



**NOVOGRADAC  
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CERTIFIED PUBLIC ACCOUNTANTS

**A MARKET CONDITIONS AND  
PROJECT EVALUATION SUMMARY  
OF:**

# **THE MILL AT STONE VALLEY**

**A MARKET CONDITIONS AND PROJECT  
EVALUATION SUMMARY OF:**

**THE MILL AT STONE  
VALLEY**

Coy M. Holcomb Drive  
Ball Ground, Cherokee County, Georgia 30107

Effective Date: April 29, 2017  
Report Date: May 18, 2017

Prepared for:  
Mr. Brandon Dampier  
TISHCO Companies  
2409 Bemis Road  
Valdosta, Georgia 31602

Assignment Code: TIS601V.003

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May 18, 2017

Mr. Brandon Dampier  
COO  
TISCHO Companies  
2409 Bemis Road  
Valdosta, GA 31602

Re: Market Study - Application for The Mill at Stone Valley, located in Ball Ground, Cherokee County, Georgia

Dear Mr. Dampier:

At your request, Novogradac & Company LLP has performed a study of the multifamily rental market in the Ball Ground, Cherokee County, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project. We previously completed a market study for this property, with an effective date of May 15, 2013.

The purpose of this market study is to assess the viability of the proposed 74-unit family LIHTC project known as The Mill at Stone Valley. It will be a newly constructed affordable LIHTC project, with 64-revenue generating units, restricted to households earning 50 and 60 percent of the Area Median Income (AMI) or less with eight market-rate units and two non-revenue generating units. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions.

The scope of this report meets the requirements of Georgia Department of Community Affairs (DCA), including the following:

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

MR. BRANDON DAMPIER  
TISCHO COMPANIES  
MAY 18, 2017  
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This report contains, to the fullest extent possible and practical, explanations of the data, reasoning, and analyses that were used to develop the opinions contained herein. The report also includes a thorough analysis of the scope of the study, regional and local demographic and economic studies, and market analyses including conclusions. The depth of discussion contained in the report is specific to the needs of the client. Information included in this report is accurate and the report can be relied upon by DCA as a true assessment of the low-income housing rental market. This report was completed in accordance with DCA market study guidelines. We inform the reader that other users of this document may underwrite the LIHTC rents to a different standard than contained in this report.

The authors of this report certify that we are not part of the development team, owner of the Subject property, general contractor, nor are we affiliated with any member of the development team engaged in the development of the Subject property or the development's partners or intended partners. Please do not hesitate to contact us if there are any questions regarding the report or if Novogradac & Company LLP can be of further assistance. It has been our pleasure to assist you with this project.

Respectfully submitted,  
Novogradac & Company LLP



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- A. Assumptions & Limiting Conditions
- B. Subject & Neighborhood Photographs
- C. Qualifications
- D. Summary Matrix

# **A. EXECUTIVE SUMMARY**

## EXECUTIVE SUMMARY

### 1. Project Description

The Mill at Stone Valley will be a newly constructed family property located in Ball Ground, Cherokee County, Georgia, which will consist of two, two-story, walk-up residential buildings.

The following table illustrates the proposed unit mix.

PROPOSED RENTS							
Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2016 LIHTC Maximum Allowable Gross Rent	HUD Fair Market Rents
<i>50% AMI</i>							
1BR	768	10	\$447	\$118	\$565	\$633	\$820
2BR	956	4	\$513	\$142	\$655	\$760	\$949
3BR	1,119	1	\$602	\$173	\$775	\$877	\$1,253
<i>60% AMI</i>							
1BR	768	2	\$537	\$118	\$655	\$759	\$820
2BR	956	28	\$578	\$142	\$720	\$912	\$949
3BR	1,119	19	\$647	\$173	\$820	\$1,053	\$1,253
<i>Market Rate</i>							
3BR	1,119	8	\$700	\$0	\$700	N/A	\$1,253
<i>Non-Rental</i>							
3BR	1,119	2	N/A	N/A	N/A	N/A	N/A
<b>Total</b>		<b>74</b>					

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

Per the Georgia DCA 2017 guidelines, the market study analyst must use the maximum rent and income limits effective as of January 1, 2017. Therefore, we have utilized the 2016 maximum income and rent limits. All of the Subject's 50 and 60 percent AMI rents are below the 2016 LIHTC maximum allowable levels. The Subject's market-rate rents are below the HUD Fair Market rents. The Subject will offer a business center, community room, central laundry room, off-street parking, on-site management, and a picnic area, which many of the comparables do not offer. However, the Subject will lack exterior storage, washer/dryer units, a car wash, garage parking, and tennis courts, which several of the comparables offer.

### 2. Site Description/Evaluation

The Subject site is located at the southwest corner of Coy M Holcomb Drive, Canton-Ballground Highway, and Valley Street. The Subject site has good visibility and accessibility from Coy M. Holcomb Drive. The Subject site is currently vacant land. Surrounding uses consist of single-family residential, commercial, and institutional uses, as well as undeveloped land. Based on our inspection of the neighborhood, retail appeared to be 95 percent occupied. The Subject site is considered "Car-Dependent" by Walk Score with a rating of 15 out of 100. Crime risk indices in the Subject's area are considered low. The Subject site is considered a desirable building site for rental housing. The Subject is located in a mixed-use neighborhood. The uses surrounding the Subject are in good to excellent condition and the site has good proximity to locational amenities, most of which are within 1.1 miles of the Subject site.

### 3. Market Area Definition

The PMA is generally defined by a line from GA State Road 515 to the Pickens County line to the north. GA-515, 108, 143 and 140 make up the PMA boundary to the west. The southern boundary consists of Cumming Highway. The Cherokee and Pickens County lines define the PMA boundary to the east. This area

includes the cities of Ball Ground as well as portions of Canton and Jasper. The approximate distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 9 miles  
East: 7 miles  
South: 9 miles  
West: 8 miles

The PMA was defined based on interviews with the local housing authority and property managers at comparable properties. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2017 market study guidelines, we have not accounted for leakage in our demand analysis found later in this report. The farthest PMA boundary from the Subject is approximately 9 miles.

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

The population in the PMA and the MSA increased from 2000 to 2010, though the rate of growth slowed from 2010 to 2017. The rate of population and household growth is projected to increase through 2021. The current population of the PMA is 37,361 and is expected to be 39,420 in 2019. Renter households are concentrated in the lowest income cohorts, with 60.8 percent of renters in the PMA earning between \$10,000 and \$49,999 annually. The Subject will target households earning between \$19,371 and \$43,740 for its LIHTC units and up to \$72,900 for its market rate units; therefore, the Subject should be well-positioned to service this market. Overall, population growth and the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

According to *RealtyTrac* statistics, one in every 1,588 housing units nationwide was in some stage of foreclosure as of May 2017. The town of Ball Ground is experiencing a foreclosure rate of one in every 1,265 homes, while Cherokee County is experiencing foreclosure rate of one in every 2,318 homes and Georgia experienced one foreclosure in every 1,898 housing units. Overall, Ball Ground is experiencing a higher foreclosure rate than the nation, the state, and the county, indicating a recovering housing market. The Subject's neighborhood does not have a significant amount of abandoned or vacancy structures that would impact the marketability of the Subject.

#### **5. Economic Data**

The largest industries in the PMA are retail trade, construction, manufacturing, and healthcare/social assistance. These industries make up approximately 46.6 percent of total employment in the PMA. While the retail trade, construction, and manufacturing sectors are susceptible to layoffs during periods of economic downturn, the healthcare/social assistance sector tends to be more resilient during such periods. Despite being a volatile sector, there have been several recent employment expansions in the manufacturing industry, such as United Alloy, Adidas, and Inalfa Roof systems. Additionally, the county has added a number of jobs in the healthcare industry with the completion of the new Northside Hospital.

Overall, the MSA has experienced positive total employment growth from 2011 through February 2017. As of February 2017, total employment in the MSA was 9.0 percent above its pre-recession peak, while national employment was 3.7 percent above its pre-recession peak. The unemployment rate in the MSA as of February 2017 was 4.9 percent, which was the same as the national unemployment rate and significantly lower than the 2010 peak of 10.3 percent. Overall, local employment growth and declining unemployment is a positive indicator of demand for affordable rental housing and the Subject's proposed units.

#### **6. Project-Specific Affordability and Demand Analysis**

The following table illustrates the demand and capture rates for the Subject's proposed units.

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Proposed Rents
1BR at 50% AMI	\$19,371	\$27,000	10	191	0	191	5.2%	\$447
1BR at 60% AMI	\$22,457	\$32,400	2	221	0	221	0.9%	\$537
1BR Overall Affordable	\$19,371	\$32,400	12	408	0	408	2.9%	-
1BR Overall Project	\$19,371	\$32,400	12	408	0	408	2.9%	-
2BR at 50% AMI	\$22,457	\$30,400	4	185	0	185	2.2%	\$513
2BR at 60% AMI	\$24,686	\$36,480	28	214	0	214	13.1%	\$578
2BR Overall Affordable	\$22,457	\$36,480	32	395	0	395	8.1%	-
2BR Overall Project	\$22,457	\$36,480	32	395	0	395	8.1%	-
3BR at 50% AMI	\$26,571	\$36,450	1	107	0	107	0.9%	\$602
3BR at 60% AMI	\$28,114	\$43,740	19	124	0	124	15.4%	\$647
3BR Unrestricted	\$24,000	\$72,900	8	198	0	198	4.0%	\$700
3BR Overall Affordable	\$26,571	\$43,740	20	144	0	144	13.9%	-
3BR Overall Project	\$24,000	\$72,900	28	229	0	229	12.2%	-
50% AMI Overall	\$19,371	\$36,450	15	483	0	483	3.1%	-
60% AMI Overall	\$22,457	\$43,740	49	558	0	558	8.8%	-
Unrestricted Overall	\$24,000	\$72,900	8	198	0	198	4.0%	-
Overall Affordable	\$19,371	\$43,740	64	648	0	648	9.9%	-
Overall Project	\$19,371	\$72,900	72	1,033	0	1,033	7.0%	-

We believe these calculated capture rates are reasonable, particularly as these calculations do not considered demand from outside the PMA or standard rental household turnover. All capture rates are within Georgia DCA thresholds.

## 7. Competitive Rental Analysis

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes 10 “true” comparable properties containing 2,198 units. A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided on the following pages. A map illustrating the location of the Subject in relation to comparable properties is also provided on the following pages. The properties are further profiled in the following write-ups. The property descriptions include information on vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available.

The availability of LIHTC data is considered average. Only one of the LIHTC comparables is located within the PMA, while the others are located in nearby Canton and Jasper. Canton and Jasper are considered similar locations to Ball Ground in terms of median rent, median household income, and median home value. All of the LIHTC comparables were constructed or renovated between 1999 and 2005 and target families.

The availability of market-rate data is considered average. Two of the five market-rate comparables are located within the PMA, while the remaining market-rate comparables are located in nearby Canton. As previously explained, Canton is considered a similar location to Ball Ground with respect to median rent, median household income, and median home value. All of the market-rate comparables were constructed or renovated between 1994 and 2009. There are a limited number of new construction market-rate properties in the area. Overall, we believe the market-rate properties we have used in our analysis are the most comparable.

When comparing the Subject’s rents to the average comparable rent, we have not included surveyed rents at lower AMI levels given that this artificially lowers the average surveyed rent. Including rents at lower AMI levels does not reflect an accurate average rent for rents at higher income levels. For example, if the Subject

offers rents at the 50 and 60 percent of AMI levels, and there is a distinct difference at comparable properties between rents at the two AMI levels, we have not included the 50 percent of AMI rents in the average comparable rent for the 60 percent of AMI comparison.

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

**SUBJECT COMPARISON TO MARKET RENTS**

Unit Type	Subject Proposed Rent	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR @ 50% AMI	\$447	\$595	\$1,109	\$832	86%
2BR @ 50% AMI	\$513	\$588	\$1,259	\$903	76%
3BR @ 50% AMI	\$602	\$649	\$1,886	\$1,053	75%
1BR @ 60% AMI	\$537	\$630	\$1,109	\$854	59%
2BR @ 60% AMI	\$578	\$588	\$1,259	\$931	61%
3BR @ 60% AMI	\$647	\$649	\$1,886	\$1,116	72%
3BR Unrestricted	\$700	\$934	\$1,886	\$1,259	80%

As illustrated, the Subject’s proposed 50 and 60 percent rents as well as the Subject’s unrestricted rents are below the range of the surveyed comparables, both LIHTC and market-rate. Riverview Apartments is achieving the highest three-bedroom unrestricted rents in the market. Upon completion, the Subject will be considered most similar to Riverview Apartments as a market-rate property. This property was constructed in 2009 and exhibits good condition, which is considered slightly inferior to the anticipated excellent condition of the Subject upon completion. Riverview Apartments is located 9.4 miles from the Subject in Canton and offers a similar location. However, Riverview Apartments offers inferior property amenities in comparison to the proposed Subject, as it lacks central laundry facility and a playground, which the Subject will offer. Riverview Apartments offers superior in-unit amenities, as it offers hardwood floors, exterior storage, whirlpool tubs, and washer/dryer units, which the Subject will not offer. This property offers similar unit sizes to those of the proposed Subject. Overall, Riverview Apartments is considered slightly inferior to the proposed Subject. The lowest one and two-bedroom rents at Riverview Apartments are approximately 71 and 76 percent higher than the Subject’s one and two-bedroom rents at 60 percent AMI, respectively. Riverview Apartments’ three-bedroom rents are approximately 170 percent higher than the Subject’s unrestricted three-bedroom rents. Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer an advantage when compared to the average rents being achieved at comparable properties.

**8. Absorption/Stabilization Estimate**

We were able to obtain absorption information from one of the recently-constructed comparable properties. We have supplemented this absorption data with data collected from properties in neighboring cities, including Woodstock and Cumming. Absorption data from these properties is illustrated in the following table.

**ABSORPTION**

Property Name	Occupancy Type	Year Built	Number of Units	Units Absorbed / Month
Woodstock by Walton Phase II	Market	2017	408	93
Station 92 at Woodstock	Market	2015	272	15
Greystone Summit	Market	2014	216	36
River Ridge At Canton	LIHTC, Market	2009	356	<u>11</u>
<b>Average</b>				<b>39</b>

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. Absorption at the comparables ranges from 11 to 93 units per month, with an average absorption rate of 39 units per month.

As new construction, the Subject will likely experience an absorption rate more similar to the LIHTC comparable. At an absorption pace of 20 units per month, the Subject would likely experience an absorption period of three to four months.

## **9. Overall Conclusion**

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. Capture rates for the Subject are considered low for all units at all levels. If allocated, the Subject will be generally similar to superior to the existing LIHTC housing stock. The LIHTC comparables are currently fully-occupied, and four report maintaining waiting lists. These factors indicate demand for affordable housing. The Subject will offer a business center, community room, central laundry room, off-street parking, on-site management, and a picnic area, which many of the comparables do not offer. However, the Subject will lack exterior storage, washer/dryer units, a car wash, garage parking, and tennis courts, which several of the comparables offer. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the family LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered similar to superior in terms of condition to all of the comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties. In general, the Subject will be similar to superior to the comparable properties. Given the Subject's anticipated superior condition relative to the competition and demand for affordable housing evidenced by waiting lists and low vacancy at several LIHTC comparable properties, we believe that the Subject is feasible as proposed. We believe that it will fill a void in the market and will perform well.

**THE MILL AT STONE VALLEY – BALL GROUND, GEORGIA – MARKET STUDY**

**Summary Table:**

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

Development Name:	The Mill at Stone Valley	Total # Units:	74
Location:	Coy M. Holcomb Drive	# LIHTC Units:	64
	Ball Ground, Cherokee County, Georgia 30107		
PMA Boundary:	North: Line from GA State Road 515 to the Pickens County line; West: GA 515, 108, 143, and 140; South: Cumming Highway;		
East: Cherokee and Pickens County lines.	Farthest Boundary Distance to Subject:	9 miles	

**Rental Housing Stock (found on page 59 - 75)**

Type	# Properties*	Total Units	Vacant Units	Average Occupancy
All Rental Housing	9	1,263	19	98.5%
Market-Rate Housing	3	458	6	98.7%
<i>Assisted/Subsidized Housing not to include LIHTC</i>	2	64	N/Av	N/Av
<b>LIHTC</b>	4	741	12	98.4%
Stabilized Comps	9	1,263	19	98.5%
Properties in Construction & Lease Up	N/Ap	N/Ap	N/Ap	N/Ap

\*Only includes properties in PMA

Subject Development					Average Market Rent*			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
4	2BR at 50% AMI	1	956	\$513	\$903	\$0.94	76%	\$1,259	\$1.33
1	3BR at 50% AMI	2	1,119	\$602	\$1,053	\$0.94	75%	\$1,886	\$1.71
2	1BR at 60% AMI	1	768	\$537	\$854	\$1.11	59%	\$1,109	\$1.58
28	2BR at 60% AMI	1	956	\$578	\$931	\$0.97	61%	\$1,259	\$1.33
19	3BR at 60% AMI	2	1,119	\$647	\$1,116	\$1.00	72%	\$1,886	\$1.71
8	3BR Unrestricted	2	1,119	\$700	\$1,259	\$1.13	80%	\$1,886	\$1.71
2	3BR Non-rental	2	1,119	N/A	N/A	N/A	N/A	N/A	N/A

**Demographic Data (found on page 27-28)**

	2010		2017		July 2019	
Renter Households	3,198	100.0%	4,077	29.9%	4,329	30.2%
Income-Qualified Renter HHs (LIHTC)	1,948	60.9%	2,483	60.9%	2,636	60.9%

**Targeted Income-Qualified Renter Household Demand (found on pages 40 to 61)**

Type of Demand	30%	50%	60%	Market-rate	Overall Affordable	Overall Project*
Renter Household Growth	-	75	78	129	91	151
Existing Households (Overburdened + Substandard)	-	510	599	956	695	1,102
Homeowner conversion (Seniors)	-	-	-	-	-	-
<b>Total Primary Market Demand</b>	-	<b>586</b>	<b>677</b>	<b>1,085</b>	<b>786</b>	<b>1,253</b>
Less Comparable/Competitive Supply	-	0	0	0	0	0
<b>Adjusted Income-qualified Renter HHs**</b>	-	<b>586</b>	<b>677</b>	<b>1,085</b>	<b>786</b>	<b>1,253</b>

**Capture Rates (found on page 57)**

Targeted Population	30%	50%	60%	Market-rate	Overall Affordable	Overall Project
Capture Rate:	-	3.1%	8.8%	4.0%	9.9%	7.0%

\*Includes LIHTC and unrestricted (when applicable)

\*\*Not adjusted for demand by bedroom-type.

## **B. PROJECT DESCRIPTION**

## PROJECT DESCRIPTION

- 1. Project Address and Development Location:** The Subject site is located at the southwest corner of Canton-Ballground Highway, Coy M. Holcomb Drive, and Valley Street in Ball Ground, Cherokee County, Georgia 30107. The Subject site is currently vacant.
- 2. Construction Type:** The Subject will consist of two, two-story, walk-up residential buildings. The Subject will be new construction.
- 3. Occupancy Type:** Families.
- 4. Special Population Target:** None.
- 5. Number of Units by Bedroom Type and AMI Level:** See following property profile.
- 6. Unit Size, Number of Bedrooms and Structure Type:** See following property profile.
- 7. Rents and Utility Allowances:** See following property profile.
- 8. Existing or Proposed Project-Based Rental Assistance:** See following property profile.
- 9. Proposed Development Amenities:** See following property profile.

**THE MILL AT STONE VALLEY – BALL GROUND, GEORGIA – MARKET STUDY**

**The Mill At Stone Valley**

**Location** Coy M. Holcomb Street  
Ball Ground, GA 30107  
Cherokee County

**Units** 74

**Type** Garden

**Year Built / Renovated** 2019



**Market**

<b>Program</b>	@50%, @60%, Market, Non-Rental	<b>Leasing Pace</b>	n/a
<b>Annual Turnover Rate</b>	N/A	<b>Change in Rent (Past</b>	n/a
<b>Units/Month Absorbed</b>	n/a	<b>Concession</b>	n/a
<b>Section 8 Tenants</b>	N/A		

**Utilities**

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

**Unit Mix (face rent)**

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?
1	1	Garden (2 stories)	10	768	\$447	\$0	@50%	n/a	N/A	N/A	no
1	1	Garden (2 stories)	2	768	\$537	\$0	@60%	n/a	N/A	N/A	no
2	1	Garden (2 stories)	4	956	\$513	\$0	@50%	n/a	N/A	N/A	no
2	1	Garden (2 stories)	28	956	\$578	\$0	@60%	n/a	N/A	N/A	no
3	2	Garden (2 stories)	1	1,119	\$602	\$0	@50%	n/a	N/A	N/A	no
3	2	Garden (2 stories)	19	1,119	\$647	\$0	@60%	n/a	N/A	N/A	no
3	2	Garden (2 stories)	8	1,119	\$700	\$0	Market	n/a	N/A	N/A	no
3	2	Garden (2 stories)	2	1,119	N/A	\$0	Non-Rental	n/a	N/A	N/A	no

**Amenities**

<b>In-Unit</b>	Balcony/Patio Blinds Carpeting Central A/C Dishwasher Ceiling Fan Microwave Oven Refrigerator Washer/Dryer hookup	<b>Property</b>	Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Central Laundry Off-Street Parking On-Site Management Picnic Area Playground	<b>Security</b>	none
<b>Premium Services</b>	none			<b>Other</b>	none

**Comments**

This Subject property will consist of two-story walk-up garden-style buildings. Utility allowance for the one-, two-, and three-bedroom units are \$118, \$142, and \$173, respectively.

- 10. Scope of Renovations:** The Subject will be new construction.
- 11. Placed in Service Date:** Construction on the Subject is expected to begin in 2017 and be completed in July 2019.
- Conclusion:** The Subject will be an excellent-quality brick and fiber cement siding two-story walk-up, garden style apartment complex, comparable or superior to most of the inventory in the area. As new construction, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical obsolescence.

## **C. SITE EVALUATION**

1. **Date of Site Visit and Name of Inspector:** Brian Neukam visited the site on April 29, 2017.
2. **Physical Features of the Site:** The following illustrates the physical features of the site.

**Frontage:** The Subject site has frontage along Canton-Ballground Highway, Coy M Holcomb Drive, and Valley Street.

**Visibility/Views:** The Subject will be located near the corner of Canton-Ballground Highway, Coy M Holcomb Drive, and Valley Street. Visibility and views from the site will be good and will include vacant land, single-family residential uses, and a fire station.

**Surrounding Uses:** The following map illustrates the surrounding land uses.



Source: Google Earth, April 2017.

The Subject site is located near the corner of Coy M Holcomb Drive and Valley Street. The Subject site is currently vacant land. Adjacent north of the Subject site is wooded land. Directly east of the Subject site is the Ball Ground fire station, which recently opened in 2017. Several commercial and retail uses are located south of the Subject site. Adjacent west of the Subject site are townhomes and single-family homes. Based on our inspection of the neighborhood, retail appeared to be 95 percent occupied. However, there are a limited number of retail uses in the Subject's immediate neighborhood. The Subject site is considered "Car-Dependent" by *Walk Score* with a rating of 18 out of 100. The Subject site is considered a desirable building site for rental housing. The uses surrounding the Subject are in good to excellent condition, and the site has good proximity to locational amenities, most of which are within 1.1 miles of the Subject site.

**Positive/Negative Attributes of Site:**

The Subject's proximity to retail and other locational amenities as well as its surrounding uses, which are in good condition, are considered positive attributes. Additionally, the Subject site is within 0.8 miles of Interstate 575, which provides convenient access to other employment centers.

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

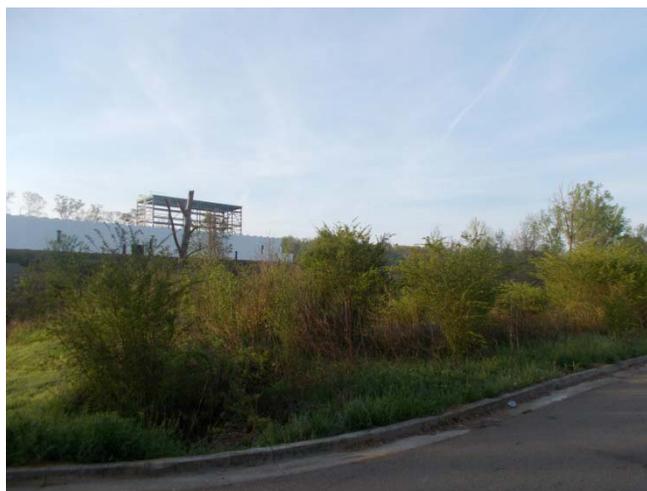
The Subject is located within 1.1 miles of most locational amenities.

**4. Pictures of Site and Adjacent Uses:**

The following are pictures of the Subject site and adjacent uses.



View of Subject site from Coy M Holcomb Drive



View of Subject site from Coy M Holcomb Drive



View west on Coy M Holcomb Drive



View of Subject site from Coy M Holcomb Drive



Paved drive through Subject site from Coy M Holcomb Drive



Subject site from Coy M Holcomb Drive



View north on Valley Street



View of Subject site from Valley Street



Convenience store in the Subject's neighborhood



View south on Canton-Ballground Highway



Vacant north on Canton-Ballground Highway



View of Subject site from Canton-Ballground Highway



Single-family home in Subject's neighborhood



Single-family home in Subject's neighborhood



Single-family home in Subject's neighborhood



Single-family home in Subject's neighborhood



Gas station in the Subject's neighborhood



Bank in the Subject's neighborhood



Railroad tracks parallel to Subject site



Healthcare and pharmacy in the Subject's neighborhood



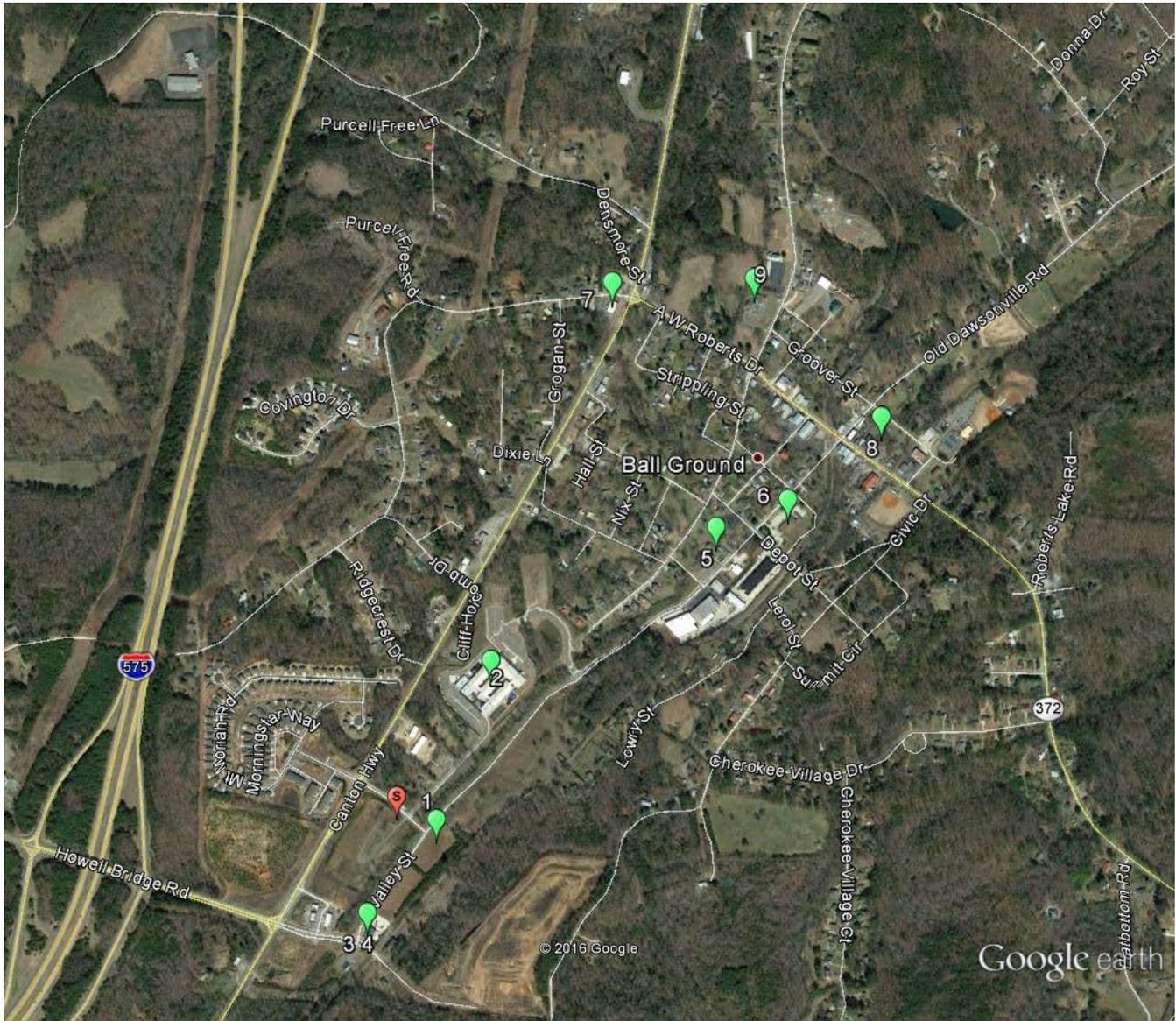
Fire department in the Subject's neighborhood



Construction of United Alloy Corporation manufacturing facility southeast of Subject site

**5. Proximity to Locational Amenities:**

The following table details the Subject's distance from key locational amenities.



Source: Google Earth, April 2017.

**LOCATIONAL AMENITIES**

Number	Service or Amenity	Distance from Subject
1	Ball Ground Fire Station #2	< 0.1 miles
2	Ball Ground Elementary	0.2 miles
3	Piedmont Physicians	0.3 miles
4	Ball Ground Pharmacy	0.3 miles
5	Ball Ground Police Dept	0.6 miles
6	US Post Office	0.7 miles
7	Regions Bank	0.9 miles
8	Martins General Store- Grocery	0.9 miles
9	Ball Ground Public Library	1.1 miles
10	*Walmart Supercenter-(Major Employer)	7.4 miles

\*Not shown on map

**6. Description of Land Uses**

The Subject site is located at the southwest corner of Coy M Holcomb Drive, Canton-Ballground Highway, and Valley Street. Adjacent north of the Subject site is wooded land. Ball Ground Elementary is located further north of the Subject site. To the south there are retail and commercial uses in average to good condition. Southwest of the Subject site United Alloy Corporation is construction a manufacturing facility. Lantern Walk is a subdivision west of the Subject site, which is comprised of townhomes and single-family homes in good condition. Directly east of the Subject site is the Ball Ground fire station, which was opened recently. Based on our inspection of the neighborhood, retail appeared to be 95 percent occupied. However, there are a limited number of retail uses in the Subject’s immediate neighborhood. The Subject site is considered “Car-Dependent” by *Walk Score* with a rating of 18 out of 100. The Subject site is considered a desirable building site for rental housing. The uses surrounding the Subject are in average to good condition and the site has good proximity to locational amenities, most of which are within 1.1 miles of the Subject site.

**7. Crime:**

The following table illustrates crime statistics in the Subject’s PMA compared to the MSA.

**2017 CRIME INDICES**

	PMA	Atlanta-Sandy Springs-Roswell, GA MSA
<b>Total Crime*</b>	<b>63</b>	<b>139</b>
<b>Personal Crime*</b>	<b>36</b>	<b>130</b>
Murder	44	155
Rape	51	88
Robbery	21	163
Assault	43	118
<b>Property Crime*</b>	<b>67</b>	<b>140</b>
Burglary	59	147
Larceny	71	134
Motor Vehicle Theft	53	178

Source: Esri Demographics 2017, Novogradac & Company LLP, April 2017

\*Unweighted aggregations

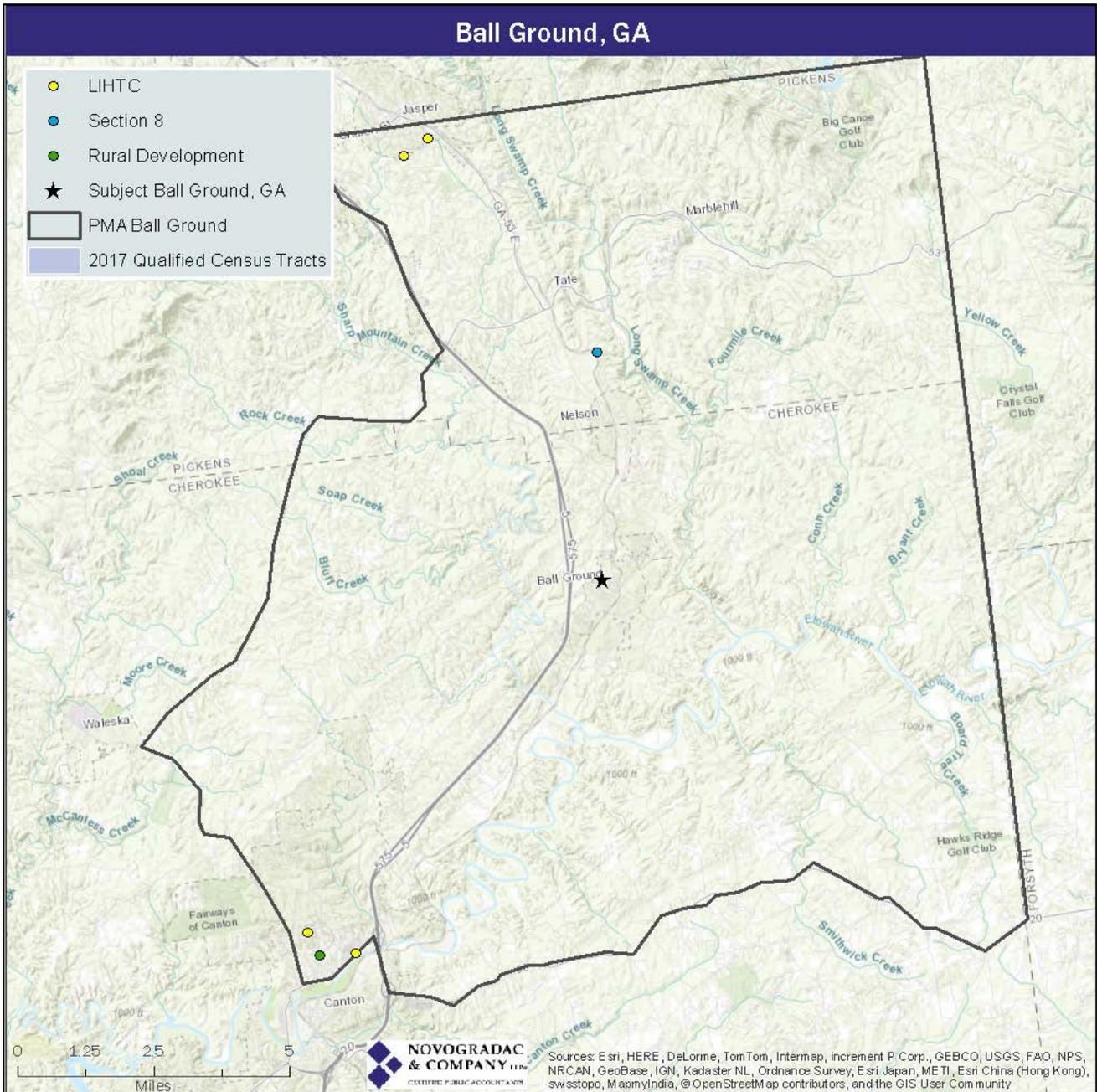
The total crime indices in the PMA are below that of the MSA and nation. The Subject will not offer any security features. Given the low crime index indices in the Subject’s neighborhood and the lack of features in the market, we believe the Subject’s lack of security features will be accepted in the market.

**8. Existing Assisted Rental Housing Property Map:**

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

AFFORDABLE PROPERTIES IN THE PMA

Property Name	Program	Location	Tenancy	# of Units	Map Color
The Mill at Stone Valley	LIHTC, Market, Non-rental	Ball Ground	Family	74	Star
River Ridge Apartments At Canton	LIHTC	Canton	Family	356	Yellow
Brooks Run Apts	LIHTC	Jasper	Family	24	
Fairfield Apts	LIHTC	Jasper	Family	48	
Canton Mill Lofts	LIHTC	Canton	Family	313	
Lakeview Apartments	Rural Development	Canton	Family	40	Green
Mount Calvary Place	Section 8	Tate	Family	24	Blue



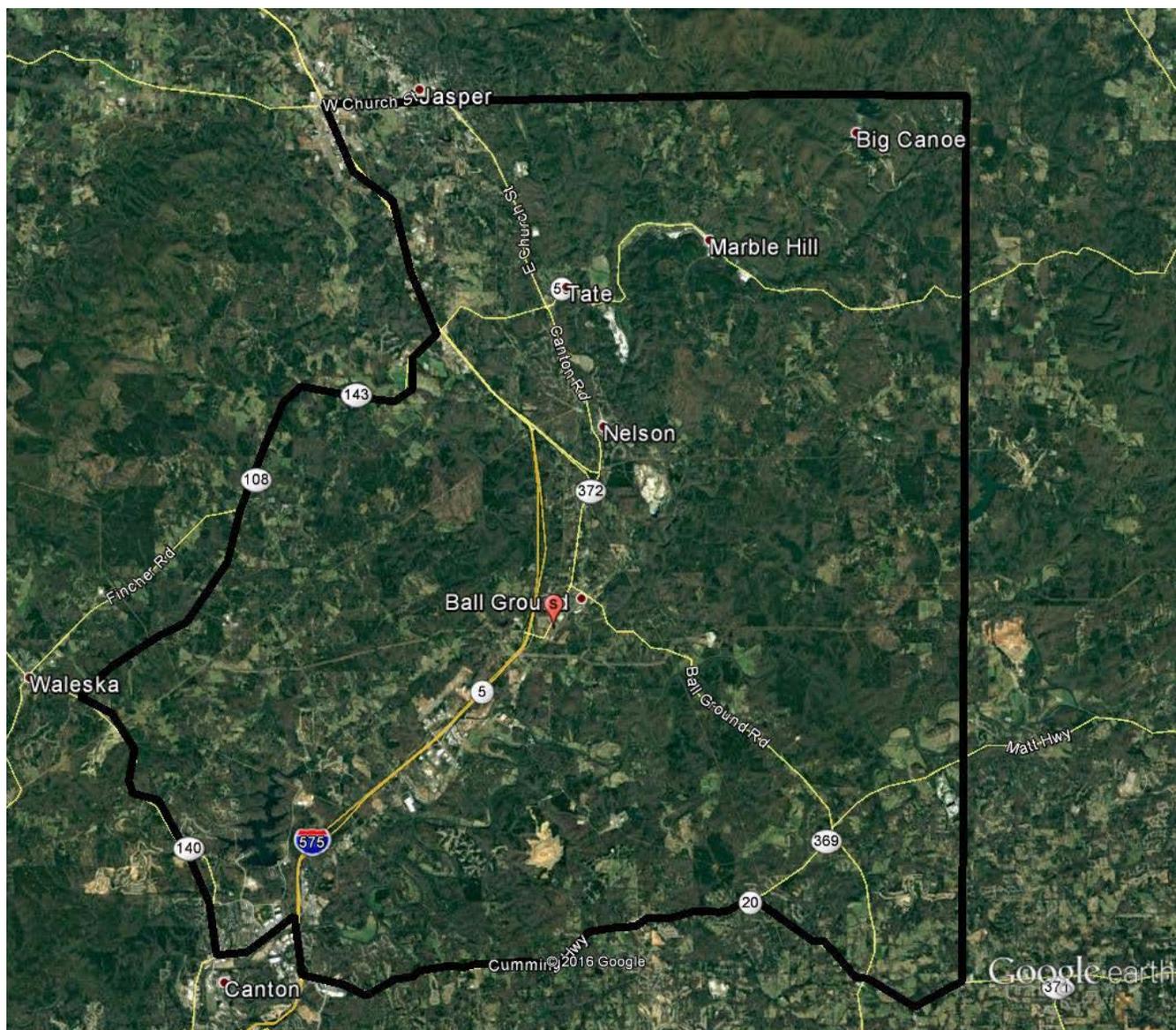
- 9. Road, Infrastructure or Proposed Improvements:** We did not witness any road, infrastructure or proposed improvements during our field work.
- 10. Access, Ingress-Egress and Visibility of Site:** The Subject site can be accessed from Coy M. Holcomb Drive, which is a two-lane neighborhood street. Coy M Holcomb Drive intersects Canton-Ballground Highway west of the Subject site and provides north-south access to Canton and Jasper. Overall, access and visibility are considered good.
- 11. Conclusion:** The Subject site is located at the southwest corner of Coy M Holcomb Drive, Canton-Ballground Highway, and Valley Street. The Subject site has good visibility and accessibility from Coy M. Holcomb Drive. The Subject site is currently vacant land. Surrounding uses consist of single-family residential, commercial, and institutional uses, as well as undeveloped land. Based on our inspection of the neighborhood, retail appeared to be 95 percent occupied. The Subject site is considered “Car-Dependent” by *Walk Score* with a rating of 15 out of 100. Crime risk indices in the Subject’s area are considered low. The Subject site is considered a desirable building site for rental housing. The Subject is located in a mixed-use neighborhood. The uses surrounding the Subject are in good to excellent condition and the site has good proximity to locational amenities, most of which are within 1.1 miles of the Subject site.

## **D. MARKET AREA**

## PRIMARY MARKET AREA

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

### Primary Market Area Map



Source: Google Earth, April 2017.

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

The PMA is generally defined by a line from GA State Road 515 to the Pickens County line to the north. GA-515, 108, 143 and 140 make up the PMA boundary to the west. The southern boundary consists of Cumming Highway. The Cherokee and Pickens County lines define the PMA boundary to the east. This area includes the cities of Ball Ground as well as portions of Canton and Jasper. The approximate distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 9 miles  
East: 7 miles  
South: 9 miles  
West: 8 miles

The PMA was defined based on interviews with the local housing authority and property managers at comparable properties. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2017 market study guidelines, we have not accounted for leakage in our demand analysis found later in this report. The farthest PMA boundary from the Subject is approximately 9 miles. The SMA is defined as the Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area (MSA), which consists of 30 counties in northwest Georgia and encompasses 8,726 square miles.

# **E. COMMUNITY DEMOGRAPHIC DATA**

## COMMUNITY DEMOGRAPHIC DATA

The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied to determine if the Primary Market Area (PMA) and MSA are areas of growth or contraction. The discussions will also describe typical household size and will provide a picture of the health of the community and the economy. The following demographic tables are specific to the populations of the PMA and MSA.

### 1. Population Trends

The following tables illustrate (a) Total Population, (b) Population by Age Group within the population in the MSA, the PMA and nationally from 2000 through 2021.

#### 1a. Total Population

The following table illustrates the total population within the PMA, SMA and nation from 2000 through 2021.

Year	POPULATION					
	PMA		Atlanta-Sandy Springs-Roswell, GA MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	23,155	-	4,263,438	-	281,421,906	-
2010	33,440	4.4%	5,286,728	2.4%	308,745,538	1.0%
2017	37,361	0.7%	5,665,958	0.4%	323,580,626	0.3%
Projected Mkt Entry July 2019	39,420	2.2%	5,864,633	1.4%	330,453,372	0.8%
2021	41,478	2.2%	6,063,308	1.4%	337,326,118	0.8%

Source: Esri Demographics 2017, Novogradac & Company LLP, April 2017

Between 2000 and 2010, the population of the PMA increased at a faster rate than did the population of the MSA and the nation. Population growth in the PMA slowed between 2010 and 2017, though it continued to outpace population growth in the MSA and the nation during the same period. Total population in the PMA is projected to increase at a 2.2 percent annual rate from 2017 to 2021 a growth rate above that of the MSA and the nation as a whole during the same time period. Overall, we believe that population growth in the PMA and SMA is a positive indication of demand for the Subject's proposed units.

#### 1b. Total Population by Age Group

The following table illustrates the total population within the PMA and SMA and nation from 2000 to 2021.

POPULATION BY AGE GROUP

Age Cohort	PMA				
	2000	2010	2017	Projected Mkt Entry July 2019	2021
0-4	1,583	2,261	2,395	2,509	2,622
5-9	1,561	2,406	2,497	2,595	2,693
10-14	1,616	2,346	2,621	2,736	2,851
15-19	1,469	2,102	2,321	2,473	2,625
20-24	1,315	1,839	2,060	2,130	2,200
25-29	1,591	1,923	2,222	2,307	2,392
30-34	1,765	1,982	2,320	2,493	2,666
35-39	1,962	2,403	2,427	2,638	2,849
40-44	1,831	2,473	2,581	2,632	2,682
45-49	1,578	2,564	2,615	2,657	2,698
50-54	1,591	2,328	2,583	2,620	2,656
55-59	1,351	2,083	2,525	2,598	2,671
60-64	1,172	2,132	2,307	2,472	2,637
65-69	912	1,670	2,222	2,334	2,445
70-74	704	1,210	1,637	1,882	2,126
75-79	513	731	942	1,135	1,328
80-84	333	539	559	655	750
85+	308	448	527	558	588
<b>Total</b>	<b>23,155</b>	<b>33,440</b>	<b>37,361</b>	<b>39,420</b>	<b>41,479</b>

Source: Esri Demographics 2017, Novogradac & Company LLP, April 2017

POPULATION BY AGE GROUP

Age Cohort	Atlanta-Sandy Springs-Roswell, GA MSA				
	2000	2010	2017	Projected Mkt Entry July 2019	2021
0-4	318,972	380,735	380,008	389,130	398,252
5-9	326,062	394,306	392,983	397,083	401,183
10-14	314,313	390,992	406,441	412,846	419,251
15-19	290,180	378,372	385,702	396,917	408,131
20-24	289,654	341,650	389,646	387,231	384,816
25-29	364,046	377,057	408,658	426,569	444,480
30-34	382,158	386,120	403,640	429,405	455,170
35-39	396,792	417,987	399,148	417,616	436,084
40-44	360,050	415,233	415,330	414,027	412,724
45-49	307,308	411,635	404,741	403,553	402,364
50-54	267,500	364,330	397,839	397,737	397,635
55-59	186,754	301,331	359,211	369,914	380,616
60-64	131,059	252,453	296,741	319,352	341,963
65-69	101,856	170,690	241,279	259,640	278,000
70-74	82,809	114,130	160,967	190,291	219,614
75-79	65,303	81,144	100,456	118,460	136,464
80-84	42,357	57,082	63,423	70,845	78,267
85+	36,265	51,481	59,745	64,020	68,294
<b>Total</b>	<b>4,263,438</b>	<b>5,286,728</b>	<b>5,665,958</b>	<b>5,864,633</b>	<b>6,063,308</b>

Source: Esri Demographics 2017, Novogradac & Company LLP, April 2017

The largest age cohorts in the PMA are between 25 and 29 and 40 and 44, which indicates the presence of families.

## 2. Household Trends

The following tables illustrate (a) Total Households and Average Household Size, (b) Household Tenure, (c) Households by Income, (d) Renter Households by Size within the population in the MSA, the PMA and nationally from 2000 through 2017.

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

The following tables illustrate the total number of households and average household size within the PMA, SMA and nation from 2000 through 2021.

#### HOUSEHOLDS

Year	PMA		Atlanta-Sandy Springs-Roswell, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	8,659	-	1,559,712	-	105,480,101	-
2010	12,336	4.2%	1,943,885	2.5%	116,716,292	1.1%
2017	13,613	0.6%	2,065,785	0.4%	121,786,233	0.3%
Projected Mkt Entry July 2019	14,310	2.0%	2,133,641	1.3%	124,240,251	0.8%
2021	15,006	2.0%	2,201,496	1.3%	126,694,268	0.8%

Source: Esri Demographics 2017, Novogradac & Company LLP, April 2017

#### AVERAGE HOUSEHOLD SIZE

Year	PMA		Atlanta-Sandy Springs-Roswell, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.65	-	2.68	-	2.59	-
2010	2.69	0.1%	2.68	0.0%	2.58	-0.1%
2017	2.73	0.1%	2.70	0.1%	2.59	0.0%
Projected Mkt Entry July 2019	2.74	0.2%	2.71	0.1%	2.59	0.1%
2021	2.75	0.2%	2.72	0.1%	2.60	0.1%

Source: Esri Demographics 2017, Novogradac & Company LLP, April 2017

Household growth in the PMA exceeded the MSA and nation between 2000 and 2010. Over the next five years, total household growth in the PMA is also projected to increase at a rate above that of the MSA and nation as a whole through 2021. The average household size in the PMA is slightly larger than the national average at 2.7 persons in 2017. Over the next five years, the average household size is projected to remain relatively similar.

### 2b. Households by Tenure

The table below depicts household growth by tenure from 2000 through 2021.

#### TENURE PATTERNS PMA

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	6,742	77.9%	1,917	22.1%
2017	9,536	70.1%	4,077	29.9%
Projected Mkt Entry July 2019	9,981	69.8%	4,329	30.2%
2021	10,426	69.5%	4,580	30.5%

Source: Esri Demographics 2017, Novogradac & Company LLP, April 2017

As the table illustrates, households within the PMA predominantly reside in owner-occupied residences. Nationally, approximately two-thirds of the population resides in owner-occupied housing units, and one-third resides in renter-occupied housing units. Therefore, there is a smaller percentage of renter-occupied units in the PMA than in the nation. The percentage of renter-occupied units in the PMA is expected to slightly increase through 2021, which is a positive indication of future demand for affordable housing.

### 2c. Household Income

The following table depicts renter household income in the PMA in 2017, market entry, and 2021.

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA						
Income Cohort	2017		Projected Mkt Entry July 2019		2021	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	349	8.6%	349	8.1%	349	7.6%
\$10,000-19,999	612	15.0%	592	13.7%	571	12.5%
\$20,000-29,999	727	17.8%	784	18.1%	842	18.4%
\$30,000-39,999	596	14.6%	626	14.5%	656	14.3%
\$40,000-49,999	547	13.4%	560	12.9%	573	12.5%
\$50,000-59,999	326	8.0%	362	8.4%	398	8.7%
\$60,000-74,999	288	7.1%	307	7.1%	325	7.1%
\$75,000-99,999	273	6.7%	312	7.2%	350	7.6%
\$100,000-124,999	138	3.4%	159	3.7%	179	3.9%
\$125,000-149,999	22	0.5%	26	0.6%	30	0.6%
\$150,000-199,999	148	3.6%	179	4.1%	209	4.6%
\$200,000+	49	1.2%	73	1.7%	97	2.1%
<b>Total</b>	<b>4,077</b>	<b>100.0%</b>	<b>4,329</b>	<b>100.0%</b>	<b>4,580</b>	<b>100.0%</b>

Source: HISTA Data / Ribbon Demographics 2017, Novogradac & Company LLP, April 2017

RENTER HOUSEHOLD INCOME DISTRIBUTION - Atlanta-Sandy Springs-Roswell, GA MSA						
Income Cohort	2017		Projected Mkt Entry July 2019		2021	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	88,882	11.4%	91,905	11.4%	94,927	11.4%
\$10,000-19,999	102,602	13.1%	106,091	13.1%	109,580	13.1%
\$20,000-29,999	102,524	13.1%	106,011	13.1%	109,497	13.1%
\$30,000-39,999	94,763	12.1%	97,985	12.1%	101,208	12.1%
\$40,000-49,999	79,647	10.2%	82,355	10.2%	85,063	10.2%
\$50,000-59,999	64,242	8.2%	66,426	8.2%	68,611	8.2%
\$60,000-74,999	72,241	9.2%	74,698	9.2%	77,154	9.2%
\$75,000-99,999	70,175	9.0%	72,561	9.0%	74,947	9.0%
\$100,000-124,999	40,205	5.1%	41,572	5.1%	42,939	5.1%
\$125,000-149,999	22,975	2.9%	23,756	2.9%	24,537	2.9%
\$150,000-199,999	22,045	2.8%	22,795	2.8%	23,545	2.8%
\$200,000+	22,796	2.9%	23,572	2.9%	24,347	2.9%
<b>Total</b>	<b>783,097</b>	<b>100.0%</b>	<b>809,727</b>	<b>100.0%</b>	<b>836,356</b>	<b>100.0%</b>

Source: HISTA Data / Ribbon Demographics 2017, Novogradac & Company LLP, April 2017

The Subject's LIHTC units will target tenants earning between \$19,371 and \$43,740. As the table above depicts, approximately 60.8 percent of renter households in the PMA are earning incomes between \$10,000 and \$49,999, which is comparable to the 48.5 percent of renter households in the MSA in 2017. For the projected market entry date of July 2019, these percentages are projected to remain relatively stable for the PMA and MSA.

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

The following table illustrates household size for all households in 2017, 2019 and 2021. To determine the number of renter households by number of persons per household, the total number of households is adjusted by the percentage of renter households.

**RENTER HOUSEHOLDS BY NUMBER OF PERSONS - PMA**

Household Size	2017		Projected Mkt Entry July 2019		2021	
	Number	Percentage	Number	Percentage	Number	Percentage
1 Person	1,400	34%	1,494	35%	1,588	35%
2 Persons	1,025	25%	1,076	25%	1,127	25%
3 Persons	563	14%	594	14%	626	14%
4 Persons	479	12%	511	12%	543	12%
5+ Persons	610	15%	653	15%	697	15%
<b>Total Households</b>	<b>4,077</b>	<b>100%</b>	<b>4,329</b>	<b>100%</b>	<b>4,580</b>	<b>100%</b>

Source: HISTA Data / Ribbon Demographics 2017, Novogradac & Company LLP, April 2017

The majority of renter households in the PMA are one- to four-person households.

## Conclusion

The population in the PMA and the MSA increased from 2000 to 2010, though the rate of growth slowed from 2010 to 2017. The rate of population and household growth is projected to increase through 2021. The current population of the PMA is 37,361 and is expected to be 39,420 in 2019. Renter households are concentrated in the lowest income cohorts, with 60.8 percent of renters in the PMA earning between \$10,000 and \$49,999 annually. The Subject will target households earning between \$19,371 and \$43,740 for its LIHTC units and up to \$72,900 for its market rate units; therefore, the Subject should be well-positioned to service this market. Overall, population growth and the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

## **F. EMPLOYMENT TRENDS**

## Employment Trends

### 1. Total Jobs

The following table illustrates the total jobs (also known as “covered employment”) in Cherokee County. Note that the data below was the most recent data available.

Year	Total Employment	% Change
2006	100,633	-
2007	105,748	4.84%
2008	106,486	0.69%
2009	100,467	-5.99%
2010	102,687	2.16%
2011	104,542	1.77%
2012	106,938	2.24%
2013	108,641	1.57%
2014	111,575	2.63%
2015	113,989	2.12%
2016 YTD Average	128,658	11.40%
Dec-15	115,502	-
Dec-16	120,623	4.25%

Source: U.S. Bureau of Labor Statistics

As illustrated in the table above, Cherokee County experienced a weakening economy during the national recession. The county began feeling the effects of the downturn in 2009. However, employment growth quickly rebounded, with the county surpassing its pre-recessionary peak in 2012, and Cherokee County exhibited employment growth from 2010 through 2016.

## 2. Total Jobs by Industry

The following table illustrates the total jobs by employment sectors within Cherokee County as of January 2017.

**January 2017 Covered Employment  
Cherokee County, Georgia**

	Number	Percent
Total, all industries	48,178	-
Goods-producing	-	-
Natural resources and mining	178	0.37%
Construction	4,391	9.11%
Manufacturing	4,520	9.38%
Service-providing	-	-
Trade, transportation, and utilities	12,631	26.22%
Information	597	1.24%
Financial activities	2,196	4.56%
Professional and business services	5,829	12.10%
Education and health services	7,114	14.77%
Leisure and hospitality	8,495	17.63%
Other services	1,870	3.88%
Unclassified	357	0.74%

Source: Bureau of Labor Statistics

Trade, transportation, and utilities is the largest industry in Cherokee County, followed by leisure and hospitality and education and health services. Trade, transportation, and leisure and hospitality are particularly vulnerable in economic downturns and are historically volatile industries. The following table illustrates employment by industry for the PMA as of 2017 (most recent year available).

2017 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Retail Trade	2,781	16.6%	17,169,304	11.3%
Construction	1,831	10.9%	9,342,539	6.2%
Manufacturing	1,769	10.6%	15,499,826	10.2%
Healthcare/Social Assistance	1,429	8.5%	21,304,508	14.1%
Educational Services	1,360	8.1%	14,359,370	9.5%
Accommodation/Food Services	1,043	6.2%	11,574,403	7.6%
Prof/Scientific/Tech Services	931	5.6%	10,269,978	6.8%
Finance/Insurance	929	5.5%	6,942,986	4.6%
Other Services (excl Publ Adm)	875	5.2%	7,463,834	4.9%
Admin/Support/Waste Mgmt Svcs	873	5.2%	6,511,707	4.3%
Public Administration	698	4.2%	7,093,689	4.7%
Transportation/Warehousing	679	4.1%	6,128,217	4.0%
Real Estate/Rental/Leasing	413	2.5%	2,946,196	1.9%
Wholesale Trade	368	2.2%	4,066,471	2.7%
Utilities	234	1.4%	1,344,219	0.9%
Information	195	1.2%	2,862,063	1.9%
Arts/Entertainment/Recreation	188	1.1%	3,416,474	2.3%
Mining	105	0.6%	749,242	0.5%
Agric/Forestry/Fishing/Hunting	63	0.4%	2,253,044	1.5%
Mgmt of Companies/Enterprises	0	0.0%	89,612	0.1%
<b>Total Employment</b>	<b>16,764</b>	<b>100.0%</b>	<b>151,387,682</b>	<b>100.0%</b>

Source: Esri Demographics 2017, Novogradac & Company LLP, April 2017

The largest industries in the PMA are retail trade, construction, manufacturing, and healthcare/social assistance. These industries make up approximately 46.6 percent of total employment in the PMA. While the retail trade, construction, and manufacturing sectors are susceptible to layoffs during periods of economic downturn, the healthcare/social assistance sector tends to be more resilient during such periods. The percentage of manufacturing jobs in the PMA is significantly larger than that of the nation. The construction industry is also over represented in the PMA. Industries under-represented in the PMA include healthcare/social assistance and educational services. Overall, employment in the PMA is concentrated in a mix of stable and unstable industries.

### 3. Major Employers

The table below shows the largest employers in Cherokee County, GA.

MAJOR EMPLOYERS			
Rank	Company	Industry	Number of Employees
1	Northside Hospital- Cherokee	Healthcare	1,000-4,999
2	Pilgrahm	Manufacturing	500-999
3	Wallmart Supercenter	Retail Trade	500-999
4	Publix Super Market	Retail Trade	250-499
5	Chart Inc	Manufacturing	250-499
6	Meyn Pouly Processing LLC	Manufacturing	250-499
7	Cherokee County Sheriff's Office	Public Administration	250-499
8	Cherokee County Board of Education	Educational Services	250-499
9	Cabela's	Retail Trade	250-499
10	Austin Law Group	Professional/Scientific/Tech Services	250-499

Source: Georgia Department of Labor, April 2017

Major employers include companies in the healthcare, manufacturing, retail trade, educational services, public administration and professional/scientific/tech services. Manufacturing is historically unstable, especially during times of recession. However, there have been several employment expansions in the county in the manufacturing sector.

#### Expansions/Contractions

The following table illustrates the layoffs and closures of significance that have occurred or been announced since January 1, 2014 in Cherokee County according to the Georgia Department of Economic Development.

#### WARN NOTICES - CHEROKEE COUNTY, GA 2014-2017

Company	Industry	Number of Employees Affected
Agilex Fragrances	Manufacturing	32
Timken	Manufacturing	56
Radius Global Solutions	Professional/Scientific/Tech Services	27

Source: Georgia Department of Economic Development, April 2017

As illustrated in the above table, there have been 115 employees in the area impacted by layoffs or closures since 2014. Despite these job losses, there has been growth occurring in the area.

#### EXPANSIONS/NEW ADDITIONS - CHEROKEE COUNTY, GA 2014-2017

Company	Industry	Number of jobs
New Northside Hospital Cherokee	Healthcare	300
Adidas	Manufacturing	160
Inalfa Roof Systems	Manufacturing	132
Jaipur Living	Manufacturing	100
Universal Alloy Corporation	Manufacturing	40
MSK Coverttech Inc	Manufacturing	30

There were several additions in the healthcare, manufacturing, and transportation/warehousing sectors. The new Northside Hospital in Cherokee County is expected to open in May 2017. The new campus will offer 105 beds and employ 1,700 employees and create up to 300 new jobs. Universal Alloy, an aerospace manufacturer recently began construction of a new facility in Ball Ground. It is expected to initially employ 40 personnel when it opens on July 1, 2017. Between 2014 and 2017, there were more than 700 jobs added, which helps to counteract the 115 layoffs in the county during the same period.

#### 4. Employment and Unemployment Trends

The following table details employment and unemployment trends for the SMA from 2002 to February 2017.

**EMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)**

	Atlanta-Sandy Springs-Roswell, GA MSA			USA		
	Total Employment	% Change	Differential from peak	Total Employment	% Change	Differential from peak
2002	2,324,880	-	-16.1%	136,485,000	-	-9.9%
2003	2,347,173	1.0%	-15.3%	137,736,000	0.9%	-9.0%
2004	2,382,163	1.5%	-14.0%	139,252,000	1.1%	-8.0%
2005	2,445,674	2.7%	-11.7%	141,730,000	1.8%	-6.4%
2006	2,538,141	3.8%	-8.4%	144,427,000	1.9%	-4.6%
2007	2,618,825	3.2%	-5.5%	146,047,000	1.1%	-3.6%
2008	2,606,822	-0.5%	-5.9%	145,363,000	-0.5%	-4.0%
2009	2,452,057	-5.9%	-11.5%	139,878,000	-3.8%	-7.6%
2010	2,440,037	-0.5%	-11.9%	139,064,000	-0.6%	-8.2%
2011	2,486,895	1.9%	-10.2%	139,869,000	0.6%	-7.6%
2012	2,546,478	2.4%	-8.1%	142,469,000	1.9%	-5.9%
2013	2,574,339	1.1%	-7.1%	143,929,000	1.0%	-5.0%
2014	2,619,867	1.8%	-5.4%	146,305,000	1.7%	-3.4%
2015	2,677,863	2.2%	-3.4%	148,833,000	1.7%	-1.7%
2016	2,770,683	3.5%	0.0%	151,436,000	1.7%	0.0%
2017 YTD Average*	2,839,862	2.5%	-	151,060,500	-0.2%	-
Feb-2016	2,716,753	-	-	150,060,000	-	-
Feb-2017	2,855,099	5.1%	-	151,594,000	1.0%	-

Source: U.S. Bureau of Labor Statistics April 2017

**UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)**

	Atlanta-Sandy Springs-Roswell, GA MSA			USA		
	Unemployment Rate	Change	Differential from peak	Unemployment Rate	Change	Differential from peak
2002	5.0%	-	0.6%	5.8%	-	1.2%
2003	4.9%	-0.2%	0.5%	6.0%	0.2%	1.4%
2004	4.8%	-0.1%	0.4%	5.5%	-0.5%	0.9%
2005	5.4%	0.6%	0.9%	5.1%	-0.5%	0.5%
2006	4.7%	-0.7%	0.2%	4.6%	-0.5%	0.0%
2007	4.4%	-0.2%	0.0%	4.6%	0.0%	0.0%
2008	6.2%	1.7%	1.7%	5.8%	1.2%	1.2%
2009	9.9%	3.8%	5.5%	9.3%	3.5%	4.7%
2010	10.3%	0.4%	5.9%	9.6%	0.3%	5.0%
2011	9.9%	-0.4%	5.5%	9.0%	-0.7%	4.3%
2012	8.8%	-1.1%	4.3%	8.1%	-0.9%	3.5%
2013	7.8%	-1.0%	3.4%	7.4%	-0.7%	2.8%
2014	6.7%	-1.1%	2.3%	6.2%	-1.2%	1.6%
2015	5.6%	-1.2%	1.2%	5.3%	-0.9%	0.7%
2016	5.0%	-0.6%	0.6%	4.9%	-0.4%	0.3%
2017 YTD Average*	5.1%	0.1%	-	5.0%	0.1%	-
Feb-2016	5.3%	-	-	5.2%	-	-
Feb-2017	4.9%	-0.4%	-	4.9%	-0.3%	-

Source: U.S. Bureau of Labor Statistics April 2017

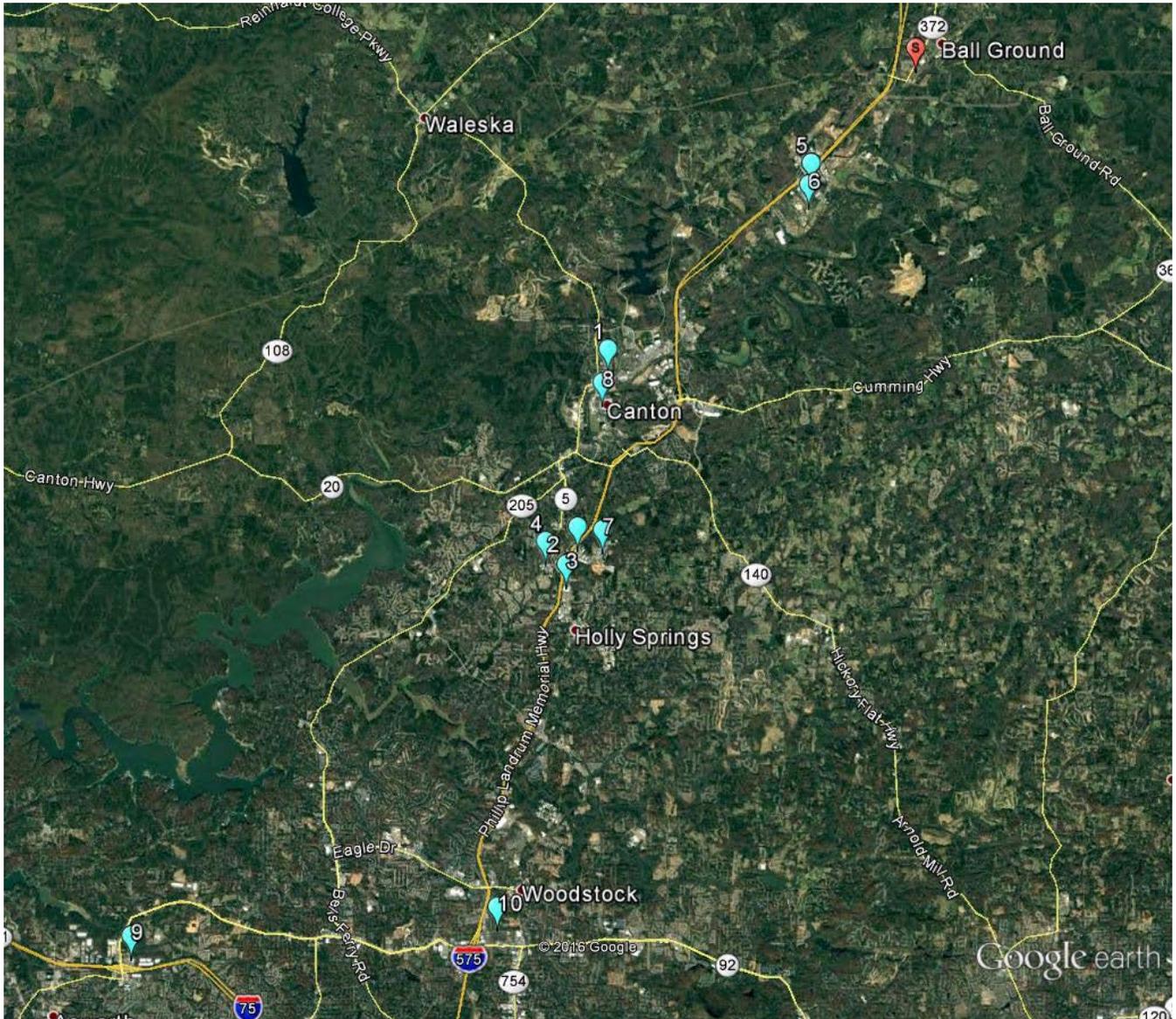
Between 2002 and 2007, total employment in the MSA exhibited positive growth, with a pre-recession peak occurring in 2007. The MSA and the nation experienced their most significant recession-related employment losses in 2009, at the height of the recession. Overall, the MSA experienced total employment losses of 6.9 percent compared to 4.9 percent nationally from 2008 to 2010. However, as of 2014 both the MSA and

the nation surpassed their pre-recession employment highs. Furthermore, the total employment growth in the MSA during the 12 month period preceding February 2017 was significantly higher than the nation during the same time period.

Historically, the MSA has reported a lower unemployment rate relative to the nation. Unemployment in the MSA began increasing during 2008, at the onset of the national recession. The MSA maintained a higher unemployment rate throughout the entire recession relative to the nation. Unemployment in the MSA began decreasing in 2011 and has continued to decrease. As of February 2017, the unemployment rate in the MSA was 4.9 percent, which is identical to the nation. Given that total employment in the MSA has surpassed its pre-recession levels and that unemployment continues to decrease, it appears the MSA has recovered, which should have a positive impact on local affordable rental housing demand.

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

The following map and table details the largest employers in Cherokee County, Georgia.



Source: Google Earth, April 2017.

**MAJOR EMPLOYERS**

Rank	Company	Industry	Number of Employees
1	Northside Hospital- Cherokee	Healthcare	1,000-4,999
2	Pilgrahm	Manufacturing	500-999
3	Walmart Supercenter	Retail Trade	500-999
4	Publix Super Market	Retail Trade	250-499
5	Chart Inc	Manufacturing	250-499
6	Meyn Poultry Processing LLC	Manufacturing	250-499
7	Cherokee County Sheriff's Office	Public Admin	250-499
8	Cherokee County Board of Education	Educational Services	250-499
9	Cabela's	Retail Trade	250-499
10	Austin Law Group	Professional/Scientific/Tech Services	250-499

Source: Georgia Department of Labor, April 2017

**6. Conclusion**

The largest industries in the PMA are retail trade, construction, manufacturing, and healthcare/social assistance. These industries make up approximately 46.6 percent of total employment in the PMA. While the retail trade, construction, and manufacturing sectors are susceptible to layoffs during periods of economic downturn, the healthcare/social assistance sector tends to be more resilient during such periods. Despite being a volatile sector, there have been several recent employment expansions in the manufacturing industry, such as United Alloy, Adidas, and Inalfa Roof systems. Additionally, the county has added a number of jobs in the healthcare industry with the completion of the new Northside Hospital.

Overall, the MSA has experienced positive total employment growth from 2011 through February 2017. As of February 2017, total employment in the MSA was 9.0 percent above its pre-recession peak, while national employment was 3.7 percent above its pre-recession peak. The unemployment rate in the MSA as of February 2017 was 4.9 percent, which was the same as the national unemployment rate and significantly lower than the 2010 peak of 10.3 percent. Overall, local employment growth and declining unemployment is a positive indicator of demand for affordable rental housing and the Subject's proposed units.

# **G. PROJECT-SPECIFIC AFFORDABILITY AND DEMAND ANALYSIS**

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

### 1. Income Restrictions

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

According to DCA, household size is assumed to be 1.5 persons per bedroom for LIHTC rent calculation purposes. For example, the maximum rent for a four-person household in a two-bedroom unit is based on an assumed household size of three persons (1.5 per bedroom). For income determination purposes, the maximum income is assumed to be 1.5 persons per bedroom rounded up to the nearest whole number. For example, maximum income for a one-bedroom unit is based on an assumed household size of two persons (1.5 persons per bedroom, rounded up). However, very few senior households have more than two persons. Therefore, we have used a maximum household size of two persons in our analysis.

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

The maximum income levels are based upon information obtained from the Rent and Income Limits Guidelines Table as accessed from the DCA website. We have utilized \$72,900 as the maximum allowable income for the market-rate units, as this is the 2016 five-person median income for Cherokee County.

### 2. Affordability

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

FAMILY INCOME LIMITS - AS PROPOSED

Unit Type	Minimum	Maximum	Minimum	Maximum	Minimum	Maximum	Minimum	Maximum	Minimum	Maximum
	Allowable	Allowable	Allowable	Allowable	Allowable	Allowable	Allowable	Allowable	Allowable	Allowable
	50% AMI		60% AMI		Market Rate		Overall Project		Overall Affordable	
	Income	Income	Income	Income	Income	Income	Income	Income	Income	Income
1BR	\$19,371	\$27,000	\$22,457	\$32,400	-	-	\$19,371	\$32,400	\$19,371	\$32,400
2BR	\$22,457	\$30,400	\$24,686	\$36,480	-	-	\$22,457	\$36,480	\$22,457	\$36,480
3BR	\$26,571	\$36,450	\$28,114	\$43,740	\$24,000	\$72,900	\$24,000	\$72,900	\$24,000	\$43,740

### 3. Demand

The demand for the Subject will be derived from three sources: new households, existing households and elderly homeowners likely to convert to rentership. These calculations are illustrated in the following tables.

#### 3a. Demand from New Households

The number of new households entering the market is the first level of demand calculated. We have utilized 2019, the anticipated date of market entry, as the base year for the analysis. Therefore, 2017 household population estimates are inflated to 2019 by interpolation of the difference between 2017 estimates and

2019 projections. This change in households is considered the gross potential demand for the Subject property. This number is adjusted for income eligibility and renter tenure. This is calculated as an annual demand number. In other words, this calculates the anticipated new households in 2019. This number takes the overall growth from 2017 to 2019 and applies it to its respective income cohorts by percentage. This number does not reflect lower income households losing population, as this may be a result of simple dollar value inflation.

### **3b. Demand from Existing Households**

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

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

### **3c. Demand from Elderly Homeowners likely to Convert to Rentership**

An additional source of demand is also seniors likely to move from their own homes into rental housing. This source is only appropriate when evaluating senior properties and is determined by interviews with property managers in the PMA. It should be noted that per DCA guidelines, we have lowered demand from seniors who convert to homeownership to be at or below 2.0 percent of total demand.

### **3d. Other**

Per the 2017 GA DCA Qualified Allocation Plan (QAP) and Market Study Manual, GA DCA does not consider demand from outside the Primary Market Area (PMA), including the Secondary Market Area (SMA). Therefore, we have not accounted for leakage from outside the PMA boundaries in our demand analysis.

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

We have adjusted all of our capture rates based on household size. DCA guidelines indicate that properties with over 20 percent of their proposed units in three and four-bedroom units need to be adjusted to considered larger household sizes. We have incorporated household size adjustments in our capture rates for all of the Subject's units.

## **4. New Demand, Capture Rates and Stabilization Conclusions**

The following pages will outline the overall demand components added together (3(a), 3(b) and 3(c)) less the supply of competitive developments awarded and/or constructed or placed in service from 2014 to the present.

### **Additions to Supply**

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

- Comparable/competitive LIHTC and bond units (vacant or occupied) that have been funded, are under construction, or placed in service in 2014 through the present.
- Vacancies in projects placed in service prior to 2014 that have not reached stabilized occupancy (i.e. at least 90 percent occupied).

- Comparable/competitive conventional or market rate units that are proposed, are under construction, or have entered the market from 2014 to present. As the following discussion will demonstrate, competitive market rate units are those with rent levels that are comparable to the proposed rents at the Subject.

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

According to Georgia DCA allocation lists, no LIHTC projects have been awarded within the Subject’s PMA since 2013. Additionally research into local real estate development revealed no new market-rate multifamily properties currently proposed, planned, under construction, or recently completed in the Subject’s PMA. According to Mr. Eric Wilmarth, City Manager with the City of Ball Ground, there are no multifamily developments currently planned, proposed, or under construction in Ball Ground. However, Mr. Wilmarth indicated there are two recent subdivisions developments in the city. Because these developments will be single-family homes, we do not believe they will impact demand for the Subject. Therefore, we have not deducted any units from our demand analysis.

**PMA Occupancy**

Per DCA’s guidelines, we have determined the average occupancy rate based on all available competitive conventional and LIHTC properties in the PMA. We have provided a combined average occupancy level for the PMA based on the total competitive units in the PMA.

**PMA OCCUPANCY**

Property Name	Program	Location	Tenancy	# of Units	Occupancy
The Mill at Stone Valley	LIHTC, Market, Non-rental	Ball Ground	Family	74	-
River Ridge Apartments At Canton	LIHTC	Canton	Family	356	100.0%
Brooks Run Apts	LIHTC	Jasper	Family	24	100.0%
Fairfield Apts	LIHTC	Jasper	Family	48	N/Av
Canton Mill Lofts	LIHTC	Canton	Family	313	95.2%
Blue Ridge Hills Apartments	Market	Canton	Family	73	100.0%
Heritage at Riverstone	Market	Canton	Family	240	96.7%
Lancaster Ridge	Market	Canton	Family	145	99.3%
<b>Average PMA Occupancy</b>					<b>98.5%</b>

The average occupancy rate of competitive developments in the PMA is 98.5 percent.

**Rehab Developments and PBRA**

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

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

## 5. Capture Rates

The above calculations and derived capture rates are illustrated in the following tables. Note that the demographic data used in the following tables, including tenure patterns, household size and income distribution through the projected market entry date of 2019 were illustrated in the previous section of this report.

**RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA**

Income Cohort	2017		Projected Mkt Entry July 2019		2021	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	349	8.6%	349	8.1%	349	7.6%
\$10,000-19,999	612	15.0%	592	13.7%	571	12.5%
\$20,000-29,999	727	17.8%	784	18.1%	842	18.4%
\$30,000-39,999	596	14.6%	626	14.5%	656	14.3%
\$40,000-49,999	547	13.4%	560	12.9%	573	12.5%
\$50,000-59,999	326	8.0%	362	8.4%	398	8.7%
\$60,000-74,999	288	7.1%	307	7.1%	325	7.1%
\$75,000-99,999	273	6.7%	312	7.2%	350	7.6%
\$100,000-124,999	138	3.4%	159	3.7%	179	3.9%
\$125,000-149,999	22	0.5%	26	0.6%	30	0.6%
\$150,000-199,999	148	3.6%	179	4.1%	209	4.6%
\$200,000+	49	1.2%	73	1.7%	97	2.1%
<b>Total</b>	<b>4,077</b>	<b>100.0%</b>	<b>4,329</b>	<b>100.0%</b>	<b>4,580</b>	<b>100.0%</b>

Source: HISTA Data / Ribbon Demographics 2017, Novogradac & Company LLP, April 2017

**50% AMI**

**NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - 50%**

Minimum Income Limit		\$19,371		Maximum Income Limit		\$36,450	
Income Category	New Renter Households - Total Change in Households PMA 2017 to Prj Mrkt Entry July 2019		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	0	0.0%		0.0%	0		
\$10,000-19,999	-21	-8.2%	628	6.3%	-1		
\$20,000-29,999	57	22.8%	9,999	100.0%	57		
\$30,000-39,999	30	12.0%	6,450	64.5%	19		
\$40,000-49,999	13	5.3%		0.0%	0		
\$50,000-59,999	36	14.2%		0.0%	0		
\$60,000-74,999	18	7.3%		0.0%	0		
\$75,000-99,999	38	15.3%		0.0%	0		
\$100,000-124,999	21	8.2%		0.0%	0		
\$125,000-149,999	4	1.6%		0.0%	0		
\$150,000-199,999	30	12.1%		0.0%	0		
\$200,000+	24	9.5%		0.0%	0		
<b>Total</b>	<b>252</b>	<b>100.0%</b>		<b>30.0%</b>	<b>75</b>		

**POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - 50%**

Minimum Income Limit		\$19,371		Maximum Income Limit		\$36,450	
Income Category	Total Renter Households PMA 2017		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	349	8.6%		0.0%	0		
\$10,000-19,999	612	15.0%	628	6.3%	38		
\$20,000-29,999	727	17.8%	9,999	100.0%	727		
\$30,000-39,999	596	14.6%	6,450	64.5%	385		
\$40,000-49,999	547	13.4%		0.0%	0		
\$50,000-59,999	326	8.0%		0.0%	0		
\$60,000-74,999	288	7.1%		0.0%	0		
\$75,000-99,999	273	6.7%		0.0%	0		
\$100,000-124,999	138	3.4%		0.0%	0		
\$125,000-149,999	22	0.5%		0.0%	0		
\$150,000-199,999	148	3.6%		0.0%	0		
\$200,000+	49	1.2%		0.0%	0		
<b>Total</b>	<b>4,077</b>	<b>100.0%</b>		<b>28.2%</b>	<b>1,150</b>		

**ASSUMPTIONS - 50%**

Tenancy		Family	% of Income towards Housing			35%
Rural/Urban		Urban	Maximum # of Occupants			5
Persons in Household	0BR	1BR	2BR	3BR	4BR+	
1	10%	80%	10%	0%	0%	
2	0%	20%	80%	0%	0%	
3	0%	0%	60%	40%	0%	
4	0%	0%	0%	70%	30%	
5+	0%	0%	0%	30%	70%	

**Demand from New Renter Households 2017 to July 2019**

Income Target Population	50%
New Renter Households PMA	252
Percent Income Qualified	30.0%
<b>New Renter Income Qualified Households</b>	<b>75</b>

**Demand from Existing Households 2017**

**Demand from Rent Overburdened Households**

Income Target Population	50%
Total Existing Demand	4,077
Income Qualified	28.2%
Income Qualified Renter Households	1,150
Percent Rent Overburdened Prj Mrkt Entry July 2019	44.2%
<b>Rent Overburdened Households</b>	<b>508</b>

**Demand from Living in Substandard Housing**

Income Qualified Renter Households	1,150
Percent Living in Substandard Housing	0.2%
<b>Households Living in Substandard Housing</b>	<b>2</b>

**Senior Households Converting from Homeownership**

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

**Total Demand**

Total Demand from Existing Households	510
Total New Demand	75
<b>Total Demand (New Plus Existing Households)</b>	<b>586</b>

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

**By Bedroom Demand**

One Person	34.5%	202
Two Persons	24.9%	146
Three Persons	13.7%	80
Four Persons	11.8%	69
Five Persons	15.1%	88
<b>Total</b>	<b>100.0%</b>	<b>586</b>

**To place Person Demand into Bedroom Type Units**

Of one-person households in studio units	10%	20
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	80%	162
Of two-person households in 1BR units	20%	29
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	20
Of two-person households in 2BR units	80%	116
Of three-person households in 2BR units	60%	48
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	32
Of four-person households in 3BR units	70%	48
Of five-person households in 3BR units	30%	27
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	21
Of five-person households in 4BR units	35%	31
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	35%	31
<b>Total Demand</b>		<b>586</b>

Total Demand (Subject Unit Types)		Additions to Supply		Net Demand	
1 BR	191	-	0	=	191
2 BR	185	-	0	=	185
3 BR	107	-	0	=	107
<b>Total</b>	<b>483</b>		<b>0</b>		<b>483</b>

Developer's Unit Mix		Net Demand		Capture Rate	
1 BR	10	/	191	=	5.2%
2 BR	4	/	185	=	2.2%
3 BR	1	/	107	=	0.9%
<b>Total</b>	<b>15</b>		<b>483</b>		<b>3.1%</b>

60% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - 60%

Minimum Income Limit		\$22,457		Maximum Income Limit		\$43,740	
Income Category	New Renter Households - Total Change in Households PMA 2017 to Prj Mrkt Entry July 2019		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	0	0.0%		0.0%	0		
\$10,000-19,999	-21	-8.2%		0.0%	0		
\$20,000-29,999	57	22.8%	7,542	75.4%	43		
\$30,000-39,999	30	12.0%	9,999	100.0%	30		
\$40,000-49,999	13	5.3%	3,740	37.4%	5		
\$50,000-59,999	36	14.2%		0.0%	0		
\$60,000-74,999	18	7.3%		0.0%	0		
\$75,000-99,999	38	15.3%		0.0%	0		
\$100,000-124,999	21	8.2%		0.0%	0		
\$125,000-149,999	4	1.6%		0.0%	0		
\$150,000-199,999	30	12.1%		0.0%	0		
\$200,000+	24	9.5%		0.0%	0		
<b>Total</b>	<b>252</b>	<b>100.0%</b>		<b>31.1%</b>	<b>78</b>		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - 60%

Minimum Income Limit		\$22,457		Maximum Income Limit		\$43,740	
Income Category	Total Renter Households PMA 2017		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	349	8.6%		0.0%	0		
\$10,000-19,999	612	15.0%		0.0%	0		
\$20,000-29,999	727	17.8%	7,542	75.4%	548		
\$30,000-39,999	596	14.6%	9,999	100.0%	596		
\$40,000-49,999	547	13.4%	3,740	37.4%	205		
\$50,000-59,999	326	8.0%		0.0%	0		
\$60,000-74,999	288	7.1%		0.0%	0		
\$75,000-99,999	273	6.7%		0.0%	0		
\$100,000-124,999	138	3.4%		0.0%	0		
\$125,000-149,999	22	0.5%		0.0%	0		
\$150,000-199,999	148	3.6%		0.0%	0		
\$200,000+	49	1.2%		0.0%	0		
<b>Total</b>	<b>4,077</b>	<b>100.0%</b>		<b>33.1%</b>	<b>1,349</b>		

ASSUMPTIONS - 60%

Tenancy Rural/Urban	Family		Urban		% of Income towards Housing	
	OBR	1BR	2BR	3BR	35%	
Persons in Household	OBR		1BR		Maximum # of Occupants	
1	10%	80%	10%	0%	5	
2	0%	20%	80%	0%		
3	0%	0%	60%	40%		
4	0%	0%	0%	70%	30%	
5+	0%	0%	0%	30%	70%	

**Demand from New Renter Households 2017 to July 2019**

Income Target Population	60%
New Renter Households PMA	252
Percent Income Qualified	31.1%
<b>New Renter Income Qualified Households</b>	<b>78</b>

**Demand from Existing Households 2017**

**Demand from Rent Overburdened Households**

Income Target Population	60%
Total Existing Demand	4,077
Income Qualified	33.1%
Income Qualified Renter Households	1,349
Percent Rent Overburdened Prj Mrkt Entry July 2019	44.2%
<b>Rent Overburdened Households</b>	<b>596</b>

**Demand from Living in Substandard Housing**

Income Qualified Renter Households	1,349
Percent Living in Substandard Housing	0.2%
<b>Households Living in Substandard Housing</b>	<b>2</b>

**Senior Households Converting from Homeownership**

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

**Total Demand**

Total Demand from Existing Households	599
Total New Demand	78
<b>Total Demand (New Plus Existing Households)</b>	<b>677</b>

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

**By Bedroom Demand**

One Person	34.5%	234
Two Persons	24.9%	168
Three Persons	13.7%	93
Four Persons	11.8%	80
Five Persons	15.1%	102
<b>Total</b>	<b>100.0%</b>	<b>677</b>

**To place Person Demand into Bedroom Type Units**

Of one-person households in studio units	10%	23
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	80%	187
Of two-person households in 1BR units	20%	34
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	23
Of two-person households in 2BR units	80%	135
Of three-person households in 2BR units	60%	56
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	37
Of four-person households in 3BR units	70%	56
Of five-person households in 3BR units	30%	31
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	24
Of five-person households in 4BR units	35%	36
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	35%	36
<b>Total Demand</b>		<b>677</b>

Total Demand (Subject Unit Types)		Additions to Supply			Net Demand
1 BR	221	-	0	=	221
2 BR	214	-	0	=	214
3 BR	124	-	0	=	124
<b>Total</b>	<b>558</b>		<b>0</b>		<b>558</b>

Developer's Unit Mix		Net Demand			Capture Rate
1 BR	2	/	221	=	0.9%
2 BR	28	/	214	=	13.1%
3 BR	19	/	124	=	15.4%
<b>Total</b>	<b>49</b>		<b>558</b>		<b>8.8%</b>

**Market**

**NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Market**

Minimum Income Limit	\$24,000		Maximum Income Limit	\$72,900	
Income Category	New Renter Households - Total Change in Households PMA 2017 to Prj Mrkt Entry July 2019		Income Brackets	Percent within Cohort	Renter Households within Bracket
\$0-9,999	0	0.0%		0.0%	0
\$10,000-19,999	-21	-8.2%		0.0%	0
\$20,000-29,999	57	22.8%	5,999	60.0%	34
\$30,000-39,999	30	12.0%	9,999	100.0%	30
\$40,000-49,999	13	5.3%	9,999	100.0%	13
\$50,000-59,999	36	14.2%	9,999	100.0%	36
\$60,000-74,999	18	7.3%	12,900	86.0%	16
\$75,000-99,999	38	15.3%		0.0%	0
\$100,000-124,999	21	8.2%		0.0%	0
\$125,000-149,999	4	1.6%		0.0%	0
\$150,000-199,999	30	12.1%		0.0%	0
\$200,000+	24	9.5%		0.0%	0
<b>Total</b>	<b>252</b>	<b>100.0%</b>		<b>51.4%</b>	<b>129</b>

**POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Market**

Minimum Income Limit	\$24,000		Maximum Income Limit	\$72,900	
Income Category	Total Renter Households PMA 2017		Income Brackets	Percent within Cohort	Households within Bracket
\$0-9,999	349	8.6%		0.0%	0
\$10,000-19,999	612	15.0%		0.0%	0
\$20,000-29,999	727	17.8%	5,999	60.0%	436
\$30,000-39,999	596	14.6%	9,999	100.0%	596
\$40,000-49,999	547	13.4%	9,999	100.0%	547
\$50,000-59,999	326	8.0%	9,999	100.0%	326
\$60,000-74,999	288	7.1%	12,900	86.0%	248
\$75,000-99,999	273	6.7%		0.0%	0
\$100,000-124,999	138	3.4%		0.0%	0
\$125,000-149,999	22	0.5%		0.0%	0
\$150,000-199,999	148	3.6%		0.0%	0
\$200,000+	49	1.2%		0.0%	0
<b>Total</b>	<b>4,077</b>	<b>100.0%</b>		<b>52.8%</b>	<b>2,154</b>

**ASSUMPTIONS - Market**

Tenancy	Family	% of Income towards Housing				35%
Rural/Urban	Urban	Maximum # of Occupants				5
Persons in Household	0BR	1BR	2BR	3BR	4BR+	
1	10%	80%	10%	0%	0%	
2	0%	20%	80%	0%	0%	
3	0%	0%	60%	40%	0%	
4	0%	0%	0%	70%	30%	
5+	0%	0%	0%	30%	70%	

**Demand from New Renter Households 2017 to July 2019**

Income Target Population	Market
New Renter Households PMA	252
Percent Income Qualified	51.4%
<b>New Renter Income Qualified Households</b>	<b>129</b>

**Demand from Existing Households 2017**

**Demand from Rent Overburdened Households**

Income Target Population	Market
Total Existing Demand	4,077
Income Qualified	52.8%
Income Qualified Renter Households	2,154
Percent Rent Overburdened Prj Mrkt Entry July 2019	44.2%
<b>Rent Overburdened Households</b>	<b>952</b>

**Demand from Living in Substandard Housing**

Income Qualified Renter Households	2,154
Percent Living in Substandard Housing	0.2%
<b>Households Living in Substandard Housing</b>	<b>4</b>

**Senior Households Converting from Homeownership**

Income Target Population	Market
Total Senior Homeowners	0
Rural Versus Urban	2.0%
<b>Senior Demand Converting from Homeownership</b>	<b>0</b>

**Total Demand**

Total Demand from Existing Households	956
Total New Demand	129
<b>Total Demand (New Plus Existing Households)</b>	<b>1,085</b>

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

**By Bedroom Demand**

One Person	34.5%	375
Two Persons	24.9%	270
Three Persons	13.7%	149
Four Persons	11.8%	128
Five Persons	15.1%	164
<b>Total</b>	<b>100.0%</b>	<b>1,085</b>

**To place Person Demand into Bedroom Type Units**

Of one-person households in studio units	10%	37
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	80%	300
Of two-person households in 1BR units	20%	54
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	37
Of two-person households in 2BR units	80%	216
Of three-person households in 2BR units	60%	89
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	60
Of four-person households in 3BR units	70%	90
Of five-person households in 3BR units	30%	49
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	38
Of five-person households in 4BR units	35%	57
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	35%	57
<b>Total Demand</b>		<b>1,085</b>

Total Demand (Subject Unit Types)		Additions to Supply		Net Demand	
3 BR	198	-	0	=	198
<b>Total</b>	<b>198</b>		<b>0</b>		<b>198</b>
Developer's Unit Mix		Net Demand		Capture Rate	
3 BR	8	/	198	=	4.0%
<b>Total</b>	<b>8</b>		<b>198</b>		<b>4.0%</b>

**Overall Project**

**NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall**

Minimum Income Limit	\$19,371		Maximum Income Limit	\$72,900	
Income Category	New Renter Households - Total Change in Households PMA 2017 to Prj Mrkt Entry July 2019		Income Brackets	Percent within Cohort	Renter Households within Bracket
\$0-9,999	0	0.0%		0.0%	0
\$10,000-19,999	-21	-8.2%	628	6.3%	-1
\$20,000-29,999	57	22.8%	9,999	100.0%	57
\$30,000-39,999	30	12.0%	9,999	100.0%	30
\$40,000-49,999	13	5.3%	9,999	100.0%	13
\$50,000-59,999	36	14.2%	9,999	100.0%	36
\$60,000-74,999	18	7.3%	12,900	86.0%	16
\$75,000-99,999	38	15.3%		0.0%	0
\$100,000-124,999	21	8.2%		0.0%	0
\$125,000-149,999	4	1.6%		0.0%	0
\$150,000-199,999	30	12.1%		0.0%	0
\$200,000+	24	9.5%		0.0%	0
<b>Total</b>	<b>252</b>	<b>100.0%</b>		<b>60.0%</b>	<b>151</b>

**POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall**

Minimum Income Limit	\$19,371		Maximum Income Limit	\$72,900	
Income Category	Total Renter Households PMA 2017		Income Brackets	Percent within Cohort	Households within Bracket
\$0-9,999	349	8.6%		0.0%	0
\$10,000-19,999	612	15.0%	628	6.3%	38
\$20,000-29,999	727	17.8%	9,999	100.0%	727
\$30,000-39,999	596	14.6%	9,999	100.0%	596
\$40,000-49,999	547	13.4%	9,999	100.0%	547
\$50,000-59,999	326	8.0%	9,999	100.0%	326
\$60,000-74,999	288	7.1%	12,900	86.0%	248
\$75,000-99,999	273	6.7%		0.0%	0
\$100,000-124,999	138	3.4%		0.0%	0
\$125,000-149,999	22	0.5%		0.0%	0
\$150,000-199,999	148	3.6%		0.0%	0
\$200,000+	49	1.2%		0.0%	0
<b>Total</b>	<b>4,077</b>	<b>100.0%</b>		<b>60.9%</b>	<b>2,483</b>

**ASSUMPTIONS - Overall**

Persons in Household	OBR	1BR	2BR	3BR	4BR+
1	10%	80%	10%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	60%	40%	0%
4	0%	0%	0%	70%	30%
5+	0%	0%	0%	30%	70%

**Demand from New Renter Households 2017 to July 2019**

Income Target Population	Overall
New Renter Households PMA	252
Percent Income Qualified	60.0%
<b>New Renter Income Qualified Households</b>	<b>151</b>

**Demand from Existing Households 2017**

**Demand from Rent Overburdened Households**

Income Target Population	Overall
Total Existing Demand	4,077
Income Qualified	60.9%
Income Qualified Renter Households	2,483
Percent Rent Overburdened Prj Mrkt Entry July 2019	44.2%
<b>Rent Overburdened Households</b>	<b>1097</b>

**Demand from Living in Substandard Housing**

Income Qualified Renter Households	2,483
Percent Living in Substandard Housing	0.2%
<b>Households Living in Substandard Housing</b>	<b>5</b>

**Senior Households Converting from Homeownership**

Income Target Population	Overall
Total Senior Homeowners	0
Rural Versus Urban	2.0%
<b>Senior Demand Converting from Homeownership</b>	<b>0</b>

**Total Demand**

Total Demand from Existing Households	1,102
Total New Demand	151
<b>Total Demand (New Plus Existing Households)</b>	<b>1,253</b>

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

**By Bedroom Demand**

One Person	34.5%	432
Two Persons	24.9%	311
Three Persons	13.7%	172
Four Persons	11.8%	148
Five Persons	15.1%	189
<b>Total</b>	<b>100.0%</b>	<b>1,253</b>

**To place Person Demand into Bedroom Type Units**

Of one-person households in studio units	10%	43
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	80%	346
Of two-person households in 1BR units	20%	62
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	43
Of two-person households in 2BR units	80%	249
Of three-person households in 2BR units	60%	103
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	69
Of four-person households in 3BR units	70%	103
Of five-person households in 3BR units	30%	57
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	44
Of five-person households in 4BR units	35%	66
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	35%	66
<b>Total Demand</b>		<b>1,253</b>

Total Demand (Subject Unit Types)			Additions to Supply			Net Demand		
1 BR	408	-	0	=	408			
2 BR	395	-	0	=	395			
3 BR	229	-	0	=	229			
<b>Total</b>	<b>1,033</b>		<b>0</b>		<b>1,033</b>			

Developer's Unit Mix			Net Demand			Capture Rate		
1 BR	12	/	408	=	2.9%			
2 BR	32	/	395	=	8.1%			
3 BR	28	/	229	=	12.2%			
<b>Total</b>	<b>72</b>		<b>1,033</b>		<b>7.0%</b>			

**Overall Affordable**

**NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall Affordable**

Minimum Income Limit		\$19,371		Maximum Income Limit		\$43,740	
Income Category	New Renter Households - Total		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	Change in Households PMA 2017 to Prj Mrkt Entry July 2019						
\$0-9,999	0	0.0%		0.0%	0		
\$10,000-19,999	-21	-8.2%	628	6.3%	-1		
\$20,000-29,999	57	22.8%	9,999	100.0%	57		
\$30,000-39,999	30	12.0%	9,999	100.0%	30		
\$40,000-49,999	13	5.3%	3,740	37.4%	5		
\$50,000-59,999	36	14.2%		0.0%	0		
\$60,000-74,999	18	7.3%		0.0%	0		
\$75,000-99,999	38	15.3%		0.0%	0		
\$100,000-124,999	21	8.2%		0.0%	0		
\$125,000-149,999	4	1.6%		0.0%	0		
\$150,000-199,999	30	12.1%		0.0%	0		
\$200,000+	24	9.5%		0.0%	0		
<b>Total</b>	<b>252</b>	<b>100.0%</b>		<b>36.2%</b>	<b>91</b>		

**POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall Affordable**

Minimum Income Limit		\$19,371		Maximum Income Limit		\$43,740	
Income Category	Total Renter Households PMA 2017		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	349	8.6%		0.0%	0		
\$10,000-19,999	612	15.0%	628	6.3%	38		
\$20,000-29,999	727	17.8%	9,999	100.0%	727		
\$30,000-39,999	596	14.6%	9,999	100.0%	596		
\$40,000-49,999	547	13.4%	3,740	37.4%	205		
\$50,000-59,999	326	8.0%		0.0%	0		
\$60,000-74,999	288	7.1%		0.0%	0		
\$75,000-99,999	273	6.7%		0.0%	0		
\$100,000-124,999	138	3.4%		0.0%	0		
\$125,000-149,999	22	0.5%		0.0%	0		
\$150,000-199,999	148	3.6%		0.0%	0		
\$200,000+	49	1.2%		0.0%	0		
<b>Total</b>	<b>4,077</b>	<b>100.0%</b>		<b>38.4%</b>	<b>1,566</b>		

**ASSUMPTIONS - Overall Affordable**

ASSUMPTIONS - Overall Affordable						
Tenancy		Family		% of Income towards Housing		35%
Rural/Urban		Urban		Maximum # of Occupants		5
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	10%	80%	10%	0%	0%	
2	0%	20%	80%	0%	0%	
3	0%	0%	60%	40%	0%	
4	0%	0%	0%	70%	30%	
5+	0%	0%	0%	30%	70%	

**Demand from New Renter Households 2017 to July 2019**

Income Target Population	Overall Affordable
New Renter Households PMA	252
Percent Income Qualified	36.2%
<b>New Renter Income Qualified Households</b>	<b>91</b>

**Demand from Existing Households 2017**

**Demand from Rent Overburdened Households**

Income Target Population	Overall Affordable
Total Existing Demand	4,077
Income Qualified	38.4%
Income Qualified Renter Households	1,566
Percent Rent Overburdened Prj Mrkt Entry July 2019	44.2%
<b>Rent Overburdened Households</b>	<b>692</b>

**Demand from Living in Substandard Housing**

Income Qualified Renter Households	1,566
Percent Living in Substandard Housing	0.2%
<b>Households Living in Substandard Housing</b>	<b>3</b>

**Senior Households Converting from Homeownership**

Income Target Population	Overall Affordable
Total Senior Homeowners	0
Rural Versus Urban	2.0%
<b>Senior Demand Converting from Homeownership</b>	<b>0</b>

**Total Demand**

Total Demand from Existing Households	695
Total New Demand	91
<b>Total Demand (New Plus Existing Households)</b>	<b>786</b>

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

**By Bedroom Demand**

One Person	34.5%	271
Two Persons	24.9%	195
Three Persons	13.7%	108
Four Persons	11.8%	93
Five Persons	15.1%	119
<b>Total</b>	<b>100.0%</b>	<b>786</b>

**To place Person Demand into Bedroom Type Units**

Of one-person households in studio units	10%	27
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	80%	217
Of two-person households in 1BR units	20%	39
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	27
Of two-person households in 2BR units	80%	156
Of three-person households in 2BR units	60%	65
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	43
Of four-person households in 3BR units	70%	65
Of five-person households in 3BR units	30%	36
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	28
Of five-person households in 4BR units	35%	42
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	35%	42
<b>Total Demand</b>		<b>786</b>

Total Demand (Subject Unit Types)		Additions to Supply			Net Demand
1 BR	256	-	0	=	256
2 BR	248	-	0	=	248
3 BR	144	-	0	=	144
<b>Total</b>	<b>648</b>		<b>0</b>		<b>648</b>

Developer's Unit Mix		Net Demand			Capture Rate
1 BR	12	/	256	=	4.7%
2 BR	32	/	248	=	12.9%
3 BR	20	/	144	=	13.9%
<b>Total</b>	<b>64</b>		<b>648</b>		<b>9.9%</b>

## Conclusions

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

- The number of households in the PMA is expected to increase by approximately two percent between 2017 and market entry 2019.
- This demand analysis does not measure the PMA's or Subject's ability to attract additional or latent demand into the market from elsewhere by offering an affordable option. We believe this to be moderate and therefore the demand analysis is somewhat conservative in its conclusions because this demand is not included.

The following table illustrates demand and net demand for the Subject's units. Note that these capture rates are not based on appropriate bedroom types, as calculated previously.

**DEMAND AND NET DEMAND**

DCA Conclusion Tables (Family)	HH at 50% AMI (\$19,371 to \$36,450)	HH at 60% AMI (\$22,457 to \$43,740)	HH > 60% AMI (\$24,000 to \$72,900)	Overall Project	Overall Affordable
Demand from New Households (age and income appropriate)	75	78	129	151	91
<b>PLUS</b>	+	+	+	+	+
Demand from Existing Renter Households - Substandard Housing	2	2	4	5	3
<b>PLUS</b>	+	+	+	+	+
Demand from Existing Renter Households - Rent Overburdened Households	508	596	952	1,097	692
Sub Total	586	677	1,085	1,253	786
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 2% where applicable)	0	0	0	0	0
<b>Equals Total Demand</b>	586	677	1,085	1,253	786
<b>Less</b>	-	-	-	-	-
Competitive New Supply	0	0	0	0	0
<b>Equals Net Demand</b>	586	677	1,085	1,253	786

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average		Maximum		Proposed Rents
									Market Rents	Market Rents	Market Rent	Market Rent	
1BR at 50% AMI	\$19,371	\$27,000	10	191	0	191	5.2%	Three to four months	\$832	\$595	\$1,109	\$447	
1BR at 60% AMI	\$22,457	\$32,400	2	221	0	221	0.9%	Three to four months	\$854	\$630	\$1,109	\$537	
1BR Overall Affordable	\$19,371	\$32,400	12	408	0	408	2.9%	Three to four months	-	-	-	-	
1BR Overall Project	\$19,371	\$32,400	12	408	0	408	2.9%	Three to four months	-	-	-	-	
2BR at 50% AMI	\$22,457	\$30,400	4	185	0	185	2.2%	Three to four months	\$903	\$588	\$1,259	\$513	
2BR at 60% AMI	\$24,686	\$36,480	28	214	0	214	13.1%	Three to four months	\$931	\$588	\$1,259	\$578	
2BR Overall Affordable	\$22,457	\$36,480	32	395	0	395	8.1%	Three to four months	-	-	-	-	
2BR Overall Project	\$22,457	\$36,480	32	395	0	395	8.1%	Three to four months	-	-	-	-	
3BR at 50% AMI	\$26,571	\$36,450	1	107	0	107	0.9%	Three to four months	\$1,053	\$649	\$1,886	\$602	
3BR at 60% AMI	\$28,114	\$43,740	19	124	0	124	15.4%	Three to four months	\$1,116	\$649	\$1,886	\$647	
3BR Unrestricted	\$24,000	\$72,900	8	198	0	198	4.0%	Three to four months	\$1,259	\$934	\$1,886	\$700	
3BR Overall Affordable	\$26,571	\$43,740	20	144	0	144	13.9%	Three to four months	-	-	-	-	
3BR Overall Project	\$24,000	\$72,900	28	229	0	229	12.2%	Three to four months	-	-	-	-	
50% AMI Overall	\$19,371	\$36,450	15	483	0	483	3.1%	Three to four months	-	-	-	-	
60% AMI Overall	\$22,457	\$43,740	49	558	0	558	8.8%	Three to four months	-	-	-	-	
Unrestricted Overall	\$24,000	\$72,900	8	198	0	198	4.0%	Three to four months	-	-	-	-	
Overall Affordable	\$19,371	\$43,740	64	648	0	648	9.9%	Three to four months	-	-	-	-	
Overall Project	\$19,371	\$72,900	72	1,033	0	1,033	7.0%	Three to four months	-	-	-	-	

As the analysis illustrates, the Subject's capture rates at the 50 percent AMI level will range from 0.9 to 5.2 percent, with an overall capture rate of 3.1 percent. The Subject's 60 percent AMI capture rates range from 0.9 to 15.4 percent, with an overall capture rate of 8.8 percent. The Subject's capture rate for the unrestricted units is 4.0 percent. The overall capture rate for the project is 7.0 percent. Overall capture rates for the Subject's affordable units range from 4.7 to 13.9 percent with an overall rate of 9.9 percent. Therefore, we believe there is adequate demand for the Subject. All capture rates are within Georgia DCA thresholds.

# **H. COMPETITIVE RENTAL ANALYSIS**

### **Survey of Comparable Projects**

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes 10 “true” comparable properties containing 2,198 units. A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided on the following pages. A map illustrating the location of the Subject in relation to comparable properties is also provided on the following pages. The properties are further profiled in the following write-ups. The property descriptions include information on vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available.

The availability of LIHTC data is considered average. Only one of the LIHTC comparables is located within the PMA, while the others are located in nearby Canton and Jasper. Canton and Jasper are considered similar locations to Ball Ground in terms of median rent, median household income, and median home value. All of the LIHTC comparables were constructed or renovated between 1999 and 2005 and target families.

The availability of market-rate data is considered average. Two of the five market-rate comparables are located within the PMA, while the remaining market-rate comparables are located in nearby Canton. As previously explained, Canton is considered a similar location to Ball Ground with respect to median rent, median household income, and median home value. All of the market-rate comparables were constructed or renovated between 1994 and 2009. There are a limited number of new construction market-rate properties in the area. Overall, we believe the market-rate properties we have used in our analysis are the most comparable.

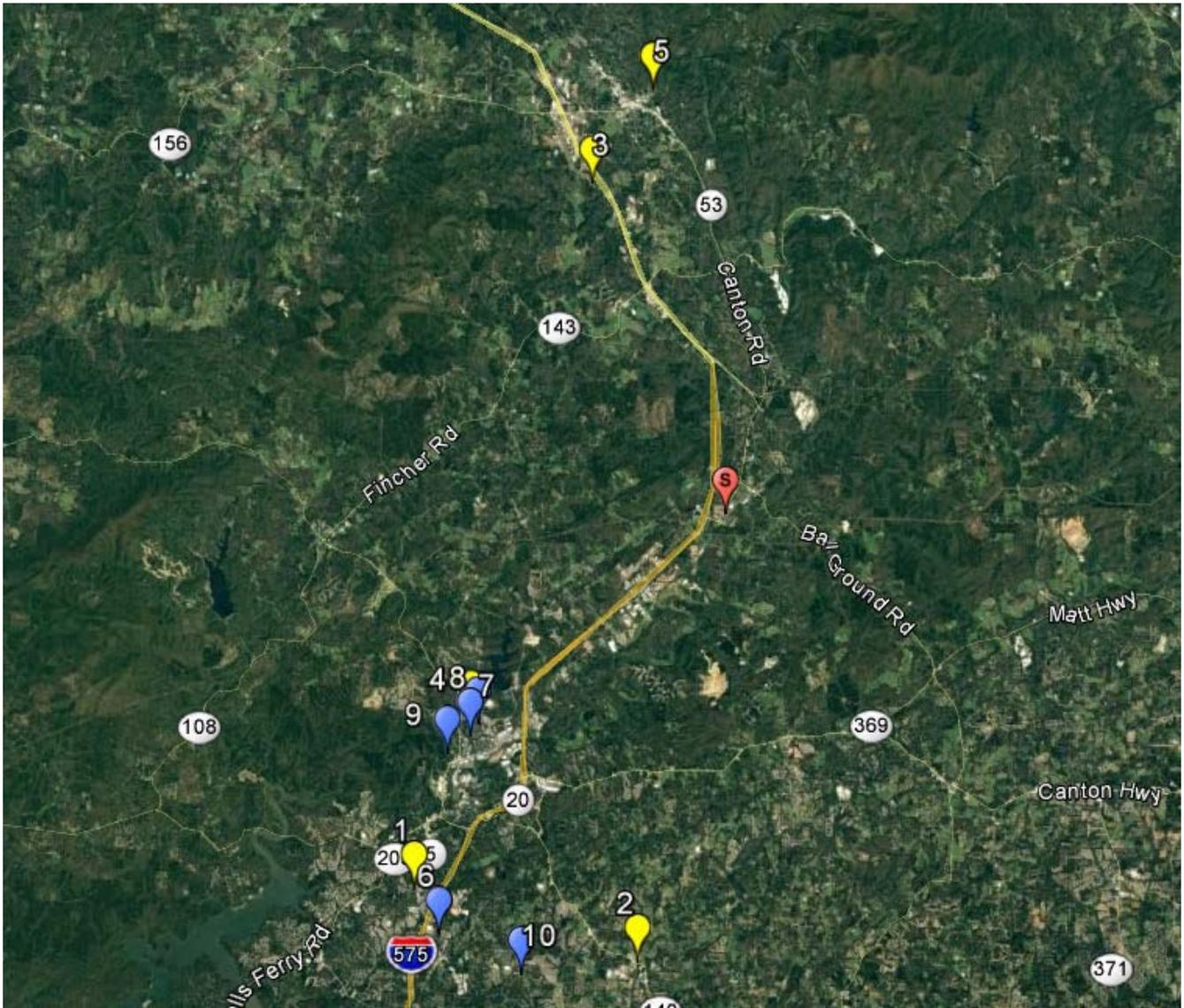
### Excluded Properties

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

#### EXCLUDED PROPERTIES

Property Name	Program	Location	Tenancy	# of Units	Reason for Exclusion
River Ridge Apartments At Canton	LIHTC	Canton	Family	356	Inferior age and condition
Brooks Run Apts	LIHTC	Jasper	Family	24	Dissimilar unit mix
Fairfield Apts	LIHTC	Jasper	Family	48	Inferior age and condition
Canton Mill Lofts	LIHTC	Canton	Family	313	Closer comparables
Lakeview Apartments	Rural Development	Canton	Family	40	Rural Development
Mount Calvary Place	Section 8	Tate	Family	24	Subsidized
Blue Ridge Hills Apartments	Market	Canton	Family	73	Dissimilar unit mix

**Comparable Rental Property Map**



Source: Google Earth, May 2017.

**COMPARABLE PROPERTIES**

#	Property Name	Location	Type	Distance from Subject
1	Alexander Ridge Apartments	Canton	LIHTC, Market	12.3 miles
2	Laurels At Greenwood	Canton	LIHTC, Market	11.3 miles
3	Mountainside Manor	Jasper	LIHTC, Market	7.9 miles
4	River Ridge At Canton	Canton	LIHTC, Market	8.4 miles
5	The Homestead	Jasper	LIHTC, Market	10 miles
6	Harbor Creek	Canton	Market	12.1 miles
7	Heritage At Riverstone	Canton	Market	8.4 miles
8	Lancaster Ridge	Canton	Market	8.6 miles
9	Riverview Apartments	Canton	Market	9.4 miles
10	Walden Crossing Apartments	Canton	Market	12 miles

**THE MILL AT STONE VALLEY – BALL GROUND, GEORGIA – MARKET STUDY**

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

**SUMMARY MATRIX**

Comp #	Project	Distance	Type/Built/Renovated	Market/Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Max Rent?	Wait List?	Units Vacant	Vacancy Rate				
Subject	The Mill At Stone Valley Coy M. Holcomb Street Ball Ground, GA 30107 Cherokee County	n/a	Garden (2 stories) 2019	LIHTC, Market, Non-Rental	1BR / 1BA	10	13.5%	@50%	\$447	768	no		N/A	N/A				
					1BR / 1BA	2	2.7%	@60%	\$537	768	no	N/A	N/A					
					2BR / 1BA	4	5.4%	@50%	\$513	956	no	N/A	N/A					
					2BR / 1BA	28	37.8%	@60%	\$578	956	no	N/A	N/A					
					3BR / 2BA	1	1.4%	@50%	\$602	1,119	no	N/A	N/A					
					3BR / 2BA	19	25.7%	@60%	\$647	1,119	no	N/A	N/A					
					3BR / 2BA	8	10.8%	Market	\$650	1,119	no	N/A	N/A					
					3BR / 2BA	2	2.7%	Non-Rental	N/A	1,119	no	N/A	N/A					
										74	100.0%							N/A
1	Alexander Ridge Apartments 3145 Ridge Road Canton, GA 30114 Cherokee County	12.3 miles	Garden (3 stories) 1999	LIHTC, Market	1BR / 1BA	18	6.6%	@50%	\$595	801	yes	Yes	0	0.0%				
					1BR / 1BA	38	14.0%	@60%	\$735	801	yes	Yes	0	0.0%				
					1BR / 1BA	16	5.9%	Market	\$900	801	n/a	No	0	0.0%				
					2BR / 2BA	36	13.2%	@50%	\$710	1,002	yes	Yes	0	0.0%				
					2BR / 2BA	56	20.6%	@60%	\$880	1,002	yes	Yes	0	0.0%				
					2BR / 2BA	26	9.6%	Market	\$1,000	1,002	n/a	No	0	0.0%				
					3BR / 2BA	22	8.1%	@50%	\$810	1,200	yes	Yes	0	0.0%				
					3BR / 2BA	42	15.4%	@60%	\$1,000	1,200	yes	Yes	0	0.0%				
					3BR / 2BA	N/A	N/A	Market	\$1,100	1,200	n/a	No	0	0.0%				
										272	100.0%						0	0.0%
2	Laurels At Greenwood 1215 Hickory Flat Hwy Canton, GA 30115 Cherokee County	11.3 miles	Garden (3 stories) 2001	LIHTC, Market	2BR / 2BA	38	21.8%	@50%	\$710	933	yes	no	0	0.0%				
					2BR / 2BA	30	17.2%	@60%	\$777	933	yes	no	0	0.0%				
					2BR / 2BA	21	12.1%	Market	\$843	933	n/a	no	0	0.0%				
					3BR / 2BA	35	20.1%	@50%	\$810	1,149	yes	no	0	0.0%				
					3BR / 2BA	36	20.7%	@60%	\$887	1,149	yes	no	0	0.0%				
					3BR / 2BA	14	8.0%	Market	\$934	1,149	n/a	no	0	0.0%				
										174	100.0%						0	0.0%
3	Mountainside Manor 264 Bill Hasty Blvd Jasper, GA 30143 Pickens County	7.9 miles	Garden (3 stories) 2005	LIHTC, Market	1BR / 1BA	19	10.8%	@60%	\$630	925	no	Yes	0	0.0%				
					1BR / 1BA	5	2.8%	Market	\$755	925	n/a	No	0	0.0%				
					2BR / 2BA	46	26.1%	@60%	\$723	1,106	no	Yes	0	0.0%				
					2BR / 2BA	14	8.0%	Market	\$848	1,106	n/a	No	0	0.0%				
					3BR / 2BA	76	43.2%	@60%	\$814	1,293	no	Yes	0	0.0%				
					3BR / 2BA	16	9.1%	Market	\$944	1,293	n/a	No	0	0.0%				
										176	100.0%						0	0.0%
4	River Ridge At Canton 100 River Ridge Drive Canton, GA 30114 Cherokee County	8.4 miles	Garden (3 stories) 2003	LIHTC, Market	1BR / 1BA	128	36.0%	@60%	\$675	722	no	Yes	0	0.0%				
					1BR / 1BA	32	9.0%	Market	\$725	722	n/a	Yes	0	0.0%				
					2BR / 2BA	128	36.0%	@60%	\$815	1,106	no	Yes	0	0.0%				
					2BR / 2BA	32	9.0%	Market	\$875	1,106	n/a	Yes	0	0.0%				
					3BR / 2BA	29	8.1%	@60%	\$935	1,270	no	Yes	0	0.0%				
					3BR / 2BA	7	2.0%	Market	\$965	1,270	n/a	Yes	0	0.0%				
										356	100.0%						0	0.0%
5	The Homestead 102 Library Lane Jasper, GA 30143 Pickens County	10 miles	Various (2 stories) 2000	LIHTC	2BR / 2BA (Garden)	30	52.6%	@60%	\$588	975	no	Yes	0	0.0%				
					3BR / 2.5BA (Townhouse)	27	47.4%	@60%	\$649	1,240	no	Yes	0	0.0%				
										57	100.0%					0	0.0%	

**THE MILL AT STONE VALLEY – BALL GROUND, GEORGIA – MARKET STUDY**

**SUMMARY MATRIX**

Comp #	Project	Distance	Type/Built/Renovated	Market/Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Max Rent?	Wait List?	Units Vacant	Vacancy Rate
Subject	The Mill At Stone Valley Coy M. Holcomb Street Ball Ground, GA 30107 Cherokee County	n/a	Garden (2 stories) 2019	LIHTC, Market, Non- Rental	1BR / 1BA	10	13.5%	@50%	\$447	768	no		N/A	N/A
					1BR / 1BA	2	2.7%	@60%	\$537	768	no	N/A	N/A	
					2BR / 1BA	4	5.4%	@50%	\$513	956	no	N/A	N/A	
					2BR / 1BA	28	37.8%	@60%	\$578	956	no	N/A	N/A	
					3BR / 2BA	1	1.4%	@50%	\$602	1,119	no	N/A	N/A	
					3BR / 2BA	19	25.7%	@60%	\$647	1,119	no	N/A	N/A	
					3BR / 2BA	8	10.8%	Market	\$650	1,119	no	N/A	N/A	
					3BR / 2BA	2	2.7%	Non-Rental	N/A	1,119	no	N/A	N/A	
					74	100.0%							N/A	N/A
6	Harbor Creek 501 Harbor Creek Canton, GA 30115 Cherokee County	12.1 miles	Garden (3 stories) 2007	Market	1BR / 1BA	N/A	N/A	Market	\$1,065	806	n/a	No	N/A	N/A
					2BR / 2BA	N/A	N/A	Market	\$1,219	1,143	n/a	No	N/A	N/A
					2BR / 2BA	N/A	N/A	Market	\$1,259	1,178	n/a	No	N/A	N/A
					2BR / 2BA	N/A	N/A	Market	\$1,210	1,181	n/a	No	N/A	N/A
					3BR / 2BA	N/A	N/A	Market	\$1,628	1,435	n/a	No	N/A	N/A
					376	100.0%							8	2.1%
7	Heritage At Riverstone 101 Heritage Drive Canton, GA 30114 Cherokee County	8.4 miles	Garden (3 stories) 2000	Market	1BR / 1BA	35	14.6%	Market	\$896	725	n/a	No	N/A	N/A
					1BR / 1BA	35	14.6%	Market	\$893	925	n/a	No	N/A	N/A
					2BR / 2BA	70	29.2%	Market	\$1,013	1,099	n/a	No	N/A	N/A
					2BR / 2BA	64	26.7%	Market	\$1,034	1,122	n/a	No	N/A	N/A
					3BR / 2BA	36	15.0%	Market	\$1,363	1,326	n/a	No	N/A	N/A
					240	100.0%							8	3.3%
8	Lancaster Ridge 800 Hickory Knoll Dr. Canton, GA 30114 Cherokee County	8.6 miles	Garden (3 stories) 1994	Market	1BR / 1BA	24	16.6%	Market	\$820	850	n/a	No	1	4.2%
					2BR / 2BA	91	62.8%	Market	\$898	960	n/a	No	0	0.0%
					3BR / 2BA	30	20.7%	Market	\$1,164	1,140	n/a	No	0	0.0%
						145	100.0%							
9	Riverview Apartments 59 Anderson Avenue Canton, GA 30114 Cherokee County	9.4 miles	Garden (4 stories) 2009	Market	1BR / 1BA	3	2.2%	Market	\$1,051	750	n/a	No	1	33.3%
					1BR / 1BA	2	1.4%	Market	\$1,081	860	n/a	No	0	0.0%
					1BR / 1BA	57	41.3%	Market	\$956	560	n/a	No	4	7.0%
					1BR / 1BA	8	5.8%	Market	\$916	780	n/a	No	0	0.0%
					1BR / 1BA	1	0.7%	Market	\$975	1,000	n/a	No	0	0.0%
					2BR / 1BA	60	43.5%	Market	\$1,161	768	n/a	No	4	6.7%
					2BR / 2BA	2	1.4%	Market	\$1,240	1,200	n/a	No	0	0.0%
					2BR / 2BA	1	0.7%	Market	\$1,019	1,082	n/a	No	0	0.0%
					3BR / 2BA	4	2.9%	Market	\$1,886	2,755	n/a	No	0	0.0%
										138	100.0%			
10	Walden Crossing 100 Walden Crossing Dr Canton, GA 30115 Cherokee County	12 miles	Garden (4 stories) 2002	Market	1BR / 1BA	N/A	N/A	Market	\$992	732	n/a	No	N/A	N/A
					1BR / 1BA	N/A	N/A	Market	\$1,037	916	n/a	No	N/A	N/A
					1BR / 1BA	N/A	N/A	Market	\$1,109	1,013	n/a	No	N/A	N/A
					2BR / 2BA	N/A	N/A	Market	\$1,198	1,157	n/a	No	N/A	N/A
					2BR / 2BA	N/A	N/A	Market	\$1,248	1,252	n/a	No	N/A	N/A
					3BR / 2BA	N/A	N/A	Market	\$1,351	1,425	n/a	No	N/A	N/A
					3BR / 2BA	N/A	N/A	Market	\$1,351	1,532	n/a	No	N/A	N/A
					264	100.0%							10	3.8%

THE MILL AT STONE VALLEY – BALL GROUND, GEORGIA – MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.								
Effective Rent Date:		Apr-17	Units Surveyed:		2,198	Weighted Occupancy:		98.4%
			Market Rate:		1,163	Market Rate:		96.9%
			Tax Credit:		1,035	Tax Credit:		100.0%
One Bedroom One Bath			Two Bedrooms One Bath			Three Bedrooms Two Bath		
RENT	Property	Average	Property	Average	Property	Average	Property	Average
	Walden Crossing Apartments	\$1,109	Harbor Creek (2BA)	\$1,259	Riverview Apartments	\$1,886		
	Riverview Apartments	\$1,081	Walden Crossing Apartments (2BA)	\$1,248	Harbor Creek	\$1,628		
	Harbor Creek	\$1,065	Harbor Creek (2BA)	\$1,219	Heritage At Riverstone	\$1,363		
	Riverview Apartments	\$1,051	Harbor Creek (2BA)	\$1,210	Walden Crossing Apartments	\$1,351		
	Walden Crossing Apartments	\$1,037	Walden Crossing Apartments (2BA)	\$1,198	Walden Crossing Apartments	\$1,351		
	Walden Crossing Apartments	\$992	Riverview Apartments	\$1,161	Lancaster Ridge	\$1,164		
	Riverview Apartments	\$975	Heritage At Riverstone (2BA)	\$1,034	Alexander Ridge Apartments * (M)	\$1,100		
	Riverview Apartments	\$956	Heritage At Riverstone (2BA)	\$1,013	Alexander Ridge Apartments * (60%)	\$1,000		
	Riverview Apartments	\$916	Alexander Ridge Apartments * (2BA M)	\$1,000	River Ridge At Canton * (M)	\$965		
	Alexander Ridge Apartments *	\$900	Lancaster Ridge (2BA)	\$898	Mountainside Manor * (M)	\$944		
	Heritage At Riverstone	\$896	Alexander Ridge Apartments * (2BA)	\$880	River Ridge At Canton * (60%)	\$935		
	Heritage At Riverstone	\$893	River Ridge At Canton * (2BA M)	\$875	Laurels At Greenwood * (M)	\$934		
	Lancaster Ridge	\$820	Mountainside Manor * (2BA M)	\$848	Laurels At Greenwood * (60%)	\$887		
	Mountainside Manor * (M)	\$755	Laurels At Greenwood * (2BA M)	\$843	Mountainside Manor * (60%)	\$814		
	Alexander Ridge Apartments *	\$735	River Ridge At Canton * (2BA 60%)	\$815	Alexander Ridge Apartments * (50%)	\$810		
	River Ridge At Canton * (M)	\$725	Laurels At Greenwood * (2BA 60%)	\$777	Laurels At Greenwood * (50%)	\$810		
	River Ridge At Canton * (60%)	\$675	Mountainside Manor * (2BA 60%)	\$723	<b>The Mill At Stone Valley * (M)</b>	<b>\$650</b>		
	Mountainside Manor * (60%)	\$630	Alexander Ridge Apartments * (2BA)	\$710	The Homestead * (2.5BA 60%)	\$649		
	Alexander Ridge Apartments *	\$595	Laurels At Greenwood * (2BA 50%)	\$710	<b>The Mill At Stone Valley * (60%)</b>	<b>\$647</b>		
	<b>The Mill At Stone Valley *</b>	<b>\$537</b>	The Homestead * (2BA 60%)	\$588	<b>The Mill At Stone Valley * (50%)</b>	<b>\$602</b>		
	<b>The Mill At Stone Valley *</b>	<b>\$447</b>	<b>The Mill At Stone Valley * (60%)</b>	<b>\$578</b>				
			<b>The Mill At Stone Valley * (50%)</b>	<b>\$513</b>				
SQUARE FOOTAGE	Walden Crossing Apartments	1,013	Walden Crossing Apartments (2BA)	1,252	Riverview Apartments	2,755		
	Riverview Apartments	1,000	Harbor Creek (2BA)	1,181	Walden Crossing Apartments	1,532		
	Mountainside Manor * (60%)	925	Harbor Creek (2BA)	1,178	Harbor Creek	1,435		
	Mountainside Manor * (M)	925	Walden Crossing Apartments (2BA)	1,157	Walden Crossing Apartments	1,425		
	Heritage At Riverstone	925	Harbor Creek (2BA)	1,143	Heritage At Riverstone	1,326		
	Walden Crossing Apartments	916	Heritage At Riverstone (2BA)	1,122	Mountainside Manor * (60%)	1,293		
	Riverview Apartments	860	Mountainside Manor * (2BA 60%)	1,106	Mountainside Manor * (M)	1,293		
	Lancaster Ridge	850	Mountainside Manor * (2BA M)	1,106	River Ridge At Canton * (60%)	1,270		
	Harbor Creek	806	River Ridge At Canton * (2BA 60%)	1,106	River Ridge At Canton * (M)	1,270		
	Alexander Ridge Apartments *	801	River Ridge At Canton * (2BA M)	1,106	The Homestead * (2.5BA 60%)	1,240		
	Alexander Ridge Apartments *	801	Heritage At Riverstone (2BA)	1,099	Alexander Ridge Apartments * (50%)	1,200		
	Alexander Ridge Apartments *	801	Alexander Ridge Apartments * (2BA)	1,002	Alexander Ridge Apartments * (60%)	1,200		
	Riverview Apartments	780	Alexander Ridge Apartments * (2BA)	1,002	Alexander Ridge Apartments * (M)	1,200		
	<b>The Mill At Stone Valley *</b>	<b>768</b>	Alexander Ridge Apartments * (2BA M)	1,002	Laurels At Greenwood * (50%)	1,149		
	<b>The Mill At Stone Valley *</b>	<b>768</b>	The Homestead * (2BA 60%)	975	Laurels At Greenwood * (60%)	1,149		
	Riverview Apartments	750	Lancaster Ridge (2BA)	960	Laurels At Greenwood * (M)	1,149		
	Walden Crossing Apartments	732	<b>The Mill At Stone Valley * (50%)</b>	<b>956</b>	Lancaster Ridge	1,140		
	Heritage At Riverstone	725	<b>The Mill At Stone Valley * (60%)</b>	<b>956</b>	<b>The Mill At Stone Valley * (50%)</b>	<b>1,119</b>		
	River Ridge At Canton * (60%)	722	Laurels At Greenwood * (2BA 50%)	933	<b>The Mill At Stone Valley * (60%)</b>	<b>1,119</b>		
	River Ridge At Canton * (M)	722	Laurels At Greenwood * (2BA 60%)	933	<b>The Mill At Stone Valley * (M)</b>	<b>1,119</b>		
	Riverview Apartments	560	Laurels At Greenwood * (2BA M)	933				
			Riverview Apartments	768				
RENT PER SQUARE FOOT	Riverview Apartments	\$1.71	Riverview Apartments	\$1.51	Harbor Creek	\$1.13		
	Riverview Apartments	\$1.40	Harbor Creek (2BA)	\$1.07	Heritage At Riverstone	\$1.03		
	Walden Crossing Apartments	\$1.36	Harbor Creek (2BA)	\$1.07	Lancaster Ridge	\$1.02		
	Harbor Creek	\$1.32	Walden Crossing Apartments (2BA)	\$1.04	Walden Crossing Apartments	\$0.95		
	Riverview Apartments	\$1.26	Harbor Creek (2BA)	\$1.02	Alexander Ridge Apartments * (M)	\$0.92		
	Heritage At Riverstone	\$1.24	Alexander Ridge Apartments * (2BA M)	\$1.00	Walden Crossing Apartments	\$0.88		
	Riverview Apartments	\$1.17	Walden Crossing Apartments (2BA)	\$1.00	Alexander Ridge Apartments * (60%)	\$0.83		
	Walden Crossing Apartments	\$1.13	Lancaster Ridge (2BA)	\$0.94	Laurels At Greenwood * (M)	\$0.81		
	Alexander Ridge Apartments *	\$1.12	Heritage At Riverstone (2BA)	\$0.92	Laurels At Greenwood * (60%)	\$0.77		
	Walden Crossing Apartments	\$1.09	Heritage At Riverstone (2BA)	\$0.92	River Ridge At Canton * (M)	\$0.76		
	River Ridge At Canton * (M)	\$1.00	Laurels At Greenwood * (2BA M)	\$0.90	River Ridge At Canton * (60%)	\$0.74		
	Riverview Apartments	\$0.98	Alexander Ridge Apartments * (2BA)	\$0.88	Mountainside Manor * (M)	\$0.73		
	Heritage At Riverstone	\$0.97	Laurels At Greenwood * (2BA 60%)	\$0.83	Laurels At Greenwood * (50%)	\$0.70		
	Lancaster Ridge	\$0.96	River Ridge At Canton * (2BA M)	\$0.79	Riverview Apartments	\$0.68		
	River Ridge At Canton * (60%)	\$0.93	Mountainside Manor * (2BA M)	\$0.77	Alexander Ridge Apartments * (50%)	\$0.68		
	Alexander Ridge Apartments *	\$0.92	Laurels At Greenwood * (2BA 50%)	\$0.76	Mountainside Manor * (60%)	\$0.63		
	Mountainside Manor * (M)	\$0.82	River Ridge At Canton * (2BA 60%)	\$0.74	<b>The Mill At Stone Valley * (M)</b>	<b>\$0.58</b>		
	Alexander Ridge Apartments *	\$0.74	Alexander Ridge Apartments * (2BA)	\$0.71	<b>The Mill At Stone Valley * (60%)</b>	<b>\$0.58</b>		
	<b>The Mill At Stone Valley *</b>	<b>\$0.70</b>	Mountainside Manor * (2BA 60%)	\$0.65	<b>The Mill At Stone Valley * (50%)</b>	<b>\$0.54</b>		
	Mountainside Manor * (60%)	\$0.68	<b>The Mill At Stone Valley * (60%)</b>	<b>\$0.60</b>	The Homestead * (2.5BA 60%)	\$0.52		
	<b>The Mill At Stone Valley *</b>	<b>\$0.58</b>	The Homestead * (2BA 60%)	\$0.60				
			<b>The Mill At Stone Valley * (50%)</b>	<b>\$0.54</b>				

# PROPERTY PROFILE REPORT

## Alexander Ridge Apartments

<b>Effective Rent Date</b>	4/07/2017
<b>Location</b>	3145 Ridge Road Canton, GA 30114 Cherokee County
<b>Distance</b>	12.3 miles
<b>Units</b>	272
<b>Vacant Units</b>	0
<b>Vacancy Rate</b>	0.0%
<b>Type</b>	Garden (3 stories)
<b>Year Built/Renovated</b>	1999 / N/A
<b>Marketing Began</b>	N/A
<b>Leasing Began</b>	N/A
<b>Last Unit Leased</b>	N/A
<b>Major Competitors</b>	Canterbury Ridge, River Ridge, Walden Crossing
<b>Tenant Characteristics</b>	Mixed tenancy, some families
<b>Contact Name</b>	Sarah
<b>Phone</b>	770-479-5970



### Market Information

<b>Program</b>	@50%, @60%, Market
<b>Annual Turnover Rate</b>	40%
<b>Units/Month Absorbed</b>	N/A
<b>HCV Tenants</b>	8%
<b>Leasing Pace</b>	Pre-leased
<b>Annual Chg. in Rent</b>	5% increase since 3Q2016
<b>Concession</b>	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	18	801	\$595	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Garden (3 stories)	38	801	\$735	\$0	@60%	Yes	0	0.0%	yes	None
1	1	Garden (3 stories)	16	801	\$900	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (3 stories)	36	1,002	\$710	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	56	1,002	\$880	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	26	1,002	\$1,000	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden (3 stories)	22	1,200	\$810	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	42	1,200	\$1,000	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	N/A	1,200	\$1,100	\$0	Market	No	0	N/A	N/A	None

## Alexander Ridge Apartments, continued

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$595	\$0	\$595	\$0	\$595	1BR / 1BA	\$735	\$0	\$735	\$0	\$735
2BR / 2BA	\$710	\$0	\$710	\$0	\$710	2BR / 2BA	\$880	\$0	\$880	\$0	\$880
3BR / 2BA	\$810	\$0	\$810	\$0	\$810	3BR / 2BA	\$1,000	\$0	\$1,000	\$0	\$1,000

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$900	\$0	\$900	\$0	\$900
2BR / 2BA	\$1,000	\$0	\$1,000	\$0	\$1,000
3BR / 2BA	\$1,100	\$0	\$1,100	\$0	\$1,100

### Amenities

#### In-Unit

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

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

#### Security

In-Unit Alarm  
 Limited Access  
 Patrol  
 Perimeter Fencing

#### Services

None

#### Property

Business Center/Computer Lab  
 Clubhouse/Meeting  
 Central Laundry  
 On-Site Management  
 Playground

Car Wash  
 Exercise Facility  
 Off-Street Parking  
 Picnic Area  
 Swimming Pool

#### Premium

None

#### Other

None

### Comments

The contact reported that the property maintains a waiting list of 6 households.

# PROPERTY PROFILE REPORT

## Laurels At Greenwood

**Effective Rent Date** 5/03/2017  
**Location** 1215 Hickory Flat Hwy  
 Canton, GA 30115  
 Cherokee County  
**Distance** 11.3 miles  
**Units** 174  
**Vacant Units** 0  
**Vacancy Rate** 0.0%  
**Type** Garden (3 stories)  
**Year Built/Renovated** 2001 / N/A  
**Marketing Began** N/A  
**Leasing Began** N/A  
**Last Unit Leased** N/A  
**Major Competitors** Walden Crossing, Canton Mill, Canterbury Ridge  
**Tenant Characteristics** Mixed tenancy  
**Contact Name** Sarah  
**Phone** 770.720.1444



### Market Information

**Program** @50%, @60%, Market  
**Annual Turnover Rate** 20%  
**Units/Month Absorbed** N/A  
**HCV Tenants** 0%  
**Leasing Pace** Within one week  
**Annual Chg. in Rent** Increased up to 15 percent  
**Concession** None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (3 stories)	38	933	\$762	\$0	@50%	no	0	0.0%	yes	None
2	2	Garden (3 stories)	30	933	\$829	\$0	@60%	no	0	0.0%	yes	None
2	2	Garden (3 stories)	21	933	\$895	\$0	Market	no	0	0.0%	N/A	None
3	2	Garden (3 stories)	35	1,149	\$871	\$0	@50%	no	0	0.0%	yes	None
3	2	Garden (3 stories)	36	1,149	\$948	\$0	@60%	no	0	0.0%	yes	None
3	2	Garden (3 stories)	14	1,149	\$995	\$0	Market	no	0	0.0%	N/A	None

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
2BR / 2BA	\$762	\$0	\$762	-\$52	\$710	2BR / 2BA	\$829	\$0	\$829	-\$52	\$777
3BR / 2BA	\$871	\$0	\$871	-\$61	\$810	3BR / 2BA	\$948	\$0	\$948	-\$61	\$887
<b>Market</b>	<b>Face Rent</b>	<b>Conc.</b>	<b>Concd. Rent</b>	<b>Util.</b>	<b>Adj. Rent</b>						
2BR / 2BA	\$895	\$0	\$895	-\$52	\$843						
3BR / 2BA	\$995	\$0	\$995	-\$61	\$934						

## Laurels At Greenwood, continued

### Amenities

#### In-Unit

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

Blinds  
Central A/C  
Dishwasher  
Garbage Disposal  
Oven  
Walk-In Closet

#### Security

Perimeter Fencing  
Video Surveillance

#### Services

None

#### Property

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

Clubhouse/Meeting  
Exercise Facility  
Off-Street Parking  
Picnic Area  
Swimming Pool

#### Premium

None

#### Other

Gazebo

### Comments

The property accepts Housing Choice Vouchers. However, the contact could not provide an estimate of the percentage of tenants using vouchers.

# Laurels At Greenwood, continued

## Photos



# PROPERTY PROFILE REPORT

## Mountainside Manor

<b>Effective Rent Date</b>	4/27/2017
<b>Location</b>	264 Bill Hasty Blvd Jasper, GA 30143 Pickens County
<b>Distance</b>	7.9 miles
<b>Units</b>	176
<b>Vacant Units</b>	0
<b>Vacancy Rate</b>	0.0%
<b>Type</b>	Garden (3 stories)
<b>Year Built/Renovated</b>	2005 / N/A
<b>Marketing Began</b>	N/A
<b>Leasing Began</b>	N/A
<b>Last Unit Leased</b>	N/A
<b>Major Competitors</b>	Homestead, Canton Mill Lofts, Heritage
<b>Tenant Characteristics</b>	Families and singles; Majority from Pickens, Cherokee, Gilmer, and Gordon County
<b>Contact Name</b>	Ashley
<b>Phone</b>	(678) 454-4050



### Market Information

<b>Program</b>	@60%, Market
<b>Annual Turnover Rate</b>	8%
<b>Units/Month Absorbed</b>	N/A
<b>HCV Tenants</b>	3%
<b>Leasing Pace</b>	Within one week
<b>Annual Chg. in Rent</b>	N/A
<b>Concession</b>	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	19	925	\$675	\$0	@60%	Yes	0	0.0%	no	None
1	1	Garden (3 stories)	5	925	\$800	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (3 stories)	46	1,106	\$775	\$0	@60%	Yes	0	0.0%	no	None
2	2	Garden (3 stories)	14	1,106	\$900	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden (3 stories)	76	1,293	\$875	\$0	@60%	Yes	0	0.0%	no	None
3	2	Garden (3 stories)	16	1,293	\$1,005	\$0	Market	No	0	0.0%	N/A	None

### Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$675	\$0	\$675	-\$45	\$630	1BR / 1BA	\$800	\$0	\$800	-\$45	\$755
2BR / 2BA	\$775	\$0	\$775	-\$52	\$723	2BR / 2BA	\$900	\$0	\$900	-\$52	\$848
3BR / 2BA	\$875	\$0	\$875	-\$61	\$814	3BR / 2BA	\$1,005	\$0	\$1,005	-\$61	\$944

## Mountainside Manor, continued

### Amenities

**In-Unit**

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

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

**Security**

Limited Access  
Perimeter Fencing

**Services**

None

**Property**

Basketball Court  
Car Wash  
Exercise Facility  
Central Laundry  
On-Site Management  
Playground  
Tennis Court

Business Center/Computer Lab  
Clubhouse/Meeting  
Garage  
Off-Street Parking  
Picnic Area  
Swimming Pool

**Premium**

None

**Other**

None

### Comments

The property maintains a waiting list for its LIHTC units. However, the contact was unable to provide the number of households on the list.

# PROPERTY PROFILE REPORT

## River Ridge At Canton

<b>Effective Rent Date</b>	4/27/2017
<b>Location</b>	100 River Ridge Drive Canton, GA 30114 Cherokee County
<b>Distance</b>	8.4 miles
<b>Units</b>	356
<b>Vacant Units</b>	0
<b>Vacancy Rate</b>	0.0%
<b>Type</b>	Garden (3 stories)
<b>Year Built/Renovated</b>	2003 / N/A
<b>Marketing Began</b>	2/01/2003
<b>Leasing Began</b>	1/01/2003
<b>Last Unit Leased</b>	9/01/2005
<b>Major Competitors</b>	Alexander Ridge
<b>Tenant Characteristics</b>	Varied tenancy from Atlanta metro area, 20-25% seniors
<b>Contact Name</b>	Nicole
<b>Phone</b>	678.493.8280



### Market Information

<b>Program</b>	@60%, Market
<b>Annual Turnover Rate</b>	10%
<b>Units/Month Absorbed</b>	10.8
<b>HCV Tenants</b>	12%
<b>Leasing Pace</b>	Within one week
<b>Annual Chg. in Rent</b>	Increased 1-3%
<b>Concession</b>	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	128	722	\$675	\$0	@60%	Yes	0	0.0%	no	None
1	1	Garden (3 stories)	32	722	\$725	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (3 stories)	128	1,106	\$815	\$0	@60%	Yes	0	0.0%	no	None
2	2	Garden (3 stories)	32	1,106	\$875	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Garden (3 stories)	29	1,270	\$935	\$0	@60%	Yes	0	0.0%	no	None
3	2	Garden (3 stories)	7	1,270	\$965	\$0	Market	Yes	0	0.0%	N/A	None

### Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$675	\$0	\$675	\$0	\$675	1BR / 1BA	\$725	\$0	\$725	\$0	\$725
2BR / 2BA	\$815	\$0	\$815	\$0	\$815	2BR / 2BA	\$875	\$0	\$875	\$0	\$875
3BR / 2BA	\$935	\$0	\$935	\$0	\$935	3BR / 2BA	\$965	\$0	\$965	\$0	\$965

## River Ridge At Canton, continued

### Amenities

#### In-Unit

Balcony/Patio  
Carpeting  
Coat Closet  
Garbage Disposal  
Refrigerator  
Washer/Dryer hookup

Blinds  
Central A/C  
Dishwasher  
Oven  
Walk-In Closet

#### Security

In-Unit Alarm  
Limited Access  
Patrol  
Perimeter Fencing

#### Services

None

#### Property

Business Center/Computer Lab  
Clubhouse/Meeting  
Garage  
Off-Street Parking  
Picnic Area  
Swimming Pool

Car Wash  
Exercise Facility  
Central Laundry  
On-Site Management  
Playground

#### Premium

None

#### Other

Billiards, Tanning Bed,

### Comments

The property maintains a waiting list of more than 50 households. The property charges a monthly premium of \$30 for a washer/dryer, \$75 for garage parking, and \$20-\$40 for exterior storage units.



## **The Homestead, continued**

### **Comments**

The property maintains a waiting list with approximately 8 households. Management stated that there is strong demand for low-income housing in the area. The contact could not indicate why rent were not set a max.

# PROPERTY PROFILE REPORT

## Harbor Creek

**Effective Rent Date** 4/17/2017  
**Location** 501 Harbor Creek Parkway  
 Canton, GA 30115  
 Cherokee County  
 Intersection: Holly Springs Pkwy & Harbor  
 Creek Pkwy  
**Distance** 12.1 miles  
**Units** 376  
**Vacant Units** 8  
**Vacancy Rate** 2.1%  
**Type** Garden (3 stories)  
**Year Built/Renovated** 2007 / N/A  
**Marketing Began** N/A  
**Leasing Began** N/A  
**Last Unit Leased** N/A  
**Major Competitors** None identified  
**Tenant Characteristics** Varied tenancy from Atlanta metro area  
**Contact Name** Sonny  
**Phone** 770-224-7316



### Market Information

**Program** Market  
**Annual Turnover Rate** N/A  
**Units/Month Absorbed** N/A  
**HCV Tenants** 0%  
**Leasing Pace** Within three weeks  
**Annual Chg. in Rent** Increased up to 27 percent  
**Concession** None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	N/A	806	\$1,048	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,143	\$1,203	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,178	\$1,243	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,181	\$1,194	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	N/A	1,435	\$1,612	\$0	Market	No	N/A	N/A	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$1,048	\$0	\$1,048	\$17	\$1,065
2BR / 2BA	\$1,194 - \$1,243	\$0	\$1,194 - \$1,243	\$16	\$1,210 - \$1,259
3BR / 2BA	\$1,612	\$0	\$1,612	\$16	\$1,628

## Harbor Creek, continued

### Amenities

#### In-Unit

Balcony/Patio  
Carpeting  
Coat Closet  
Exterior Storage  
Garbage Disposal  
Oven  
Vaulted Ceilings  
Washer/Dryer hookup

Blinds  
Central A/C  
Dishwasher  
Fireplace  
Microwave  
Refrigerator  
Walk-In Closet

#### Security

Limited Access  
Perimeter Fencing

#### Services

None

#### Property

Business Center/Computer Lab  
Clubhouse/Meeting  
Garage  
Off-Street Parking  
Playground  
Tennis Court

Car Wash  
Exercise Facility  
Central Laundry  
On-Site Management  
Swimming Pool

#### Premium

None

#### Other

None

### Comments

The contact reported that typical occupancy is usually between 95 and 97 percent. The property does not accept Housing Choice Vouchers. The property recently constructed three additional buildings increasing the total number of units by 60 to 376.

# PROPERTY PROFILE REPORT

## Heritage At Riverstone

**Effective Rent Date** 4/17/2017  
**Location** 101 Heritage Drive  
 Canton, GA 30114  
 Cherokee County  
 Intersection: Reinhardt College Pkwy & Heritage Drive  
**Distance** 8.4 miles  
**Units** 240  
**Vacant Units** 8  
**Vacancy Rate** 3.3%  
**Type** Garden (3 stories)  
**Year Built/Renovated** 2000 / N/A  
**Marketing Began** N/A  
**Leasing Began** N/A  
**Last Unit Leased** N/A  
**Major Competitors** Walden Crossing, River Ridge  
**Tenant Characteristics** Mixed tenancy  
**Contact Name** Asha  
**Phone** 770-704-6757



### Market Information

**Program** Market  
**Annual Turnover Rate** 25%  
**Units/Month Absorbed** N/A  
**HCV Tenants** 0%  
**Leasing Pace** Within one week  
**Annual Chg. in Rent** Increased up to 13 percent  
**Concession** None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	35	725	\$896	\$0	Market	No	N/A	N/A	N/A	AVG
1	1	Garden (3 stories)	35	925	\$893	\$0	Market	No	N/A	N/A	N/A	AVG
2	2	Garden (3 stories)	70	1,099	\$1,013	\$0	Market	No	N/A	N/A	N/A	AVG
2	2	Garden (3 stories)	64	1,122	\$1,034	\$0	Market	No	N/A	N/A	N/A	AVG
3	2	Garden (3 stories)	36	1,326	\$1,363	\$0	Market	No	N/A	N/A	N/A	AVG

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$893 - \$896	\$0	\$893 - \$896	\$0	\$893 - \$896
2BR / 2BA	\$1,013 - \$1,034	\$0	\$1,013 - \$1,034	\$0	\$1,013 - \$1,034
3BR / 2BA	\$1,363	\$0	\$1,363	\$0	\$1,363

## Heritage At Riverstone, continued

### Amenities

#### In-Unit

Balcony/Patio  
Carpeting  
Dishwasher  
Garbage Disposal  
Refrigerator  
Walk-In Closet

Blinds  
Central A/C  
Fireplace  
Oven  
Vaulted Ceilings  
Washer/Dryer hookup

#### Security

Limited Access  
Perimeter Fencing

#### Services

None

#### Property

Business Center/Computer Lab  
Exercise Facility  
Central Laundry  
On-Site Management  
Swimming Pool

Clubhouse/Meeting  
Garage  
Off-Street Parking  
Playground

#### Premium

None

#### Other

None

### Comments

The property utilizes LRO pricing, and rents change on a daily basis. The property does not maintain a waiting list. The contact reported that turnover has recently increased due to several short-term leases for tenants in need of temporary housing while they are constructing homes.

# PROPERTY PROFILE REPORT

## Lancaster Ridge

<b>Effective Rent Date</b>	4/27/2017
<b>Location</b>	800 Hickory Knoll Dr. Canton, GA 30114 Cherokee County
<b>Distance</b>	8.6 miles
<b>Units</b>	145
<b>Vacant Units</b>	1
<b>Vacancy Rate</b>	0.7%
<b>Type</b>	Garden (3 stories)
<b>Year Built/Renovated</b>	1994 / N/A
<b>Marketing Began</b>	N/A
<b>Leasing Began</b>	N/A
<b>Last Unit Leased</b>	N/A
<b>Major Competitors</b>	Alexander Ridge, Harbor Creek, Heritage
<b>Tenant Characteristics</b>	Mixed tenancy; majority families
<b>Contact Name</b>	Kendra
<b>Phone</b>	770-720-2368



### Market Information

<b>Program</b>	Market
<b>Annual Turnover Rate</b>	21%
<b>Units/Month Absorbed</b>	N/A
<b>HCV Tenants</b>	2%
<b>Leasing Pace</b>	Pre-leased
<b>Annual Chg. in Rent</b>	Increased up to 18 percent
<b>Concession</b>	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	24	850	\$865	\$0	Market	No	1	4.2%	N/A	None
2	2	Garden (3 stories)	91	960	\$950	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden (3 stories)	30	1,140	\$1,225	\$0	Market	No	0	0.0%	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$865	\$0	\$865	-\$45	\$820
2BR / 2BA	\$950	\$0	\$950	-\$52	\$898
3BR / 2BA	\$1,225	\$0	\$1,225	-\$61	\$1,164

## Lancaster Ridge, continued

### Amenities

**In-Unit**

Balcony/Patio  
Carpeting  
Coat Closet  
Exterior Storage  
Garbage Disposal  
Oven  
Vaulted Ceilings  
Washer/Dryer

Blinds  
Central A/C  
Dishwasher  
Ceiling Fan  
Microwave  
Refrigerator  
Walk-In Closet  
Washer/Dryer hookup

**Security**

Perimeter Fencing

**Services**

None

**Property**

Off-Street Parking  
Playground

On-Site Management  
Swimming Pool

**Premium**

None

**Other**

None

### Comments

They utilize the LRO pricing system to determine rental rates and are offering no concessions.

# PROPERTY PROFILE REPORT

## Riverview Apartments

<b>Effective Rent Date</b>	4/17/2017
<b>Location</b>	59 Anderson Avenue Canton, GA 30114 Cherokee County Intersection: N Etowah Dr
<b>Distance</b>	9.4 miles
<b>Units</b>	138
<b>Vacant Units</b>	9
<b>Vacancy Rate</b>	6.5%
<b>Type</b>	Garden (4 stories)
<b>Year Built/Renovated</b>	2009 / N/A
<b>Marketing Began</b>	N/A
<b>Leasing Began</b>	N/A
<b>Last Unit Leased</b>	N/A
<b>Major Competitors</b>	River Ridge
<b>Tenant Characteristics</b>	50% seniors
<b>Contact Name</b>	Nicole
<b>Phone</b>	678-880-8437



### Market Information

<b>Program</b>	Market
<b>Annual Turnover Rate</b>	43%
<b>Units/Month Absorbed</b>	10.5
<b>HCV Tenants</b>	0%
<b>Leasing Pace</b>	Within one week
<b>Annual Chg. in Rent</b>	Increased up to 21 percent
<b>Concession</b>	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (4 stories)	3	750	\$1,034	\$0	Market	No	1	33.3%	N/A	None
1	1	Garden (4 stories)	2	860	\$1,064	\$0	Market	No	0	0.0%	N/A	None
1	1	Garden (4 stories)	57	560	\$939	\$0	Market	No	4	7.0%	N/A	None
1	1	Garden (4 stories)	8	780	\$899	\$0	Market	No	0	0.0%	N/A	None
1	1	Garden (4 stories)	1	1,000	\$958	\$0	Market	No	0	0.0%	N/A	None
2	1	Garden (4 stories)	60	768	\$1,145	\$0	Market	No	4	6.7%	N/A	None
2	2	Garden (4 stories)	2	1,200	\$1,224	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (4 stories)	1	1,082	\$1,003	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden (4 stories)	4	2,755	\$1,870	\$0	Market	No	0	0.0%	N/A	None

## Riverview Apartments, continued

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$899 - \$1,064	\$0	\$899 - \$1,064	\$17	\$916 - \$1,081
2BR / 1BA	\$1,145	\$0	\$1,145	\$16	\$1,161
2BR / 2BA	\$1,003 - \$1,224	\$0	\$1,003 - \$1,224	\$16	\$1,019 - \$1,240
3BR / 2BA	\$1,870	\$0	\$1,870	\$16	\$1,886

### Amenities

#### In-Unit

Balcony/Patio  
 Carpet/Hardwood  
 Central A/C  
 Dishwasher  
 Ceiling Fan  
 Oven  
 Refrigerator  
 Walk-In Closet  
 Washer/Dryer

Blinds  
 Carpeting  
 Coat Closet  
 Exterior Storage  
 Microwave  
 Pull Cords  
 Vaulted Ceilings  
 Whirlpool Tub  
 Washer/Dryer hookup

#### Security

Limited Access  
 Video Surveillance

#### Services

None

#### Property

Business Center/Computer Lab  
 Courtyard  
 Off-Street Parking  
 Picnic Area

Clubhouse/Meeting  
 Elevators  
 On-Site Management

#### Premium

None

#### Other

None

### Comments

The contact reported that the demand rental housing in the area is high, with typical occupancy between 98 and 100 percent. The property does not accept Housing Choice Vouchers.

Photos



# PROPERTY PROFILE REPORT

## Walden Crossing Apartments

<b>Effective Rent Date</b>	4/17/2017
<b>Location</b>	100 Walden Crossing Dr Canton, GA 30115 Cherokee County Intersection: Hickory Flat Highway
<b>Distance</b>	12 miles
<b>Units</b>	264
<b>Vacant Units</b>	10
<b>Vacancy Rate</b>	3.8%
<b>Type</b>	Garden (4 stories)
<b>Year Built/Renovated</b>	2002 / N/A
<b>Marketing Began</b>	N/A
<b>Leasing Began</b>	N/A
<b>Last Unit Leased</b>	N/A
<b>Major Competitors</b>	Heritage Park
<b>Tenant Characteristics</b>	Varied tenancy from Atlanta metro area
<b>Contact Name</b>	Derrick
<b>Phone</b>	770-648-1293



### Market Information

<b>Program</b>	Market
<b>Annual Turnover Rate</b>	25%
<b>Units/Month Absorbed</b>	N/A
<b>HCV Tenants</b>	0%
<b>Leasing Pace</b>	Within one week
<b>Annual Chg. in Rent</b>	Increased up to 10 percent
<b>Concession</b>	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (4 stories)	N/A	732	\$975	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (4 stories)	N/A	916	\$1,020	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (4 stories)	N/A	1,013	\$1,092	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (4 stories)	N/A	1,157	\$1,182	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (4 stories)	N/A	1,252	\$1,232	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (4 stories)	N/A	1,425	\$1,335	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (4 stories)	N/A	1,532	\$1,335	\$0	Market	No	N/A	N/A	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$975 - \$1,092	\$0	\$975 - \$1,092	\$17	\$992 - \$1,109
2BR / 2BA	\$1,182 - \$1,232	\$0	\$1,182 - \$1,232	\$16	\$1,198 - \$1,248
3BR / 2BA	\$1,335	\$0	\$1,335	\$16	\$1,351

## Walden Crossing Apartments, continued

### Amenities

#### In-Unit

Balcony/Patio  
Cable/Satellite/Internet  
Carpeting  
Coat Closet  
Exterior Storage  
Garbage Disposal  
Pull Cords  
Skylights  
Walk-In Closet

Blinds  
Carpet/Hardwood  
Central A/C  
Dishwasher  
Ceiling Fan  
Oven  
Refrigerator  
Vaulted Ceilings  
Washer/Dryer hookup

#### Security

Limited Access  
Video Surveillance

#### Services

None

#### Property

Business Center/Computer Lab  
Clubhouse/Meeting  
Exercise Facility  
Central Laundry  
On-Site Management  
Playground  
Tennis Court

Car Wash  
Elevators  
Jacuzzi  
Off-Street Parking  
Picnic Area  
Swimming Pool

#### Premium

None

#### Other

Playroom, Dog Park

### Comments

The contact reported that the property is at a typically occupancy level of 97 percent. The property does not accept Housing Choice Vouchers

## Walden Crossing Apartments, continued

### Photos



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

**Housing Choice Vouchers**

We spoke to Anton Shaw, Director of Policy & Administration with the Georgia Department of Community Affairs. Mr. Shaw indicated 263 Housing Choice Vouchers are in use in Cherokee County. According to the Mr. Shaw, the waiting list for vouchers is currently closed. Currently, there are 100 applicants on the county’s wait list. The following table illustrates voucher usage at the comparables.

TENANTS WITH VOUCHERS		
Property Name	Occupancy Type	Housing Choice Voucher Tenants
Alexander Ridge Apartments	LIHTC, Market	N/A
Laurels At Greenwood	LIHTC, Market	8%
Mountainside Manor	LIHTC, Market	0%
River Ridge At Canton	LIHTC, Market	3%
The Homestead	LIHTC, Market	12%
Harbor Creek	Market	5%
Heritage At Riverstone	Market	0%
Lancaster Ridge	Market	0%
Riverview Apartments	Market	2%
Walden Crossing Apartments	Market	0%

Housing Choice Voucher usage in this market ranges from zero to 12 percent. The LIHTC properties have a low reliance on tenants with vouchers. Thus, it appears that the Subject will not need to rely on voucher residents in order to maintain a high occupancy level. We believe the Subject would maintain a voucher usage of 15 percent or less upon completion.

**Lease Up History**

We were able to obtain absorption information from one of the recently-constructed comparable properties. We have supplemented this absorption data with data collected from properties in neighboring cities, including Woodstock and Cumming. Absorption data from these properties is illustrated in the following table.

ABSORPTION				
Property Name	Occupancy Type	Year Built	Number of Units	Units Absorbed / Month
Woodstock by Walton Phase II	Market	2017	408	93
Station 92 at Woodstock	Market	2015	272	15
Greystone Summit	Market	2014	216	36
River Ridge At Canton	LIHTC, Market	2009	356	<u>11</u>
<b>Average</b>				<b>39</b>

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. Absorption at the comparables ranges from 11 to 93 units per month, with an average absorption rate of 39 units per month. As new construction, the Subject will likely experience an absorption rate similar to the average of the comparables. At an absorption pace of 39 units per month, the Subject would likely experience an absorption period of one to two months

**Phased Developments**

The Subject is not part of a multi-phase development.

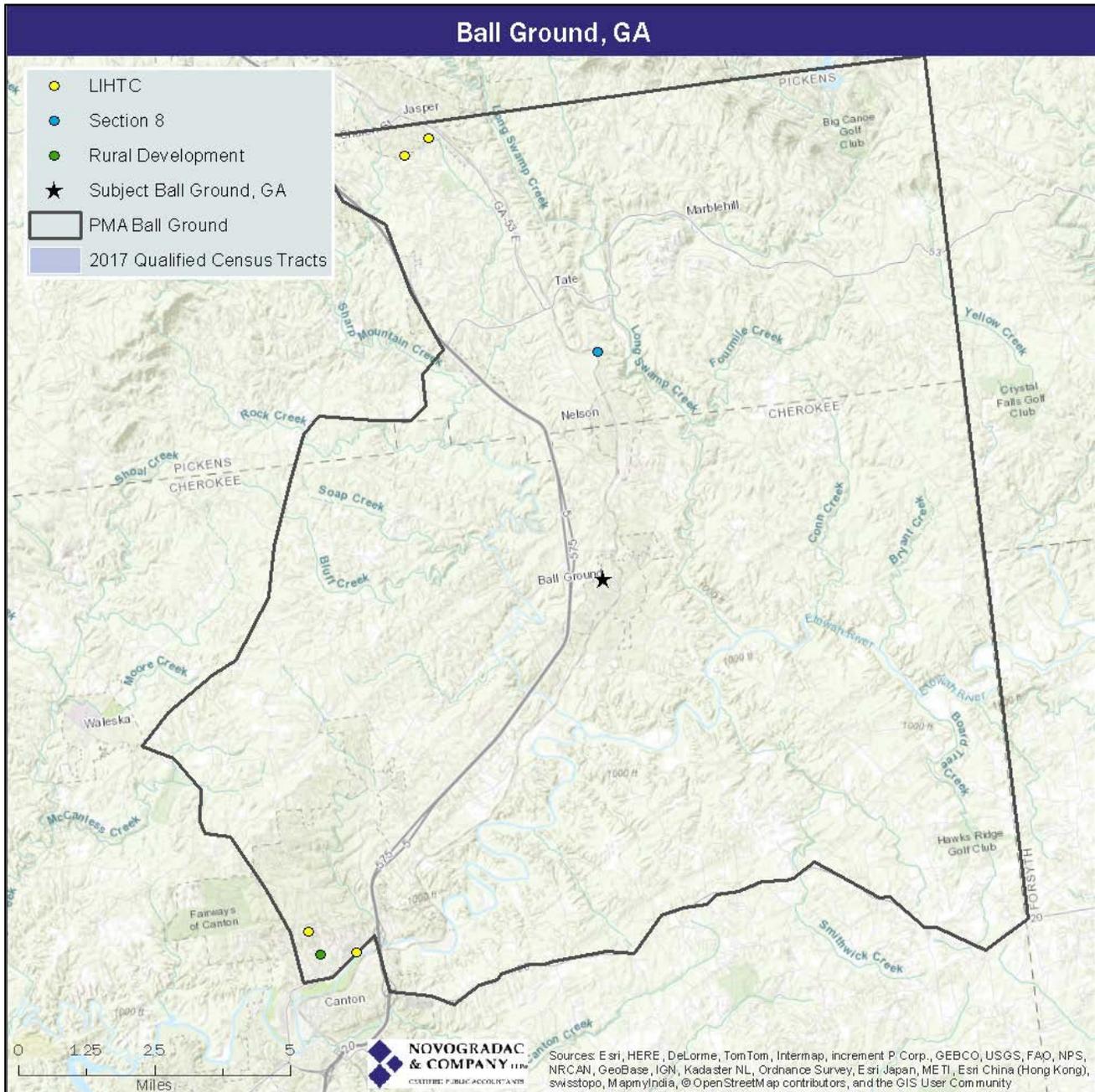
**Rural Areas**

The Subject is not located in a rural area.

3. Competitive Project Map

COMPETITIVE PROJECTS

Property Name	Program	Location	Tenancy	# of Units	Occupancy	Map Color
The Mill at Stone Valley	LIHTC, Market, Non-rental	Ball Ground	Family	74	-	Star
River Ridge Apartments At Canton	LIHTC	Canton	Family	356	100.0%	Yellow
Brooks Run Apts	LIHTC	Jasper	Family	24	100.0%	
Fairfield Apts	LIHTC	Jasper	Family	48	N/Av	
Canton Mill Lofts	LIHTC	Canton	Family	313	95.2%	
Lakeview Apartments	Rural Development	Canton	Family	40	N/Av	Green
Mount Calvary Place	Section 8	Tate	Family	24	N/Av	



#### **4. Amenities**

A detailed description of amenities included in both the Subject and the comparable properties can be found in the amenity matrix below.

THE MILL AT STONE VALLEY – BALL GROUND, GEORGIA – MARKET STUDY

AMENITY MATRIX

	The Mill At Stone Valley	Alexander Ridge Apartments	Laurels At Greenwood	Mountainside Manor	River Ridge At Canton	The Homestead	Harbor Creek	Heritage At Riverstone	Lancaster Ridge	Riverview Apartments	Walden Crossing Apartments
<b>Property Type</b>	Garden (2 stories)	Garden (3 stories)	Garden (3 stories)	Garden (3 stories)	Garden (3 stories)	Various (2 stories)	Garden (3 stories)	Garden (3 stories)	Garden (3 stories)	Garden (4 stories)	Garden (4 stories)
<b>Year Built / Renovated</b>	2019	1999	2001	2005	2003	2000	2007	2000	1994	2009	2002
<b>Market (Conv.)/Subsidy Type</b>	LIHTC, Market, Non-Rental	LIHTC, Market	LIHTC, Market	LIHTC, Market	LIHTC, Market	LIHTC	Market	Market	Market	Market	Market
<b>Utility Adjustments</b>											
<b>Cooking</b>	no	no	no	no	no	no	no	no	no	no	no
<b>Water Heat</b>	no	no	no	no	no	no	no	no	no	no	no
<b>Heat</b>	no	no	no	no	no	no	no	no	no	no	no
<b>Other Electric</b>	no	no	no	no	no	no	no	no	no	no	no
<b>Water</b>	no	no	yes	yes	no	yes	no	no	yes	no	no
<b>Sewer</b>	no	no	yes	yes	no	yes	no	no	yes	no	no
<b>Trash Collection</b>	yes	yes	yes	yes	yes	yes	no	yes	yes	no	no
<b>In-Unit Amenities</b>											
<b>Balcony/Patio</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Blinds</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Cable/Satellite/Internet</b>	no	no	no	no	no	no	no	no	no	no	yes
<b>Carpet/Hardwood</b>	no	no	no	no	no	no	no	no	no	yes	yes
<b>Carpeting</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Central A/C</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Coat Closet</b>	no	no	no	no	no	no	no	no	no	no	no
<b>Dishwasher</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Exterior Storage</b>	no	yes	yes	yes	no	no	yes	no	yes	yes	yes
<b>Ceiling Fan</b>	yes	yes	no	no	no	no	no	no	yes	yes	yes
<b>Fireplace</b>	no	no	no	no	no	no	yes	yes	no	no	no
<b>Garbage Disposal</b>	no	yes	yes	yes	yes	yes	yes	yes	yes	no	yes
<b>Microwave</b>	yes	yes	yes	no	no	no	yes	no	yes	yes	no
<b>Oven</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Pull Cords</b>	no	no	no	no	no	no	no	no	no	yes	yes
<b>Refrigerator</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Skylights</b>	no	no	no	no	no	no	no	no	no	no	yes
<b>Vaulted Ceilings</b>	no	no	no	no	no	no	yes	yes	yes	yes	yes
<b>Walk-In Closet</b>	no	no	no	no	no	no	no	no	no	no	no
<b>Whirlpool Tub</b>	no	no	no	no	no	no	no	no	no	yes	no
<b>Washer/Dryer</b>	no	no	no	no	no	no	no	no	yes	yes	no
<b>Washer/Dryer hookup</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Property Amenities</b>											
<b>Basketball Court</b>	no	no	no	yes	no	yes	no	no	no	no	no
<b>Business Center/Computer Lab</b>	yes	yes	yes	yes	yes	no	yes	yes	no	yes	yes
<b>Car Wash</b>	no	yes	no	yes	yes	no	yes	no	no	no	yes
<b>Clubhouse/Meeting Room/Community Room</b>	yes	yes	yes	yes	yes	no	yes	yes	no	yes	yes
<b>Courtyard</b>	no	no	no	no	no	no	no	no	no	yes	no
<b>Elevators</b>	no	no	yes	no	no	no	no	no	no	yes	yes
<b>Exercise Facility</b>	no	yes	yes	yes	yes	no	yes	yes	no	no	yes
<b>Garage</b>	no	no	no	yes	yes	no	yes	yes	no	no	no
<b>Jacuzzi</b>	no	no	no	no	no	no	no	no	no	no	yes
<b>Central Laundry</b>	yes	yes	yes	yes	yes	no	yes	yes	no	no	yes
<b>Off-Street Parking</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>On-Site Management</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Picnic Area</b>	yes	yes	yes	yes	yes	no	no	no	no	yes	yes
<b>Playground</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	yes
<b>Swimming Pool</b>	no	yes	yes	yes	yes	no	yes	yes	yes	no	yes
<b>Tennis Court</b>	no	no	no	yes	no	no	yes	no	no	no	yes
<b>Garage Fee</b>	N/A	N/A	N/A	\$60.00	\$75.00	N/A	\$120.00	\$89.00	N/A	N/A	N/A
<b>Security</b>											
<b>In-Unit Alarm</b>	no	yes	no	no	yes	no	no	no	no	no	no
<b>Limited Access</b>	no	yes	no	yes	yes	no	yes	yes	no	yes	yes
<b>Patrol</b>	no	yes	no	no	yes	yes	no	no	no	no	no
<b>Perimeter Fencing</b>	no	yes	yes	yes	yes	yes	yes	yes	yes	no	no
<b>Video Surveillance</b>	no	no	yes	no	no	no	no	no	no	yes	yes
<b>Other Amenities</b>											
<b>Other</b>	n/a	n/a	Gazebo	n/a	Billiards, Tanning Bed, Walking/Jogging Trail	n/a	n/a	n/a	n/a	n/a	Playroom, Dog Park

The Subject will offer a business center, community room, central laundry room, off-street parking, on-site management, and a picnic area, which many of the comparables do not offer. However, the Subject will lack exterior storage, washer/dryer units, a car wash, garage parking, and tennis courts, which several of the comparables offer. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the family LIHTC market.

## 5. Comparable Tenancy

The Subject will target families. All of the comparable properties also target families.

## 6. Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY				
Property Name	Occupancy Type	Total Units	Vacant Units	Vacancy Rates
Alexander Ridge Apartments	LIHTC, Market	272	0	0.0%
Laurels At Greenwood	LIHTC, Market	174	0	0.0%
Mountainside Manor	LIHTC, Market	176	0	0.0%
River Ridge At Canton	LIHTC, Market	356	0	0.0%
The Homestead	LIHTC, Market	57	0	0.0%
Harbor Creek	Market	376	8	2.1%
Heritage At Riverstone	Market	240	8	3.3%
Lancaster Ridge	Market	145	1	0.7%
Riverview Apartments	Market	138	9	6.5%
Walden Crossing Apartments	Market	<u>264</u>	<u>10</u>	<u>3.8%</u>
<b>Total LIHTC</b>		<b>1,035</b>	<b>0</b>	<b>0.0%</b>
<b>Total Market Rate</b>		<b>1,163</b>	<b>36</b>	<b>3.1%</b>
<b>Overall Total</b>		<b>2,198</b>	<b>36</b>	<b>1.6%</b>

Overall vacancy in the market is low at 1.6 percent. Total LIHTC vacancy is lower, as all LIHTC units are currently fully-occupied. Additionally, four of the LIHTC comparables report maintaining waiting lists for their LIHTC units. The contact at The Homestead reported a waiting list of eight households, and the contact at Alexander Ridge Apartments reported a waiting list of six households, while the contact at River Ridge at Canton maintains a waiting list of more than 50 households.

The vacancy rates among the market-rate comparable properties range from 0.7 to 6.5 percent, averaging 3.1 percent, which is considered moderate. The contact at the property with the highest reported vacancy, Riverview Apartments, reported that occupancy is typically between 98 and 100 percent, and that demand for rental housing in the area is high. The low to moderate vacancy rates among the other market-rate comparable properties indicates that there is demand for rental housing in the Subject's PMA. As a newly constructed property with a competitive amenity package, we anticipate that the Subject would perform with a vacancy rate of five percent or less.

## 7. Properties Under Construction and Proposed

According to Georgia DCA allocation lists, no LIHTC projects have been awarded within the Subject's PMA since 2013. Additionally, research into local real estate development revealed no new market-rate multifamily properties currently proposed, planned, under construction, or recently completed in the Subject's PMA. According to Mr. Eric Wilmarth, City Manager with the City of Ball Ground, there are no multifamily developments currently planned, proposed, or under construction in Ball Ground. However, Mr. Wilmarth indicated there are two recent subdivisions developments in the city. Because these developments will be single-family homes, we do not believe they will impact demand for the Subject.

## 8. Rental Advantage

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

### SIMILARITY MATRIX

#	Property Name	Program	Property Amenities	Unit Features	Location	Age / Condition	Unit Size	Overall Comparison
1	Alexander Ridge Apartments	LIHTC, Market	Similar	Slightly Superior	Similar	Inferior	Similar	-5
2	Laurels At Greenwood	LIHTC, Market	Slightly Superior	Slightly Superior	Slightly Superior	Inferior	Similar	5
3	Mountainside Manor	LIHTC, Market	Slightly Superior	Slightly Superior	Similar	Slightly Inferior	Slightly Superior	10
4	River Ridge At Canton	LIHTC, Market	Similar	Similar	Similar	Slightly Inferior	Slightly Superior	0
5	The Homestead	LIHTC, Market	Inferior	Similar	Similar	Inferior	Slightly Superior	-15
6	Harbor Creek	Market	Slightly Superior	Slightly Superior	Slightly Superior	Slightly Inferior	Slightly Superior	15
7	Heritage At Riverstone	Market	Similar	Slightly Superior	Similar	Inferior	Similar	-5
8	Lancaster Ridge	Market	Inferior	Superior	Similar	Inferior	Similar	-10
9	Riverview Apartments	Market	Inferior	Superior	Similar	Slightly Inferior	Similar	-5
10	Walden Crossing Apartments	Market	Superior	Superior	Slightly Superior	Inferior	Slightly Superior	20

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

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

### LIHTC RENT COMPARISON - @50%

Property Name	1BR	2BR	3BR
The Mill At Stone Valley (Subject)	\$447	\$513	\$602
2016 Cherokee County LIHTC Maximum (Net)	\$515	\$618	\$704
2016 HERA Special Income Limits (Net)	\$575	\$690	\$788
2016 Pickens County LIHTC Maximum (Net)	\$515	\$618	\$704
Alexander Ridge Apartments*	\$595	\$710	\$810
Laurels At Greenwood*	-	\$710	\$810
<b>Average (excluding Subject)</b>	<b>\$595</b>	<b>\$710</b>	<b>\$810</b>

\*These properties are located outside of the PMA.

LIHTC RENT COMPARISON - @60%

Property Name	1BR	2BR	3BR
The Mill At Stone Valley (Subject)	\$537	\$578	\$647
2016 Cherokee County LIHTC Maximum (Net)	\$641	\$770	\$880
2016 HERA Special Income Limits (Net)	\$714	\$857	\$980
2016 Pickens County LIHTC Maximum (Net)	\$641	\$770	\$880
Alexander Ridge Apartments*	\$735	\$880	\$1,000
Laurels At Greenwood*	-	\$777	\$887
Mountainside Manor*	\$630	\$723	\$814
River Ridge At Canton	\$675	\$815	\$935
The Homestead*	-	\$588	\$649
<b>Average (excluding Subject)</b>	<b>\$680</b>	<b>\$757</b>	<b>\$857</b>

\*These properties are located outside of the PMA.

Per the Georgia DCA 2017 guidelines, the market study analyst must use the maximum rent and income limits effective as of January 1, 2017. Therefore, we have utilized the 2016 maximum income and rent limits. Two of the LIHTC comparables report achieving rents at the maximum allowable levels. Alexander Ridge Apartments and Laurels at Greenwood report achieving the maximum allowable rents for all of their units at 50 and 60 percent AMI. Both properties were constructed prior to 2009 and are therefore held harmless at the 2016 HERA special income limits. Both properties appear to be achieving rents above the 2016 HERA special income limits at the 50 percent AMI level, and Alexander Ridge Apartments appears to be achieving rents above the 2016 HERA special income limits at 60 percent AMI as well. This is most likely due to differences in this property's utility structure and allowance from the Subject's proposed utility structure.

River Ridge at Canton and Mountainside Manor are considered the most comparable LIHTC properties to the Subject. River Ridge at Canton is located 8.4 miles from the Subject in Canton and offers a similar location. River Ridge at Canton was constructed in 2003 and exhibits good condition, which is considered slightly inferior to the anticipated excellent condition of the Subject upon completion. This property offers similar property and in-unit amenities in comparison to the Subject. However, River Ridge at Canton offers slightly superior unit sizes in comparison to those of the proposed Subject. Overall, River Ridge at Canton is considered similar to the Subject. River Ridge at Canton reports no vacancy and maintains a waiting list of more than 50 households. Because this property was constructed in 2003, it is held harmless at the 2016 HERA special income limits, which are higher than the 2016 Cherokee County LIHTC maximum allowable rents. Based on the Subject's anticipated similarity to River Ridge at Canton upon completion, we believe its rents are feasible as proposed.

Mountainside Manor is located 7.9 miles from the Subject in Jasper, and offers a similar location to the Subject. This property was constructed in 2005 and exhibits good condition, which is considered slightly inferior to the anticipated excellent condition of the Subject upon completion. Mountainside Manor offers slightly superior in-unit and property amenities. It offers exterior storage, basketball courts, a car wash, garage parking, and tennis courts, which the Subject will not offer. Mountainside Manor also offers slightly superior unit sizes in comparison to those of the proposed Subject. Overall, Mountainside Manor is considered superior to the proposed Subject. Mountainside Manor reports no vacancy and maintains a waiting list. Mountainside Manor is held harmless at the 2016 HERA special income limits, which are higher than the 2016 Cherokee County LIHTC maximum allowable rents. Based on the Subject's anticipated inferiority to Mountainside Manor, we believe its rents are feasible as proposed.

The two most similar comparable properties to the Subject are achieving rents above those of the proposed Subject, though both are held harmless at the 2016 HERA special income limits. Both properties report full occupancy and maintain waiting lists, indicating demand for affordable housing in the marketplace. As such, we believe the Subject will provide value in the market and is feasible as proposed.

**Analysis of “Market Rents”**

Per DCA’s market study guidelines, “average market rent is to be a reflection of rents that are achieved in the market. In other words, the rents the competitive properties are currently receiving. Average market rent is not ‘Achievable unrestricted market rent.’ In an urban market with many tax credit comps, the average market rent might be the weighted average of those tax credit comps. In cases where there are few tax credit comps, but many market-rate comps with similar unit designs and amenity packages, then the average market rent might be the weighted average of those market-rate comps. In a small rural market there may be neither tax credit comps nor market-rate comps with similar positioning as the subject. In a case like that the average market rent would be a weighted average of whatever rents were present in the market.”

When comparing the Subject’s rents to the average comparable rent, we have not included surveyed rents at lower AMI levels given that this artificially lowers the average surveyed rent. Including rents at lower AMI levels does not reflect an accurate average rent for rents at higher income levels. For example, if the Subject offers rents at the 50 and 60 percent of AMI levels, and there is a distinct difference at comparable properties between rents at the two AMI levels, we have not included the 50 percent of AMI rents in the average comparable rent for the 60 percent of AMI comparison.

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

**SUBJECT COMPARISON TO MARKET RENTS**

Unit Type	Subject Proposed Rent	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR @ 50% AMI	\$447	\$595	\$1,109	\$832	86%
2BR @ 50% AMI	\$513	\$588	\$1,259	\$903	76%
3BR @ 50% AMI	\$602	\$649	\$1,886	\$1,053	75%
1BR @ 60% AMI	\$537	\$630	\$1,109	\$854	59%
2BR @ 60% AMI	\$578	\$588	\$1,259	\$931	61%
3BR @ 60% AMI	\$647	\$649	\$1,886	\$1,116	72%
3BR Unrestricted	\$700	\$934	\$1,886	\$1,259	80%

As illustrated, the Subject’s proposed 50 and 60 percent rents as well as the Subject’s unrestricted rents are below the range of the surveyed comparables, both LIHTC and market-rate. Riverview Apartments is achieving the highest three-bedroom unrestricted rents in the market. Upon completion, the Subject will be considered most similar to Riverview Apartments as a market-rate property. This property was constructed in 2009 and exhibits good condition, which is considered slightly inferior to the anticipated excellent condition of the Subject upon completion. Riverview Apartments is located 9.4 miles from the Subject in Canton and offers a similar location. However, Riverview Apartments offers inferior property amenities in comparison to the proposed Subject, as it lacks central laundry facility and a playground, which the Subject will offer. Riverview Apartments offers superior in-unit amenities, as it offers hardwood floors, exterior storage, whirlpool tubs, and washer/dryer units, which the Subject will not offer. This property offers similar unit sizes to those of the proposed Subject. Overall, Riverview Apartments is considered slightly inferior to the proposed Subject. The lowest one and two-bedroom rents at Riverview Apartments are approximately 71 and 76 percent higher than the Subject’s one and two-bedroom rents at 60 percent AMI, respectively. Riverview Apartments’ three-bedroom rents are approximately 170 percent higher than the Subject’s unrestricted

three-bedroom rents. Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer an advantage when compared to the average rents being achieved at comparable properties.

### 9. LIHTC Competition – DCA Funded Properties within the PMA

Capture rates for the Subject are considered low for all bedroom types and AMI levels. If allocated, the Subject will be generally similar to superior to the existing LIHTC housing stock. LIHTC vacancy rates are healthy as all of the LIHTC comparables are currently fully-occupied. Four of the LIHTC comparables also reported maintaining waiting lists, some as long as 50 households. According to Georgia DCA allocation lists, no new properties have been allocated LIHTC funding in the Subject’s PMA since 2013. Given the strong performance of the LIHTC comparables, it appears that there is demand for additional LIHTC housing in the market. We do not believe that the addition of the Subject to the market will impact the existing LIHTC properties.

### 10. Rental Trends in the PMA

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

TENURE PATTERNS PMA

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	6,742	77.9%	1,917	22.1%
2017	9,536	70.1%	4,077	29.9%
Projected Mkt Entry July 2019	9,981	69.8%	4,329	30.2%
2021	10,426	69.5%	4,580	30.5%

Source: Esri Demographics 2017, Novogradac & Company LLP, April 2017

As the table illustrates, households within the PMA predominantly reside in owner-occupied residences. Nationally, approximately two-thirds of the population resides in owner-occupied housing units, and one-third resides in renter-occupied housing units. Therefore, there is a smaller percentage of renter-occupied units in the PMA than in the nation. The percentage of renter-occupied units in the PMA is expected to slightly increase through 2021, which is a positive indication of future demand for affordable housing.

### Historical Vacancy

The following table details historical vacancy levels for the properties included as comparables.

HISTORICAL VACANCY

Comparable Property	Type	Total Units	1QTR 2014	2QTR 2014	1QTR 2015	2QTR 2015	2QTR 2016	3QTR 2016	2QTR 2017
Alexander Ridge Apartments	Garden	272	2.9%	N/A	N/A	5.1%	0.7%	0.0%	0.0%
Laurels At Greenwood	Garden	174	N/A	N/A	3.4%	N/A	N/A	N/A	0.0%
Mountainside Manor	Garden	176	7.4%	N/A	N/A	N/A	N/A	N/A	0.0%
River Ridge At Canton	Garden	356	1.4%	N/A	N/A	1.7%	N/A	N/A	0.0%
The Homestead	Various	57	0.0%	0.0%	N/A	N/A	N/A	N/A	0.0%
Harbor Creek	Garden	376	N/A	N/A	N/A	0.3%	4.7%	N/A	2.1%
Heritage At Riverstone	Garden	240	1.3%	N/A	N/A	2.1%	2.1%	N/A	3.3%
Lancaster Ridge	Garden	145	0.7%	N/A	0.7%	N/A	7.6%	N/A	0.7%
Riverview Apartments	Garden	138	0.0%	N/A	N/A	0.7%	0.0%	N/A	6.5%
Walden Crossing Apartments	Garden	264	1.9%	N/A	N/A	3.4%	3.4%	N/A	3.8%
<b>Average</b>			<b>1.9%</b>	<b>0.0%</b>	<b>2.1%</b>	<b>2.2%</b>	<b>3.1%</b>	<b>0.0%</b>	<b>1.6%</b>

As illustrated in the table, we were able to obtain historical vacancy rates from all of the comparable properties. In general, the comparable properties have experienced low to moderate vacancy rates since the first quarter of 2014. Vacancy rates at the LIHTC comparables have remained below 5.1 percent since the second quarter of 2015. The market-rate comparables have reported vacancy rates of 7.6 percent or less since the first quarter of 2014. Riverview Apartments reported the greatest increase in vacancy, though the contact at that property reports that the property typically remains 98 to 100 percent occupied. Overall, we believe that the current performance of the LIHTC comparable properties, as well as their historically low to moderate vacancy rates, indicate demand for affordable rental housing in the Subject’s market.

### Change in Rental Rates

The following table illustrates rental rate increases as reported by the comparable properties.

RENT GROWTH		
Comparable Property	Rent Structure	Rent Growth
Alexander Ridge Apartments	LIHTC, Market	Increase of five percent
Laurels At Greenwood	LIHTC, Market	Increased up to 15 percent
Mountainside Manor	LIHTC, Market	N/A
River Ridge At Canton	LIHTC, Market	Increase of one to three percent
The Homestead	LIHTC, Market	Increased up to three percent
Harbor Creek	Market	Increased up to 27 percent
Heritage At Riverstone	Market	Increased up to 13 percent
Lancaster Ridge	Market	Increased up to 18 percent
Riverview Apartments	Market	Increased up to 21 percent
Walden Crossing Apartments	Market	Increased up to 10 percent

The LIHTC properties have reported growth of up to 15 percent in the past year. The market rate properties reported rent growth of up to 27 percent in some instances. None of the properties reported rent declines. We anticipate that the Subject will be able to achieve moderate rent growth in the future as a LIHTC property.

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

According to *RealtyTrac* statistics, one in every 1,588 housing units nationwide was in some stage of foreclosure as of May 2017. The town of Ball Ground is experiencing a foreclosure rate of one in every 1,265 homes, while Cherokee County is experiencing foreclosure rate of one in every 2,318 homes and Georgia experienced one foreclosure in every 1,898 housing units. Overall, Ball Ground is experiencing a higher foreclosure rate than the nation, the state, and the county, indicating a recovering housing market. The Subject’s neighborhood does not have a significant amount of abandoned or vacancy structures that would impact the marketability of the Subject.

### 12. Primary Housing Void

The contact at The Homestead reported a waiting list of eight households and the contact at Alexander Ridge Apartments reported a waiting list of six households, while the contact at River Ridge at Canton maintains a waiting list of more than 50 households. These waiting lists indicate demand for affordable housing in the market.

Only one of the LIHTC comparable properties is located within the PMA. The local area currently has very limited affordable multifamily housing, and the existing local LIHTC stock will be inferior to the Subject with respect to age and condition. The Subject will thus fill a void for new affordable multifamily housing in the local area.

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

There are no proposed LIHTC developments in the PMA. Four of the LIHTC comparable properties report maintaining waiting lists. We believe there is adequate demand for the addition of the Subject within the market. The vacancy rate among the existing LIHTC comparables is low, as all LIHTC properties are currently fully-occupied. Furthermore, only one LIHTC comparable is located within the PMA. The existing local LIHTC stock will be inferior to the Subject with respect to age and condition. Therefore, the Subject will fill an existing void for new affordable multifamily housing in the local area. In summary, the performance of the comparable LIHTC properties, the existence of waiting lists for affordable units, and the fact that the proposed Subject will offer new affordable multifamily housing in an area where LIHTC stock is currently lacking all indicate that the Subject will not negatively impact the existing or proposed affordable rental units in the market.

### **Conclusions**

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. Capture rates for the Subject are considered low for all units at all levels. If allocated, the Subject will be generally similar to superior to the existing LIHTC housing stock. The LIHTC comparables are currently fully-occupied, and four report maintaining waiting lists. These factors indicate demand for affordable housing. The Subject will offer a business center, community room, central laundry room, off-street parking, on-site management, and a picnic area, which many of the comparables do not offer. However, the Subject will lack exterior storage, washer/dryer units, a car wash, garage parking, and tennis courts, which several of the comparables offer. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the family LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered similar to superior in terms of condition to all of the comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties. In general, the Subject will be similar to superior to the comparable properties. Given the Subject's anticipated superior condition relative to the competition and demand for affordable housing evidenced by waiting lists and low vacancy at several LIHTC comparable properties, we believe that the Subject is feasible as proposed. We believe that it will fill a void in the market and will perform well.

# **I. ABSORPTION AND STABILIZATION RATES**

## ABSORPTION AND STABILIZATION RATES

We were able to obtain absorption information from one of the recently-constructed comparable properties. We have supplemented this absorption data with data collected from properties in neighboring cities, including Woodstock and Cumming. Absorption data from these properties is illustrated in the following table.

ABSORPTION				
Property Name	Occupancy Type	Year Built	Number of Units	Units Absorbed / Month
Woodstock by Walton Phase II	Market	2017	408	93
Station 92 at Woodstock	Market	2015	272	15
Greystone Summit	Market	2014	216	36
River Ridge At Canton	LIHTC, Market	2009	356	<u>11</u>
<b>Average</b>				<b>39</b>

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. Absorption at the comparables ranges from 11 to 93 units per month, with an average absorption rate of 39 units per month. As new construction, the Subject will likely experience an absorption rate more similar to the LIHTC comparable. At an absorption pace of 20 units per month, the Subject would likely experience an absorption period of three to four months.

# **J. INTERVIEWS**

### Georgia Department of Community Affairs

We spoke to Anton Shaw, Director of Policy & Administration with the Georgia Department of Community Affairs. Mr. Shaw indicated 263 Housing Choice Vouchers are in use in Cherokee County. According to the Mr. Shaw, the waiting list for vouchers is currently closed. Currently, there are 100 applicants on the county’s wait list. The payment standards for Cherokee County are listed below.

PAYMENT STANDARDS	
Unit Type	Standard
One-bedroom	\$861
Two-bedroom	\$996
Three-bedroom	\$1,315

Source: Georgia Department of Community Affairs, April 2017

The Subject’s proposed rents are set below the current payment standards. Therefore, tenants with Housing Choice Vouchers will not pay out of pocket for rent.

### Planning

According to Mr. Eric Wilmarth, City Manager with the City of Ball Ground, there are no multifamily developments currently planned, proposed, or under construction in Ball Ground. However, Mr. Wilmarth indicated there are two recent subdivisions developments in the city. Because these developments will be single-family homes, we do not believe they will impact demand for the Subject.

3Seven2 South is a subdivision under construction that will offer 30 single-family homes. According to Mr. Wilmarth, the development is expected to break ground in July 2017.

Mountain Brooke North is a new subdivision in Ball Ground, which is beginning construction of its third phase. Phase III will offer 66 single-family homes. Mr. Wilmarth indicated that clearing is complete and grading will begin during the first week of May.

Additionally, Mr. Wilmarth said Universal Alloy Corporation, an aerospace manufacturer, is constructing a 128,000-square foot facility approximately 0.4 from the Subject site. The company plans to open the facility on July 1, 2017.

**Additional interviews can be found in the comments section of the property profiles.**

# **K. CONCLUSIONS AND RECOMMENDATIONS**

## CONCLUSIONS

### Demographics

The population in the PMA and the MSA increased from 2000 to 2010, though the rate of growth slowed from 2010 to 2017. The rate of population and household growth is projected to increase through 2021. The current population of the PMA is 37,361 and is expected to be 39,420 in 2019. Renter households are concentrated in the lowest income cohorts, with 60.8 percent of renters in the PMA earning between \$10,000 and \$49,999 annually. The Subject will target households earning between \$19,371 and \$43,740 for its LIHTC units and up to \$72,900 for its market rate units; therefore, the Subject should be well-positioned to service this market. Overall, population growth and the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

### Employment Trends

The largest industries in the PMA are retail trade, construction, manufacturing, and healthcare/social assistance. These industries make up approximately 46.6 percent of total employment in the PMA. While the retail trade, construction, and manufacturing sectors are susceptible to layoffs during periods of economic downturn, the healthcare/social assistance sector tends to be more resilient during such periods. Despite being a volatile sector, there have been several recent employment expansions in the manufacturing industry, such as United Alloy, Adidas, and Inalfa Roof systems. Additionally, the county has added a number of jobs in the healthcare industry with the completion of the new Northside Hospital.

Overall, the MSA has experienced positive total employment growth from 2011 through February 2017. As of February 2017, total employment in the MSA was 9.0 percent above its pre-recession peak, while national employment was 3.7 percent above its pre-recession peak. The unemployment rate in the MSA as of February 2017 was 4.9 percent, which was the same as the national unemployment rate and significantly lower than the 2010 peak of 10.3 percent. Overall, local employment growth and declining unemployment is a positive indicator of demand for affordable rental housing and the Subject's proposed units.

### Capture Rates

The following table illustrates the demand and capture rates for the Subject's proposed units.

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Proposed Rents
1BR at 50% AMI	\$19,371	\$27,000	10	191	0	191	5.2%	\$447
1BR at 60% AMI	\$22,457	\$32,400	2	221	0	221	0.9%	\$537
1BR Overall Affordable	\$19,371	\$32,400	12	408	0	408	2.9%	-
1BR Overall Project	\$19,371	\$32,400	12	408	0	408	2.9%	-
2BR at 50% AMI	\$22,457	\$30,400	4	185	0	185	2.2%	\$513
2BR at 60% AMI	\$24,686	\$36,480	28	214	0	214	13.1%	\$578
2BR Overall Affordable	\$22,457	\$36,480	32	395	0	395	8.1%	-
2BR Overall Project	\$22,457	\$36,480	32	395	0	395	8.1%	-
3BR at 50% AMI	\$26,571	\$36,450	1	107	0	107	0.9%	\$602
3BR at 60% AMI	\$28,114	\$43,740	19	124	0	124	15.4%	\$647
3BR Unrestricted	\$24,000	\$72,900	8	198	0	198	4.0%	\$700
3BR Overall Affordable	\$26,571	\$43,740	20	144	0	144	13.9%	-
3BR Overall Project	\$24,000	\$72,900	28	229	0	229	12.2%	-
50% AMI Overall	\$19,371	\$36,450	15	483	0	483	3.1%	-
60% AMI Overall	\$22,457	\$43,740	49	558	0	558	8.8%	-
Unrestricted Overall	\$24,000	\$72,900	8	198	0	198	4.0%	-
Overall Affordable	\$19,371	\$43,740	64	648	0	648	9.9%	-
Overall Project	\$19,371	\$72,900	72	1,033	0	1,033	7.0%	-

We believe these calculated capture rates are reasonable, particularly as these calculations do not considered demand from outside the PMA or standard rental household turnover.

**Absorption**

We were able to obtain absorption information from one of the recently-constructed comparable properties. We have supplemented this absorption data with data collected from properties in neighboring cities, including Woodstock and Cumming. Absorption data from these properties is illustrated in the following table.

ABSORPTION

Property Name	Occupancy Type	Year Built	Number of Units	Units Absorbed / Month
Woodstock by Walton Phase II	Market	2017	408	93
Station 92 at Woodstock	Market	2015	272	15
Greystone Summit	Market	2014	216	36
River Ridge At Canton	LIHTC, Market	2009	356	<u>11</u>
<b>Average</b>				<b>39</b>

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. Absorption at the comparables ranges from 11 to 93 units per month, with an average absorption rate of 39 units per month. As new construction, the Subject will likely experience an absorption rate more similar to the LIHTC comparable. At an absorption pace of 20 units per month, the Subject would likely experience an absorption period of three to four months.

**Vacancy Trends**

The following table illustrates the vacancy rates in the market.

**OVERALL VACANCY**

Property Name	Occupancy Type	Total Units	Vacant Units	Vacancy Rates
Alexander Ridge Apartments	LIHTC, Market	272	0	0.0%
Laurels At Greenwood	LIHTC, Market	174	0	0.0%
Mountainside Manor	LIHTC, Market	176	0	0.0%
River Ridge At Canton	LIHTC, Market	356	0	0.0%
The Homestead	LIHTC, Market	57	0	0.0%
Harbor Creek	Market	376	8	2.1%
Heritage At Riverstone	Market	240	8	3.3%
Lancaster Ridge	Market	145	1	0.7%
Riverview Apartments	Market	138	9	6.5%
Walden Crossing Apartments	Market	<u>264</u>	<u>10</u>	<u>3.8%</u>
<b>Total LIHTC</b>		<b>1,035</b>	<b>0</b>	<b>0.0%</b>
<b>Total Market Rate</b>		<b>1,163</b>	<b>36</b>	<b>3.1%</b>
<b>Overall Total</b>		<b>2,198</b>	<b>36</b>	<b>1.6%</b>

Overall vacancy in the market is low at 1.6 percent. Total LIHTC vacancy is lower, as all LIHTC units are currently fully-occupied. Additionally, four of the LIHTC comparables report maintaining waiting lists for their LIHTC units. The contact at The Homestead reported a waiting list of eight households, and the contact at Alexander Ridge Apartments reported a waiting list of six households, while the contact at River Ridge at Canton maintains a waiting list of more than 50 households.

The vacancy rates among the market-rate comparable properties range from 0.7 to 6.5 percent, averaging 3.1 percent, which is considered moderate. The contact at the property with the highest reported vacancy, Riverview Apartments, reported that occupancy is typically between 98 and 100 percent, and that demand for rental housing in the area is high. The low to moderate vacancy rates among the other market-rate comparable properties indicates that there is demand for rental housing in the Subject’s PMA. As a newly constructed property with a competitive amenity package, we anticipate that the Subject would perform with a vacancy rate of five percent or less.

**Strengths of the Subject**

Strengths of the Subject will include its close proximity to neighborhood retail and schools. Single-family homes in the general vicinity appear to have been built since 1990 and are in good condition. Upon completion, the Subject will have competitive amenities when compared to other tax credit and market rate properties in the local market. The Subject will be of superior condition in comparison to all of the comparable properties. Furthermore, the existing LIHTC stock within the PMA is very limited, and the Subject will fill a void for new affordable multifamily housing. As the demand analysis found later in this report will indicate, there is adequate demand for the Subject based on our calculations for units at all levels.

**Conclusion**

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. Capture rates for the Subject are considered low for all units at all levels. If allocated, the Subject will be generally similar to superior to the existing LIHTC housing stock. The LIHTC comparables are currently fully-occupied, and four report maintaining waiting lists. These factors indicate demand for affordable housing. The Subject will offer a business center, community room, central laundry room, off-street parking, on-site management, and a picnic area, which many of the comparables do not offer. However, the Subject will lack exterior storage, washer/dryer units, a car wash, garage parking, and tennis courts, which several of the comparables offer. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the family LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered similar to superior in terms of condition to all of the comparable properties. The Subject’s proposed unit sizes will be competitive with the comparable

properties. In general, the Subject will be similar to superior to the comparable properties. Given the Subject's anticipated superior condition relative to the competition and demand for affordable housing evidenced by waiting lists and low vacancy at several LIHTC comparable properties, we believe that the Subject is feasible as proposed. We believe that it will fill a void in the market and will perform well.

### **Recommendations**

We recommend the Subject as proposed.

# **L. SIGNED STATEMENT REQUIREMENTS**

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



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Brad Weinberg  
Partner  
[Brad.Weinberg@novoco.com](mailto:Brad.Weinberg@novoco.com)



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Brian Neukam  
Manager  
[Brian.Neukam@novoco.com](mailto:Brian.Neukam@novoco.com)



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Meg Southern  
Junior Analyst  
[Meg.Southern@novoco.com](mailto:Meg.Southern@novoco.com)

# **M. MARKET STUDY REPRESENTATION**

Novogradac & Company LLP states that DCA may rely on the representation made in the market study provided and this document is assignable to other lenders that are parties to the DCA loan transaction.



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Brad Weinberg  
Partner  
[Brad.Weinberg@novoco.com](mailto:Brad.Weinberg@novoco.com)



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Brian Neukam  
Manager  
[Brian.Neukam@novoco.com](mailto:Brian.Neukam@novoco.com)



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Meg Southern  
Junior Analyst  
[Meg.Southern@novoco.com](mailto:Meg.Southern@novoco.com)

**ADDENDUM A**  
**Assumptions and Limiting Conditions**

## **ASSUMPTIONS AND LIMITING CONDITIONS**

1. In the event that the client provided a legal description, building plans, title policy and/or survey, etc., the market analyst has relied extensively upon such data in the formulation of all analyses.
2. The legal description as supplied by the client is assumed to be correct and the author assumes no responsibility for legal matters, and renders no opinion of property title, which is assumed to be good and merchantable.
3. All encumbrances, including mortgages, liens, leases, and servitudes, were disregarded in this valuation unless specified in the report. It was recognized, however, that the typical purchaser would likely take advantage of the best available financing, and the effects of such financing on property value were considered.
4. All information contained in the report, which others furnished, was assumed to be true, correct, and reliable. A reasonable effort was made to verify such information, but the author assumes no responsibility for its accuracy.
5. The report was made assuming responsible ownership and capable management of the property.
6. The sketches, photographs, and other exhibits in this report are solely for the purpose of assisting the reader in visualizing the property. The author made no property survey, and assumes no liability in connection with such matters. It was also assumed there is no property encroachment or trespass unless noted in the report.
7. The author of this report assumes no responsibility for hidden or unapparent conditions of the property, subsoil or structures, or the correction of any defects now existing or that may develop in the future. Equipment components were assumed in good working condition unless otherwise stated in this report.
8. It is assumed that there are no hidden or unapparent conditions for the property, subsoil, or structures, which would render it more or less valuable. No responsibility is assumed for such conditions or for engineering, which may be required to discover such factors.
9. The investigation made it reasonable to assume, for report purposes, that no insulation or other product banned by the Consumer Product Safety Commission has been introduced into the Subject premises. Visual inspection by the market analyst did not indicate the presence of any hazardous waste. It is suggested the client obtain a professional environmental hazard survey to further define the condition of the Subject soil if they deem necessary.
10. Any distribution of total property value between land and improvements applies only under the existing or specified program of property utilization. Separate valuations for land and buildings must not be used in conjunction with any other study or market study and are invalid if so used.
11. Possession of the report, or a copy thereof, does not carry with it the right of publication, nor may it be reproduced in whole or in part, in any manner, by any person, without the prior written consent of the author particularly as to value conclusions, the identity of the author or the firm with which he or she is connected. Neither all nor any part of the report, or copy thereof shall be disseminated to the general public by the use of advertising, public relations, news, sales, or other media for public communication without the prior written consent and approval of the market analyst. Nor shall the market analyst,

firm, or professional organizations of which the market analyst is a member be identified without written consent of the market analyst.

12. Disclosure of the contents of this report is governed by the Bylaws and Regulations of the professional organization with which the market analyst is affiliated.
13. The author of this report is not required to give testimony or attendance in legal or other proceedings relative to this report or to the Subject property unless satisfactory additional arrangements are made prior to the need for such services.
14. The opinions contained in this report are those of the author and no responsibility is accepted by the author for the results of actions taken by others based on information contained herein.
15. Opinions of value contained herein are estimates. There is no guarantee, written or implied, that the Subject property will sell or lease for the indicated amounts.
16. All applicable zoning and use regulations and restrictions are assumed to have been complied with, unless nonconformity has been stated, defined, and considered in the market study report.
17. It is assumed that all required licenses, permits, covenants or other legislative or administrative authority from any local, state, or national governmental or private entity or organization have been or can be obtained or renewed for any use on which the value estimate contained in this report is based.
18. On all studies, Subject to satisfactory completion, repairs, or alterations, the report and conclusions are contingent upon completion of the improvements in a workmanlike manner and in a reasonable period of time.
19. All general codes, ordinances, regulations or statutes affecting the property have been and will be enforced and the property is not Subject to flood plain or utility restrictions or moratoriums, except as reported to the market analyst and contained in this report.
20. The party for whom this report is prepared has reported to the market analyst there are no original existing condition or development plans that would Subject this property to the regulations of the Securities and Exchange Commission or similar agencies on the state or local level.
21. Unless stated otherwise, no percolation tests have been performed on this property. In making the market study, it has been assumed the property is capable of passing such tests so as to be developable to its highest and best use.
22. No in-depth inspection was made of existing plumbing (including well and septic), electrical, or heating systems. The market analyst does not warrant the condition or adequacy of such systems.
23. No in-depth inspection of existing insulation was made. It is specifically assumed no Urea Formaldehyde Foam Insulation (UFFI), or any other product banned or discouraged by the Consumer Product Safety Commission has been introduced into the property. The market analyst reserves the right to review and/or modify this market study if said insulation exists on the Subject property.
24. Estimates presented in this report are assignable to parties to the development's financial structure.

**ADDENDUM B**  
**Subject and Neighborhood Photographs**

**Photographs of Subject Site and Surrounding Uses**



View of Subject site from Coy M Holcomb Drive



View of Subject site from Coy M Holcomb Drive



View west on Coy M Holcomb Drive



View of Subject site from Coy M Holcomb Drive



Paved drive through Subject site from Coy M Holcom Drive



Subject site from Coy M Holcomb Drive



View north on Valley Street



View of Subject site from Valley Street



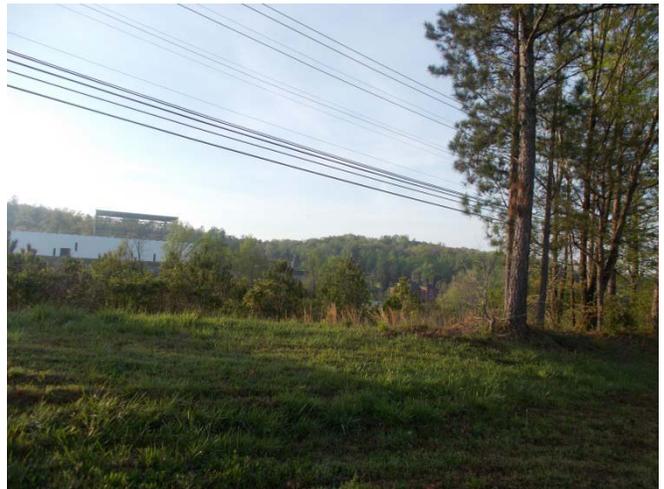
Convenience store in the Subject's neighborhood



View south on Canton-Ballground Highway



Vacant north on Canton-Ballground Highway



View of Subject site from Canton-Ballground Highway



Single-family home in Subject's neighborhood



Single-family home in Subject's neighborhood



Single-family home in Subject's neighborhood



Single-family home in Subject's neighborhood



Gas station in the Subject's neighborhood



Bank in the Subject's neighborhood



Railroad tracks parallel to Subject site



Healthcare and pharmacy in the Subject's neighborhood



Fire department in the Subject's neighborhood



Construction of United Alloy Corporation manufacturing facility southeast of Subject site

**ADDENDUM C**  
Qualifications

**CURRICULUM VITAE**  
**BRAD E. WEINBERG, MAI, CVA, CRE**

**I. Education**

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

**II. Licensing and Professional Affiliations**

MAI Member, Appraisal Institute, No. 10790  
Certified Valuation Analyst (CVA), National Association of Certified Valuers and Analysts (NACVA)  
Member, The Counselors of Real Estate (CRE)  
Certified Investment Member (CCIM), Commercial Investment Real Estate Institute  
Member, Urban Land Institute  
Member, National Council of Housing Market Analysts (NCHMA)

State of Alabama – Certified General Real Estate Appraiser, No. G00628  
State of California – Certified General Real Estate Appraiser, No. 27638  
Washington, D.C. – Certified General Real Estate Appraiser; No. GA10340  
State of Florida – Certified General Real Estate Appraiser; No. RZ3249  
State of Georgia – Certified General Real Property Appraiser; No. 221179  
State of Maine – Certified General Real Estate Appraiser, No. CG3435  
State of Maryland – Certified General Real Estate Appraiser; No. 6048  
Commonwealth of Massachusetts – Certified General Real Estate Appraiser; No. 103769  
State of Michigan – Certified General Real Estate Appraiser, No. 1201074327  
State of Nebraska – Certified General Real Estate Appraiser, No. CG2015008R  
State of New Jersey – Certified General Real Estate Appraiser; No. 42RG00224900  
State of Ohio – Certified General Real Estate Appraiser; No. 2006007302  
State of Pennsylvania – Certified General Real Estate Appraiser; No. GA004111  
State of South Carolina – Certified General Real Estate Appraiser; No. 4566

**III. Professional Experience**

Partner, Novogradac & Company LLP  
President, Capital Realty Advisors, Inc.  
Vice President, The Community Partners Realty Advisory Services Group, LLC  
President, Weinberg Group, Real Estate Valuation & Consulting  
Manager, Ernst & Young LLP, Real Estate Valuation Services  
Senior Appraiser, Joseph J. Blake and Associates  
Senior Analyst, Chevy Chase F.S.B.

**Brad E. Weinberg**

**Qualifications**

**Page 2**

Fee Appraiser, Campanella & Company

#### **IV. Professional Training**

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

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

#### **V. Speaking Engagements and Authorship**

Numerous speaking engagements at Affordable Housing Conferences throughout the Country

Participated in several industry forums regarding the Military Housing Privatization Initiative

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

#### **VI. Real Estate Assignments**

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

- On a national basis, conduct market studies and appraisals for proposed Low-Income Housing Tax Credit properties. Analysis includes preliminary property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis and operating expense analysis to determine appropriate cost estimates.
- On a national basis, conduct market studies and appraisals of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing program. This includes projects under the 221(d)3, 221(d)4, 223(f), and 232 programs.
- Completed numerous FannieMae and FreddieMac appraisals of affordable and market rate multifamily properties for DUS Lenders.
- Managed and completed numerous Section 8 Rent Comparability Studies in accordance with HUD's Section 9 Renewal Policy and Chapter 9 for various property owners and local housing authorities.
- Developed a Flat Rent Model for the Trenton Housing Authority. Along with teaming partner, Quadel Consulting Corporation, completed a public housing rent comparability study to determine whether the flat rent structure for public housing

units is reasonable in comparison to similar, market-rate units. THA also requested a flat rent schedule and system for updating its flat rents. According to 24 CFR 960.253, public housing authorities (PHAs) are required to establish flat rents, in order to provide residents a choice between paying a “flat” rent, or an “income-based” rent. The flat rent is based on the “market rent”, defined as the rent charged for a comparable unit in the private, unassisted market at which a PHA could lease the public housing unit after preparation for occupancy. Based upon the data collected, the consultant will develop an appropriate flat rent schedule, complete with supporting documentation outlining the methodology for determining and applying the rents. We developed a system that THA can implement to update the flat rent schedule on an annual basis.

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

**STATEMENT OF PROFESSIONAL QUALIFICATIONS  
BRIAN NEUKAM**

**EDUCATION**

Georgia Institute of Technology, Bachelor of Industrial Engineering, 1995

**State of Georgia Certified General Real Property Appraiser No. 329471**

**PROFESSIONAL TRAINING**

National USPAP and USPAP Updates

General Appraiser Market Analysis and Highest & Best Use

General Appraiser Sales Comparison Approach

General Appraiser Site Valuation and Cost Approach

General Appraiser Income Capitalization Approach I and II

General Appraiser Report Writing and Case Studies

**EXPERIENCE**

**Novogradac & Company LLP, Manager, September 2015- Present**

J Lawson & Associates, Associate Appraiser, October 2013- September 2015

Carr, Lawson, Cantrell, & Associates, Associate Appraiser, July 2007-October 2013

**REAL ESTATE ASSIGNMENTS**

A representative sample of due diligence, consulting or valuation assignments includes:

- Prepare market studies and appraisals throughout the U.S. for proposed and existing family and senior Low-Income Housing Tax Credit (LIHTC), market rate, HOME financed, USDA Rural Development, and HUD subsidized properties. Appraisal assignments involve determining the as is, as if complete, and as if complete and stabilized values.
- Conduct physical inspections of subject properties and comparables to determine condition and evaluate independent physical condition assessments.
- Performed valuations of a variety of commercial properties throughout the Southeast which included hotels, gas stations and convenience stores, churches, funeral homes, full service and fast-food restaurants, stand-alone retail, strip shopping centers, distribution warehouse and manufacturing facilities, cold storage facilities, residential and commercial zoned land, and residential subdivision lots. Intended uses included first mortgage, refinance, foreclosure/repossession (REO), and divorce.
- Employed discounted cash flow analysis (utilizing Argus or Excel) to value income producing properties and prepare or analyze cash flow forecasts.
- Reviewed and analyzed real estate leases, including identifying critical lease data such as commencement/expiration dates, various lease option types, rent and other income, repair and maintenance obligations, Common Area Maintenance (CAM), taxes, insurance, and other important lease clauses.

## STATEMENT OF PROFESSIONAL QUALIFICATIONS

Meg Southern

### I. Education

University of South Carolina – Columbia, SC Master of Arts,  
Public History

College of William and Mary – Williamsburg, VA  
Bachelor of Arts, Anthropology and History

### II. Professional Experience

Junior Analyst, Novogradac & Company LLP, September 2016 – Present Contract  
Researcher, Historic Columbia, May 2014 - September 2016

### III. Research Assignments

A representative sample of work on various types of projects:

- Assist in performing and writing market studies and appraisals of proposed and existing Low-Income Housing Tax credit (LIHTC) properties
- Research web-based rent reasonableness systems and contact local housing authorities for utility allowance schedules, payment standards, and housing choice voucher information
- Assisted numerous market and feasibility studies for family and senior affordable housing. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of market-rate and Low-Income Housing Tax Credit (LIHTC) properties. Analysis typically includes: unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis.

**ADDENDUM D**  
**Summary Matrix**

**SUMMARY MATRIX**

Comp #	Project	Distance	Type/Built/ Renovated	Market/ Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Max Rent?	Wait List?	Units Vacant	Vacancy Rate
Subject	The Mill At Stone Valley Coy M. Holcomb Street Ball Ground, GA 30107 Cherokee County	n/a	Garden (2 stories) 2019	LIHTC, Market, Non- Rental	1BR / 1BA	10	13.5%	@50%	\$447	768	no		N/A	N/A
					1BR / 1BA	2	2.7%	@60%	\$537	768	no	N/A	N/A	
					2BR / 1BA	4	5.4%	@50%	\$513	956	no	N/A	N/A	
					2BR / 1BA	28	37.8%	@60%	\$578	956	no	N/A	N/A	
					3BR / 2BA	1	1.4%	@50%	\$602	1,119	no	N/A	N/A	
					3BR / 2BA	19	25.7%	@60%	\$647	1,119	no	N/A	N/A	
					3BR / 2BA	8	10.8%	Market	\$650	1,119	no	N/A	N/A	
					3BR / 2BA	2	2.7%	Non-Rental	N/A	1,119	no	N/A	N/A	
					74	100.0%							N/A	N/A
1	Alexander Ridge Apartments 3145 Ridge Road Canton, GA 30114 Cherokee County	12.3 miles	Garden (3 stories) 1999	LIHTC, Market	1BR / 1BA	18	6.6%	@50%	\$595	801	yes	Yes	0	0.0%
					1BR / 1BA	38	14.0%	@60%	\$735	801	yes	Yes	0	0.0%
					1BR / 1BA	16	5.9%	Market	\$900	801	n/a	No	0	0.0%
					2BR / 2BA	36	13.2%	@50%	\$710	1,002	yes	Yes	0	0.0%
					2BR / 2BA	56	20.6%	@60%	\$880	1,002	yes	Yes	0	0.0%
					2BR / 2BA	26	9.6%	Market	\$1,000	1,002	n/a	No	0	0.0%
					3BR / 2BA	22	8.1%	@50%	\$810	1,200	yes	Yes	0	0.0%
					3BR / 2BA	42	15.4%	@60%	\$1,000	1,200	yes	Yes	0	0.0%
					3BR / 2BA	N/A	N/A	Market	\$1,100	1,200	n/a	No	0	0.0%
										272	100.0%			
2	Laurels At Greenwood 1215 Hickory Flat Hwy Canton, GA 30115 Cherokee County	11.3 miles	Garden (3 stories) 2001	LIHTC, Market	2BR / 2BA	38	21.8%	@50%	\$710	933	yes	no	0	0.0%
					2BR / 2BA	30	17.2%	@60%	\$777	933	yes	no	0	0.0%
					2BR / 2BA	21	12.1%	Market	\$843	933	n/a	no	0	0.0%
					3BR / 2BA	35	20.1%	@50%	\$810	1,149	yes	no	0	0.0%
					3BR / 2BA	36	20.7%	@60%	\$887	1,149	yes	no	0	0.0%
					3BR / 2BA	14	8.0%	Market	\$934	1,149	n/a	no	0	0.0%
										174	100.0%			
3	Mountainside Manor 264 Bill Hasty Blvd Jasper, GA 30143 Pickens County	7.9 miles	Garden (3 stories) 2005	LIHTC, Market	1BR / 1BA	19	10.8%	@60%	\$630	925	no	Yes	0	0.0%
					1BR / 1BA	5	2.8%	Market	\$755	925	n/a	No	0	0.0%
					2BR / 2BA	46	26.1%	@60%	\$723	1,106	no	Yes	0	0.0%
					2BR / 2BA	14	8.0%	Market	\$848	1,106	n/a	No	0	0.0%
					3BR / 2BA	76	43.2%	@60%	\$814	1,293	no	Yes	0	0.0%
					3BR / 2BA	16	9.1%	Market	\$944	1,293	n/a	No	0	0.0%
										176	100.0%			
4	River Ridge At Canton 100 River Ridge Drive Canton, GA 30114 Cherokee County	8.4 miles	Garden (3 stories) 2003	LIHTC, Market	1BR / 1BA	128	36.0%	@60%	\$675	722	no	Yes	0	0.0%
					1BR / 1BA	32	9.0%	Market	\$725	722	n/a	Yes	0	0.0%
					2BR / 2BA	128	36.0%	@60%	\$815	1,106	no	Yes	0	0.0%
					2BR / 2BA	32	9.0%	Market	\$875	1,106	n/a	Yes	0	0.0%
					3BR / 2BA	29	8.1%	@60%	\$935	1,270	no	Yes	0	0.0%
					3BR / 2BA	7	2.0%	Market	\$965	1,270	n/a	Yes	0	0.0%
										356	100.0%			
5	The Homestead 102 Library Lane Jasper, GA 30143 Pickens County	10 miles	Various (2 stories) 2000	LIHTC	2BR / 2BA (Garden)	30	52.6%	@60%	\$588	975	no	Yes	0	0.0%
					3BR / 2.5BA (Townhouse)	27	47.4%	@60%	\$649	1,240	no	Yes	0	0.0%
						57	100.0%							

**SUMMARY MATRIX**

Comp #	Project	Distance	Type/Built/Renovated	Market/Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Max Rent?	Wait List?	Units Vacant	Vacancy Rate
Subject	The Mill At Stone Valley Coy M. Holcomb Street Ball Ground, GA 30107 Cherokee County	n/a	Garden (2 stories) 2019	LIHTC, Market, Non- Rental	1BR / 1BA	10	13.5%	@50%	\$447	768	no		N/A	N/A
					1BR / 1BA	2	2.7%	@60%	\$537	768	no	N/A	N/A	
					2BR / 1BA	4	5.4%	@50%	\$513	956	no	N/A	N/A	
					2BR / 1BA	28	37.8%	@60%	\$578	956	no	N/A	N/A	
					3BR / 2BA	1	1.4%	@50%	\$602	1,119	no	N/A	N/A	
					3BR / 2BA	19	25.7%	@60%	\$647	1,119	no	N/A	N/A	
					3BR / 2BA	8	10.8%	Market	\$650	1,119	no	N/A	N/A	
					3BR / 2BA	2	2.7%	Non-Rental	N/A	1,119	no	N/A	N/A	
					74	100.0%							N/A	N/A
6	Harbor Creek 501 Harbor Creek Canton, GA 30115 Cherokee County	12.1 miles	Garden (3 stories) 2007	Market	1BR / 1BA	N/A	N/A	Market	\$1,065	806	n/a	No	N/A	N/A
					2BR / 2BA	N/A	N/A	Market	\$1,219	1,143	n/a	No	N/A	N/A
					2BR / 2BA	N/A	N/A	Market	\$1,259	1,178	n/a	No	N/A	N/A
					2BR / 2BA	N/A	N/A	Market	\$1,210	1,181	n/a	No	N/A	N/A
					3BR / 2BA	N/A	N/A	Market	\$1,628	1,435	n/a	No	N/A	N/A
					376	100.0%							8	2.1%
7	Heritage At Riverstone 101 Heritage Drive Canton, GA 30114 Cherokee County	8.4 miles	Garden (3 stories) 2000	Market	1BR / 1BA	35	14.6%	Market	\$896	725	n/a	No	N/A	N/A
					1BR / 1BA	35	14.6%	Market	\$893	925	n/a	No	N/A	N/A
					2BR / 2BA	70	29.2%	Market	\$1,013	1,099	n/a	No	N/A	N/A
					2BR / 2BA	64	26.7%	Market	\$1,034	1,122	n/a	No	N/A	N/A
					3BR / 2BA	36	15.0%	Market	\$1,363	1,326	n/a	No	N/A	N/A
					240	100.0%							8	3.3%
8	Lancaster Ridge 800 Hickory Knoll Dr. Canton, GA 30114 Cherokee County	8.6 miles	Garden (3 stories) 1994	Market	1BR / 1BA	24	16.6%	Market	\$820	850	n/a	No	1	4.2%
					2BR / 2BA	91	62.8%	Market	\$898	960	n/a	No	0	0.0%
					3BR / 2BA	30	20.7%	Market	\$1,164	1,140	n/a	No	0	0.0%
						145	100.0%							
9	Riverview Apartments 59 Anderson Avenue Canton, GA 30114 Cherokee County	9.4 miles	Garden (4 stories) 2009	Market	1BR / 1BA	3	2.2%	Market	\$1,051	750	n/a	No	1	33.3%
					1BR / 1BA	2	1.4%	Market	\$1,081	860	n/a	No	0	0.0%
					1BR / 1BA	57	41.3%	Market	\$956	560	n/a	No	4	7.0%
					1BR / 1BA	8	5.8%	Market	\$916	780	n/a	No	0	0.0%
					1BR / 1BA	1	0.7%	Market	\$975	1,000	n/a	No	0	0.0%
					2BR / 1BA	60	43.5%	Market	\$1,161	768	n/a	No	4	6.7%
					2BR / 2BA	2	1.4%	Market	\$1,240	1,200	n/a	No	0	0.0%
					2BR / 2BA	1	0.7%	Market	\$1,019	1,082	n/a	No	0	0.0%
					3BR / 2BA	4	2.9%	Market	\$1,886	2,755	n/a	No	0	0.0%
										138	100.0%			
10	Walden Crossing 100 Walden Crossing Dr Canton, GA 30115 Cherokee County	12 miles	Garden (4 stories) 2002	Market	1BR / 1BA	N/A	N/A	Market	\$992	732	n/a	No	N/A	N/A
					1BR / 1BA	N/A	N/A	Market	\$1,037	916	n/a	No	N/A	N/A
					1BR / 1BA	N/A	N/A	Market	\$1,109	1,013	n/a	No	N/A	N/A
					2BR / 2BA	N/A	N/A	Market	\$1,198	1,157	n/a	No	N/A	N/A
					2BR / 2BA	N/A	N/A	Market	\$1,248	1,252	n/a	No	N/A	N/A
					3BR / 2BA	N/A	N/A	Market	\$1,351	1,425	n/a	No	N/A	N/A
					3BR / 2BA	N/A	N/A	Market	\$1,351	1,532	n/a	No	N/A	N/A
					264	100.0%							10	3.8%