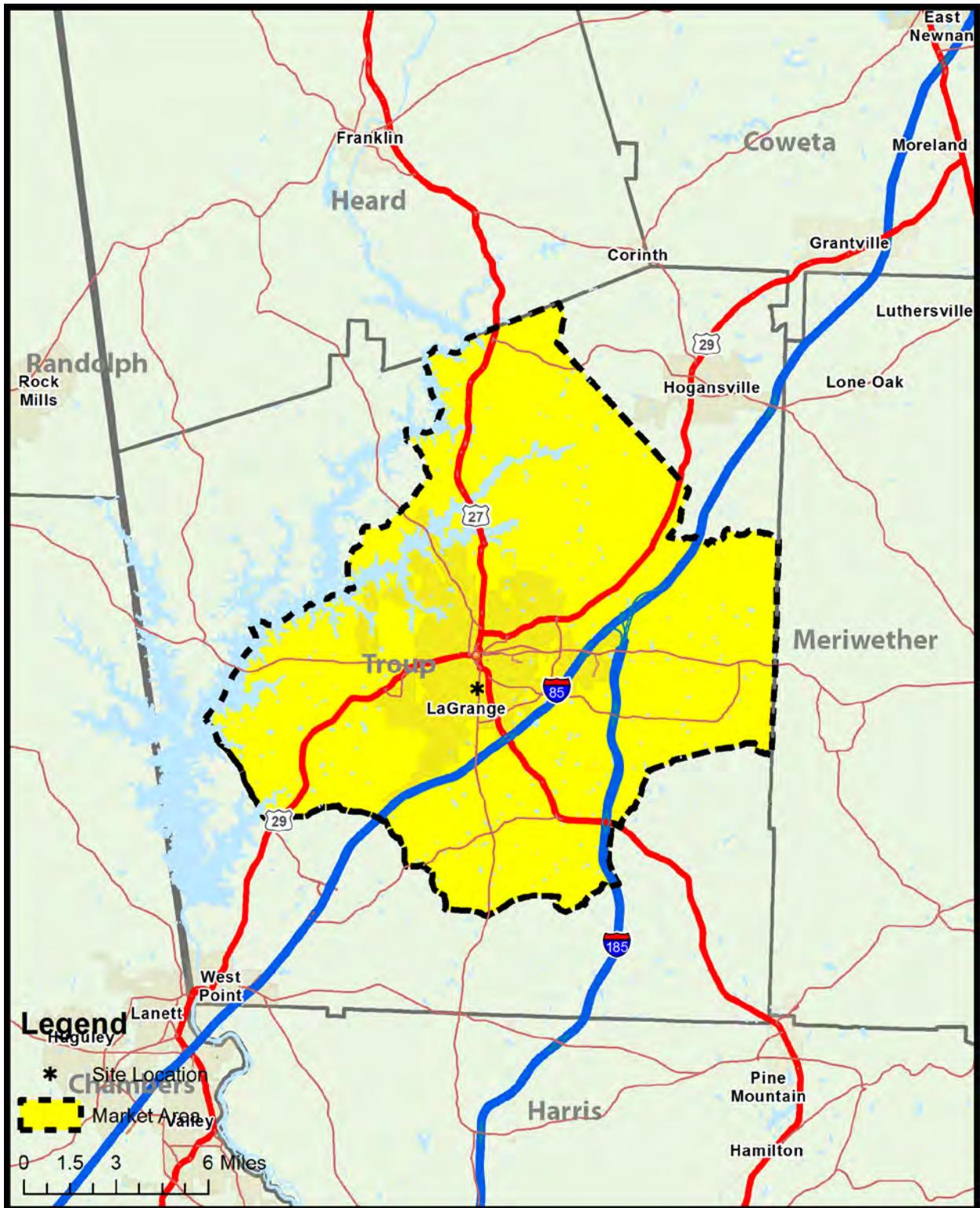
LIMITATIONS

This market study was written according to the Client's *Market Study Guide*. To the extent this guide differs from the NCHMA *Standard Definitions of Key Terms or Model Content Standards*, the client's guide has prevailed.

REGIONAL LOCATOR MAP



AREA LOCATOR MAP



A. EXECUTIVE SUMMARY

The projected completion date of the proposed development is on or before 12/31/2018.

The market area (conservative) consists of Census tracts 9601 (10%), 9602.01, 9603, 9604, 9605.01, 9605.02, 9606, 9607, 9608, 9609.01, and 9609.02 (99%) in Troup County.

The proposed development consists of 70 units of new construction.

The proposed development is for elderly 55+ households with incomes at 50%, 60%, and 80% of AMI. Rents range from \$384 to \$632. All of the units have rental assistance. There are three RAD units without Tax Credits and 67 RAD units with Tax Credits.

A.1 DEVELOPMENT DESCRIPTION

- **Address:**
1200 Whitesville Road

- **Construction and occupancy types:**
New construction
Three story interior
55+

- **Unit mix including bedrooms, bathrooms, square footage, income targeting, rents, and utility allowance:**

<u>AMI</u>	<u>Bedrooms</u>	<u>Baths</u>	<u>Number of Units</u>	<u>Square Feet</u>	<u>Net Rent</u>	<u>Utility Allow.</u>	<u>Gross Rent</u>	<u>Target Population</u>
50%	1	1	7	730	384	93	477	PBRA
60%	1	1	13	730	384	93	477	PBRA
60%	2	1	38	904	463	106	569	PBRA
60%	3	2	9	1,100	632	126	758	PBRA
80%	1	1	1	730	384	93	477	PBRA
80%	2	1	2	904	463	106	569	PBRA
Total Units			70					
Tax Credit Units			67					
PBRA Units			70					
Mkt. Rate Units			0					

- **Any additional subsidies available including project based rental assistance:**
All of the units will have project based rental assistance. Three of the units will have rental assistance, but not tax credits. For the purpose of calculating demand in this report an income limit of 80% has been assigned to these three units.

- **Brief description of proposed amenities and how they compare to existing properties:**
 - DEVELOPMENT AMENITIES:
Laundry room, clubhouse/community center, covered pavilion with BBQ and picnic tables and furnished arts and craft activity center
 - UNIT AMENITIES:
Refrigerator, stove, microwave, dishwasher, washer/dryer connections, HVAC, blinds, and pre-wired telephone/cable

- UTILITIES INCLUDED:

Trash

The subject's amenities, on average, are pretty comparable to those of other properties in the market area. Some have a few more development amenities, but this is usually the case in higher rent properties.

A.2 SITE DESCRIPTION/EVALUATION

- **A brief description of physical features of the site and adjacent parcels:**

The site is currently wooded.

- **A brief overview of the neighborhood land composition (residential, commercial, industrial, agricultural):**

The neighborhood is a mixture of residential and commercial property.

- **A discussion of site access and visibility:**

The site has good access and visibility from Whitesville Road.

- **Any significant positive or negative aspects of the subject site:**

Whitesville Road grants easy access to downtown LaGrange.

- **A brief summary of the site's proximity to neighborhood services including shopping, medical care, employment concentrations, public transportation, etc.**

The site is about as convenient to goods and services as most other apartments in LaGrange.

- **An overall conclusion of the site's appropriateness for the proposed development:**

The site is suitable for the proposed development.

A.3 MARKET AREA DEFINITION

- **A brief definition of the primary market area including boundaries of the market area and their approximate distance from the subject property:**

The market area (conservative) consists of Census tracts 9601 (10%), 9602.01, 9603, 9604, 9605.01, 9605.02, 9606, 9607, 9608, 9609.01, and 9609.02 (99%) in Troup County.

A.4 COMMUNITY DEMOGRAPHIC DATA

- **Current and projected household and population counts for the primary market area:**

2010 population = 51,226; 2016 population = 52,256; 2018 population = 52,599

2010 households = 18,928; 2016 households = 19,181; 2018 households = 19,265

- **Household tenure:**
42.5% of the households in the market area rent.

	Owners	%	Renters	%
55 +	5,410	71.2%	2,189	28.8%
62 +	3,662	72.3%	1,402	27.7%
65 +	2,966	72.8%	1,110	27.2%

- **Household income:**

The 50%, 60%, and 80% income ranges are shown in the first three columns.

Percent of Renter Households in Appropriate Income Ranges for the Market Area

AMI		PBRA		PBRA		PBRA		Tx. Cr.		Overall	
Lower Limit		0		0		0		0		0	
Upper Limit		19,500		28,080		33,280		28,080		33,280	
	Mkt. Area	%	#	%	#	%	#	%	#	%	#
Renter occupied:	Households										
Less than \$5,000	681	1.00	681	1.00	681	1.00	681	1.00	681	1.00	681
\$5,000 to \$9,999	911	1.00	911	1.00	911	1.00	911	1.00	911	1.00	911
\$10,000 to \$14,999	722	1.00	722	1.00	722	1.00	722	1.00	722	1.00	722
\$15,000 to \$19,999	778	0.90	700	1.00	778	1.00	778	1.00	778	1.00	778
\$20,000 to \$24,999	479	—	0	1.00	479	1.00	479	1.00	479	1.00	479
\$25,000 to \$34,999	1,339	—	0	0.31	412	0.83	1,109	0.31	412	0.83	1,109
\$35,000 to \$49,999	899	—	0	—	0	—	0	—	0	—	0
\$50,000 to \$74,999	983	—	0	—	0	—	0	—	0	—	0
\$75,000 to \$99,999	327	—	0	—	0	—	0	—	0	—	0
\$100,000 to \$149,999	199	—	0	—	0	—	0	—	0	—	0
\$150,000 or more	10	—	0	—	0	—	0	—	0	—	0
Total	7,327		3,014		3,983		4,680		3,983		4,680
Percent in Range			41.1%		54.4%		63.9%		54.4%		63.9%

- **Impact of foreclosed, abandoned and vacant, single and multifamily homes, and commercial properties in the PMA on the proposed development:**
There are no signs of any abandonment or foreclosure that would impact the subject.

A.5 ECONOMIC DATA

- **Trends in employment for the county and/or region:**
Employment has been increasing over the past few years and has continued to do so over the past 12 months.
- **Employment by sector:**
The largest sector of employment is:
Manufacturing — 21.7%
- **Unemployment trends:**
Over the last 12 months, the unemployment rate has been between 4.9% and 6.8%. For 2015, the average rate was 6.0% while for 2014 the average rate was 7.3%.
- **Recent or planned major employment contractions or expansions:**
According to LaGrange's Economic Development Department, there has been one company within the past year to locate or expand in the county. Jindal Films America (JFA), a global leader in the manufacturing of specialty films for packaging and

labeling, announced in December 2015 it will relocate its U.S. Research and Development (R&D) Center and national headquarters to Troup County. JFA will expand an existing manufacturing facility in LaGrange, creating 240 new jobs.

On the down side, according to the Georgia Department of Economic Development’s WARN logs, there have been three companies to close or downsize in the county, resulting in a total of 342 jobs lost. Johnson Controls Inc. in West Point had layoffs with 103 jobs lost. Community Action for Improvement in LaGrange had layoffs with 200 jobs lost. Yanfeng Automotive Interiors had layoffs in West Point with 39 jobs lost.

- **Overall conclusion regarding the stability of the county’s overall economic environment:**

The county’s economy is growing.

A.6 DEVELOPMENT SPECIFIC AFFORDABILITY AND DEMAND ANALYSIS

- **Number renter households income qualified for the proposed development:**

Number of Renter Households in Appropriate Income Ranges for the Market Area

AMI		PBRA		PBRA		PBRA		Tx. Cr.		Overall	
Lower Limit		0	0	0	0	0	0	0	0	0	0
Upper Limit		19,500	28,080	33,280	28,080	33,280	28,080	33,280	28,080	33,280	33,280
	Mkt. Area	%	#	%	#	%	#	%	#	%	#
Renter occupied:	Households										
Less than \$5,000	681	1.00	681	1.00	681	1.00	681	1.00	681	1.00	681
\$5,000 to \$9,999	911	1.00	911	1.00	911	1.00	911	1.00	911	1.00	911
\$10,000 to \$14,999	722	1.00	722	1.00	722	1.00	722	1.00	722	1.00	722
\$15,000 to \$19,999	778	0.90	700	1.00	778	1.00	778	1.00	778	1.00	778
\$20,000 to \$24,999	479	—	0	1.00	479	1.00	479	1.00	479	1.00	479
\$25,000 to \$34,999	1,339	—	0	0.31	412	0.83	1,109	0.31	412	0.83	1,109
\$35,000 to \$49,999	899	—	0	—	0	—	0	—	0	—	0
\$50,000 to \$74,999	983	—	0	—	0	—	0	—	0	—	0
\$75,000 to \$99,999	327	—	0	—	0	—	0	—	0	—	0
\$100,000 to \$149,999	199	—	0	—	0	—	0	—	0	—	0
\$150,000 or more	10	—	0	—	0	—	0	—	0	—	0
Total	7,327		3,014		3,983		4,680		3,983		4,680
Percent in Range			41.1%		54.4%		63.9%		54.4%		63.9%

- **Overall estimate of demand:**

Overall demand is 555.

- **Capture rates**

- Overall:

12.6%

LIHTC units:

13.2%

- By AMI targeting:

	Units	Total	Net	Capture
	Proposed	Demand	Demand	Rate
50% AMI	7	422	0	1.7%
60% AMI	60	506	0	11.9%
80% AMI	3	555	0	0.5%
All TC	67	506	0	13.2%
Overall	70	555	0	12.6%

- Conclusion regarding the achievability of these capture rates:

The capture rates are achievable.

A.7 COMPETITIVE RENTAL ANALYSIS

- **Analysis of the competitive properties in the PMA**
 - *Number of properties:*
Ten properties were surveyed.
 - *Rent bands for each bedroom type proposed:*
1BR = \$324 to \$855
2BR = \$370 to \$960
3BR = \$929 to \$929
 - *Average market rents:*
1BR = \$777
2BR = \$779
3BR = \$929

A.8 ABSORPTION/STABILIZATION ESTIMATE

- **Number of units expected to be leased per month:**
The subject should be able to lease 10 units per month.
- **Number of units to be leased by AMI targeting:**
50% AMI = 7
60% AMI = 60
80% AMI = 3
- **Number of months required for the development to reach 93% occupancy:**
The subject should be able to lease up in 6 to 8 months; older persons are typically slower to move.

A.9 OVERALL CONCLUSION

NARRATIVE DETAILING KEY CONCLUSIONS OF THE REPORT:

- The **site** appears suitable for the development. It is currently a wooded.
- The **neighborhood** is compatible with the development. The immediate neighborhood mostly is residential.
- The **location** is acceptable to the development.
- The **population and household growth** in the market area is significant.
- The **economy** is growing.
- The **demand** for the development is reasonable.
- The **capture rates** for the development are reasonable. The overall tax credit capture rate is 13.2%.
- The **most comparable** apartments are Amberwood, Dunson School Apartments, and Tucker Cottages.

- Total **vacancy rates** of the most comparable developments are 0.0% (Amberwood), 10.7%—only 3 vacancies (Dunson School Apartments), and 0.0% (Tucker Cottages).
- The **average vacancy rate** reported at **comparable developments** is 1.6%.
- The **average LIHTC vacancy rate** is 0.0%.
- The overall **vacancy rate** among elderly apartments surveyed is 1.5%.
- There are no **concessions** in the comparables.
- The **rents**, given prevailing rents, vacancy rates, and concessions in the market area, are very reasonable (PBRA).
- The proposed **bedroom mix** is reasonable for the market. The few three bedroom units may be used for elderly with grandchildren.
- The **unit sizes** are reasonable for the proposal.
- The subject's **amenities** are good and comparable to similarly priced apartments.
- The subject's **value** should be perceived as very good (PBRA).
- The subject's **affordability** is good from a programmatic gross rent standpoint (PBRA).
- No true comparables were **interviewed** either because they refused to be interviewed or the correct person could not be reached. All of the proposed units will have rental assistance.
- The proposal would have no long term **impact** on existing LIHTC developments.

A.9.1 RECOMMENDATIONS

None

A.9.2 NOTES

There are 9 three bedroom units. They should not be a problem.

A.9.2.1 STRENGTHS

Full rental assistance

Strong demand

A.9.2.2 WEAKNESSES

None

A.9.3 CONCLUSION

The development, as proposed, should be successful.

A.10 DCA SUMMARY TABLE

Summary Table:									
(must be completed by the analyst and included in the executive summary)									
Development Name: Phoenix Landing				Total # Units: 70					
Location: LaGrange, Georgia				# LIHTC Units: 70					
PMA Boundary: See map on page 32				Farthest Boundary Distance to Subject: 12 miles					
RENTAL HOUSING STOCK (found in Apartment Inventory)									
Type	# Properties			Total Units	Vacant Units			Average Occupancy	
All Rental Housing	10			1212	23			98.1%	
Market-Rate Housing	3			366	12			96.8%	
Assisted/Subsidized Housing not to include LIHTC	5			681	6			99.1%	
LIHTC	2			50	0			0.0%	
Stabilized Comps	3			191	3			98.4%	
Properties in Construction & Lease Up	0			0	0			N/A	
Subject Development					Average Market Rent			Highest Comp Rent	
# Units	# BR's	# Baths	Size (SF)	Proposed Rent	Per Unit	Per SF	Advtg.	Per Unit	Per SF
7	1	1	730	\$384	\$777	\$1.06	N/A	\$855	\$0.79
13	1	1	730	\$384	\$777	\$1.06	N/A	\$855	\$0.79
1	1	1	730	\$384	\$777	\$1.06	N/A	\$855	\$0.79
38	2	1	904	\$463	\$779	\$0.86	N/A	\$960	\$0.72
2	2	1	904	\$463	\$779	\$0.86	N/A	\$960	\$0.72
9	3	2	1100	\$632	\$929	\$0.84	N/A	\$929	\$0.73
DEMOGRAPHIC DATA (found on page 34)									
	2010			2015			2017		
Renter Households	8,042			8,149			8,167		
Income-Qualified Renter HHs (LIHTC)	747			757			759		
Income-Qualified Renter HHs (MR)									
TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 15)									
Type of Demand	30%	50%	60%	80%	Tax Credit	Overall			
Renter Household Growth		12	16	19	16	19			
Existing HH (Overburden)		367	433	469	433	469			
Existing HH (Substandard)		43	57	67	57	67			
Less Comparable/Competitive Supply		0	0	0	0	0			
Net Income-qualified Renter HHs		422	506	555	506	555			
CAPTURE RATES (found on page 57)									
Targeted Population	30%	50%	60%	80%	Tax Credit	Overall			
Capture Rate		1.7%	11.9%	0.5%	13.2%	12.6%			

A.11 DEMAND

	50% AMI: \$0 to \$19,500	60% AMI: \$0 to \$28,080	80% AMI: \$0 to \$33,280	Overall Tax Credit: \$0 to \$28,080	Overall Project: \$0 to \$33,280
New Housing Units Required	12	16	19	16	19
Rent Overburden Households	367	433	469	433	469
Substandard Units	43	57	67	57	67
Elderly Tenure	0	0	0	0	0
Demand	422	506	555	506	555
Less New Supply	0	0	0	0	0
NET DEMAND	422	506	555	506	555

A.11.1 OPTIMAL BEDROOM MIX

The following bedroom mix will keep the market in balance over the long term. Individual developments can vary from it.

<u>Bedrooms</u>	<u>Optimal Mix</u>
1	20%
2	75%
3	5%
4	0%
Total	100%

A.11.2 ABSORPTION

Given reasonable marketing and management, the development should be able to rent up to 93% occupancy within 6-8 months — a few months longer if the development is completed in November, December, or January. The absorption rate determination considers such factors as the overall estimate of new household growth, the available supply of competitive units, observed trends in absorption of comparable units, and the availability of subsidies and rent specials. The absorption period is considered to start as soon as the first units are released for occupancy.

A.12 NCHMA CAPTURE RATE

NCHMA defines capture rate as:

The percentage of age, size, and income qualified renter households in the primary market area that the property must capture to achieve the stabilized level of occupancy. Funding agencies may require restrictions to the qualified households used in the calculation including age, income, living in substandard housing, mover-ship and other comparable factors. The capture rate is calculated by dividing the total number of units at the property by the total number of age, size and income qualified renter households in the primary market area. See penetration rate for rate for entire market area.

This definition varies from the capture rate used above.

NCHMA Capture Rate

	Income Qualified Renter Households	Proposal	Capture Rate
50% AMI: \$0 to \$19,500	526	7	1.3%
60% AMI: \$0 to \$28,080	694	60	8.6%
80% AMI: \$0 to \$33,280	816	3	0.4%
Overall Tax Credit: \$0 to \$28,080	694	67	9.6%
Overall Project: \$0 to \$33,280	816	70	8.6%

B. DEVELOPMENT DESCRIPTION

The development description is provided by the developer.

B.1 DEVELOPMENT LOCATION

The site is on the south side of LaGrange, Georgia. It is located at 1200 Whitesville Road.

B.2 CONSTRUCTION TYPE

New construction

B.3 OCCUPANCY

The proposal is for occupancy by elderly 55+ households.

B.4 TARGET INCOME GROUP

Low income

B.5 SPECIAL POPULATION

5% of units designed for mobility impaired and 2% designed for sensory impaired

B.6 STRUCTURE TYPE

Three story interior

B.7 UNIT SIZES, RENTS AND TARGETING

<u>AMI</u>	<u>Bedrooms</u>	<u>Baths</u>	<u>Number of Units</u>	<u>Square Feet</u>	<u>Net Rent</u>	<u>Utility Allow.</u>	<u>Gross Rent</u>	<u>Target Population</u>
50%	1	1	7	730	384	93	477	PBRA
60%	1	1	13	730	384	93	477	PBRA
60%	2	1	38	904	463	106	569	PBRA
60%	3	2	9	1,100	632	126	758	PBRA
80%	1	1	1	730	384	93	477	PBRA
80%	2	1	2	904	463	106	569	PBRA
			Total Units	70				
			Tax Credit Units	67				
			PBRA Units	70				
			Mkt. Rate Units	0				

These *pro forma* rents will be evaluated in terms of the market in the Supply section of the study.

B.8 DEVELOPMENT AMENITIES

Laundry room, clubhouse/community center, covered pavilion with BBQ and picnic tables and furnished arts and craft activity center

B.9 UNIT AMENITIES

Refrigerator, stove, microwave, dishwasher, washer/dryer connections, HVAC, blinds, and pre-wired telephone/cable

B.10 REHAB

Occupancy: N/A

Rents: N/A

Tenant incomes: N/A

Scope of work: N/A

B.11 UTILITIES INCLUDED

Trash

B.12 PROJECTED CERTIFICATE OF OCCUPANCY DATE

It is anticipated that the subject will have its final certificates of occupancy on or before 12/31/2018.

C. SITE EVALUATION

C.1 DATE OF SITE VISIT

John Wall visited the site on March 31, 2016.

C.2 PHYSICAL FEATURES OF SITE AND ADJACENT PARCELS

- **Physical features:**

The site is currently wooded.

- **Adjacent parcels:**

N: Housing authority apartments, a future linear park fronting Whitesville Road

E: Whitesville Road, then single family homes

S: Open land, woods

W: Woods

- **Condition of surrounding land uses:**

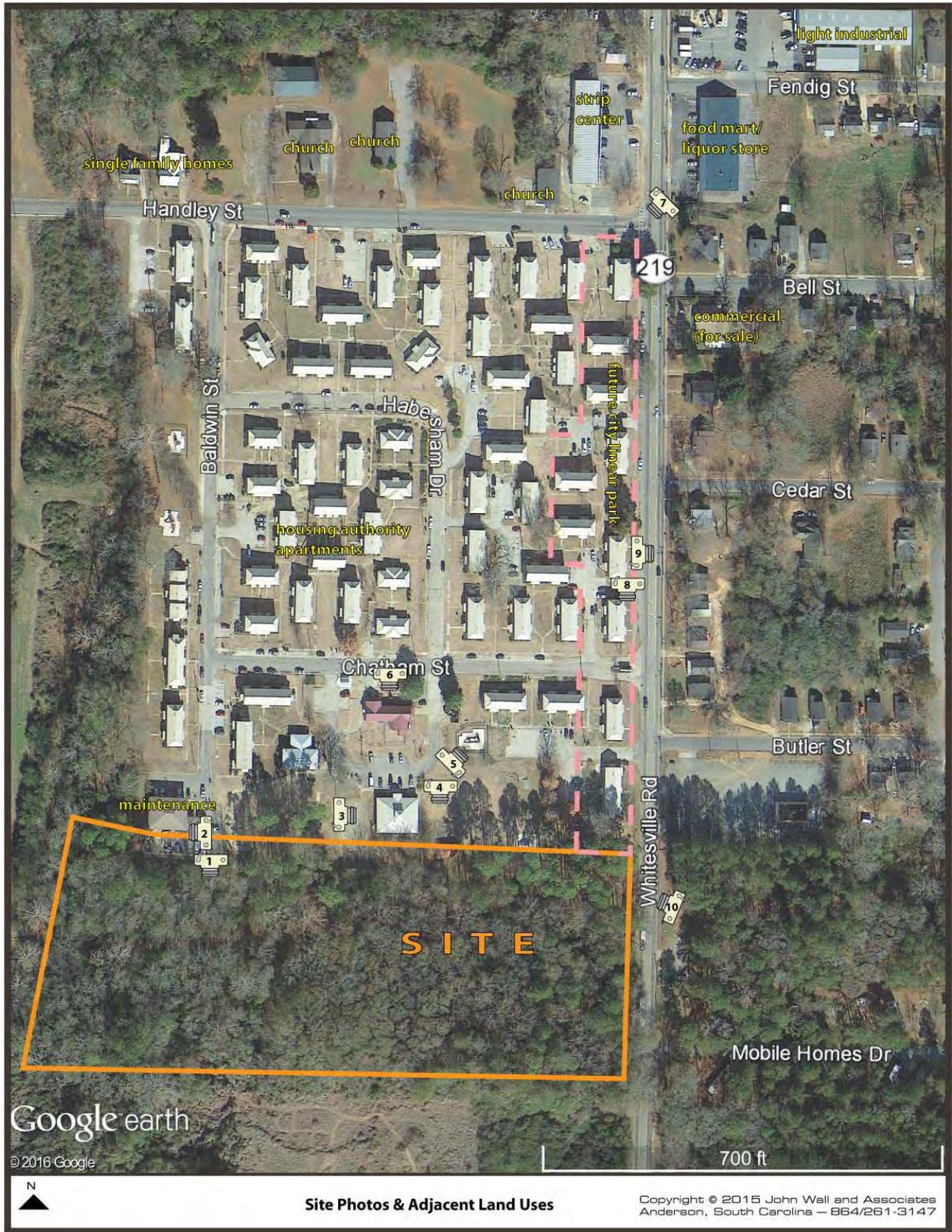
The condition of the surrounding land uses is generally good.

C.3 SURROUNDING ROADS, TRANSPORTATION, AMENITIES, EMPLOYMENT, COMMUNITY SERVICES

Whitesville Road is on the east side of the site. It connects the site to downtown.

Troup Transit is a program offered by Troup County Parks and Recreation which provides accessible transportation for essential needs to senior citizens and the disabled. Troup County Transit provides door-to-door service as a shared ride system so availability is first come first serve. The hours of operation are 8 a.m. to 12 p.m. Monday through Friday. The cost is \$2.00 per stop. Call 24 hours in advance to reserve your seat.

SITE AND NEIGHBORHOOD PHOTOS AND ADJACENT LAND USES MAP



C.4 SITE AND NEIGHBORHOOD PHOTOS



Photo 1



Photo 2



Photo 3



Photo 4



Photo 5



Photo 6



Photo 7



Photo 8



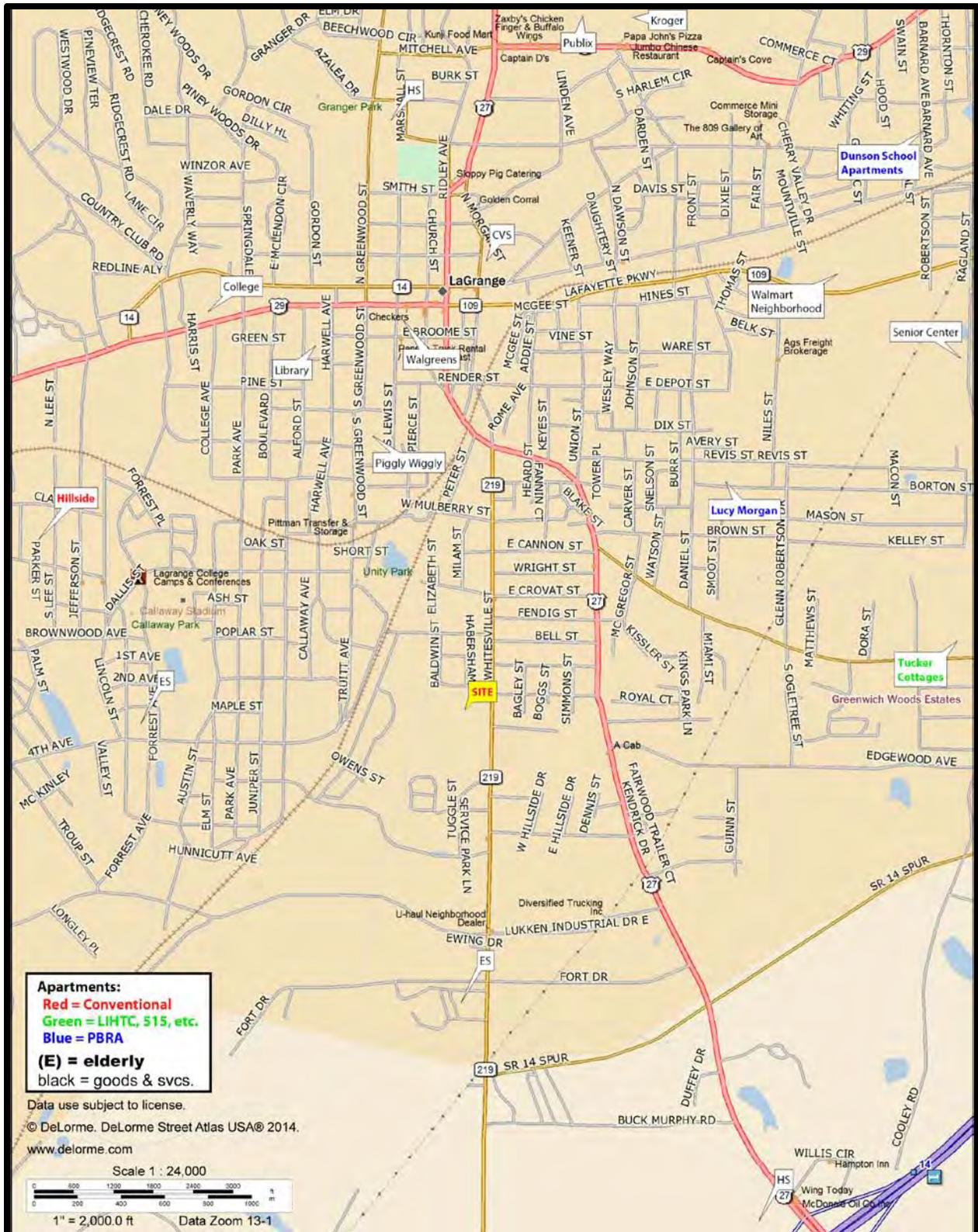
Photo 9



Photo 10

C.5 SITE LOCATION MAP

SITE LOCATION MAP



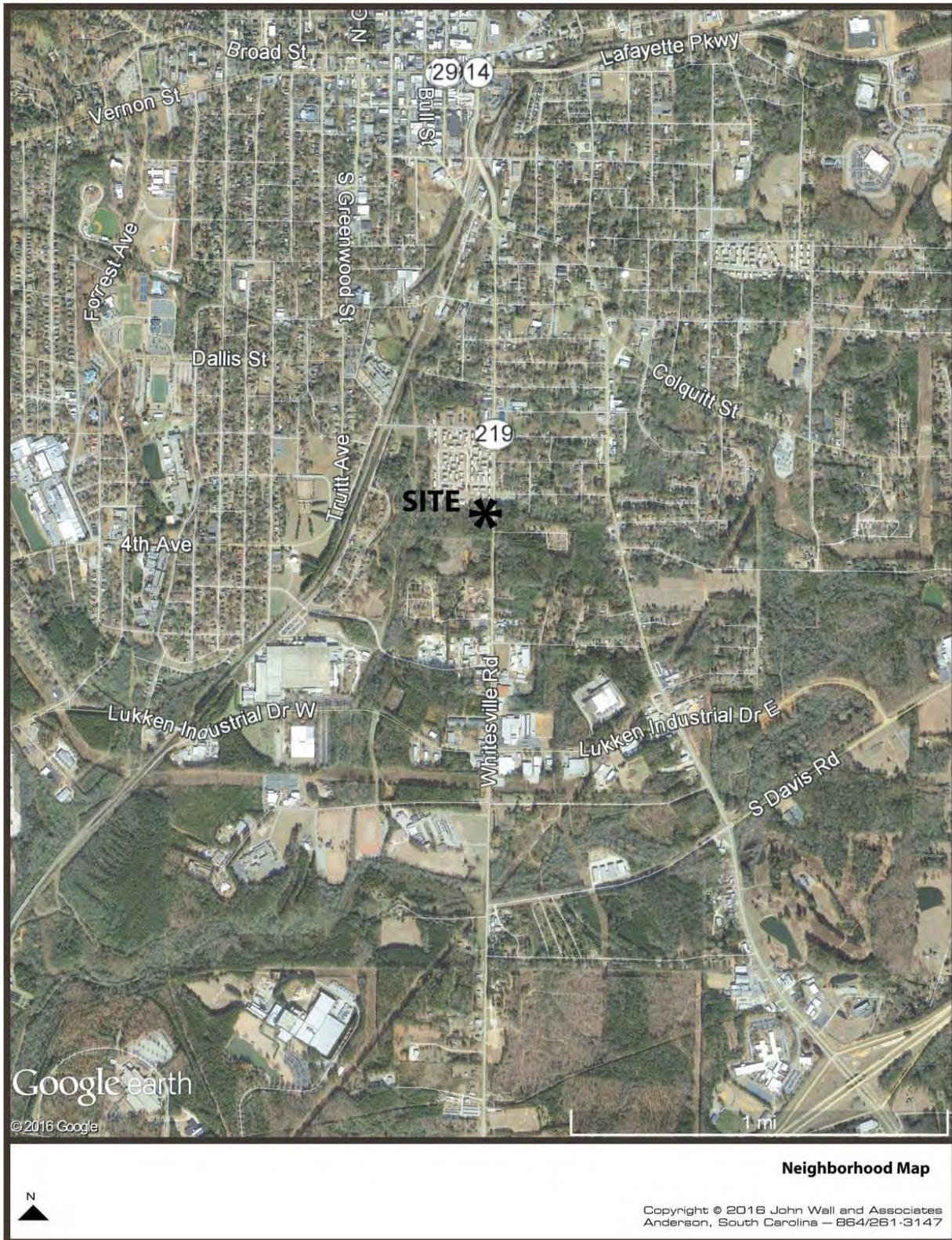
- **Listing of closest shopping areas, schools, employment centers, medical facilities and other important amenities with distance to site:**

Community Amenities

<u>Amenity</u>	<u>Distance</u>
Walmart Neighborhood Market	2.4 miles
West Georgia Medical Center	2.6 miles
LaGrange Mall	4.2 miles
College	2.0 miles
Walgreens	1.3 miles
Elementary School	1.1 miles
High School	1.9 miles
Library	1.4 miles
Piggly Wiggly	1.0 miles
Senior Center	2.8 miles

C.6 LAND USES OF THE IMMEDIATE AREA

NEIGHBORHOOD MAP



C.7 PUBLIC SAFETY ISSUES

According to the FBI, in 2014 the following crimes were reported to police:

Crimes Reported to Police

	<u>City</u>	<u>County</u>
Population:	30,679	—
Violent Crime	124	58
Murder	3	1
Rape	4	7
Robbery	55	12
Assault	62	38
Property Crime	1,770	655
Burglary	367	171
Larceny	1,331	444
Motor Vehicle Theft	72	40
Arson	1	0

Source: 2014 Table 8 and Table 10, Crime in the United States 2014

https://www.fbi.gov/about-us/cjis/ucr/crime-in-the-u.s/2014/crime-in-the-u.s.-2014/tables/table-8/Table_8_Offenses_Known_to_Law_Enforcement_by_State_by_City_2014.xls

https://www.fbi.gov/about-us/cjis/ucr/crime-in-the-u.s/2014/crime-in-the-u.s.-2014/tables/table-10/Table_10_Offenses_Known_to_Law_Enforcement_by_State_by_Metropolitan_and_Nonmetropolitan_Counties_2014.xls

Detailed crime statistics for the neighborhood are not available. The site does not appear to be in a problematic area.

C.9 ROAD AND INFRASTRUCTURE IMPROVEMENTS

No major road or infrastructure projects were noted in the immediate area that would have direct impact on the subject.

C.10 ACCESS, INGRESS, VISIBILITY

The site has access from Whitesville Road. Visibility is good.

C.11 OBSERVED VISIBLE ENVIRONMENTAL OR OTHER CONCERNS

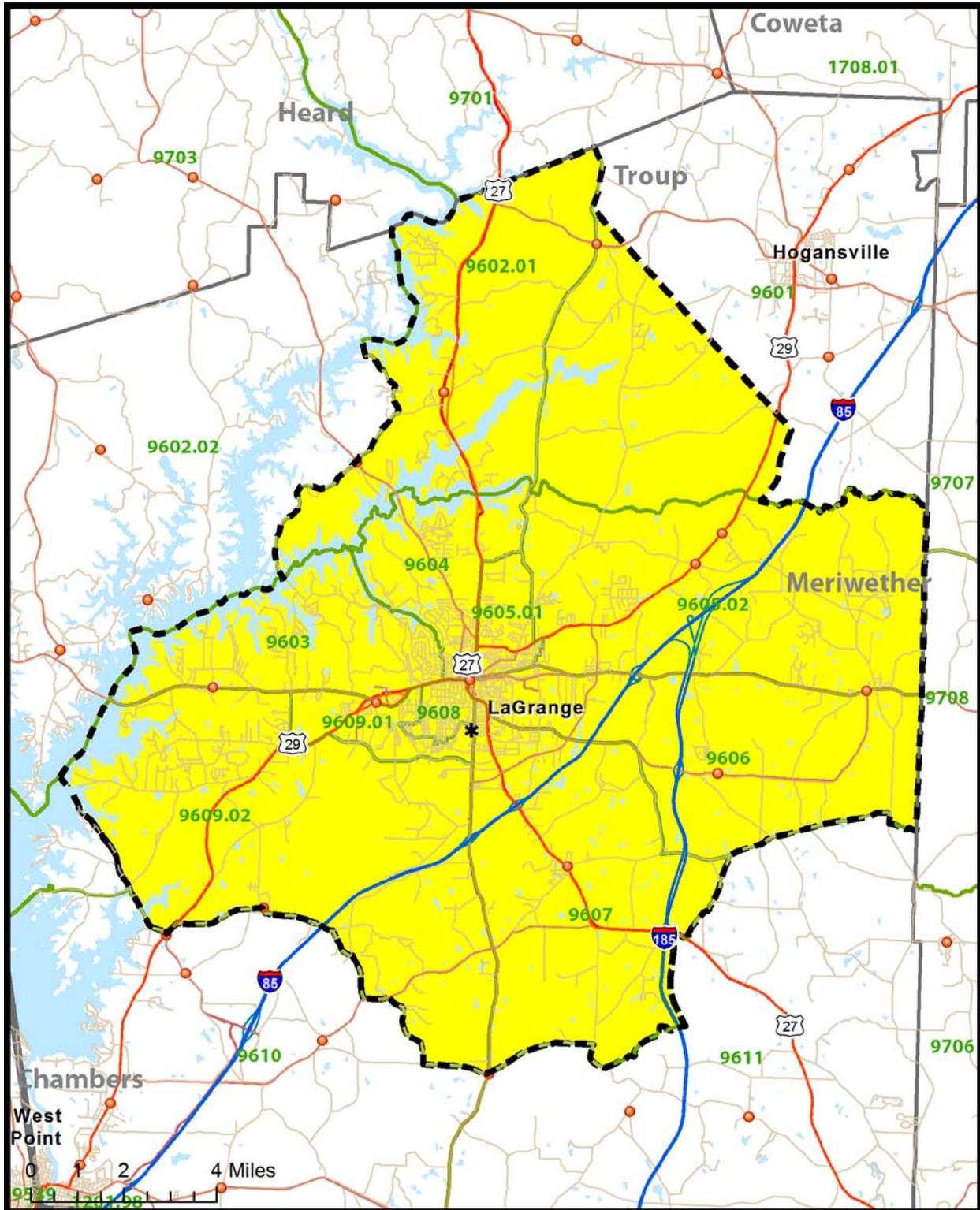
There were no other visible environmental or other concerns.

C.12 CONCLUSION

The site is well-suited for the proposed development.

D. MARKET AREA

MARKET AREA MAP



D.1 MARKET AREA DETERMINATION

The market area is the community where the development will be located and only those outlying rural areas that will be significantly impacted by the development, generally excluding other significant established communities. The market area is considered to be the area from which most of the prospective tenants will be drawn. Some people will move into the market area from nearby towns, while others will move away. These households are accounted for in the "Household Trends" section. The border of the market area is based on travel time, commuting patterns, the gravity model, physical boundaries, and the distribution of renters in the area. The analyst visits the area before the market area definition is finalized.

Housing alternatives and local perspective will be presented in the Development Comparisons section of this report.

D.2 DRIVING TIMES AND PLACE OF WORK

Commuter time to work is shown below:

Workers' Travel Time to Work for the Market Area (Time in Minutes)

	<u>State</u>	<u>%</u>	<u>County</u>	<u>%</u>	<u>Market Area</u>	<u>%</u>	<u>City</u>	<u>%</u>
Total:	4,045,105		26,854		20,451		10,932	
Less than 5 minutes	106,831	2.6%	857	3.2%	728	3.6%	568	5.2%
5 to 9 minutes	346,798	8.6%	3,173	11.8%	2,707	13.2%	2,020	18.5%
10 to 14 minutes	542,240	13.4%	6,069	22.6%	5,253	25.7%	3,140	28.7%
15 to 19 minutes	630,182	15.6%	5,813	21.6%	4,615	22.6%	2,325	21.3%
20 to 24 minutes	585,153	14.5%	4,277	15.9%	2,658	13.0%	986	9.0%
25 to 29 minutes	241,842	6.0%	1,456	5.4%	823	4.0%	278	2.5%
30 to 34 minutes	572,487	14.2%	1,867	7.0%	1,221	6.0%	470	4.3%
35 to 39 minutes	122,570	3.0%	300	1.1%	213	1.0%	66	0.6%
40 to 44 minutes	151,966	3.8%	358	1.3%	190	0.9%	100	0.9%
45 to 59 minutes	367,879	9.1%	1,356	5.0%	1,032	5.0%	457	4.2%
60 to 89 minutes	269,296	6.7%	868	3.2%	648	3.2%	342	3.1%
90 or more minutes	107,861	2.7%	460	1.7%	364	1.8%	180	1.6%

Source: 2011-5yr ACS (Census)

D.3 MARKET AREA DEFINITION

The market area for this report has been defined as Census tracts 9601 (10%), 9602.01, 9603, 9604, 9605.01, 9605.02, 9606, 9607, 9608, 9609.01, and 9609.02 (99%) in Troup County (2010 Census). The market area is defined in terms of standard US Census geography so it will be possible to obtain accurate, verifiable information about it. The Market Area Map highlights this area.

D.3.1 SECONDARY MARKET AREA

The secondary market area for this report has been defined as Troup County. Demand will neither be calculated for, nor derived from, the secondary market area.

E. DEMOGRAPHIC ANALYSIS

E.1 POPULATION

E.1.1 POPULATION TRENDS

Housing demand is most closely associated with population trends. While no population projection presently exists for the market area, one is calculated from existing figures and shown below.

Population Trends and Projections

	<u>State</u>	<u>County</u>	<u>Market Area</u>	<u>City</u>
2000	8,186,453	58,779	49,510	25,998
2008	9,468,815	65,652	50,541	29,067
2010	9,687,653	67,044	51,226	29,588
2016	10,588,373	72,003	52,256	31,742
2018	10,888,613	73,656	52,599	32,460

Sources: 2000 Census; 2010 5yr ACS (Census); 2010 Census; others by John Wall and Associates from figures shown

As seen in the table above, the population in the market area was 52,256 in 2016 and is projected to increase by 343 persons from 2016 to 2018.

E.1.2 ELDERLY POPULATION TRENDS

The population trends for elderly age groups are of interest as an indicator of the future need for elderly apartments. *The proposal is for elderly 55+.*

Elderly Population Trends and Projections for the Market Area

	<u>55+</u>	<u>62+</u>	<u>65+</u>
2000	10,408	7,470	6,386
2007	11,836	7,736	6,190
2010	12,190	7,876	6,323
2016	12,898	8,156	6,589
2018	13,134	8,249	6,678
Growth 2016 to 2018	236	93	89

Sources: 2000 Census; 2010 5yr ACS (Census); 2010 Census; others by John Wall and Associates from figures shown

As can be seen in the table above, in the elderly 55+ category, there were 8,156 persons in 2016, and there are projected to be 8,249 in 2018, which indicates a change of 93 persons between 2016 and 2018.

E.1.3 AGE

Population is shown below for several age categories. The percent figures are presented in such a way as to easily compare the market area to the state, which is a "norm." This will point out any peculiarities in the market area.

Persons by Age

	<u>State</u>	<u>%</u>	<u>County</u>	<u>%</u>	<u>Market Area</u>	<u>%</u>	<u>City</u>	<u>%</u>
Total	9,687,653		67,044		51,227		29,588	
Under 20	2,781,629	28.7%	19,831	29.6%	15,145	29.6%	9,168	31.0%
20 to 34	2,015,640	20.8%	12,579	18.8%	9,958	19.4%	6,284	21.2%
35 to 54	2,788,792	28.8%	18,417	27.5%	13,934	27.2%	7,363	24.9%
55 to 61	783,421	8.1%	5,806	8.7%	4,314	8.4%	2,234	7.6%
62 to 64	286,136	3.0%	2,108	3.1%	1,553	3.0%	762	2.6%
65 plus	1,032,035	10.7%	8,303	12.4%	6,323	12.3%	3,777	12.8%
55 plus	2,101,592	21.7%	16,217	24.2%	12,190	23.8%	6,773	22.9%
62 plus	1,318,171	13.6%	10,411	15.5%	7,876	15.4%	4,539	15.3%

Source: 2010 Census

E.1.4 RACE AND HISPANIC ORIGIN

The racial composition of the market area does not factor into the demand for units; the information below is provided for reference.

Note that "Hispanic" is not a racial category. "White," "Black," and "Other" represent 100% of the population. Some people in each of those categories also consider themselves "Hispanic." The percent figures allow for a comparison between the state ("norm") and the market area.

Race and Hispanic Origin

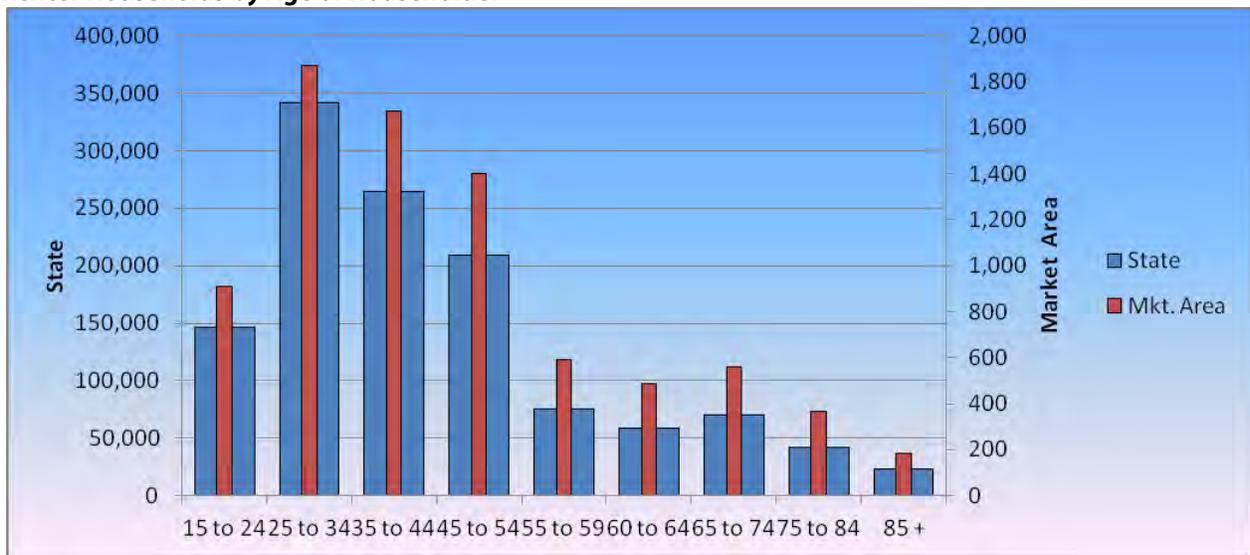
	State	%	County	%	Market Area	%	City	%
Total	9,687,653		67,044		51,226		29,588	
Not Hispanic or Latino	8,833,964	91.2%	64,874	96.8%	49,403	96.4%	28,195	95.3%
White	5,413,920	55.9%	40,408	60.3%	29,503	57.6%	12,783	43.2%
Black or African American	2,910,800	30.0%	22,319	33.3%	18,136	35.4%	14,160	47.9%
American Indian	21,279	0.2%	134	0.2%	99	0.2%	49	0.2%
Asian	311,692	3.2%	1,054	1.6%	936	1.8%	726	2.5%
Native Hawaiian	5,152	0.1%	21	0.0%	18	0.0%	12	0.0%
Some Other Race	19,141	0.2%	85	0.1%	51	0.1%	41	0.1%
Two or More Races	151,980	1.6%	853	1.3%	661	1.3%	424	1.4%
Hispanic or Latino	853,689	8.8%	2,170	3.2%	1,823	3.6%	1,393	4.7%
White	373,520	3.9%	808	1.2%	615	1.2%	389	1.3%
Black or African American	39,635	0.4%	75	0.1%	62	0.1%	47	0.2%
American Indian	10,872	0.1%	34	0.1%	27	0.1%	24	0.1%
Asian	2,775	0.0%	6	0.0%	4	0.0%	2	0.0%
Native Hawaiian	1,647	0.0%	33	0.0%	31	0.1%	31	0.1%
Some Other Race	369,731	3.8%	1,055	1.6%	944	1.8%	797	2.7%
Two or More Races	55,509	0.6%	159	0.2%	140	0.3%	103	0.3%

Source: 2010 Census

Note that the "Native Hawaiian" category above also includes "Other Pacific Islander" and the "American Indian" category also includes "Alaska Native."

E.2 HOUSEHOLDS

Renter Households by Age of Householder



Source: 2010 Census

The graph above shows the relative distribution of households by age in the market area as compared to the state.

E.2.1 HOUSEHOLD TRENDS

The following table shows the change in the number of households between the base year and the projected year of completion.

Household Trends and Projections

	<u>State</u>	<u>County</u>	<u>Market Area</u>	<u>City</u>
2000	3,006,369	21,920	18,507	10,022
2008	3,468,704	23,690	18,159	10,666
2010	3,585,584	24,828	18,928	11,243
2016	3,933,113	26,573	19,181	11,976
2018	4,048,956	27,154	19,265	12,220
Growth 2016 to 2018	115,843	582	84	244

Sources: 2000 Census; 2010 5yr ACS (Census); 2010 Census; others by John Wall and Associates from figures shown

In 2010, the market area had 18,928 households and thus a demand for the same number of housing units (because each household lives in its own housing unit). Similarly, there were 19,181 households in 2016, and there will be 19,265 in 2018. These figures indicate that the market area needs to provide 84 housing units from 2016 to 2018.

E.2.2 ELDERLY HOUSEHOLD TRENDS

The following table shows the number of households in various elderly categories for several years.

Elderly Household Trends and Projections for the Market Area

	<u>55+</u>	<u>62+</u>	<u>65+</u>
2000	6,580	4,871	4,138
2008	7,203	4,859	3,854
2010	7,599	5,133	4,076
2016	8,210	5,290	4,039
2018	8,462	5,398	4,085
Growth 2016 to 2018	252	108	46

Sources: 2000 Census; 2010 5yr ACS (Census); 2010 Census; others by John Wall and Associates from figures shown

As can be seen in the table above, in the 55+ category, the number of households in 2016 was 5,290. In 2018, there are projected to be 5,398. This indicates a need for 108 additional housing units by the year of completion to account for growth in the 55+ age category. DCA requires calculating demand from 2010 to 2018 so 265 new households in the 55+ category will be used for demand calculations.

E.2.3 HOUSEHOLD TENURE

The tables below show how many units are occupied by owners and by renters. The percent of the households in the market area that are occupied by renters will be used later in determining the demand for new rental housing.

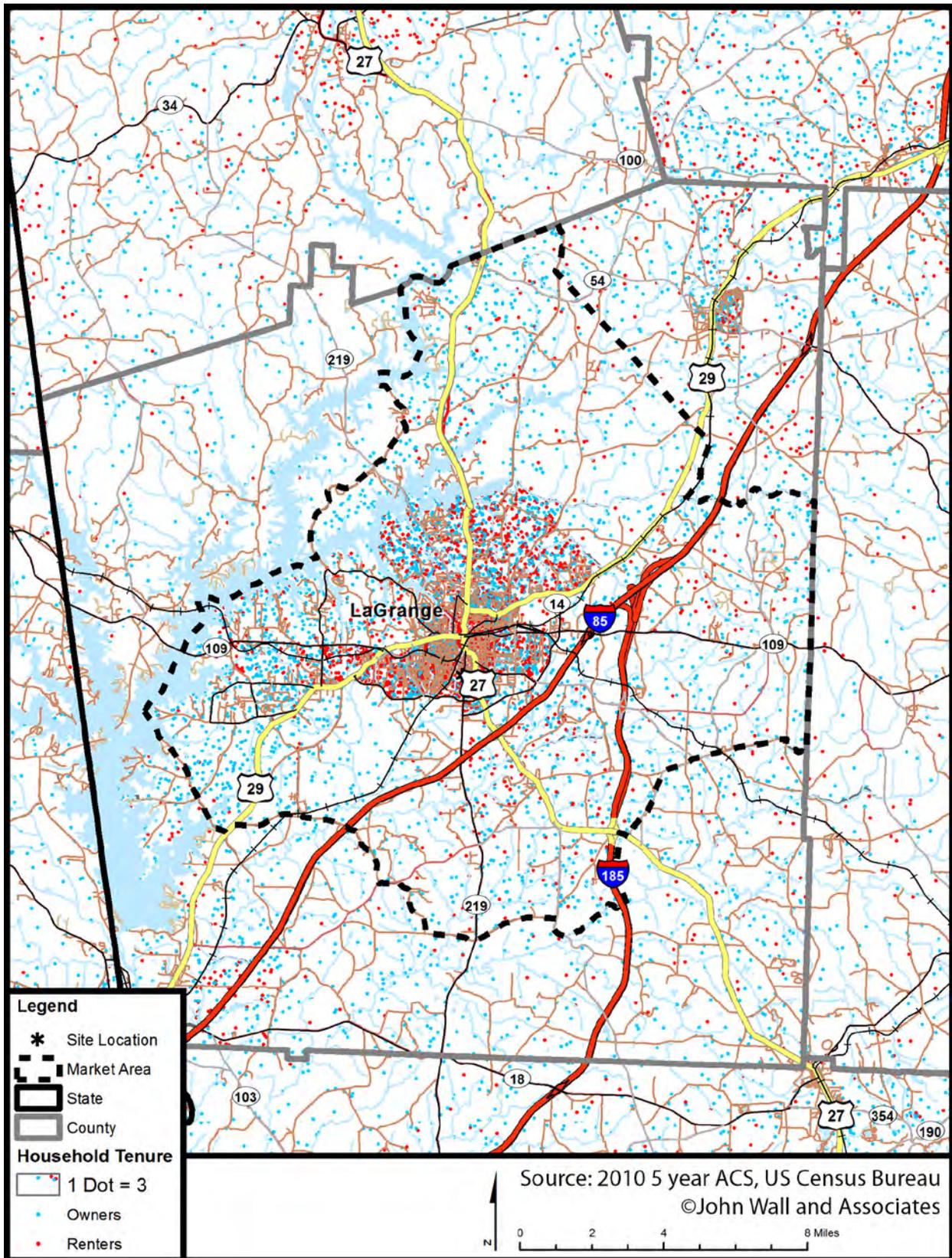
Occupied Housing Units by Tenure

	<u>State</u>	<u>%</u>	<u>County</u>	<u>%</u>	<u>Market Area</u>	<u>%</u>	<u>City</u>	<u>%</u>
Households	3,585,584	—	24,828	—	18,928	—	11,243	—
Owner	2,354,402	65.7%	15,107	60.8%	10,886	57.5%	4,728	42.1%
Renter	1,231,182	34.3%	9,721	39.2%	8,042	42.5%	6,515	57.9%

Source: 2010 Census

From the table above, it can be seen that 42.5% of the households in the market area rent. This percentage will be used later in the report to calculate the number of general occupancy units necessary to accommodate household growth.

TENURE MAP



E.2.4 ELDERLY HOUSEHOLD TENURE

The table below shows tenure by age. The percentage calculated is the percent owners or renters in each age group.

Occupied Housing Units by Tenure by Age

	<u>State</u>	<u>%</u>	<u>County</u>	<u>%</u>	<u>Market Area</u>	<u>%</u>	<u>City</u>	<u>%</u>
Owner occupied:	2,354,402	65.7%	15,107	60.8%	10,886	57.5%	4,728	42.1%
15 to 24 years	30,844	17.4%	221	17.4%	150	14.2%	76	8.8%
25 to 34 years	260,597	43.3%	1,419	38.8%	1,018	35.2%	400	20.9%
35 to 44 years	474,484	64.2%	2,523	55.5%	1,794	51.8%	728	35.6%
45 to 54 years	566,140	73.0%	3,466	66.8%	2,513	64.2%	982	47.4%
55 to 59 years	256,033	77.4%	1,773	70.2%	1,284	68.4%	536	52.1%
60 to 64 years	238,339	80.1%	1,629	72.8%	1,160	70.4%	485	55.3%
65 to 74 years	312,556	81.8%	2,225	76.5%	1,576	73.8%	713	61.4%
75 to 84 years	166,564	79.8%	1,382	75.7%	1,038	73.9%	569	63.9%
85 +	48,845	67.7%	469	69.6%	352	65.7%	239	59.8%
Renter occupied:	1,231,182	34.3%	9,721	39.2%	8,042	42.5%	6,515	57.9%
15 to 24 years	146,267	82.6%	1,046	82.6%	908	85.8%	784	91.2%
25 to 34 years	341,715	56.7%	2,238	61.2%	1,872	64.8%	1,513	79.1%
35 to 44 years	264,846	35.8%	2,021	44.5%	1,672	48.2%	1,315	64.4%
45 to 54 years	209,316	27.0%	1,721	33.2%	1,402	35.8%	1,088	52.6%
55 to 59 years	74,825	22.6%	753	29.8%	592	31.6%	492	47.9%
60 to 64 years	59,133	19.9%	609	27.2%	487	29.6%	392	44.7%
65 to 74 years	69,705	18.2%	685	23.5%	560	26.2%	449	38.6%
75 to 84 years	42,093	20.2%	443	24.3%	366	26.1%	321	36.1%
85 +	23,282	32.3%	205	30.4%	184	34.3%	161	40.3%

Source: 2010 Census

From the table above, tenure can be determined for various age groups of interest for the market area.

Occupied Housing Units by Tenure by Age for the Market Area

	<u>Owners</u>	<u>%</u>	<u>Renters</u>	<u>%</u>
55 +	5,410	71.2%	2,189	28.8%
62 +	3,662	72.3%	1,402	27.7%
65 +	2,966	72.8%	1,110	27.2%

Source: 2010 Census

E.2.5 HOUSEHOLD SIZE

Household size is another characteristic that needs to be examined. The household size of those presently renting can be used as a strong indicator of the bedroom mix required. Renters and owners have been shown separately in the tables below because the make-up of owner-occupied units is significantly different from that of renters. A comparison of the percent figures for the market area and the state (“norm”) is often of interest.

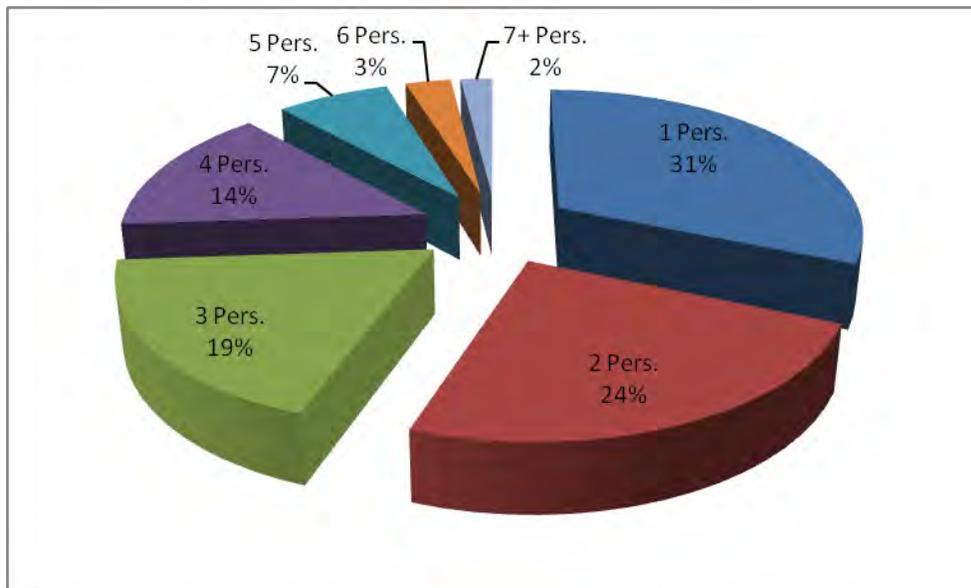
Housing Units by Persons in Unit

	<u>State</u>		<u>County</u>		<u>Market Area</u>		<u>City</u>	
Owner occupied:	2,354,402	—	15,107	—	10,886	—	4,728	—
1-person	498,417	21.2%	3,211	21.3%	2,334	21.4%	1,225	25.9%
2-person	821,066	34.9%	5,504	36.4%	3,993	36.7%	1,708	36.1%
3-person	417,477	17.7%	2,689	17.8%	1,927	17.7%	759	16.1%
4-person	360,504	15.3%	2,197	14.5%	1,584	14.6%	594	12.6%
5-person	159,076	6.8%	933	6.2%	667	6.1%	272	5.8%
6-person	60,144	2.6%	376	2.5%	256	2.4%	111	2.3%
7-or-more	37,718	1.6%	197	1.3%	124	1.1%	59	1.2%
Renter occupied:	1,231,182	—	9,721	—	8,042	—	6,515	—
1-person	411,057	33.4%	3,013	31.0%	2,521	31.3%	2,167	33.3%
2-person	309,072	25.1%	2,340	24.1%	1,936	24.1%	1,553	23.8%
3-person	203,417	16.5%	1,764	18.1%	1,487	18.5%	1,196	18.4%
4-person	155,014	12.6%	1,407	14.5%	1,145	14.2%	863	13.2%
5-person	84,999	6.9%	708	7.3%	566	7.0%	429	6.6%
6-person	37,976	3.1%	293	3.0%	229	2.8%	174	2.7%
7-or-more	29,647	2.4%	196	2.0%	158	2.0%	133	2.0%

Source: 2010 Census

The percent and number of large (5 or more persons) households in the market is an important fact to consider in developments with a significant number of 3 or 4 bedroom units. In such cases, this fact has been taken into account and is used to refine the analysis. It also helps to determine the upper income limit for the purpose of calculating demand. In the market area, 11.9% of the renter households are large, compared to 12.4% in the state.

Renter Persons Per Unit For The Market Area



E.2.6 HOUSEHOLD INCOMES

The table below shows the number of households (both renter and owner) that fall within various income ranges for the market area.

Number of Households in Various Income Ranges

	State	%	County	%	Market Area	%	City	%
Total:	3,490,754		24,233		18,558		10,930	
Less than \$10,000	291,920	8.4%	2,748	11.3%	2,119	11.4%	1,725	15.8%
\$10,000 to \$14,999	199,317	5.7%	1,735	7.2%	1,249	6.7%	900	8.2%
\$15,000 to \$19,999	193,170	5.5%	1,793	7.4%	1,378	7.4%	982	9.0%
\$20,000 to \$24,999	192,281	5.5%	1,114	4.6%	869	4.7%	622	5.7%
\$25,000 to \$29,999	186,824	5.4%	1,642	6.8%	1,336	7.2%	917	8.4%
\$30,000 to \$34,999	193,158	5.5%	1,407	5.8%	1,172	6.3%	644	5.9%
\$35,000 to \$39,999	172,930	5.0%	1,272	5.2%	902	4.9%	466	4.3%
\$40,000 to \$44,999	174,284	5.0%	1,032	4.3%	715	3.9%	350	3.2%
\$45,000 to \$49,999	148,836	4.3%	911	3.8%	629	3.4%	433	4.0%
\$50,000 to \$59,999	287,623	8.2%	2,101	8.7%	1,733	9.3%	845	7.7%
\$60,000 to \$74,999	358,774	10.3%	2,568	10.6%	1,880	10.1%	908	8.3%
\$75,000 to \$99,999	410,336	11.8%	2,886	11.9%	2,269	12.2%	1,020	9.3%
\$100,000 to \$124,999	257,874	7.4%	1,518	6.3%	1,101	5.9%	447	4.1%
\$125,000 to \$149,999	146,883	4.2%	547	2.3%	415	2.2%	211	1.9%
\$150,000 to \$199,999	143,147	4.1%	524	2.2%	418	2.3%	221	2.0%
\$200,000 or more	133,397	3.8%	435	1.8%	374	2.0%	239	2.2%

Source: 2011-5yr ACS (Census)

E.2.7 ELDERLY HOUSEHOLD INCOMES

The number and percent of elderly households are shown in the table below.

Number of Elderly Households in Various Income Ranges

	State	%	County	%	Market Area	%	City	%
Under 55	2,193,399		14,281		10,973		6,570	
Less than \$10,000	180,088	8.2%	1,696	11.9%	1,337	12.2%	1,120	17.0%
\$10,000 to \$14,999	99,586	4.5%	830	5.8%	563	5.1%	480	7.3%
\$15,000 to \$19,999	107,214	4.9%	842	5.9%	673	6.1%	491	7.5%
\$20,000 to \$24,999	110,771	5.1%	618	4.3%	489	4.5%	378	5.7%
\$25,000 to \$29,999	112,243	5.1%	957	6.7%	746	6.8%	584	8.9%
\$30,000 to \$34,999	123,219	5.6%	781	5.5%	667	6.1%	412	6.3%
\$35,000 to \$39,999	109,203	5.0%	759	5.3%	550	5.0%	294	4.5%
\$40,000 to \$44,999	111,957	5.1%	621	4.3%	424	3.9%	225	3.4%
\$45,000 to \$49,999	96,341	4.4%	584	4.1%	384	3.5%	286	4.4%
\$50,000 to \$59,999	187,915	8.6%	1,307	9.2%	1,091	9.9%	542	8.2%
\$60,000 to \$74,999	237,457	10.8%	1,556	10.9%	1,148	10.5%	534	8.1%
\$75,000 to \$99,999	276,453	12.6%	1,799	12.6%	1,413	12.9%	575	8.8%
\$100,000 to \$124,999	170,883	7.8%	1,007	7.1%	752	6.8%	253	3.9%
\$125,000 to \$149,999	95,368	4.3%	382	2.7%	297	2.7%	159	2.4%
\$150,000 to \$199,999	91,443	4.2%	333	2.3%	256	2.3%	139	2.1%
\$200,000 or more	83,262	3.8%	214	1.5%	191	1.7%	102	1.5%
55+	1,297,355		9,952		7,585		4,360	
Less than \$10,000	111,832	8.6%	1,053	10.6%	784	10.3%	605	13.9%
\$10,000 to \$14,999	99,732	7.7%	906	9.1%	687	9.1%	421	9.6%
\$15,000 to \$19,999	85,956	6.6%	952	9.6%	706	9.3%	492	11.3%
\$20,000 to \$24,999	81,511	6.3%	497	5.0%	381	5.0%	245	5.6%
\$25,000 to \$29,999	74,582	5.7%	686	6.9%	591	7.8%	333	7.6%
\$30,000 to \$34,999	69,939	5.4%	627	6.3%	507	6.7%	233	5.3%
\$35,000 to \$39,999	63,728	4.9%	514	5.2%	353	4.6%	173	4.0%
\$40,000 to \$44,999	62,328	4.8%	412	4.1%	291	3.8%	125	2.9%
\$45,000 to \$49,999	52,495	4.0%	328	3.3%	245	3.2%	147	3.4%
\$50,000 to \$59,999	99,708	7.7%	794	8.0%	642	8.5%	303	6.9%
\$60,000 to \$74,999	121,318	9.4%	1,012	10.2%	732	9.7%	375	8.6%
\$75,000 to \$99,999	133,884	10.3%	1,087	10.9%	857	11.3%	445	10.2%
\$100,000 to \$124,999	86,991	6.7%	511	5.1%	350	4.6%	194	4.4%
\$125,000 to \$149,999	51,515	4.0%	165	1.7%	118	1.6%	53	1.2%
\$150,000 to \$199,999	51,705	4.0%	191	1.9%	163	2.1%	82	1.9%
\$200,000 or more	50,135	3.9%	222	2.2%	184	2.4%	138	3.2%

Source: 2011-5yr ACS (Census)

F. EMPLOYMENT TREND

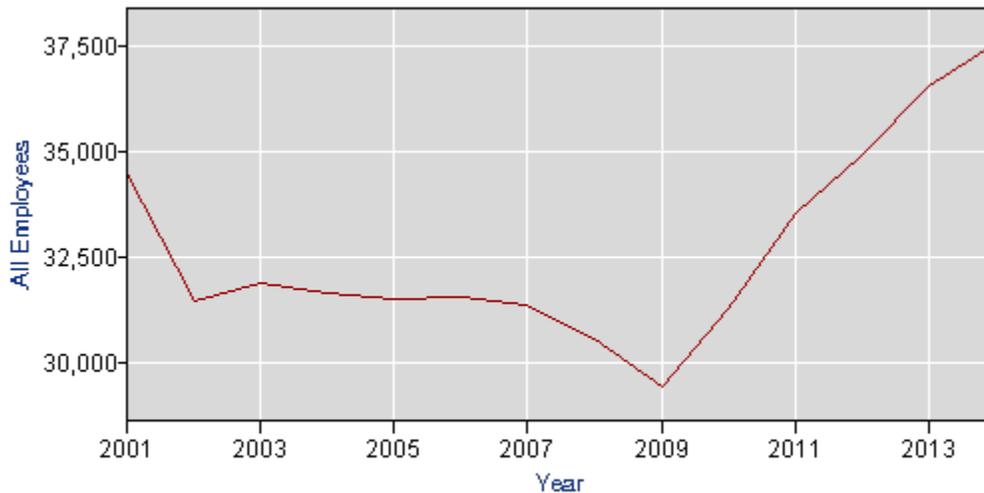
The economy of the market area will have an impact on the need for apartment units.

F.1 TOTAL JOBS

The following table shows how many people were employed in the county. These employed persons do not necessarily live in the county, so the trends are useful to determining the economic health of the area.

Covered Employment

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Annual
2001	34,861	34,964	34,985	34,921	34,868	35,156	34,139	34,520	34,406	33,806	33,534	33,440	34,467
2002	31,445	31,441	31,543	31,463	31,493	31,757	31,425	31,595	31,481	31,237	31,268	31,380	31,461
2003	31,585	31,566	31,788	31,741	31,937	32,085	31,783	31,805	31,831	31,922	32,185	32,201	31,869
2004	31,674	31,708	31,530	31,759	31,744	31,754	31,533	31,563	31,410	31,524	31,796	31,744	31,645
2005	31,326	31,594	31,679	31,423	31,628	31,639	31,155	31,636	31,391	31,392	31,547	31,563	31,498
2006	31,131	31,374	31,406	31,790	31,834	31,684	31,495	31,713	31,381	31,395	31,456	31,572	31,519
2007	31,069	31,140	31,415	31,523	31,699	31,759	31,023	31,433	31,172	31,304	31,355	31,221	31,343
2008	31,039	31,053	30,978	30,839	30,861	30,681	29,923	30,555	30,238	30,229	30,158	29,893	30,537
2009	29,421	29,024	29,049	29,010	28,923	28,565	29,226	29,661	29,968	30,122	30,187	30,042	29,433
2010	30,138	29,994	30,276	30,734	31,171	31,188	31,340	31,754	31,821	32,260	32,317	32,188	31,265
2011	32,087	32,475	32,554	33,318	33,804	33,613	33,911	34,194	33,690	34,103	34,225	34,187	33,513
2012	33,429	34,038	34,092	34,645	34,981	34,275	35,075	35,261	35,267	35,725	35,857	35,972	34,885
2013	35,601	36,198	36,237	36,750	37,181	36,874	36,043	36,580	36,409	36,773	36,824	37,032	36,542
2014	36,335	36,572	36,329	37,339	37,717	37,479	37,572	38,181	38,239	38,235	38,423	38,420	37,570
2015	37,352(P)	37,403(P)	37,619(P)	38,049(P)	38,303(P)	38,425(P)	38,138(P)	38,245(P)	38,264(P)				



Source: <http://data.bls.gov/pdq/querytool.jsp?survey=en>

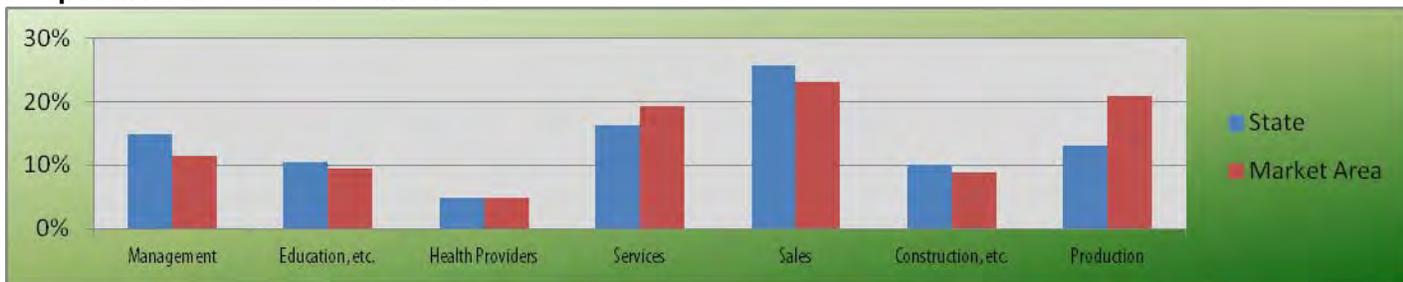
F.2 JOBS BY INDUSTRY AND OCCUPATION

Occupation of Employed Persons Age 16 Years And Over

	State	%	County	%	Market Area	%	City	%
Total	4,288,924		28,112		21,497		11,628	
Management, business, science, and arts occupations:	1,503,863	35%	7,679	27%	6,018	28%	2,843	24%
Management, business, and financial occupations:	639,928	15%	3,080	11%	2,454	11%	1,089	9%
Management occupations	431,733	10%	2,106	7%	1,712	8%	769	7%
Business and financial operations occupations	208,195	5%	974	3%	742	3%	320	3%
Computer, engineering, and science occupations:	205,648	5%	710	3%	494	2%	255	2%
Computer and mathematical occupations	109,280	3%	173	1%	106	0%	38	0%
Architecture and engineering occupations	67,189	2%	366	1%	236	1%	85	1%
Life, physical, and social science occupations	29,179	1%	171	1%	151	1%	132	1%
Education, legal, community service, arts, and media occupations:	452,182	11%	2,431	9%	2,034	9%	1,083	9%
Community and social service occupations	63,956	1%	415	1%	384	2%	266	2%
Legal occupations	43,217	1%	84	0%	62	0%	51	0%
Education, training, and library occupations	275,377	6%	1,670	6%	1,358	6%	654	6%
Arts, design, entertainment, sports, and media occupations	69,632	2%	262	1%	231	1%	112	1%
Healthcare practitioners and technical occupations:	206,105	5%	1,458	5%	1,036	5%	416	4%
Health diagnosing and treating practitioners and other technical occupations	134,416	3%	828	3%	587	3%	256	2%
Health technologists and technicians	71,689	2%	630	2%	449	2%	160	1%
Service occupations:	693,740	16%	5,338	19%	4,159	19%	2,594	22%
Healthcare support occupations	77,057	2%	773	3%	656	3%	449	4%
Protective service occupations:	95,433	2%	760	3%	504	2%	205	2%
Fire fighting and prevention, and other protective service workers including supervisors	48,018	1%	369	1%	203	1%	71	1%
Law enforcement workers including supervisors	47,415	1%	391	1%	302	1%	134	1%
Food preparation and serving related occupations	230,056	5%	1,768	6%	1,435	7%	965	8%
Building and grounds cleaning and maintenance occupations	164,820	4%	979	3%	766	4%	586	5%
Personal care and service occupations	126,374	3%	1,058	4%	797	4%	389	3%
Sales and office occupations:	1,099,346	26%	6,753	24%	4,958	23%	2,681	23%
Sales and related occupations	514,219	12%	3,141	11%	2,347	11%	1,391	12%
Office and administrative support occupations	585,127	14%	3,612	13%	2,611	12%	1,290	11%
Natural resources, construction, and maintenance occupations:	430,635	10%	2,501	9%	1,886	9%	721	6%
Farming, fishing, and forestry occupations	26,147	1%	11	0%	0	0%	0	0%
Construction and extraction occupations	245,903	6%	1,260	4%	975	5%	502	4%
Installation, maintenance, and repair occupations	158,585	4%	1,230	4%	910	4%	219	2%
Production, transportation, and material moving occupations:	561,340	13%	5,841	21%	4,476	21%	2,789	24%
Production occupations	265,856	6%	3,563	13%	2,780	13%	1,880	16%
Transportation occupations	171,649	4%	1,078	4%	733	3%	350	3%
Material moving occupations	123,835	3%	1,200	4%	963	4%	559	5%

Source: 2011-5yr ACS (Census)

Occupation for the State and Market Area



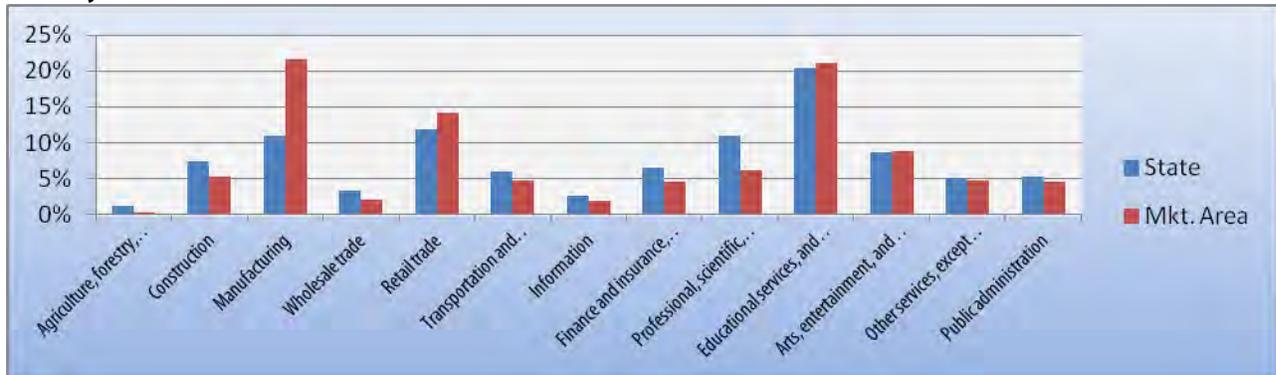
Industry of Employed Persons Age 16 Years And Over

	State	%	County	%	Market Area	%	City	%
Total:	4,288,924		28,112		21,497		11,628	
Agriculture, forestry, fishing and hunting, and mining:	49,487	1%	103	0%	74	0%	28	0%
Agriculture, forestry, fishing and hunting	44,572	1%	88	0%	74	0%	28	0%
Mining, quarrying, and oil and gas extraction	4,915	0%	15	0%	0	0%	0	0%
Construction	318,753	7%	1,458	5%	1,126	5%	596	5%
Manufacturing	466,714	11%	6,162	22%	4,664	22%	2,485	21%
Wholesale trade	140,068	3%	679	2%	430	2%	148	1%
Retail trade	507,318	12%	3,773	13%	3,043	14%	1,807	16%
Transportation and warehousing, and utilities:	257,832	6%	1,442	5%	1,003	5%	461	4%
Transportation and warehousing	217,447	5%	1,153	4%	875	4%	431	4%
Utilities	40,385	1%	289	1%	128	1%	30	0%
Information	113,553	3%	472	2%	389	2%	192	2%
Finance and insurance, and real estate and rental and leasing:	276,239	6%	1,379	5%	998	5%	516	4%
Finance and insurance	186,606	4%	961	3%	724	3%	317	3%
Real estate and rental and leasing	89,633	2%	418	1%	273	1%	199	2%
Professional, scientific, and management, and administrative and waste management services:	470,531	11%	1,715	6%	1,319	6%	778	7%
Professional, scientific, and technical services	272,826	6%	641	2%	502	2%	294	3%
Management of companies and enterprises	4,939	0%	12	0%	12	0%	0	0%
Administrative and support and waste management services	192,766	4%	1,062	4%	804	4%	484	4%
Educational services, and health care and social assistance:	873,918	20%	5,820	21%	4,539	21%	2,313	20%
Educational services	406,986	9%	2,552	9%	2,086	10%	1,056	9%
Health care and social assistance	466,932	11%	3,268	12%	2,453	11%	1,257	11%
Arts, entertainment, and recreation, and accommodation and food services:	369,726	9%	2,369	8%	1,903	9%	1,238	11%
Arts, entertainment, and recreation	62,655	1%	317	1%	265	1%	124	1%
Accommodation and food services	307,071	7%	2,052	7%	1,638	8%	1,114	10%
Other services, except public administration	215,345	5%	1,474	5%	1,024	5%	590	5%
Public administration	229,440	5%	1,266	5%	985	5%	476	4%

Source: 2011-5yr ACS (Census)

Note: Bold numbers represent category totals and add to 100%

Industry for the State and Market Area



Source: 2011-5yr ACS (Census)

F.3 MAJOR EMPLOYERS

The following is a list of major employers in the county:

Company	Sector	Employees
Kia Motors Manufacturing	Manufacturing	3,000
Troup County School System	Education	1,838
Interface	Manufacturing	1,600
West Georgia Health	Healthcare	1,300
Milliken & Company	Manufacturing	1,091
Wal-Mart Distribution Center	Distribution	960
Sewon America	Manufacturing	912
Mobis Georgia	Manufacturing	840
Troup County Government	Government	517
Powertech America, Inc.	Manufacturing	481
Procter & Gamble Duracell	Manufacturing	428

Source: Chamber of Commerce

F.3.1 NEW OR PLANNED CHANGES IN WORKFORCE

If there are any, they will be discussed in the Interviews section of the report.

F.4 EMPLOYMENT (CIVILIAN LABOR FORCE)

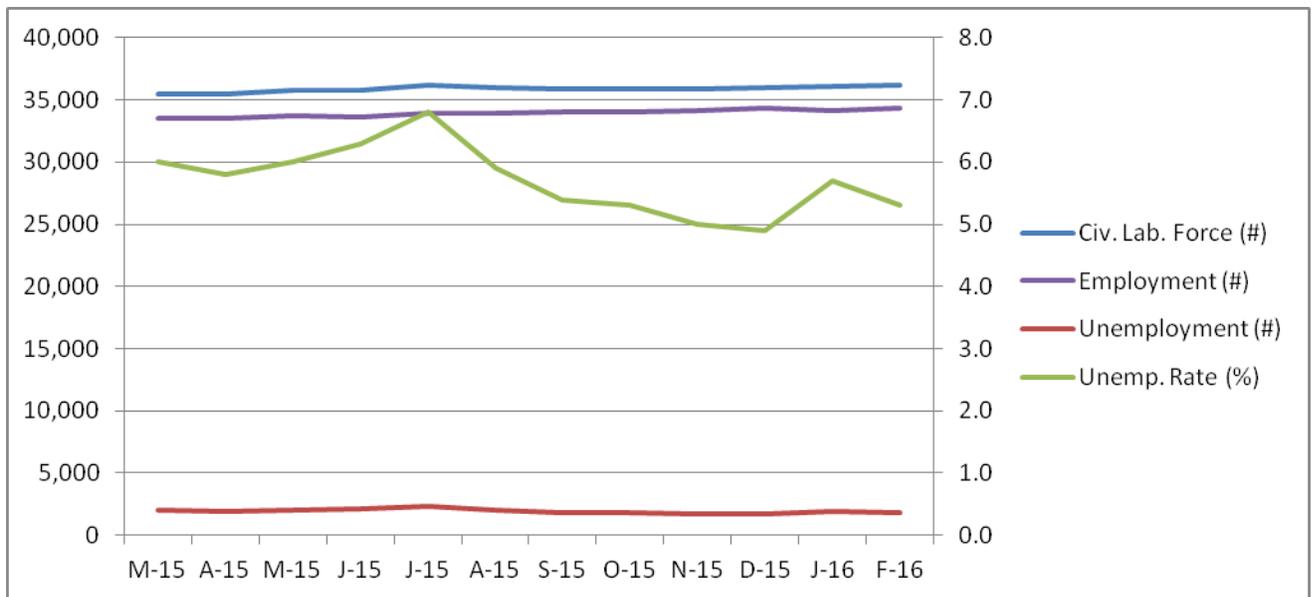
In order to determine how employment affects the market area and whether the local economy is expanding, declining, or stable, it is necessary to inspect employment statistics for several years. The table below shows the increase or decrease in employment and the percentage of unemployed at the county level. This table also shows the change in the size of the labor force, an indicator of change in housing requirements for the county.

Employment Trends

Year	Civilian Labor Force	Unemployment	Rate (%)	Employment	Employment Change		Annual Change	
					Number	Pct.	Number	Pct.
2000	30,012	1,043	3.6	28,969	—	—	—	—
2013	35,915	2,844	8.6	33,071	4,102	14.2%	316	1.0%
2014	35,905	2,443	7.3	33,462	391	1.2%	391	1.2%
2015	35,832	2,028	6.0	33,804	342	1.0%	342	1.0%
M-15	35,489	2,009	6.0	33,480	-324	-1.0%		
A-15	35,485	1,945	5.8	33,540	60	0.2%		
M-15	35,767	2,025	6.0	33,742	202	0.6%		
J-15	35,752	2,119	6.3	33,633	-109	-0.3%		
J-15	36,199	2,305	6.8	33,894	261	0.8%		
A-15	35,957	2,003	5.9	33,954	60	0.2%		
S-15	35,912	1,840	5.4	34,072	118	0.3%		
O-15	35,870	1,805	5.3	34,065	-7	0.0%		
N-15	35,852	1,707	5.0	34,145	80	0.2%		
D-15	36,023	1,683	4.9	34,340	195	0.6%		
J-16	36,127	1,948	5.7	34,179	-161	-0.5%		
F-16	36,183	1,821	5.3	34,362	183	0.5%		

Source: State Employment Security Commission

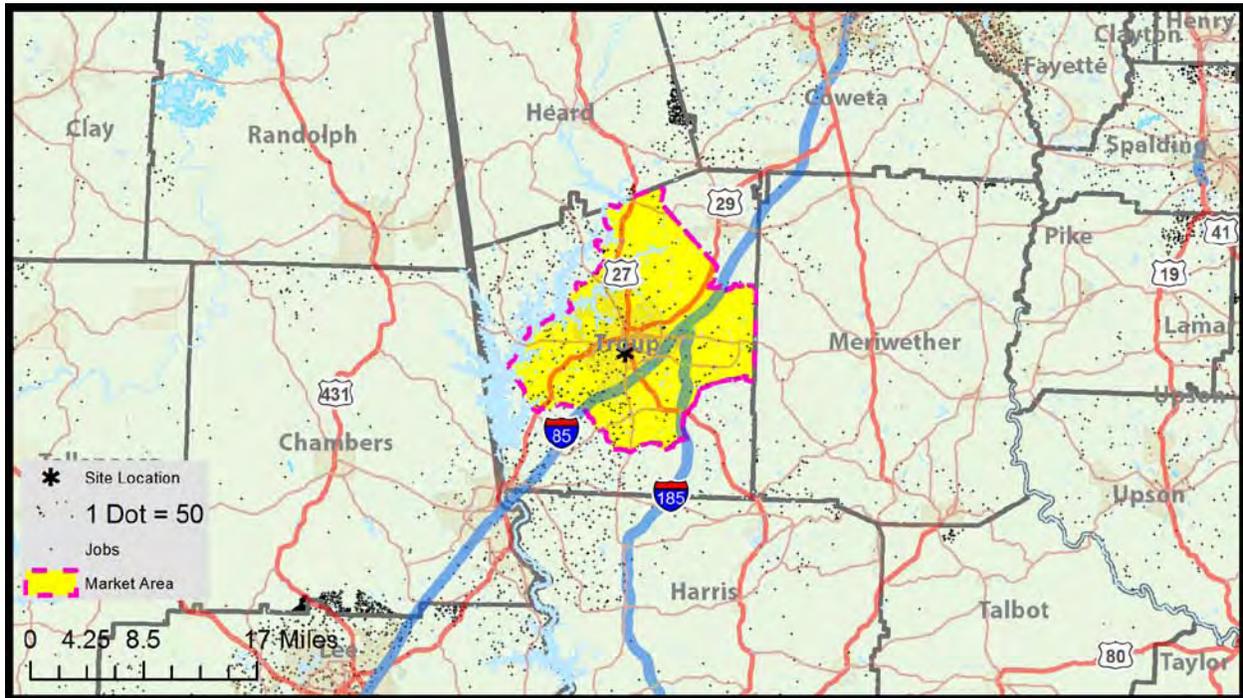
County Employment Trends



Source: State Employment Security Commission

F.5 EMPLOYMENT CONCENTRATIONS MAP

EMPLOYMENT CONCENTRATIONS MAP



F.6 ECONOMIC SUMMARY

The largest number of persons in the market area is employed in the "Management, professional, and related occupations" occupation category and in the "Manufacturing" industry category.

A change in the size of labor force frequently indicates a corresponding change in the need for housing. The size of the labor force has been increasing over the past several years.

Employment has been increasing over the past several years. For the past 12 months, it has continued to increase.

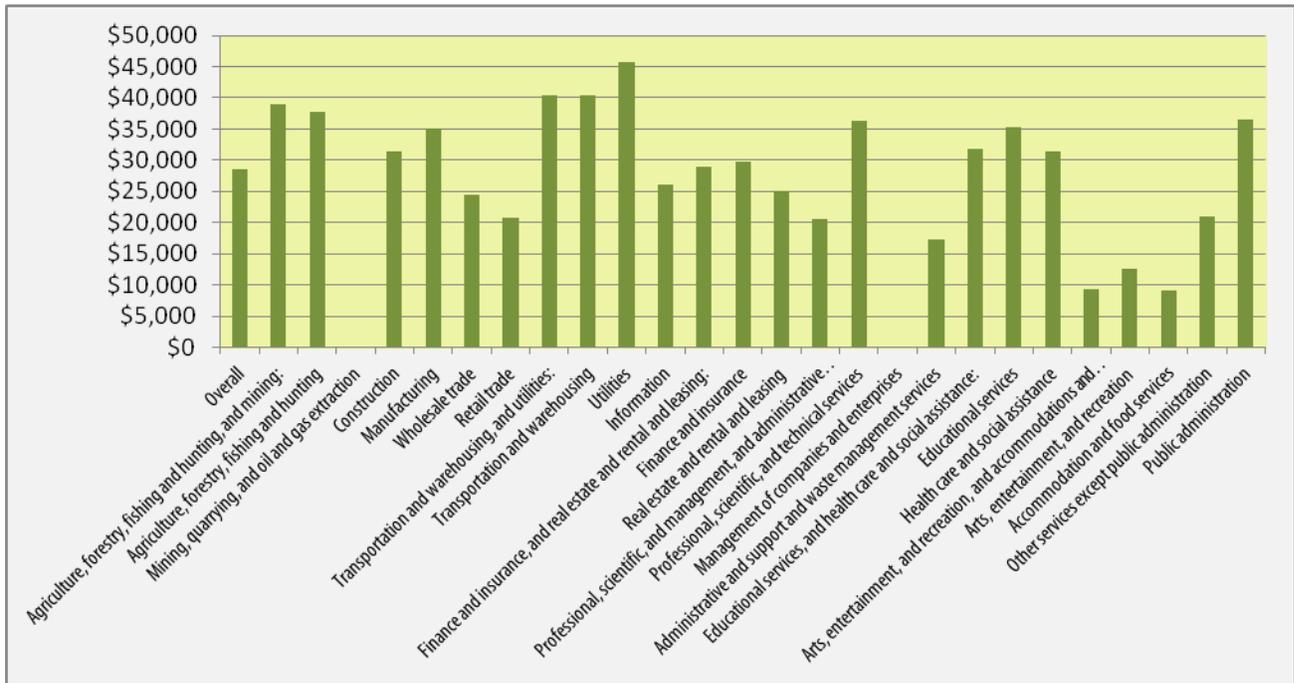
Median Wages by Industry

	State	County	City
Overall	\$32,040	\$28,567	\$24,509
Agriculture, forestry, fishing and hunting, and mining:	\$24,299	\$38,917	\$14,559
Agriculture, forestry, fishing and hunting	\$22,179	\$37,667	\$14,559
Mining, quarrying, and oil and gas extraction	\$42,782	—	—
Construction	\$28,274	\$31,417	\$26,977
Manufacturing	\$36,117	\$35,177	\$26,759
Wholesale trade	\$41,076	\$24,358	\$30,800
Retail trade	\$22,149	\$20,732	\$21,540
Transportation and warehousing, and utilities:	\$41,538	\$40,504	\$41,448
Transportation and warehousing	\$40,471	\$40,423	\$41,647
Utilities	\$50,922	\$45,804	\$38,864
Information	\$53,424	\$26,019	\$18,393
Finance and insurance, and real estate and rental and leasing:	\$41,475	\$28,977	\$29,722
Finance and insurance	\$45,242	\$29,760	\$34,122
Real estate and rental and leasing	\$34,581	\$25,152	\$20,159
Professional, scientific, and management, and administrative and waste management services:	\$40,875	\$20,644	\$17,170
Professional, scientific, and technical services	\$56,566	\$36,250	\$22,000
Management of companies and enterprises	\$63,862	—	—
Administrative and support and waste management services	\$24,691	\$17,238	\$16,604
Educational services, and health care and social assistance:	\$33,411	\$31,820	\$24,143
Educational services	\$36,546	\$35,197	\$25,887
Health care and social assistance	\$31,660	\$31,434	\$23,114
Arts, entertainment, and recreation, and accommodations and food services:	\$14,501	\$9,303	\$9,431
Arts, entertainment, and recreation	\$19,205	\$12,604	\$6,750
Accommodation and food services	\$14,029	\$9,138	\$9,609
Other services except public administration	\$23,097	\$20,890	\$30,942
Public administration	\$42,690	\$36,551	\$29,519

Source: 2011-5yr ACS (Census)

Note: Dashes indicate data suppressed by Census Bureau; no data is available for the market area.

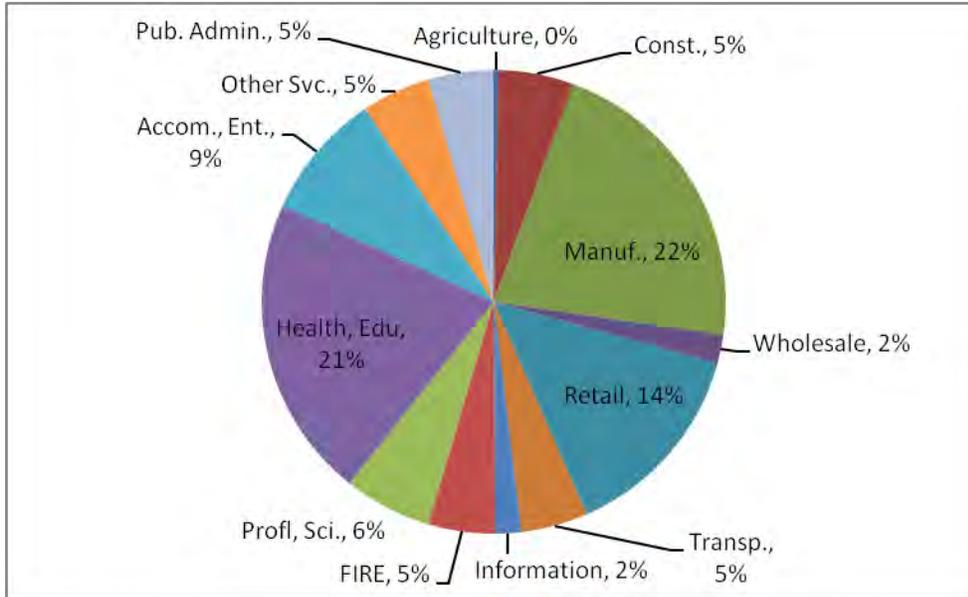
Wages by Industry for the County



2010-5yr ACS (Census)

A downturn in the economy and thus a corresponding increase in unemployment will impact LIHTC properties without rental assistance. LIHTC properties without rental assistance require tenants who either earn enough money to afford the rent or have a rent subsidy voucher. When there is an increase in unemployment, there will be households where one or more employed persons become unemployed. Some households that could afford to live in the proposed units will no longer have enough income. By the same token, there will be other households that previously had incomes that were too high to live in the proposed units that will now be income qualified.

Percent of Workers by Industry for the Market Area



Source: 2011-5yr ACS (Census)

G. DEVELOPMENT-SPECIFIC AFFORDABILITY & DEMAND ANALYSIS

Several economic factors need to be examined in a housing market study. Most important is the number of households that would qualify for apartments on the basis of their incomes. A variety of circumstances regarding restrictions and affordability are outlined below.

These minimum and maximum incomes are used to establish the income *range* for households entering the development. Only households whose incomes fall within the range are considered as a source of demand.

Income data have been shown separately for owner and renter households. Only the renter household income data are used for determining demand for rental units.

Gross rent includes utilities, but it excludes payments of rental assistance by federal, state, and local entities. In this study, gross rent is always monthly.

G.1 INCOME RESTRICTIONS

G.1.1 ESTABLISHING TAX CREDIT QUALIFYING INCOME RANGES

It is critical to establish the number of households that qualify for apartments under the tax credit program based on their incomes. The income ranges are established in two stages. First, the maximum incomes allowable are calculated by applying the tax credit guidelines. Then, minimum incomes required are calculated. According to United States Code, either 20% of the units must be occupied by households who earn under 50% of the area median gross income (AMI), OR 40% of the units must be occupied by households who earn under 60% of the AMI. Sometimes units are restricted for even lower income households. In many cases, the developer has chosen to restrict the rents for 100% of the units to be for low income households.

Maximum Income Limit (HUD FY 2015)

Pers.	VLIL	50%	60%	80%
1	18,200	18,200	21,840	29,120
2	20,800	20,800	24,960	33,280
3	23,400	23,400	28,080	37,440
4	25,950	25,950	31,140	41,520
5	28,050	28,050	33,660	44,880
6	30,150	30,150	36,180	48,240
7	32,200	32,200	38,640	51,520
8	34,300	34,300	41,160	54,880

Source: Very Low Income (50%) Limit and 60% limit: HUD, Low and Very-Low Income Limits by Family Size
Others: John Wall and Associates, derived from HUD figures

The table above shows the maximum tax credit allowable incomes for households moving into the subject based on household size and the percent of area median gross income (AMI).

After establishing the maximum income, the lower income limit will be determined. The lower limit is the income a household must have in order to be able to afford the rent and utilities. The realistic lower limit of the income range is determined by the following formula:

Gross rent ÷ 35% [or 30% or 40%, as described in the subsections above] x 12 months = annual income

This provides for up to 35% [or 30% or 40%] of adjusted annual income (AAI) to be used for rent plus utilities.

The proposed gross rents, as supplied by the client, and the minimum incomes required to maintain 35% [or 30% or 40%] or less of income spent on gross rent are:

Minimum Incomes Required and Gross Rents

	<u>Bedrooms</u>	<u>Number of Units</u>	<u>Net Rent</u>	<u>Gross Rent</u>	<u>Minimum Income Required</u>	<u>Target Population</u>
50%	1	7	384	477	\$0	PBRA
60%	1	13	384	477	\$0	PBRA
60%	2	38	463	569	\$0	PBRA
60%	3	9	632	758	\$0	PBRA
80%	1	1	384	477	\$0	PBRA
80%	2	2	463	569	\$0	PBRA

Source: John Wall and Associates from data provided by client

From the tables above, the practical lower income limits for units *without* rental assistance can be established. Units *with* rental assistance will use \$0 as their lower income limit.

When the minimum incomes required are combined with the maximum tax credit limits, the income *ranges* for households entering the development can be established. Only households whose incomes fall within the ranges can be considered as a source of demand. Note that *both* the income limits *and* the amount of spread in the ranges are important.

G.1.2 HOUSEHOLDS NOT RECEIVING RENTAL ASSISTANCE

Most households do not receive rental assistance. With respect to estimating which households may consider the subject a possible housing choice, we will evaluate the gross rent as a percent of their income according to the following formula:

$$\text{gross rent} \div X\% \times 12 \text{ months} = \text{annual income}$$

X% in the formula will vary, depending on the circumstance, as outlined in the next two sections.

G.1.3 HOUSEHOLDS QUALIFYING FOR TAX CREDIT UNITS

Households who earn less than a defined percentage (usually 50% or 60%) of the county or MSA median income as adjusted by HUD (AMI) qualify for low income housing tax credit (LIHTC) units. Therefore, feasibility for developments expecting to receive tax credits will be based in part on the incomes required to support the tax credit rents.

For those tax credit units occupied by low income households, the monthly gross rent should not realistically exceed 35% of the household income. However, elderly households can afford to pay a larger portion of their incomes on housing than family households. Elderly households should not realistically exceed 40% of the household income.

G.2 AFFORDABILITY

The most important information from the tables above is summarized in the table below. Income requirements for any PBRA units will be calculated for the contract rent.

Qualifying Income Ranges by Bedrooms and Persons Per Household

AMI	Bedrooms	Persons	Gross Rent	Income Based Lower Limit	Spread Between Limits	Upper Limit
50%	1	1	477	14,310	3,890	18,200
50%	1	2	477	14,310	6,490	20,800
60%	1	1	477	14,310	7,530	21,840
60%	1	2	477	14,310	10,650	24,960
60%	2	2	569	17,070	7,890	24,960
60%	2	3	569	17,070	11,010	28,080
60%	2	4	569	17,070	14,070	31,140
60%	3	3	758	22,740	5,340	28,080
60%	3	4	758	22,740	8,400	31,140
60%	3	5	758	22,740	10,920	33,660
60%	3	6	758	22,740	13,440	36,180
80%	1	1	477	14,310	14,810	29,120
80%	1	2	477	14,310	18,970	33,280
80%	2	2	569	17,070	16,210	33,280
80%	2	3	569	17,070	20,370	37,440
80%	2	4	569	17,070	24,450	41,520

Sources: Gross rents: client; Limits: tables on prior pages; Spread: calculated from data in table

G.2.1 UPPER INCOME DETERMINATION

DCA requires using 1.5 persons per bedroom, rounded up to the nearest whole person for the upper income limit determination. The income limit for all elderly units is calculated on 2 persons, regardless of number of bedrooms.

G.2.2 PROGRAMMATIC AND PRO FORMA RENT ANALYSIS

The table below shows a comparison of programmatic rent and *pro forma* rent.

Qualifying and Proposed and Programmatic Rent Summary

	1-BR	2-BR	3-BR
50% Units			
Number of Units	7	—	—
Max Allowable Gross Rent	\$487	\$585	\$675
Pro Forma Gross Rent	\$477	—	—
Difference (\$)	\$10	—	—
Difference (%)	2.1%	—	—
60% Units			
Number of Units	13	38	9
Max Allowable Gross Rent	\$585	\$702	\$810
Pro Forma Gross Rent	\$477	\$569	\$758
Difference (\$)	\$108	\$133	\$52
Difference (%)	18.5%	18.9%	6.4%
80% Units			
Number of Units	1	2	—
Max Allowable Gross Rent	\$780	\$936	\$1,080
Pro Forma Gross Rent	\$477	\$569	\$0
Difference (\$)	\$303	\$367	\$1,080
Difference (%)	38.8%	39.2%	100.0%

Targeted Income Ranges



An income range of \$0 to \$19,500 is reasonable for the 50% AMI PBRA units.

An income range of \$0 to \$28,080 is reasonable for the 60% AMI PBRA units.

An income range of \$0 to \$33,280 is reasonable for the 80% AMI PBRA units.

An income range of \$0 to \$28,080 is reasonable for the Tax Credit units (overall).

An income range of \$0 to \$33,280 is reasonable for the project overall.

G.2.3 HOUSEHOLDS WITH QUALIFIED INCOMES

The table below shows income levels for renters and owners separately. The number and percent of income qualified *renter* households is calculated from this table.

Number of Specified Households in Various Income Ranges by Tenure

	State	%	County	%	Market Area	%	City	%
Owner occupied:	2,332,685		15,472		11,231		4,962	
Less than \$5,000	45,157	1.9%	276	1.8%	178	1.6%	125	2.5%
\$5,000 to \$9,999	55,792	2.4%	538	3.5%	350	3.1%	249	5.0%
\$10,000 to \$14,999	89,928	3.9%	774	5.0%	527	4.7%	280	5.6%
\$15,000 to \$19,999	91,304	3.9%	876	5.7%	600	5.3%	317	6.4%
\$20,000 to \$24,999	96,391	4.1%	566	3.7%	391	3.5%	214	4.3%
\$25,000 to \$34,999	209,745	9.0%	1,571	10.2%	1,169	10.4%	528	10.6%
\$35,000 to \$49,999	311,396	13.3%	1,992	12.9%	1,347	12.0%	553	11.1%
\$50,000 to \$74,999	475,310	20.4%	3,505	22.7%	2,630	23.4%	1,033	20.8%
\$75,000 to \$99,999	337,914	14.5%	2,559	16.5%	1,942	17.3%	754	15.2%
\$100,000 to \$149,999	361,054	15.5%	1,866	12.1%	1,317	11.7%	459	9.3%
\$150,000 or more	258,694	11.1%	949	6.1%	782	7.0%	450	9.1%
Renter occupied:	1,158,069		8,761		7,327		5,968	
Less than \$5,000	89,641	7.7%	801	9.1%	681	9.3%	546	9.1%
\$5,000 to \$9,999	101,330	8.7%	1,133	12.9%	911	12.4%	805	13.5%
\$10,000 to \$14,999	109,389	9.4%	961	11.0%	722	9.9%	620	10.4%
\$15,000 to \$19,999	101,866	8.8%	917	10.5%	778	10.6%	665	11.1%
\$20,000 to \$24,999	95,890	8.3%	548	6.3%	479	6.5%	408	6.8%
\$25,000 to \$34,999	170,237	14.7%	1,478	16.9%	1,339	18.3%	1,033	17.3%
\$35,000 to \$49,999	184,654	15.9%	1,223	14.0%	899	12.3%	696	11.7%
\$50,000 to \$74,999	171,087	14.8%	1,164	13.3%	983	13.4%	720	12.1%
\$75,000 to \$99,999	72,422	6.3%	327	3.7%	327	4.5%	266	4.5%
\$100,000 to \$149,999	43,703	3.8%	199	2.3%	199	2.7%	199	3.3%
\$150,000 or more	17,850	1.5%	10	0.1%	10	0.1%	10	0.2%

Source: 2005-2009 5yr ACS (Census)

The percent of renter households in the appropriate income ranges will be applied to the renter household growth figures to determine the number of new renter households that will be income qualified to move into each of the different unit types the subject will offer.

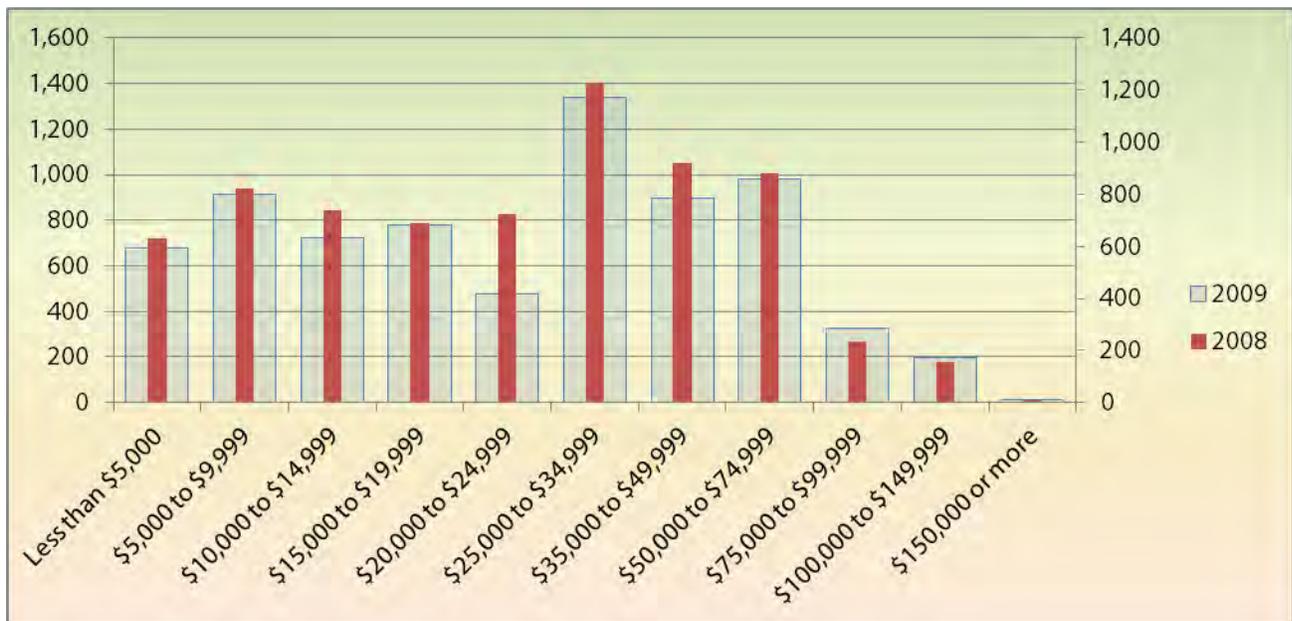
Percent of Renter Households in Appropriate Income Ranges for the Market Area

AMI		PBRA		PBRA		PBRA		Tx. Cr.		Overall	
Lower Limit		0		0		0		0		0	
Upper Limit		19,500		28,080		33,280		28,080		33,280	
	Mkt. Area Households	%	#								
Renter occupied:											
Less than \$5,000	681	1.00	681	1.00	681	1.00	681	1.00	681	1.00	681
\$5,000 to \$9,999	911	1.00	911	1.00	911	1.00	911	1.00	911	1.00	911
\$10,000 to \$14,999	722	1.00	722	1.00	722	1.00	722	1.00	722	1.00	722
\$15,000 to \$19,999	778	0.90	700	1.00	778	1.00	778	1.00	778	1.00	778
\$20,000 to \$24,999	479	—	0	1.00	479	1.00	479	1.00	479	1.00	479
\$25,000 to \$34,999	1,339	—	0	0.31	412	0.83	1,109	0.31	412	0.83	1,109
\$35,000 to \$49,999	899	—	0	—	0	—	0	—	0	—	0
\$50,000 to \$74,999	983	—	0	—	0	—	0	—	0	—	0
\$75,000 to \$99,999	327	—	0	—	0	—	0	—	0	—	0
\$100,000 to \$149,999	199	—	0	—	0	—	0	—	0	—	0
\$150,000 or more	10	—	0	—	0	—	0	—	0	—	0
Total	7,327		3,014		3,983		4,680		3,983		4,680
Percent in Range			41.1%		54.4%		63.9%		54.4%		63.9%

Source: John Wall and Associates from figures above

The table above shows how many renter households are in each income range. The number and percent are given in the last two rows (e.g., 3,014, or 41.1% of the renter households in the market area are in the PBRA range.)

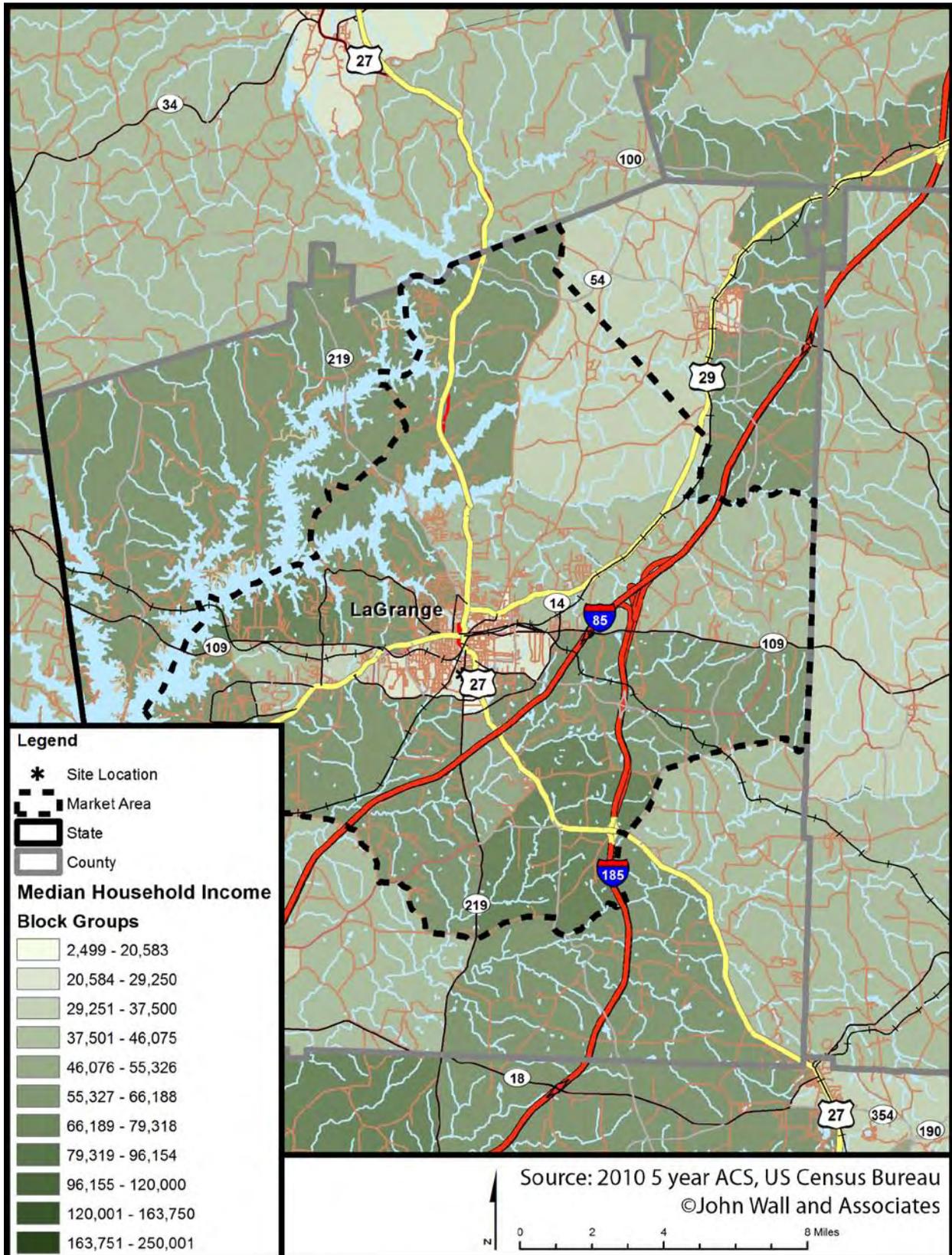
Change in Renter Household Income



Sources: 2010 and 2011-5yr ACS (Census)

The above table shows the change in renter households in various income ranges. The more current data is reflected on the left axis.

MEDIAN HOUSEHOLD INCOME MAP



G.3 DEMAND

G.3.1 DEMAND FROM NEW HOUSEHOLDS

G.3.1.1 NEW HOUSEHOLDS

It was shown in the Household Trends section of this study that 265 new housing units will be needed by the year of completion. It was shown in the Tenure section that the area ratio of rental units to total units is 27.7%. Therefore, 30 of these new units will need to be rental.

The table "Percent of Renter Households in Appropriate Income Ranges for the Market Area" shows the percentage of renter households in various income ranges. These percentages are applied to the total number of new rental units needed to arrive at the *number* of new rental units needed in the relevant income categories:

New Renter Households in Each Income Range for the Market Area

	New Renter Households	Percent Income Qualified	Demand due to new Households
50% AMI: \$0 to \$19,500	30	41.1%	12
60% AMI: \$0 to \$28,080	30	54.4%	16
80% AMI: \$0 to \$33,280	30	63.9%	19
Overall Tax Credit: \$0 to \$28,080	30	54.4%	16
Overall Project: \$0 to \$33,280	30	63.9%	19

Source: John Wall and Associates from figures above

G.3.2 DEMAND FROM EXISTING HOUSEHOLDS

G.3.2.1 DEMAND FROM RENT OVERBURDEN HOUSEHOLDS

A household is defined as rent overburdened when it pays 30% or more of its income on gross rent (rent plus utilities). Likewise, the household is *severely* rent overburdened if it pays 35% or more of its income on gross rent.

For tax credit units *without* rental assistance, households may pay 35% of their incomes for gross rent. Therefore, up to 35% of income for gross rent is used in establishing affordability in the "Demand from New Households" calculations. Hence, only *severely* (paying in excess of 35%) rent overburdened households are counted as a source of demand for tax credit units without rental assistance.

For units *with* rental assistance (tenants pay only 30% of their income for gross rent), any households paying more than 30% for gross rent would benefit by moving into the unit so all overburdened households in the relevant income range are counted as a source of demand.

The following table presents data on rent overburdened households in various income ranges.

Percentage of Income Paid For Gross Rent (Renter Households in Specified Housing Units)

	<u>State</u>		<u>County</u>		<u>Market Area</u>		<u>City</u>	
Less than \$10,000:	190,971		1,934		1,592		1,351	
30.0% to 34.9%	4,618	2.4%	64	3.3%	36	2.3%	36	2.7%
35.0% or more	125,483	65.7%	1,394	72.1%	1,118	70.2%	927	68.6%
\$10,000 to \$19,999:	211,255		1,878		1,500		1,285	
30.0% to 34.9%	12,078	5.7%	85	4.5%	72	4.8%	72	5.6%
35.0% or more	160,859	76.1%	1,498	79.8%	1,223	81.5%	1,036	80.6%
\$20,000 to \$34,999:	266,127		2,026		1,818		1,441	
30.0% to 34.9%	43,588	16.4%	339	16.7%	328	18.0%	294	20.4%
35.0% or more	132,225	49.7%	723	35.7%	642	35.3%	489	33.9%
\$35,000 to \$49,999:	184,654		1,223		899		696	
30.0% to 34.9%	28,113	15.2%	117	9.6%	117	13.0%	75	10.8%
35.0% or more	28,063	15.2%	54	4.4%	46	5.1%	32	4.6%
\$50,000 to \$74,999:	171,087		1,164		983		720	
30.0% to 34.9%	8,716	5.1%	11	0.9%	11	1.1%	11	1.5%
35.0% or more	6,443	3.8%	27	2.3%	27	2.7%	27	3.8%
\$75,000 to \$99,999:	72,422		327		327		266	
30.0% to 34.9%	962	1.3%	0	0.0%	0	0.0%	0	0.0%
35.0% or more	734	1.0%	0	0.0%	0	0.0%	0	0.0%
\$100,000 or more:	61,553		209		209		209	
30.0% to 34.9%	401	0.7%	9	4.3%	9	4.3%	9	4.3%
35.0% or more	339	0.6%	28	13.4%	28	13.4%	28	13.4%

Source: 2011-5yr ACS (Census)

From the table above, the number of rent overburdened households in each appropriate income range can be estimated in the table below.

Rent Overburdened Households in Each Income Range for the Market Area

30% to 35% Overburden		<u>PBRA</u>		<u>PBRA</u>		<u>PBRA</u>		<u>Tx. Cr.</u>		<u>Overall</u>	
AMI											
Lower Limit			0		0		0		0		0
Upper Limit	Mkt. Area		19,500		28,080		33,280		28,080		33,280
	Households	%	#	%	#	%	#	%	#	%	#
Less than \$10,000:	36	1.00	36	1.00	36	1.00	36	1.00	36	1.00	36
\$10,000 to \$19,999:	72	0.95	68	1.00	72	1.00	72	1.00	72	1.00	72
\$20,000 to \$34,999:	328	—	0	0.54	177	0.89	290	0.54	177	0.89	290
\$35,000 to \$49,999:	117	—	0	—	0	—	0	—	0	—	0
\$50,000 to \$74,999:	11	—	0	—	0	—	0	—	0	—	0
\$75,000 to \$99,999:	0	—	0	—	0	—	0	—	0	—	0
\$100,000 or more:	9	—	0	—	0	—	0	—	0	—	0
Column Total	573		104		285		398		285		398

35%+ Overburden		<u>PBRA</u>		<u>PBRA</u>		<u>PBRA</u>		<u>Tx. Cr.</u>		<u>Overall</u>	
AMI											
Lower Limit			0		0		0		0		0
Upper Limit	Mkt. Area		19,500		28,080		33,280		28,080		33,280
	Households	%	#	%	#	%	#	%	#	%	#
Less than \$10,000:	1,118	1.00	1,118	1.00	1,118	1.00	1,118	1.00	1,118	1.00	1,118
\$10,000 to \$19,999:	1,223	0.95	1,162	1.00	1,223	1.00	1,223	1.00	1,223	1.00	1,223
\$20,000 to \$34,999:	642	—	0	0.54	346	0.89	568	0.54	346	0.89	568
\$35,000 to \$49,999:	46	—	0	—	0	—	0	—	0	—	0
\$50,000 to \$74,999:	27	—	0	—	0	—	0	—	0	—	0
\$75,000 to \$99,999:	0	—	0	—	0	—	0	—	0	—	0
\$100,000 or more:	28	—	0	—	0	—	0	—	0	—	0
Column Total	3,084		2,280		2,687		2,909		2,687		2,909

Source: John Wall and Associates from figures above

G.3.2.2 DEMAND FROM ELDERLY RENT OVERBURDENED HOUSEHOLDS

The table below shows elderly households that are rent overburdened.

Percent of Income Paid for Gross Rent by Age

	<u>State</u>		<u>County</u>		<u>Market Area</u>		<u>City</u>
Total:	1,158,069		8,761		7,327		5,968
Householder 15 to 24 years:	137,291		1,125		1,003		877
35.0 percent or more	67,266	49.0%	344	30.6%	273	27.2%	230
Householder 25 to 34 years:	331,658		2,035		1,683		1,416
35.0 percent or more	122,578	37.0%	1,017	50.0%	823	48.9%	741
Householder 35 to 64 years:	577,174		4,640		3,863		3,061
35.0 percent or more	215,622	37.4%	1,955	42.1%	1,596	41.3%	1,219
Householder 65 +	111,946		961		778		614
35.0 percent or more	48,680	43.5%	408	42.5%	391	50.3%	349

Source: 2011-5yr ACS (Census)

The following table shows the number of elderly rent overburdened households in the market area.

Rent Overburdened Elderly Households in the Market Area

	<u>Number</u>	<u>Percent</u>
55 +	1,029	49.8%
62 +	497	48.0%
65 +	391	50.3%

Source: 2011-5yr ACS (Census)

There are 497 elderly households in the 55+ age group. This number (497) will be multiplied by the percent of overburdened households in each income range from the *Rent Overburdened Households in Each Income Range for the Market Area* table above.

Elderly Rent Overburdened Households in Each Income Range for the Market Area

<u>AMI</u>	<u>PBRA</u>	<u>PBRA</u>	<u>PBRA</u>	<u>Tx. Cr.</u>	<u>Overall</u>
Elderly Rent Overburden HH in Age group	497	497	497	497	497
Rent Overburden HH in Income Range	0.739	0.871	0.943	0.871	0.94
Income Qualified Elderly Rent Overburden	367	433	469	433	469

Source: John Wall and Associates from numbers shown previously

G.3.2.3 DEMAND FROM SUBSTANDARD CONDITIONS

The Bureau of the Census defines substandard conditions as 1) lacking plumbing, or 2) 1.01 or more persons per room.

Substandard Occupied Units

	State	%	County	%	Market Area	%	City	%
Owner occupied:	2,332,685		15,472		11,231		4,962	
Complete plumbing:	2,323,576	100%	15,431	100%	11,204	100%	4,962	100%
1.00 or less	2,294,862	98%	15,295	99%	11,123	99%	4,937	99%
1.01 to 1.50	23,739	1%	124	1%	80	1%	25	1%
1.51 or more	4,975	0%	12	0%	1	0%	0	0%
Lacking plumbing:	9,109	0%	41	0%	27	0%	0	0%
1.00 or less	9,048	0%	41	0%	27	0%	0	0%
1.01 to 1.50	35	0%	0	0%	0	0%	0	0%
1.51 or more	26	0%	0	0%	0	0%	0	0%
Renter occupied:	1,158,069		8,761		7,327		5,968	
Complete plumbing:	1,148,344	99%	8,704	99%	7,270	99%	5,911	99%
1.00 or less	1,093,504	94%	8,096	92%	6,727	92%	5,469	92%
1.01 to 1.50	40,897	4%	357	4%	292	4%	191	3%
1.51 or more	13,943	1%	251	3%	251	3%	251	4%
Lacking plumbing:	9,725	1%	57	1%	57	1%	57	1%
1.00 or less	8,900	1%	57	1%	57	1%	57	1%
1.01 to 1.50	420	0%	0	0%	0	0%	0	0%
1.51 or more	405	0%	0	0%	0	0%	0	0%

Total Renter Substandard

600

Source: 2011-5yr ACS (Census)

From these tables, the need from substandard rental units can be drawn. There are 600 substandard rental units in the market area. Because 17.4% of the renter households have an elderly 55+ householder, we can determine there are 105 elderly substandard rental units.

From the figures above the number of substandard units in each appropriate income range can be estimated in the table below.

Substandard Conditions in Each Income Range for the Market Area

	Total Substandard Units	Percent Income Qualified	Demand due to Substandard
50% AMI: \$0 to \$19,500	105	41.1%	43
60% AMI: \$0 to \$28,080	105	54.4%	57
80% AMI: \$0 to \$33,280	105	63.9%	67
Overall Tax Credit: \$0 to \$28,080	105	54.4%	57
Overall Project: \$0 to \$33,280	105	63.9%	67

Source: John Wall and Associates from figures above

G.3.2.4 DEMAND FROM ELDERLY TENURE

Many elderly wish to remain in the same community but are unable to or do not want to "keep up with" all that owning a home requires. However, because apartments are either in too short supply or do not exist in their community, they are unable to make that move.

If the state's condition is interpreted to be the norm regarding the percentage of elderly that desire to rent, then the market area has a standard to be compared to.

Occupied Housing Units by Tenure and Age of Householder

	State		Market Area	
55+ Owners	1,022,337	79.2%	5,410	71.2%
55+ Renters	269,038	20.8%	2,189	28.8%
62+ Owners	670,968	79.7%	3,662	72.3%
62+ Renters	170,560	20.3%	1,402	27.7%
65+ Owners	527,965	79.6%	2,966	72.8%
65+ Renters	135,080	20.4%	1,110	27.2%

Source: 2010 Census

As can be seen in the above table, 20.3% of the state's elderly 55+ households rent, while 27.7% of the market area's elderly households rent. This indicates there should be little or no room in the market for apartments to house elderly homeowners who want to move into apartments.

Demand Due to Elderly Transition

	New Elderly Households Needed for Transition	Percent Income Qualified	Demand
50% AMI: \$0 to \$19,500	0	41.1%	0
60% AMI: \$0 to \$28,080	0	54.4%	0
80% AMI: \$0 to \$33,280	0	63.9%	0
Overall Tax Credit: \$0 to \$28,080	0	54.4%	0
Overall Project: \$0 to \$33,280	0	63.9%	0

G.4 DEMAND FOR NEW UNITS

The demand components shown in the previous section are summarized below.

	50% AMI: \$0 to \$19,500	60% AMI: \$0 to \$28,080	80% AMI: \$0 to \$33,280	Overall Tax Credit: \$0 to \$28,080	Overall Project: \$0 to \$33,280
New Housing Units Required	12	16	19	16	19
Rent Overburden Households	367	433	469	433	469
Substandard Units	43	57	67	57	67
Elderly Tenure	0	0	0	0	0
Demand	422	506	555	506	555
Less New Supply	0	0	0	0	0
NET DEMAND	422	506	555	506	555

* Numbers may not add due to rounding.

G.5 CAPTURE RATE ANALYSIS CHART

Capture Rate by Unit Size (Bedrooms) and Targeting

		<u>Units</u> <u>Proposed</u>	<u>Total</u> <u>Demand</u>	<u>Supply</u>	<u>Net</u> <u>Demand</u>	<u>Capture</u> <u>Rate</u>	<u>Absorption</u>	<u>Average</u> <u>Mkt. Rent</u>	<u>Mkt. Rent</u> <u>Range</u>	<u>Proposed</u> <u>Rents</u>
50% AMI	1 BR	7	84	0	84	8.3%	6-8	777	324-855	384
	2 BR	0	317	0	317	0.0%	—	779	370-960	—
	3 BR	0	21	0	21	0.0%	—	929	929-929	—
	4 BR	0	0	0	0	—	—	—	—	—
60% AMI	1 BR	13	101	0	101	12.9%	6-8	777	324-855	384
	2 BR	38	380	0	380	10.0%	6-8	779	370-960	463
	3 BR	9	25	0	25	36.0%	6-8	929	929-929	632
	4 BR	0	0	0	0	—	—	—	—	—
80% AMI	1 BR	1	111	0	111	0.9%	6-8	777	324-855	384
	2 BR	2	416	0	416	0.5%	6-8	779	370-960	463
	3 BR	0	28	0	28	0.0%	—	929	929-929	—
	4 BR	0	0	0	0	—	—	—	—	—
TOTAL for Project	50% AMI	7	422	0	422	1.7%	6-8	—	—	—
	60% AMI	60	506	0	506	11.9%	6-8	—	—	—
	80% AMI	3	555	0	555	0.5%	—	—	—	—
	All TC	67	506	0	506	13.2%	—	—	—	—
	Overall	70	555	0	555	12.6%	6-8	—	—	—

* Numbers may not add due to rounding.

The capture rate is not intended to be used in isolation. A low capture rate does not guarantee a successful development, nor does a high capture rate assure failure; the capture rate should be considered in the context of all the other indicators presented in the study. It is one of many factors considered in reaching a conclusion.

H. COMPETITIVE ANALYSIS (EXISTING COMPETITIVE RENTAL ENVIRONMENT)

This section contains a review of statistical data on rental property in the market area and an analysis of the data collected in the field survey of apartments in the area.

H.1 SURVEY OF APARTMENTS

John Wall and Associates conducted a survey of apartments in the area. All of the apartments of interest are surveyed. Some of them are included because they are close to the site, or because they help in understanding the context of the segment where the subject will compete. The full details of the survey are contained in the apartment photo sheets later in this report. A summary of the data focusing on rents is shown in the apartment inventory, also later in this report. A summary of vacancies sorted by rent is presented in the schedule of rents, units, and vacancies.

List of Apartments Surveyed

<u>Name</u>	<u>Units</u>	<u>Vacancy Rate</u>	<u>Type</u>	<u>Comments</u>
Amberwood	113	0.0%	Sec. 202	Comparable
Benjamin Harvey Hill	238	2.1%	Public Housing	Subject – present
Commons SunPark	120	2.5%	Conventional	Rent comp
Dunson School Apts	28	10.7%	HUD Elderly 62+	Comparable
Hillside (fka Fernwood)	54	0.0%	Conventional	Rent comp
Lucy Morgan	182	1.6%	Public Housing	
Sunridge Apartments	192	4.7%	Conventional	Rent comp
Tall Pines	115	0.0%	TC Bond/Sec 8	
Tucker Cottages (fka Azalea Mill Cottages)	50	0.0%	TC 55+(50%, 60%)	Comparable
Wood Glen	120	0.0%	Sec 8	

H.1.1 COMPARABLES

The apartments in the market most comparable to the subject are listed below:

Comparison of Comparables to Subject

<u>Development Name</u>	<u>Approximate</u>		<u>Reason for Comparability</u>	<u>Degree of Comparability</u>
	<u>Distance</u>			
Amberwood	2.4 miles		PBRA, elderly	High
Dunson School Apts	2.7 miles		PBRA, elderly	High
Tucker Cottages	2.0 miles		elderly	Good

The comparables selected all are elderly properties and are close to the subject.

H.1.2 APARTMENT INVENTORY

The apartment inventory follows this page. Summary information is shown for each apartment surveyed and detailed information is provided on individual property photo sheets.

H.1.3 SCHEDULE OF PRESENT RENTS, UNITS, AND VACANCIES

The present housing situation is examined in this section. The rents, number of units, and vacancies of the apartments listed in the apartment inventory (shown separately later) are summarized in the tables below. Rents, units, and vacancies are tabulated separately for the various bedroom sizes, a necessary step in making bedroom mix recommendations.

The table below shows surveyed apartment complexes *without* rent subsidy in or near the market area. The *pro forma* rents, as given by the developer, are shown in orange in the table below. These rents will be compared to the other apartments in the area, and especially the comparable apartments to determine if they are reasonable. In addition to seeing how the

APARTMENT INVENTORY

LaGrange, Georgia - PCN: 16-050

ID#	Apartment Name	Year Built vac%	Efficiency/Studio (e) One Bedroom			Two Bedroom			Three Bedroom			Four Bedroom			COMMENTS
			Units	Vacant	Rent	Units	Vacant	Rent	Units	Vacant	Rent	Units	Vacant	Rent	
	16-050 Subject (Proposed) Phoenix Landing 1200 Whitesville Road LaGrange	Proposed	7 13 1	P P P	PBRA PBRA PBRA	38 2	P P	PBRA PBRA	9	P	PBRA				RAD; TC (50, 60%); Elderly 55+ 3 RAD units w/o TC *Covered pavilion w/ BBQ & picnic tables, furnished arts & craft activity center
	13 Amberwood 815 N. Greenwood St. Bridgette Cathy (3-22-16) 706-884-0174	1984 0%	112	0	PBRA	1	0	PBRA							WL=17 Sec 202 *Meeting room and alarm system
	Benjamin Harvey Hill (Subject - Present) 201 Chatham Street LaGrange Ernest Pickett (3-7-16) 706-882-6416	1951 2.1%	34	1	PBRA	104	3	PBRA	80	1	PBRA	20	0	PBRA	WL=42 Public Housing
	Commons SunPark 1283 Hogansville Rd LaGrange Yvette (3-7-16) 706-882-4770	2009 2.5%	48	0	825-855	72	3	930-960 (1005-1035)							Special=No Dep.or Admin fees, see above WL=0 Conventional; Sec 8=not accepted *Business center, car wash, putting green and tanning facilities; **Storage and patio/balcony/ sunroom
	Dunson School Apts 9 S Barnard Ave LaGrange (3-22-16) 706-298-0584	1920s Rehab 2007 10.7%	28	3	PBRA										WL=a few HUD Elderly 62+ *Community room with kitchen and covered patio
	Hillside (fka Fernwood) Jackson St. LaGrange Anngie (3-7-16) 706-883-7527	Prior to 1980 0%				54	0	525							Conventional Refused to participate
	Lucy Morgan 611 Borton; Niles Street LaGrange Ernest Pickett (3-7-16) 706-882-6416	1950s 1.6%	26	0	PBRA	80	1	PBRA	56	2	PBRA	20	0	PBRA	WL=42 Public Housing 21 units total to be demolished
	Sunridge Apartments 1235 Hogansville Rd. LaGrange Yvette (3-8-16) 706-845-8446	2002 4.7%	48	3	714 (750-770)	100	3	796 (835)	44	3	929 (975)				Special=See rents above WL=0 Conventional; Sec 8=not accepted *Lake, volleyball court, business center, car wash area, storage area, boat parking and putting green; **Porch
	Tall Pines 150 Turner Street LaGrange Tina (3-22-16) 706-882-8754	1971 2002* 0%	18 26	0 0	PBRA PBRA	28	0	PBRA	35	0	PBRA	8	0	PBRA	WL=150 TC Bond/Sec 8 Funded 2001; *Rehabilitated
	Tucker Cottages (fka Azalea Mill Cottages) 301 Jordans Way LaGrange Kristy (3-31-16) 706-443-5131	2012 0%	1 4	0 0	324 418	9 36	0 0	370 489							WL=yes TC 55+(50%, 60%); Sec 8=yes *picnic pavilion, computer room
	Wood Glen 64 North Cary St. LaGrange Joyce (3-7-16) 706-884-8661	1982 0%	32	0	PBRA	64	0	PBRA	18	0	PBRA	6 *	0	PBRA	WL=100+ Sec 8 *Houses

Map Number	Complex:	Year Built:	Amenities								Appliances								Unit Features								Two-Bedroom									
			Laundry Facility	Tennis Court	Swimming Pool	Club House	Garages	Playground	Access/Security Gate	Other	Other	Refrigerator	Range/Oven	Dishwasher	Garbage Disposal	W/D Connection	Washer, Dryer	Microwave Oven	Other	Other	Fireplace	Free Cable	Furnished	Air Conditioning	Drapes/Blinds	Cable Pre-Wired	Utilities Included	Other	Other	Size (s.f.)	Rent					
	16-050 Subject (Proposed)	Proposed	x		x					*																				904	PBRA					
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall																							904	PBRA						
13	Amberwood	1984	x							x	*																		NA	PBRA						
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall																														
		0.0%	0.0%			0.0%																														
	Benjamin Harvey Hill	1951								x																										
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall																														
		2.9%	2.9%	1.3%	0.0%	2.1%																														
	Commons SunPark	2009	x	x	x	x				x	x	*																								
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall																														
		0.0%	4.2%			2.5%																														
	Dunson School Apts	1920s	x										*																							
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall																														
		10.7%				10.7%																														
	Hillside	Prior to	x																																	
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall																														
		0.0%				0.0%																														
	Lucy Morgan	1950s	x		x	x																														
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall																														
		0.0%	1.3%	3.6%	0.0%	1.6%																														
	Sunridge Apartments	2002	x	x	2	x	x						*																							
	Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall																														
		6.3%	3.0%	6.8%		4.7%																														

Map Number	Complex:	Year Built:	Amenities										Appliances								Unit Features								Two-Bedroom	
			Laundry Facility	Tennis Court	Swimming Pool	Club House	Garages	Playground	Access/Security Gate	Other	Other	Refrigerator	Range/Oven	Dishwasher	Garbage Disposal	W/D Connection	Washer, Dryer	Microwave Oven	Other	Other	Fireplace	Free Cable	Furnished	Air Conditioning	Drapes/Blinds	Cable Pre-Wired	Utilities Included	Other	Other	Size (s.f.)
	Tall Pines	1971	x				x					x	x									x	x	x	ws			812	PBRA	
	Vacancy Rates:	1 BR 0.0%	2 BR 0.0%	3 BR 0.0%	4 BR 0.0%	overall 0.0%																								
	Tucker Cottages	2012	x		x				*			x	x	x	x	x	x	x				x	x	x			1400-1860	370 489		
	Vacancy Rates:	1 BR 0.0%	2 BR 0.0%	3 BR	4 BR	overall 0.0%																								
	Wood Glen	1982					x					x	x		x							x		x	ws		905	PBRA		
	Vacancy Rates:	1 BR 0.0%	2 BR 0.0%	3 BR 0.0%	4 BR 0.0%	overall 0.0%																								

	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	7	1	P	730	PBRA
1 BR vacancy rate	13	1	P	730	PBRA
	1	1	P	730	PBRA
Two-Bedroom					
	38	1	P	904	PBRA
2 BR vacancy rate	2	1	P	904	PBRA
Three-Bedroom					
	9	2	P	1100	PBRA
3 BR vacancy rate					
Four-Bedroom					
4 BR vacancy rate					
TOTALS	70		0		

Complex: 16-050 Subject (Proposed)
 Phoenix Landing
 1200 Whitesville Road
 LaGrange

Map Number:

Year Built:
 Proposed

Last Rent Increase

Specials

Waiting List

Subsidies

RAD; TC (50, 60%); Elderly 55+
 3 RAD units w/o TC

Amenities

- Laundry Facility
- Tennis Court
- Swimming Pool
- Club House
- Garages
- Playground
- Access/Security Gate
- Fitness Center
- Other

Appliances

- Refrigerator
- Range/Oven
- Microwave Oven
- Dishwasher
- Garbage Disposal
- W/D Connection
- Washer, Dryer
- Ceiling Fan
- Other

Unit Features

- Fireplace
- Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- Other

Comments: *Covered pavilion w/ BBQ & picnic tables, furnished arts & craft activity center



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	112	1	0	489	PBRA
1 BR vacancy rate	0.0%				
Two-Bedroom					
2 BR vacancy rate	0.0%	1	1	0	NA PBRA
Three-Bedroom					
3 BR vacancy rate					
Four-Bedroom					
4 BR vacancy rate					
TOTALS	0.0%	113	0		

Complex:

Amberwood
 815 N. Greenwood St.
 Bridgette
 Cathy (3-22-16)
 706-884-0174

Map Number: 13

Year Built:

1984

Last Rent Increase

Specials

Waiting List

WL=17

Subsidies

Sec 202

Amenities

- Laundry Facility
- Tennis Court
- Swimming Pool
- Club House
- Garages
- Playground
- Access/Security Gate
- Fitness Center
- * Other

Appliances

- Refrigerator
- Range/Oven
- Microwave Oven
- Dishwasher
- Garbage Disposal
- W/D Connection
- Washer, Dryer
- Ceiling Fan
- Other

Unit Features

- Fireplace
- Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- Other

Comments: *Meeting room and alarm system



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	34	1	1		PBRA
1 BR vacancy rate	2.9%				
Two-Bedroom					
2 BR vacancy rate	2.9%				
Three-Bedroom	80	1	1		PBRA
3 BR vacancy rate	1.3%				
Four-Bedroom	20	1	0		PBRA
4 BR vacancy rate	0.0%				
TOTALS	2.1%	238	5		

Complex:

Benjamin Harvey Hill
 (Subject - Present)
 201 Chatham Street
 LaGrange
 Ernest Pickett (3-7-16)
 706-882-6416

Map Number:

Year Built:

1951

Last Rent Increase

Specials

Waiting List

WL=42

Subsidies

Public Housing

Amenities

- Laundry Facility
- Tennis Court
- Swimming Pool
- Club House
- Garages
- Playground
- Access/Security Gate
- Fitness Center
- Other

Appliances

- Refrigerator
- Range/Oven
- Microwave Oven
- Dishwasher
- Garbage Disposal
- W/D Connection
- Washer, Dryer
- Ceiling Fan
- Other

Unit Features

- Fireplace
- Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- Other

Comments:



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	48	1	0	1076	825-855
1 BR vacancy rate	0.0%				
Two-Bedroom					
2 BR vacancy rate	4.2%				(1005-1035)
Three-Bedroom					
3 BR vacancy rate					
Four-Bedroom					
4 BR vacancy rate					
TOTALS	2.5%	120	3		

Complex:

Commons SunPark
 1283 Hogansville Rd
 LaGrange
 Yvette (3-7-16)
 706-882-4770

Map Number:

Year Built:

2009

Last Rent Increase

Specials

Special=No Dep.or Admin fees,
 see above

Waiting List

WL=0

Subsidies

Conventional; Sec 8=not
 accepted

Amenities

- Laundry Facility
- Tennis Court
- Swimming Pool
- Club House
- Garages
- Playground
- Access/Security Gate
- Fitness Center
- * Other

Appliances

- Refrigerator
- Range/Oven
- Microwave Oven
- Dishwasher
- Garbage Disposal
- W/D Connection
- Washer, Dryer
- Ceiling Fan
- Other

Unit Features

- Fireplace
- tp Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- ** Other

Comments: *Business center, car wash, putting green and tanning facilities; **Storage and patio/balcony/sunroom



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	28	1	3	375-425	PBRA
1 BR vacancy rate	10.7%				
Two-Bedroom					
2 BR vacancy rate					
Three-Bedroom					
3 BR vacancy rate					
Four-Bedroom					
4 BR vacancy rate					
TOTALS	10.7%	28	3		

Complex:

Dunson School Apts
 9 S Barnard Ave
 LaGrange
 (3-22-16)
 706-298-0584

Map Number:

Year Built:

1920s
 Rehab 2007

Last Rent Increase

Specials

Waiting List

WL=a few

Subsidies

HUD Elderly 62+

Amenities

- Laundry Facility
- Tennis Court
- Swimming Pool
- Club House
- Garages
- Playground
- Access/Security Gate
- Fitness Center
- * Other

Appliances

- Refrigerator
- Range/Oven
- Microwave Oven
- Dishwasher
- Garbage Disposal
- W/D Connection
- Washer, Dryer
- Ceiling Fan
- Other

Unit Features

- Fireplace
- Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- Other

Comments: *Community room with kitchen and covered patio



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom					
1 BR vacancy rate					
Two-Bedroom					
2 BR vacancy rate	54	2	0	850	525
0.0%					
Three-Bedroom					
3 BR vacancy rate					
Four-Bedroom					
4 BR vacancy rate					
TOTALS	0.0%	54	0		

Complex:
 Hillside
 (fka Fernwood)
 Jackson St.
 LaGrange
 Anngie (3-7-16)
 706-883-7527

Map Number:

Year Built:
 Prior to
 1980

Last Rent Increase

Specials

Waiting List

Subsidies
 Conventional

Amenities

- Laundry Facility
- Tennis Court
- Swimming Pool
- Club House
- Garages
- Playground
- Access/Security Gate
- Fitness Center
- Other

Appliances

- Refrigerator
- Range/Oven
- Microwave Oven
- Dishwasher
- Garbage Disposal
- W/D Connection
- Washer, Dryer
- Ceiling Fan
- Other

Unit Features

- Fireplace
- Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- Other

Comments: Refused to participate



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	26	1	0	600	PBRA
1 BR vacancy rate	0.0%				
Two-Bedroom					
2 BR vacancy rate	1.3%				
Three-Bedroom					
3 BR vacancy rate	3.6%				
Four-Bedroom					
4 BR vacancy rate	0.0%				
TOTALS	1.6%	182	3		

Complex:

Lucy Morgan
 611 Borton; Niles Street
 LaGrange
 Ernest Pickett (3-7-16)
 706-882-6416

Map Number:

Year Built:

1950s

Last Rent Increase

Specials

Waiting List

WL=42

Subsidies

Public Housing

Amenities

- Laundry Facility
- Tennis Court
- Swimming Pool
- Club House
- Garages
- Playground
- Access/Security Gate
- Fitness Center
- Other

Appliances

- Refrigerator
- Range/Oven
- Microwave Oven
- Dishwasher
- Garbage Disposal
- W/D Connection
- Washer, Dryer
- Ceiling Fan
- Other

Unit Features

- Fireplace
- Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- Other

Comments: 21 units total to be demolished



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	48	1	3	796	714 (750)
1 BR vacancy rate	6.3%				
Two-Bedroom					
2 BR vacancy rate	3.0%				
Three-Bedroom					
3 BR vacancy rate	6.8%				
Four-Bedroom					
4 BR vacancy rate					
TOTALS	4.7%	192	9		

Complex: Sunridge Apartments

1235 Hogansville Rd.
LaGrange
Yvette (3-8-16)
706-845-8446

Map Number:

Year Built:
2002

Last Rent Increase

Specials
Special=See rents above

Waiting List
WL=0

Subsidies
Conventional; Sec 8=not accepted

- Amenities**
- Laundry Facility
 - Tennis Court
 - 2 Swimming Pool
 - Club House
 - Garages
 - Playground
 - Access/Security Gate
 - Fitness Center
 - * Other

- Appliances**
- Refrigerator
 - Range/Oven
 - Microwave Oven
 - Dishwasher
 - Garbage Disposal
 - W/D Connection
 - Washer, Dryer
 - Ceiling Fan
 - Other

- Unit Features**
- Fireplace
 - wstp Utilities Included
 - Furnished
 - Air Conditioning
 - Drapes/Blinds
 - Cable Pre-Wired
 - Free Cable
 - Free Internet
 - ** Other

Comments: *Lake, volleyball court, business center, car wash area, storage area, boat parking and putting green; **Porch



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio	18	1	0	600	PBRA
One-Bedroom	26	1	0	600	PBRA
1 BR vacancy rate	0.0%				
Two-Bedroom	28	1	0	812	PBRA
2 BR vacancy rate	0.0%				
Three-Bedroom	35	1	0	958	PBRA
3 BR vacancy rate	0.0%				
Four-Bedroom	8	1	0	1028	PBRA
4 BR vacancy rate	0.0%				
TOTALS	0.0%	115	0		

Complex:
 Tall Pines
 150 Turner Street
 LaGrange
 Tina (3-22-16)
 706-882-8754

Map Number:

Year Built:
 1971
 2002*

Last Rent Increase

Specials

Waiting List
 WL=150

Subsidies
 TC Bond/Sec 8

Amenities

- Laundry Facility
- Tennis Court
- Swimming Pool
- Club House
- Garages
- Playground
- Access/Security Gate
- Fitness Center
- Other

Appliances

- Refrigerator
- Range/Oven
- Microwave Oven
- Dishwasher
- Garbage Disposal
- W/D Connection
- Washer, Dryer
- Ceiling Fan
- Other

Unit Features

- Fireplace
- Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- Other

Comments: Funded 2001; *Rehabilitated



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	1	1	0	1210-1400	324
1 BR vacancy rate	0.0%	4	0		418
Two-Bedroom					
2 BR vacancy rate	0.0%	36	0	1400-1860	489
Three-Bedroom					
3 BR vacancy rate					
Four-Bedroom					
4 BR vacancy rate					
TOTALS	0.0%	50	0		

Complex:

Tucker Cottages
 (fka Azalea Mill Cottages)
 301 Jordans Way
 LaGrange
 Kristy (3-31-16)
 706-443-5131

Map Number:

Year Built:
 2012

Last Rent Increase

Specials

Waiting List
 WL=yes

Subsidies
 TC 55+(50%, 60%); Sec 8=yes

Amenities

- Laundry Facility
- Tennis Court
- Swimming Pool
- Club House
- Garages
- Playground
- Access/Security Gate
- Fitness Center
- * Other

Appliances

- Refrigerator
- Range/Oven
- Microwave Oven
- Dishwasher
- Garbage Disposal
- W/D Connection
- Washer, Dryer
- Ceiling Fan
- Other

Unit Features

- Fireplace
- Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- Other

Comments: *picnic pavillion, computer room



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	32	1	0	618	PBRA
1 BR vacancy rate	0.0%				
Two-Bedroom					
Two-Bedroom	64	1	0	905	PBRA
2 BR vacancy rate	0.0%				
Three-Bedroom					
Three-Bedroom	18	1.5	0	1275	PBRA
3 BR vacancy rate	0.0%				
Four-Bedroom					
Four-Bedroom	6 *	2	0	1350	PBRA
4 BR vacancy rate	0.0%				
TOTALS	0.0%	120	0		

Complex:

Wood Glen
64 North Cary St.
LaGrange
Joyce (3-7-16)
706-884-8661

Map Number:

Year Built:

1982

Last Rent Increase

Specials

Waiting List

WL=100+

Subsidies

Sec 8

Amenities

- Laundry Facility
- Tennis Court
- Swimming Pool
- Club House
- Garages
- Playground
- Access/Security Gate
- Fitness Center
- Other

Appliances

- Refrigerator
- Range/Oven
- Microwave Oven
- Dishwasher
- Garbage Disposal
- W/D Connection
- Washer, Dryer
- Ceiling Fan
- Other

Unit Features

- Fireplace
- Utilities Included
- Furnished
- Air Conditioning
- Drapes/Blinds
- Cable Pre-Wired
- Free Cable
- Free Internet
- Other

Comments: *Houses

pro forma rents compare in terms of absolute rents in the following table, it will be important to consider the amenities and locations of the other apartments.

Schedule of Rents, Number of Units, and Vacancies for *Unassisted* Apartment Units

1-Bedroom Units			2-Bedroom Units			3-Bedroom Units			4-Bedroom Units		
Rents	Units	Vacancies	Rents	Units	Vacancies	Rents	Units	Vacancies	Rents	Units	Vacancies
PBRA	7	Subj. 50%	PBRA	38	Subj. 60%	PBRA	9	Subj. 60%	PBRA	20	0
PBRA	13	Subj. 60%	PBRA	2	Subj. Non-TC	PBRA	80	1	PBRA	20	0
PBRA	1	Subj. Non-TC	PBRA	1	0	PBRA	56	2	PBRA	8	0
PBRA	112	0	PBRA	104	3	PBRA	35	0	PBRA	6	0
PBRA	34	1	PBRA	80	1	PBRA	18	0			
PBRA	28	3	PBRA	28	0	929	44	3			
PBRA	26	0	PBRA	64	0						
PBRA	26	0	370	9	0						
PBRA	32	0	489	36	0						
324	1	0	525	54	0						
418	4	0	796	100	3						
714	48	3	945	72	3						
840	48	0									

Orange = Subject (proposed) Blue = Rental Assistance
 Red = Subject (present) Green = Tax Credit

	Efficiency	1-Bedroom	2-Bedrooms	3-Bedrooms	4-Bedrooms	TOTAL
Vacant Elderly Units	N/A	3	1	N/A	N/A	4
Total Elderly Units	0	145	126	0	0	271
Elderly Vacancy Rate	N/A	2.1%	0.8%	N/A	N/A	1.5%
Vacant Elderly Tax Credit Units	N/A	0	0	N/A	N/A	0
Total Elderly Tax Credit Units	0	5	45	0	0	50
Elderly Tax Credit Vacancy Rate	N/A	0.0%	0.0%	N/A	N/A	0.0%

Underline=Elderly/Older Persons; *b* = basic rent; *italics* = average rent; UR = under rehabilitation; UC = under construction; RU= in rent up; PL = planned; N/A = information unavailable
 Source: John Wall and Associates

A vacancy rate of 5.0% is considered normal. The overall vacancy rate in the elderly market is 1.5%. **The overall tax credit vacancy rate for elderly units is 0.0%.**

H.2 ADDITIONAL INFORMATION ON COMPETITIVE ENVIRONMENT

- **Vouchers and certificates available in the market area:**
 There are 420 public housing units in two developments owned by the local public housing authority. The overall vacancy rate of the housing authority is 1.9%. There are 42 people on the waiting list for a housing authority unit. The Georgia Department of Community Affairs administers 156 vouchers being used in Troup County. There are 202 people on the waiting list for a voucher who wish to reside in Troup County.
- **Lease up history of competitive developments:**
 No information is available.
- **Tenant profiles of existing phase:**
 Not applicable.
- **Additional information for rural areas lacking sufficient comps:**
 Not applicable.

H.3 APARTMENT LOCATIONS MAP

APARTMENT LOCATIONS MAP



H.4 AMENITY ANALYSIS

DEVELOPMENT AMENITIES:

Laundry room, clubhouse/community center, covered pavilion with BBQ and picnic tables and furnished arts and craft activity center

UNIT AMENITIES:

Refrigerator, stove, microwave, dishwasher, washer/dryer connections, HVAC, blinds, and pre-wired telephone/cable

UTILITIES INCLUDED:

Trash

The subject's amenities, on average, are pretty comparable to those of other properties in the market area. Some have a few more development amenities, but this is usually the case in higher rent properties.

H.5 SELECTION OF COMPS

See H1 and H7

H.6 LONG TERM OCCUPANCY

In light of vacancy and stabilization rates in the local market area, the subject should not have any difficulty maintaining 93% stabilized occupancy or better.

H.7 NEW "SUPPLY"

DCA requires comparable units built since the base year to be deducted from demand. Only comparable units within comparable complexes will be deducted from demand, as indicated by the asterisks.

Apartment Units Built or Proposed Since the Base Year

<u>Development Name</u>	<u>Year Built</u>	<u>Units With Rental Assistance</u>	<u>30% AMI, No Rental Assistance</u>	<u>50% AMI, No Rental Assistance</u>	<u>60% AMI, No Rental Assistance</u>	<u>Above Moderate Income</u>	<u>TOTAL</u>
NONE							

* Units that will be deducted from demand; parenthetical numbers indicate partial comparability. I.e., 100(50*) indicates that there are 100 new units of which only half are comparable.

There are no new units to deduct from demand.

H.8 AVERAGE MARKET RENT AND RENT DIFFERENTIAL

See the apartment inventory, amenities chart, and community photo sheets previously for in depth comparisons of the subject to each complex surveyed. Total units, mix, rents, occupancy and other relevant details are shown in full on the apartment inventory.

Because all the subject units have rents based on income, it is not possible to calculate a meaningful market rent advantage.

H.9 INFORMATION ON OTHER DCA PROPERTIES

See the Schedule of Rents Units and Vacancies along with the Apartment Inventory and the Photo Sheets.

H.10 RENTAL TRENDS IN THE MARKET AREA

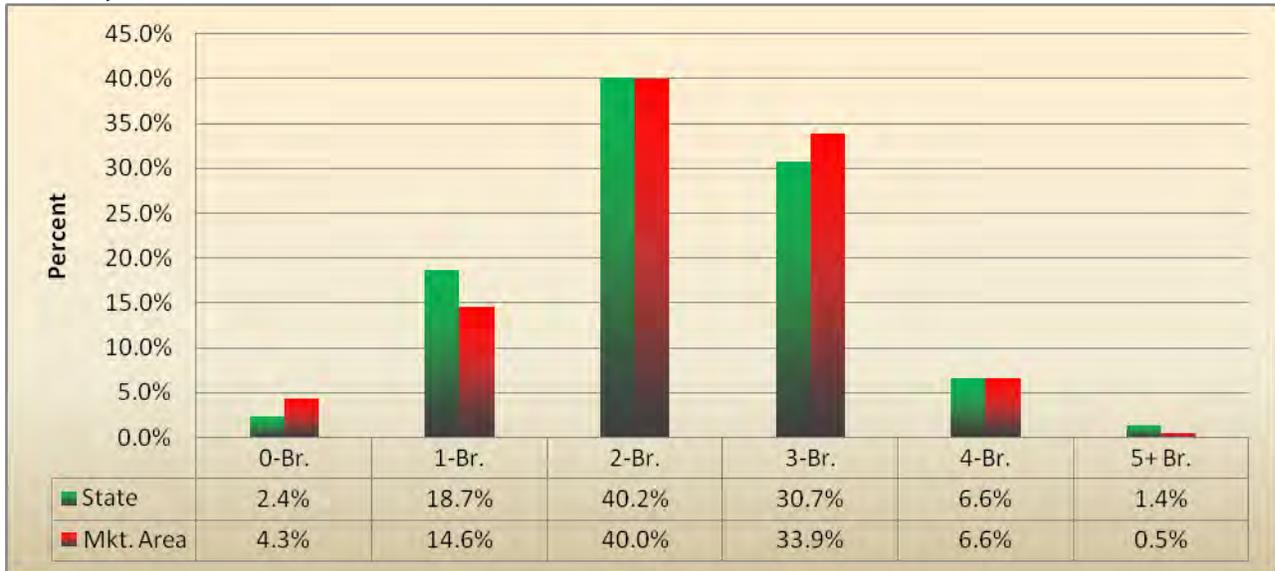
H.10.1 TENURE

Tenure by Bedrooms

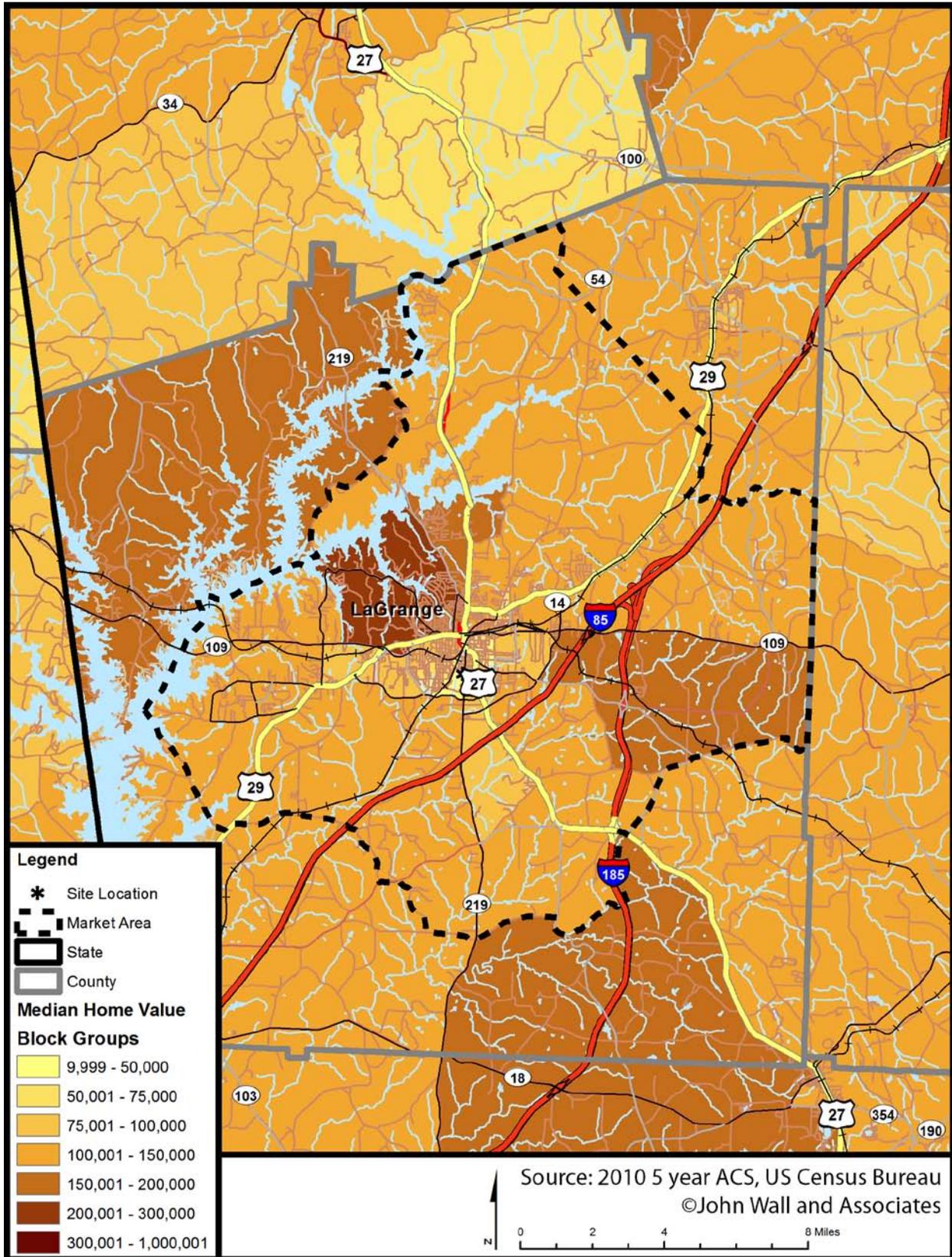
	<u>State</u>	<u>%</u>	<u>County</u>	<u>%</u>	<u>Market Area</u>	<u>%</u>	<u>City</u>	<u>%</u>
Owner occupied:	2,332,685		15,472		11,231		4,962	
No bedroom	4,417	0.2%	15	0.1%	2	0.0%	0	0.0%
1 bedroom	26,411	1.1%	157	1.0%	116	1.0%	102	2.1%
2 bedrooms	287,996	12.3%	2,481	16.0%	1,663	14.8%	951	19.2%
3 bedrooms	1,222,483	52.4%	8,789	56.8%	6,263	55.8%	2,528	50.9%
4 bedrooms	583,405	25.0%	3,245	21.0%	2,589	23.1%	1,208	24.3%
5 or more bedrooms	207,973	8.9%	785	5.1%	599	5.3%	173	3.5%
Renter occupied:	1,158,069		8,761		7,327		5,968	
No bedroom	27,595	2.4%	372	4.2%	315	4.3%	303	5.1%
1 bedroom	216,637	18.7%	1,340	15.3%	1,072	14.6%	1,016	17.0%
2 bedrooms	465,282	40.2%	3,507	40.0%	2,932	40.0%	2,625	44.0%
3 bedrooms	355,507	30.7%	2,943	33.6%	2,485	33.9%	1,727	28.9%
4 bedrooms	76,955	6.6%	513	5.9%	483	6.6%	261	4.4%
5 or more bedrooms	16,093	1.4%	86	1.0%	40	0.5%	36	0.6%

Source: 2011-5yr ACS (Census)

Tenure by Bedrooms for the State and Market Area



MEDIAN HOME VALUE MAP



H.11 IMPACT OF FORECLOSED, ABANDONED, ETC. PROPERTIES

There is no evidence of any adverse impact due to foreclosure or abandonment.

H.12 PRIMARY HOUSING VOIDS

There is a need for more units with rental assistance in the market area.

H.13 LONG TERM IMPACT

The subject will have no long term impact on the occupancy of other assisted properties.

H.14 BUILDING PERMITS ISSUED

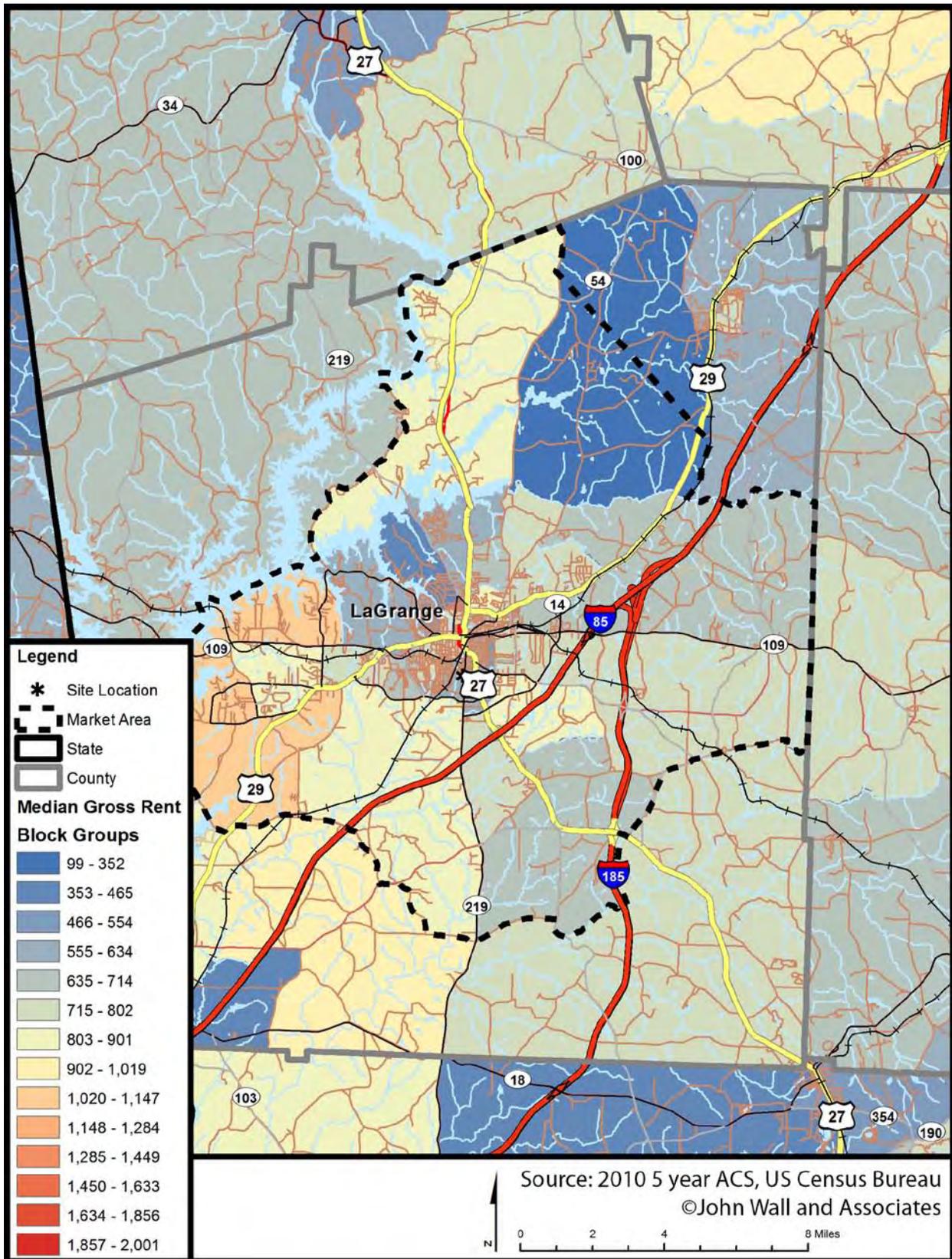
Building permits are an indicator of the economic strength and activity of a community. While permits are never issued for a market area, the multi-family permits issued for the county and town are an indicator of apartments recently added to the supply:

Building Permits Issued

Year	County			City		
	Total	Single Family	Multi-Family	Total	Single Family	Multi-Family
2000	590	324	266	353	87	266
2001	375	309	66	116	58	58
2002	458	353	105	180	77	103
2003	459	432	27	145	140	5
2004	545	438	107	205	121	84
2005	444	442	2	180	178	2
2006	468	456	12	206	206	0
2007	576	444	132	333	211	122
2008	208	188	20	78	58	20
2009	401	113	288	337	49	288
2010	140	80	60	81	21	60
2011	95	95	0	62	62	0
2012	62	62	0	17	17	0
2013	118	118	0	44	44	0
2014	133	133	0	38	38	0

Source: C-40, U.S. Dept. of Commerce, Bureau of the Census, "Housing Units Authorized by Building Permits"

MEDIAN GROSS RENT MAP



I. ABSORPTION & STABILIZATION RATES

Given reasonable marketing and management, the development should be able to rent up to 93% occupancy within 6 to 8 months — a few months longer if the development is completed in November, December, or January. The absorption rate determination considers such factors as the overall estimate of new household growth, the available supply of competitive units, observed trends in absorption of comparable units, and the availability of subsidies and rent specials. The absorption period is considered to start as soon as the first units are released for occupancy.

J. INTERVIEWS

The following interviews were conducted regarding demand for the subject.

J.1 ECONOMIC DEVELOPMENT

According to LaGrange, Georgia's Economic Development Department, there has been one company within the past year to locate or expand in the county. Jindal Films Americas (JFA), a global leader in the manufacturing of specialty films for packaging and labels, announced in December 2015 it will relocate its U.S. Research and Development (R&D) Center and national headquarters to Troup County. JFA will expand an existing manufacturing facility in LaGrange, creating 240 new jobs.

On the down side, according to the Georgia Department of Economic Development's WARN logs, there have been three companies to close or to downsize in the county resulting in a total of 342 jobs lost. Johnson Controls Inc. in West Point had layoffs with 103 jobs lost. Community Action for Improvement in LaGrange had layoffs with 200 jobs lost, and Yanfeng Automotive Interiors had layoffs in West Point with 39 jobs lost.

K. CONCLUSIONS AND RECOMMENDATIONS

The subject, as proposed, should be successful. See also Executive Summary.

L. SIGNED STATEMENT REQUIREMENTS

See signed statement in front matter.

M. MARKET STUDY REPRESENTATION

DCA may rely on the representations made in the market study to be true and accurate to the best knowledge of John Wall and Associates. DCA may assign the market study to other lenders who are parties to the DCA loan transaction.

N. NCHMA MARKET STUDY INDEX/CHECKLIST

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

B. Description and Procedure for Completing: The following components have been addressed in this market study. The page number of each component is noted below. Each component is fully discussed on that page or pages. In cases where the item is not relevant, the author has indicated 'N/A' or not applicable. Where a conflict with or variation from client standards or client requirements exists, the author has indicated a 'V' (variation) with a comment explaining the conflict. (More detailed notations or explanations also acceptable)

C. Checklist:

1. Executive Summary	8	31. Existing rental housing discussion	60
2. Concise description of the site and adjacent parcels	12	32. Area building permits	67
3. Development summary	17	33. Comparable property discussion	*
4. Precise statement of key conclusions	70	34. Comparable property profiles	*
5. Recommendations and/or modification to development discussion	13	35. Area vacancy rates, including rates for Tax Credit and government-subsidized	64
6. Market strengths and weaknesses impacting development	13	36. Comparable property photos	*
7. Lease-up projection with issues impacting performance	15	37. Identification of waiting lists	*
8. Development description with exact number of bedrooms and baths proposed, income limitation, proposed rents and utility allowances	17	38. Narrative of subject property compared to comparable properties	V
9. Utilities (and utility sources) included rent and paid by landlord or tenant?	17	39. Discussion of other affordable housing options including homeownership	NA
10. Development design description	17	40. Discussion of subject property on existing housing	67
11. Unit and development amenities; parking	17	41. Map of comparable properties	63
12. Public programs included	17	42. Description of overall rental market including share of market-rate and affordable properties	64
13. Date of construction/preliminary completion	18	43. List of existing and proposed LIHTC properties	61, V
14. Reference to review/status of development plans	NA	44. Interviews with area housing stakeholders	70
15. Target population description	17	45. Availability of Housing Choice Vouchers	70
16. Market area/secondary market area description	33	46. Income levels required to live at subject site	50
17. Description of site characteristics	19	47. Market rent and programmatic rent for subject	NA, 50
18. Site photos/maps	26	48. Capture rate for property	16
19. Map of community services	63	49. Penetration rate for area properties	60V
20. Visibility and accessibility evaluation	19	50. Absorption rate discussion	15
21. Crime information	NA	51. Discussion of future changes in housing population	34
22. Population and household counts	34	52. Discussion of risks or other mitigating circumstances impacting development projection	13
23. Households by tenure	36	53. Preparation date of report	2
24. Distribution of income	39	54. Date of field work	19
25. Employment by industry	42	55. Certification	8
26. Area major employers	46	56. Statement of qualifications	16
27. Historical unemployment rate	44	57. Sources of data	**
28. Five-year employment growth	44	58. Utility allowance schedule	17
29. Typical wages by occupation	44		
30. Discussion of commuting patterns of area workers	33		

* Information on comparable properties, including profiles, and photographs, appear on the unnumbered photosheets, following page 63.

38(V): Some textual comparison is made on page 61, while numeric comparisons are made on page 64 and on the apartment inventory.

43(V) The page referenced shows proposed and newly constructed properties. Other existing properties are identified on the unnumbered inventory.

49(V) The client market study guide defines capture rate the way NCHMA defines penetration rate.

** Data are sourced where they are used throughout the study.

O. BUSINESS REFERENCES

Ms. Laura Nicholson
SC State Housing Finance & Development Authority
Attn: Housing Development
300-C Outlet Pointe Boulevard
Columbia, South Carolina 29210
803/896-9194

Mr. Jay Ronca
Vantage Development
1544 S. Main Street
Fyffe, Alabama 35971
256/417-4920 ext. 224

Mr. Scott Farmer
North Carolina Housing Finance Agency
3508 Bush Street
Raleigh, North Carolina 37609
919/877-5700

P. RÉSUMÉS

JOHN WALL

EXPERIENCE

PRESIDENT

JWA, Inc., Anderson, South Carolina (June 1990 to Present)

JWA, Inc. is an information services company providing demographic and other types of data, as well as geographic information system services, mapping, and research to market analysts and other clients.

PRESIDENT

John Wall & Associates, Anderson, South Carolina (December 1982 to Present)

John Wall & Associates is a planning and analysis firm specializing in real estate market analysis and land development consultation. Initially, the firm concentrated on work in the southeastern portion of the United States. In 1990, the work was expanded to the entire United States. John Wall & Associates (Anderson, South Carolina office) has completed over 2,500 market analyses, the majority of these being for apartment projects (both government and conventional). The firm has also done many other types of real estate market analyses, shopping center master plans, industrial park master plans, housing and demographic studies, land planning projects, site analysis, location analysis, and GIS projects. Clients have included private developers, governments, syndicators, and lending institutions.

CHURCHILL STATESIDE GROUP INVESTMENT COMMITTEE, *(March 2011 to Present)*

MIDLAND MORTGAGE INVESTMENT COMMITTEE, MMI *(October 1992 to November 2001)*

MIDLAND ADVISORY SERVICES COMMITTEE, MAS *(October 1992 to November 2001)*

MIDLAND EQUITY COMMITTEE, MEC *(March 1995 to November 2001)*

VISITING PROFESSOR OF SITE PLANNING (Part-time)

Clemson University College of Architecture, Planning Dept., Clemson, South Carolina (1985 & 1986)

PLANNING DIRECTOR

Planning Department, City of Anderson, South Carolina (September 1980 to December 1982)

PLANNER

Planning Department, City of Anderson, South Carolina (December 1978 to September 1980)

CARTOGRAPHER

Oconee County Tax Assessors' Office, Walhalla, South Carolina (October 1976 to January 1977)

ASSISTANT ENGINEER

American Concrete Pipe Association, Vienna, Virginia (January 1969 to March 1969)

Professional Organization

Member Delegate, *National Council of Housing Market Analysts (NCHMA) (2002-Present)*

PUBLICATIONS

Conducting Market Studies in Rural Areas, NCHMA Publications

EDUCATION

Continuing Education, *National Council of Housing Market Analysts (2002-Present)*

Multifamily Accelerated Processing (MAP) Certificate, *HUD (May 2012)*

Real Estate Development, *Harvard University, Cambridge, Massachusetts (July 1989)*

Fundamentals of Real Estate Finance, *Harvard University, Cambridge, Massachusetts (July 1989)*

Management of Planning & Design Firms, *Harvard University, Cambridge, Massachusetts (August 1984)*

Master of City & Regional Planning, *Clemson University, Clemson, South Carolina (May 1980)*

BS Pre-Architecture, *Clemson University, Clemson, South Carolina (May 1978)*

Graduate of Manlius Military Academy, *Manlius, New York (June 1965)*

MILITARY

U.S. Navy, Interim Top Secret Clearance *(April 1969 to October 1973; Honorable Discharge)*

BOB ROGERS

EXPERIENCE

SENIOR MARKET ANALYST

John Wall and Associates, Anderson, South Carolina (1992 to Present)

Responsibilities include: development of housing demand methodology; development of computer systems and technologies; analysis of demographic trends; creation and production of analytic maps and graphics; CRA compliance; courtroom presentation graphics.

MANAGER

Institute for Electronic Data Analysis, Knoxville, Tennessee (1990 to 1992)

Responsibilities included marketing, training new employees and users of US Bureau of the Census data products, and custom research.

CONSULTANT

Sea Ray Boats, Inc., Knoxville, Tennessee (1991)

Project included using various statistical techniques to create customer profiles that the senior management team used to create a marketing strategy.

CONSULTANT

Central Transport, High Point, North Carolina (1990)

Project included research and analysis in the area of driver retention and how to improve the company's turnover ratio.

PROFESSIONAL ORGANIZATION

National Council of Housing Market Analysts (NCHMA)

Executive Committee Member (2004-2010)

Standards Committee Co-Chair (2006-2010)

Standards Committee Vice Chair (2004-2006)

Member delegate (2002-Present)

PUBLICATIONS

Senior Housing Options, NCHMA White Paper draft

Field Work for Market Studies, NCHMA White Paper, 2011

Ten Things Developers Should Know About Market Studies, Affordable Housing Finance Magazine, 2007

Selecting Comparable Properties (best practices), NCHMA publication 2006

EDUCATION

Continuing education, National Council of Housing Market Analysts (2002 to present)

Multifamily Accelerated Processing (MAP) Certificate, HUD (May 2012)

MBA Transportation and Logistics, The University of Tennessee, Knoxville, Tennessee (1991)

BS Business Logistics, Penn State, University Park, Pennsylvania (1989)

CHRIS PILLITERE

EXPERIENCE

FIELD ANALYST

John Wall & Associates, Anderson, South Carolina (2016 to present)

Responsibilities include: Collect multifamily rental housing information (both field and census); conduct site and location research. Analyze site and neighborhood characteristics. Evaluate comparable properties and transportation linkages.

RESEARCH ASSOCIATE

John Wall & Associates, Anderson, South Carolina (2015 to 2016)

Responsibilities include: Compile information for reports, interview city and economic development officials and apartment managers. Assist with various types of other research. Collect multifamily rental housing information (both field and census); conduct site and location research.

RESEARCH ASSISTANT

Clemson University, Clemson, South Carolina (2014 to 2015)

Responsibilities included: Assisting faculty members with data collection and preparation of current research projects.

INTRAMURAL SPORTS SUPERVISOR

University of Texas at Dallas, Richardson, Texas (2012 to 2014)

Responsibilities included: Overseeing intramural sports referees and supervising league and tournament play

EDUCATION

MA Economics, *Clemson University, Clemson, South Carolina (2015)*

BS Economics, *magna cum laude, University of Texas at Dallas, Richardson, Texas (2014)*