

Market Analysis
for
The Village at Wellington Way

**Tax Credit (Sec. 42) Apartments
For Family Households**
in
**Pooler, Georgia
Chatham County**

Prepared For:

Wellington Way, GP

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

By:

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PCN: 17-063

FOREWORD

QUALIFICATIONS STATEMENT

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

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

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

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

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

RELEASE OF INFORMATION

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

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

IDENTITY OF INTEREST

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

CERTIFICATIONS

CERTIFICATION OF PHYSICAL INSPECTION

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

REQUIRED STATEMENT

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

To the best of my knowledge, the market can (cannot) support the development as shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in DCA's rental housing programs. I also affirm that I have no interest in the development or relationship with the ownership entity and my compensation is not contingent on this development being funded.

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

NCHMA MEMBER CERTIFICATION

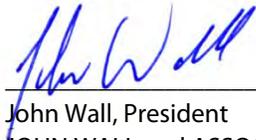
This market study has been prepared by John Wall and Associates, a member in good standing of the National Council of Housing Market Analysts (NCHMA). This study has been prepared in conformance with the standards adopted by NCHMA for the market analysts' industry. These standards include the *Standard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

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

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

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

Submitted and attested to by:



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INTRODUCTION

PURPOSE

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

SCOPE

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

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

METHODOLOGY

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

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

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

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

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

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

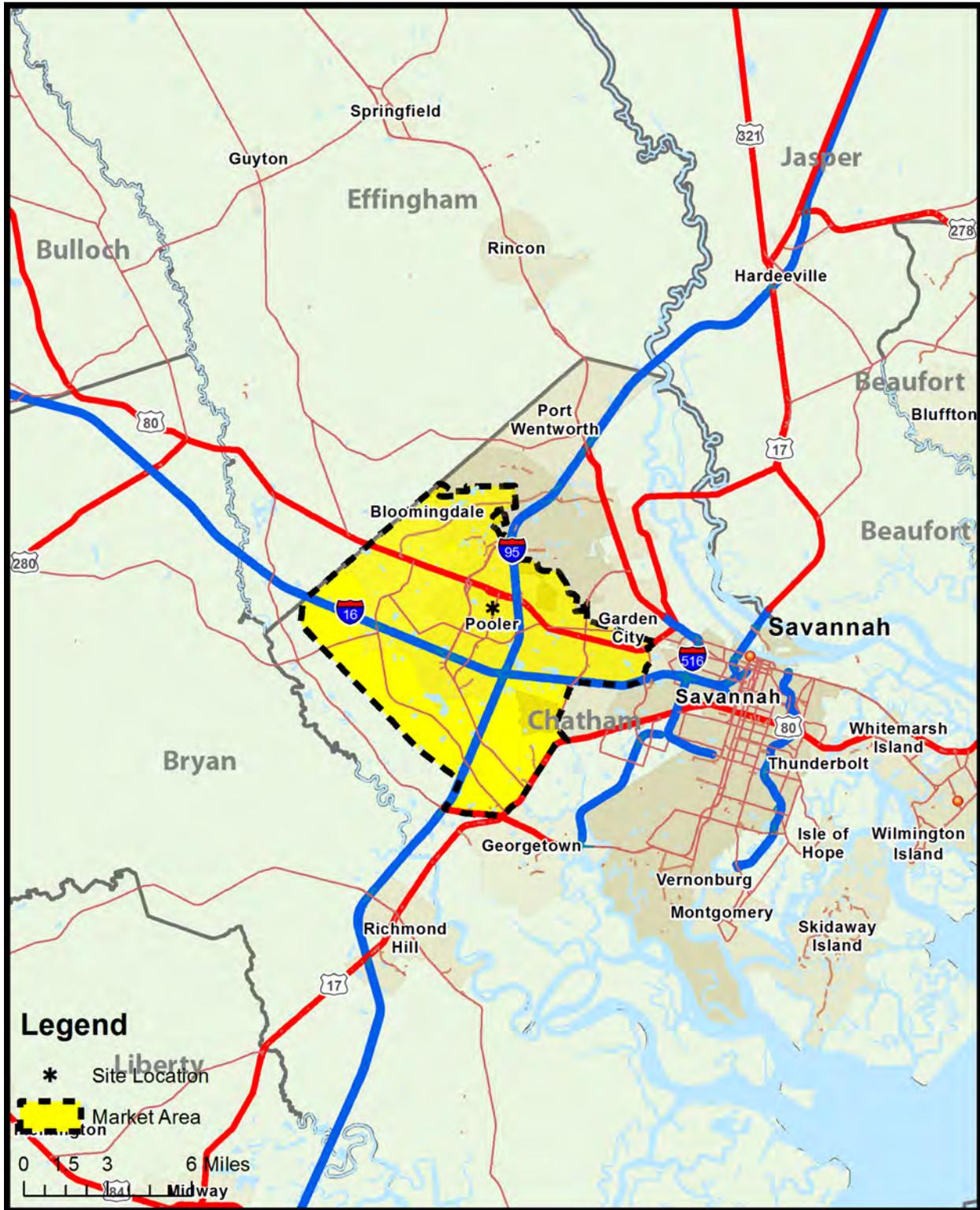
LIMITATIONS

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

REGIONAL LOCATOR MAP



AREA LOCATOR MAP



A. EXECUTIVE SUMMARY

The projected completion date of the proposed development is on or before 12/31/2019.

The market area consists of Census tracts 105.01 (16%), 106.03 (54%), 107 (6%), 108.01, 108.02 (78%), 108.03, 108.08 (33%), and 108.09 in Chatham County.

The proposed development consists of 72 units (includes one staff unit) of new construction.

The proposed development is for family households with incomes at 50% and 60% of AMI. Rents range from \$420 to \$675.

A.1 DEVELOPMENT DESCRIPTION

- **Address:**
S. Rogers Street
- **Construction and occupancy types:**
New construction
Garden
Family
- **Unit mix including bedrooms, bathrooms, square footage, income targeting, rents, and utility allowance:**

AMI	Bedrooms	Baths	Number of Units	Square Feet	Net Rent	Utility Allow.	Gross Rent	Target Population
50%	1	1	4	790	420	114	534	Tax Credit
50%	2	2	4	1,000	500	154	654	Tax Credit
50%	3	2	7	1,200	555	204	759	Tax Credit
60%	1	1	14	790	455	114	569	Tax Credit
60%	2	2	13	1,000	575	154	729	Tax Credit
60%	3	2	29	1,200	675	204	879	Tax Credit
Total Units			72					
Tax Credit Units			71					
PBRA Units			0					
Mkt. Rate Units			0					

There is one staff unit.

- **Any additional subsidies available including project based rental assistance:**
There are none.
- **Brief description of proposed amenities and how they compare to existing properties:**
 - **DEVELOPMENT AMENITIES:**
Laundry room, clubhouse/community center, playground, and fitness center
 - **UNIT AMENITIES:**
Refrigerator, stove, microwave, dishwasher, garbage disposal, washer/dryer connections, ceiling fan, HVAC, blinds, and pre-wired telephone/cable
 - **UTILITIES INCLUDED:**
Trash

The subject’s amenities are typical of new LIHTC properties.

A.2 SITE DESCRIPTION/EVALUATION

- **A brief description of physical features of the site and adjacent parcels:**
The site is wooded and generally flat.
- **A brief overview of the neighborhood land composition (residential, commercial, industrial, agricultural):**
The neighborhood is a mix of public use, governmental, residential, and undeveloped.
- **A discussion of site access and visibility:**
The site has good visibility from Rogers Street from which it has access.
- **Any significant positive or negative aspects of the subject site:**
The site is convenient to Pooler.
- **A brief summary of the site's proximity to neighborhood services including shopping, medical care, employment concentrations, public transportation, etc.**
Most goods and services are either in downtown Pooler or at Godley Station (exit 104) about three miles from the site.
- **An overall conclusion of the site's appropriateness for the proposed development:**
The site is appropriate for the proposed development.

A.3 MARKET AREA DEFINITION

- **A brief definition of the primary market area including boundaries of the market area and their approximate distance from the subject property:**
The market area consists of Census tracts 105.01 (16%), 106.03 (54%), 107 (6%), 108.01, 108.02 (78%), 108.03, 108.08 (33%), and 108.09 in Chatham County. The market area boundary varies from 2 to 7 miles with an average of about 5.

A.4 COMMUNITY DEMOGRAPHIC DATA

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

2010 population = 33,742; 2017 population = 44,995; 2019 population = 48,210

2010 households = 12,555; 2017 households = 16,813; 2019 households = 18,030

- **Household tenure:**

29.0% of the households in the market area rent.

Household income:

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

AMI		50%		60%		Tx. Cr.	
Lower Limit		18,310		19,510		18,310	
Upper Limit		33,025		39,630		39,630	
	Mkt. Area	%	#	%	#	%	#
Renter occupied:	Households						
Less than \$5,000	91	—	0	—	0	—	0
\$5,000 to \$9,999	213	—	0	—	0	—	0
\$10,000 to \$14,999	139	—	0	—	0	—	0
\$15,000 to \$19,999	382	0.34	129	0.10	37	0.34	129
\$20,000 to \$24,999	329	1.00	329	1.00	329	1.00	329
\$25,000 to \$34,999	589	0.80	473	1.00	589	1.00	589
\$35,000 to \$49,999	850	—	0	0.31	262	0.31	262
\$50,000 to \$74,999	1,232	—	0	—	0	—	0
\$75,000 to \$99,999	450	—	0	—	0	—	0
\$100,000 to \$149,999	463	—	0	—	0	—	0
\$150,000 or more	282	—	0	—	0	—	0
Total	5,019		931		1,218		1,309
Percent in Range			18.5%		24.3%		26.1%

- **Impact of foreclosed, abandoned and vacant, single and multifamily homes, and commercial properties in the PMA on the proposed development:**

There are no signs of any abandonment or foreclosure that would impact the subject.

A.5 ECONOMIC DATA

- **Trends in employment for the county and/or region:**

Employment has been increasing over the past few years and has continued to do so over the past 12 months.

- **Employment by sector:**

The largest sector of employment is:

Educational services, and health care and social assistance — 22.7%

- **Unemployment trends:**

Over the last 12 months, the unemployment rate has been between 4.5% and 5.5%. For 2016, the average rate was 5.2% while for 2015 the average rate was 5.8%.

- **Recent or planned major employment contractions or expansions:**

According to the Savannah Economic Development Authority, there have been two businesses to announce a location or expansion in Chatham County within the past year, which will create a total of 514 new jobs. Floor & Decor will expand their import distribution center in Savannah with the construction of a new facility located at Morgan Business Center; the expansion will create 64 new jobs. Convergys Corporation, a customer management company, announced an expansion in Savannah that will create a total of 450 new jobs when fully operational; Convergys is located at 12052 Middleground Road.

On the down side, according to the Georgia Department of Economic Development's WARN notices, there has been one company to close or downsize in Chatham County within the past year. Reliant Transportation decided to end their contract with the Savannah-Chatham County School District early (May 27, 2016) with 720 jobs lost.

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

The county's economy seems to be expanding at a healthy rate

A.6 DEVELOPMENT SPECIFIC AFFORDABILITY AND DEMAND ANALYSIS

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

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

AMI		50%		60%		Tx. Cr.	
Lower Limit		18,310		19,510		18,310	
Upper Limit		33,025		39,630		39,630	
	Mkt. Area						
	Households	%	#	%	#	%	#
Renter occupied:							
Less than \$5,000	91	—	0	—	0	—	0
\$5,000 to \$9,999	213	—	0	—	0	—	0
\$10,000 to \$14,999	139	—	0	—	0	—	0
\$15,000 to \$19,999	382	0.34	129	0.10	37	0.34	129
\$20,000 to \$24,999	329	1.00	329	1.00	329	1.00	329
\$25,000 to \$34,999	589	0.80	473	1.00	589	1.00	589
\$35,000 to \$49,999	850	—	0	0.31	262	0.31	262
\$50,000 to \$74,999	1,232	—	0	—	0	—	0
\$75,000 to \$99,999	450	—	0	—	0	—	0
\$100,000 to \$149,999	463	—	0	—	0	—	0
\$150,000 or more	282	—	0	—	0	—	0
Total	5,019		931		1,218		1,309
Percent in Range			18.5%		24.3%		26.1%

- **Overall estimate of demand:**

Overall demand is 1,110.

- **Capture rates**

- Overall:

6.4%%

- LIHTC units:

6.4%

- *By AMI targeting:*

	Income Range	Units	Total Demand	Supply	Net Demand	Capture Rate
50% AMI	18310-33025	15	854	0	854	1.8%
60% AMI	19510-39630	56	1,041	0	1,041	5.4%
All TC	18310-39630	71	1,110	0	1,110	6.4%

- *Conclusion regarding the achievability of these capture rates:*
The capture rates are achievable.

A.7 COMPETITIVE RENTAL ANALYSIS

- **Analysis of the competitive properties in the PMA**
 - *Number of properties:*
6 properties were surveyed.
 - *Rent bands for each bedroom type proposed:*
1BR = \$450 to \$975
2BR = \$523 to \$1,175
3BR = \$598 to \$1,330
 - *Average market rents:*
1BR = \$879
2BR = \$1,062
3BR = \$1,205

A.8 ABSORPTION/STABILIZATION ESTIMATE

- **Number of units expected to be leased per month:**
The subject should be able to lease 15 units per month.
- **Number of units to be leased by AMI targeting:**
50% AMI = 15
60% AMI = 56
- **Number of months required for the development to reach 93% occupancy:**
The subject should be able to lease up in 5 months.

A.9 OVERALL CONCLUSION

NARRATIVE DETAILING KEY CONCLUSIONS OF THE REPORT:

- The **site** appears suitable for the development. It is currently wooded.
- The **neighborhood** is compatible with the development. The immediate neighborhood is a mix of uses including residential.
- The **location** is well suited to the development. It is across the street from a city park.

- The **population and household growth** in the market area is significant.
- The **economy** seems to be continuing to improve.
- The **demand** for the development is strong.
- The **capture rates** for the development are low. The overall tax credit capture rate is 6.4%.
- The **most comparable** apartments are Harmony Greene
- Total **vacancy rates** of the most comparable developments are 0.0%
- The **average LIHTC vacancy rate** is 0.0%.
- The overall **vacancy rate** among apartments surveyed is 2.7%.
- There are no **concessions** in the comparables.
- The **rents**, given prevailing rents, vacancy rates, and concessions in the market area, are reasonable.
- The proposed **bedroom mix** is reasonable for the market.
- The **unit sizes** are reasonable for the proposal.
- The subject's **amenities** are good and comparable to similarly priced apartments.
- The subject's **value** should be perceived as very good.
- The subject's **affordability** is good from a programmatic gross rent standpoint.
- The proposal would have no long term **impact** on existing LIHTC developments.

A.9.1 RECOMMENDATIONS

None.

A.9.2 NOTES

None

A.9.2.1 STRENGTHS

Hard market

One bedroom units

A.9.2.2 WEAKNESSES

None

A.9.3 CONCLUSION

The development, as proposed, should be successful.

A.10 DCA SUMMARY TABLE

Summary Table: (must be completed by the analyst and included in the executive summary)		
Development Name:	The Village at Wellington Way	Total # Units: 72
Location:	Pooler	# LIHTC Units: 71
PMA Boundary:	See map on page 33	
		Farthest Boundary Distance to Subject: 7 miles

RENTAL HOUSING STOCK (found in Apartment Inventory)									
Type					# Properties	Total Units	Vacant Units	Average Occupancy	
All Rental Housing					5	1,030	28	97.3%	
Market-Rate Housing					3	980	28	97.1%	
Assisted/Subsidized Housing not to include LIHTC					n/a	n/a	n/a	n/a	
LIHTC					1	50	0	100%	
Stabilized Comps					1	50	0	100%	
Properties in Construction & Lease Up					0	n/a	n/a	n/a	
Subject Development					Average Market Rent			Highest Comp Rent	
# Units	# BR's	# Baths	Size (SF)	Proposed Rent	Per Unit	Per SF	Advtg.	Per Unit	Per SF
4	1	1	790	420	\$879	\$1.11	109.3%	975	1.23
4	2	2	1,000	500	\$1,063	\$1.06	112.6%	1175	0.92
7	3	2	1,200	555	\$1,205	\$1.00	117.1%	1330	1.04
14	1	1	790	455	\$879	\$1.11	93.2%	975	1.23
13	2	2	1,000	575	\$1,063	\$1.06	84.9%	1175	0.92
29	3	2	1,200	675	\$1,205	\$1.00	78.5%	1330	1.04

DEMOGRAPHIC DATA (found on page 37)					
	2012		2017		2019
Renter Households		3,665		5,089	5,590
Income-Qualified Renter HHs (LIHTC)		957		1,328	1,459

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 16)						
Type of Demand	30%	50%	60%	mkt-rate	Other: __	Overall
Renter Household Growth		89	116			125
Existing HH (Overburden)		736	887			944
Existing HH (Substandard)		29	38			41
Less Comparable/Competitive Supply		0	0			0
Adjusted Income-qualified Renter HHs		854	1,041			1,110

CAPTURE RATES (found on page 12)						
Targeted Population	30%	50%	60%	mkt-rate	Other: __	Overall
Capture Rate		1.6%	4.6%			6.4%

A.11 DEMAND

	50% AMI: \$18,310 to \$33,025	60% AMI: \$19,510 to \$39,630	Overall Tax Credit: \$18,310 to \$39,630
New Housing Units Required	89	116	125
Rent Overburden Households	736	887	944
Substandard Units	29	38	41
Demand	854	1,041	1,110
Less New Supply	0	0	0
NET DEMAND	854	1,041	1,110

A.11.1 OPTIMAL BEDROOM MIX

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

Bedrooms	Optimal Mix
1	30%
2	50%
3	20%
4	0%
Total	100%

A.11.2 ABSORPTION

Given reasonable marketing and management, the development should be able to rent up to 93% occupancy within 5 months — a few months longer if the development is completed in November, December, or January. The absorption rate determination considers such factors as the overall estimate of new household growth, the available supply of competitive units, observed trends in absorption of comparable units, and the availability of subsidies and rent specials. The absorption period is considered to start as soon as the first units are released for occupancy. With advance marketing and preleasing, the absorption period could be less.

A.12 NCHMA CAPTURE RATE

NCHMA defines capture rate as:

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

This definition varies from the capture rate used above.

NCHMA Capture Rate

	Income Qualified Renter Households	Proposal	Capture Rate
50% AMI: \$18,310 to \$33,025	931	15	1.6%
60% AMI: \$19,510 to \$39,630	1,218	56	4.6%
Overall Tax Credit: \$18,310 to \$39,630	1,309	71	5.4%

B. DEVELOPMENT DESCRIPTION

The development description is provided by the developer.

B.1 DEVELOPMENT LOCATION

The site is on the south side of Pooler, Georgia. It is located on South Rogers Street.

B.2 CONSTRUCTION TYPE

New construction

B.3 OCCUPANCY

The proposal is for occupancy by family households.

B.4 TARGET INCOME GROUP

Low income

B.5 SPECIAL POPULATION

None

B.6 STRUCTURE TYPE

Garden; the subject has one community and four residential buildings. Building A has two floors, B has three floors, C has one floor, D has three floors, and the community building has one floor.

Floor plans and elevations were not available at the time the study was conducted.

B.7 UNIT SIZES, RENTS AND TARGETING

AMI	Bedrooms	Baths	Number of Units	Square Feet	Net Rent	Utility Allow.	Gross Rent	Target Population
50%	1	1	4	790	420	114	534	Tax Credit
50%	2	2	4	1,000	500	154	654	Tax Credit
50%	3	2	7	1,200	555	204	759	Tax Credit
60%	1	1	14	790	455	114	569	Tax Credit
60%	2	2	13	1,000	575	154	729	Tax Credit
60%	3	2	29	1,200	675	204	879	Tax Credit
Total Units			72					
Tax Credit Units			71					
PBRA Units			0					
Mkt. Rate Units			0					

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

There is one staff unit.

B.8 DEVELOPMENT AMENITIES

Laundry room, clubhouse/community center, playground, and fitness center

B.9 UNIT AMENITIES

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

B.10 REHAB

Occupancy: N/A

Rents: N/A

Tenant incomes: N/A

Scope of work: N/A

B.11 UTILITIES INCLUDED

Trash

B.12 PROJECTED CERTIFICATE OF OCCUPANCY DATE

It is anticipated that the subject will have its final certificates of occupancy on or before 12/31/2019.

C. SITE EVALUATION

C.1 DATE OF SITE VISIT

Bob Rogers visited the site on May 6, 2017.

C.2 PHYSICAL FEATURES OF SITE AND ADJACENT PARCELS

- **Physical features:**
The site is wooded and generally flat.

- **Adjacent parcels:**
N: Gated residential
E: Park and recreation center
S: City buildings
W: Woods

- **Condition of surrounding land uses:**
Well maintained

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

The site fronts on South Rogers Street. Many amenities are located in downtown Pooler, which is located about ½ mile north of the site. There is a large concentration of retail, including an outlet mall, at I-85 exit 104, less than two miles from the site.

According to the Savannah Economic Development Authority, there have been two businesses to announce a location or expansion in Chatham County within the past year, which will create a total of 514 new jobs. Floor & Decor will expand their import distribution center in Savannah with the construction of a new facility located at Morgan Business Center; the expansion will create 64 new jobs. Convergys Corporation, a customer management company, announced an expansion in Savannah that will create a total of 450 new jobs when fully operational; Convergys is located at 12052 Middleground Road.

On the down side, according to the Georgia Department of Economic Development's WARN notices, there has been one company to close or downsize in Chatham County within the past year. Reliant Transportation decided to end their contract with the Savannah-Chatham County School District early (May 27, 2016) with 720 jobs lost.

The Chatham Area Transit (CAT) provides public transportation within Chatham County in the form of fixed-bus routes. CAT is operational seven days a week from 5 a.m. to 12 a.m. with abbreviated hours on weekends and holidays. Route 3 (West Chatham) is a short walk (3 min.) from the site. Regular fare is \$1.50 one-way. Transfers are free. An all day pass is \$3.00. Weekly and monthly passes are also available. Youth ages 6-18, the disabled, and seniors age 65 and over ride for half price. Children under 6 years old ride for free. Downtown shuttles and ferries are also free.

SITE AND NEIGHBORHOOD PHOTOS AND ADJACENT LAND USES MAP



C.4 SITE AND NEIGHBORHOOD PHOTOS



Photo 1—The site is on the left.



Photo 2—Looking South on Rogers Street, away from the site.



Photo 3—A home near the site.



Photo 4—City buildings near the site.



Photo 5—Looking at the site (the wooded property).



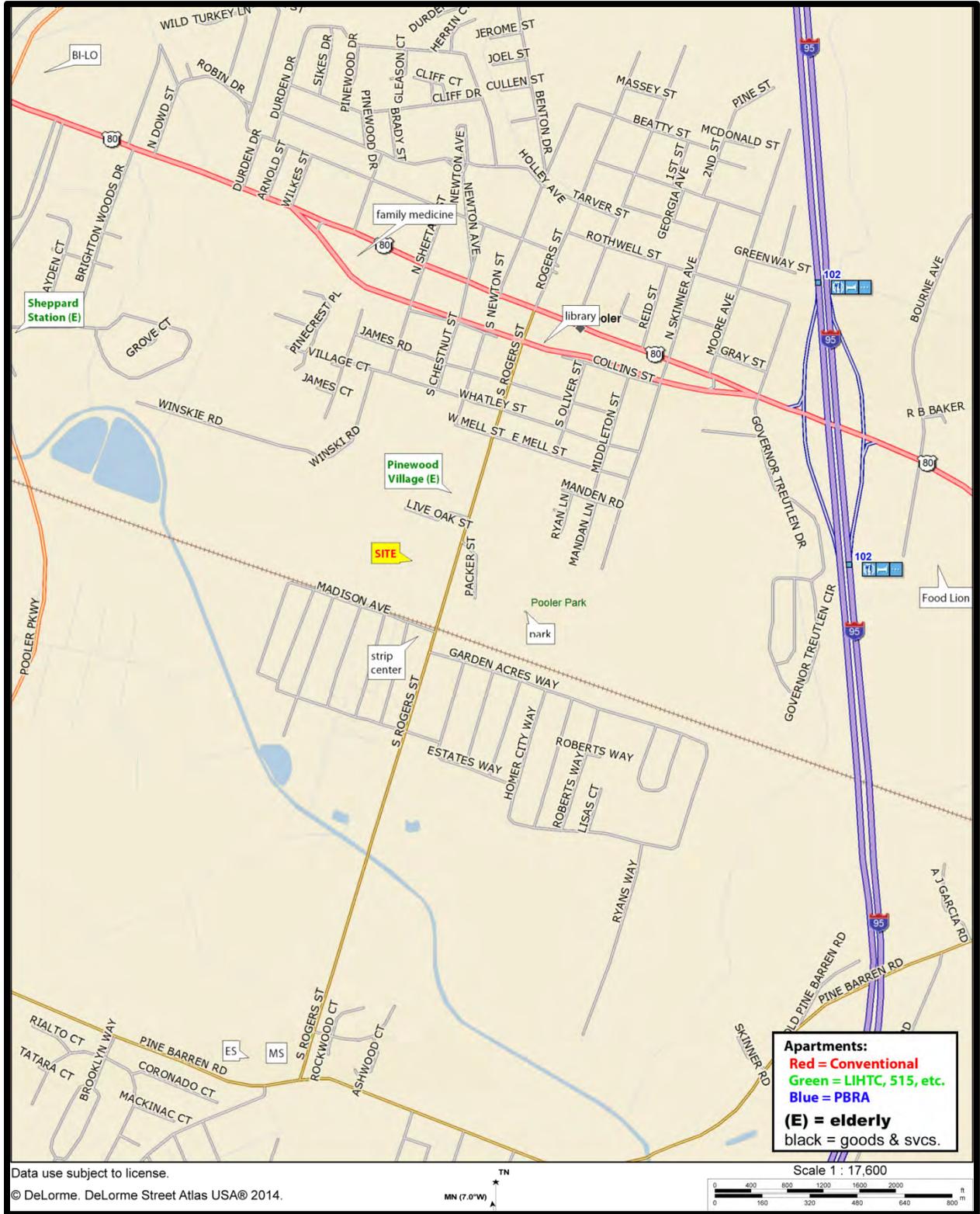
Photo 6—Gated residential community adjacent to the site.



Photo 7—City park across the street from the site.

C.5 SITE LOCATION MAP

SITE LOCATION MAP



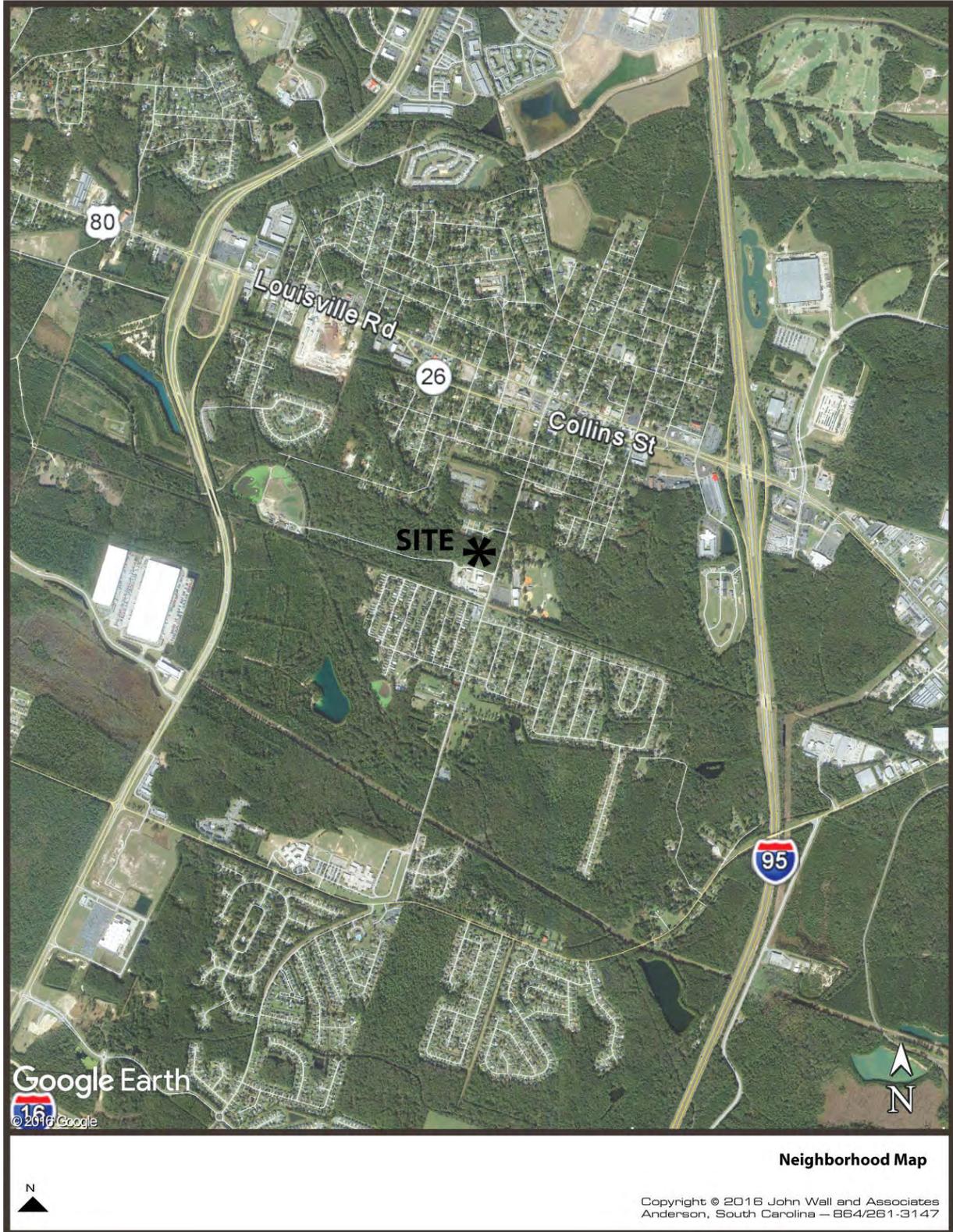
- **Listing of closest shopping areas, schools, employment centers, medical facilities and other important amenities with distance to site:**

Community Amenities

Amenity	Distance
Park	Adjacent
Strip center	> ¼ mile
Schools	1 mile
Bi-Lo	1 ½ miles
Food Lion	1 ½ miles
Tanger Outlet, Walmart, Sam's Club, Publix	2 miles

C.6 LAND USES OF THE IMMEDIATE AREA

NEIGHBORHOOD MAP



C.7 PUBLIC SAFETY ISSUES

According to the FBI, in 2015 the following crimes were reported to police:

Crimes Reported to Police

	City	County
Population:	23,077	—
Violent Crime	42	—
Murder	0	—
Rape	2	—
Robbery	13	—
Assault	27	—
Property Crime	663	—
Burglary	71	—
Larceny	539	—
Motor Vehicle Theft	53	—
Arson	0	—

Source: 2015 Table 8 and Table 10, *Crime in the United States 2015*

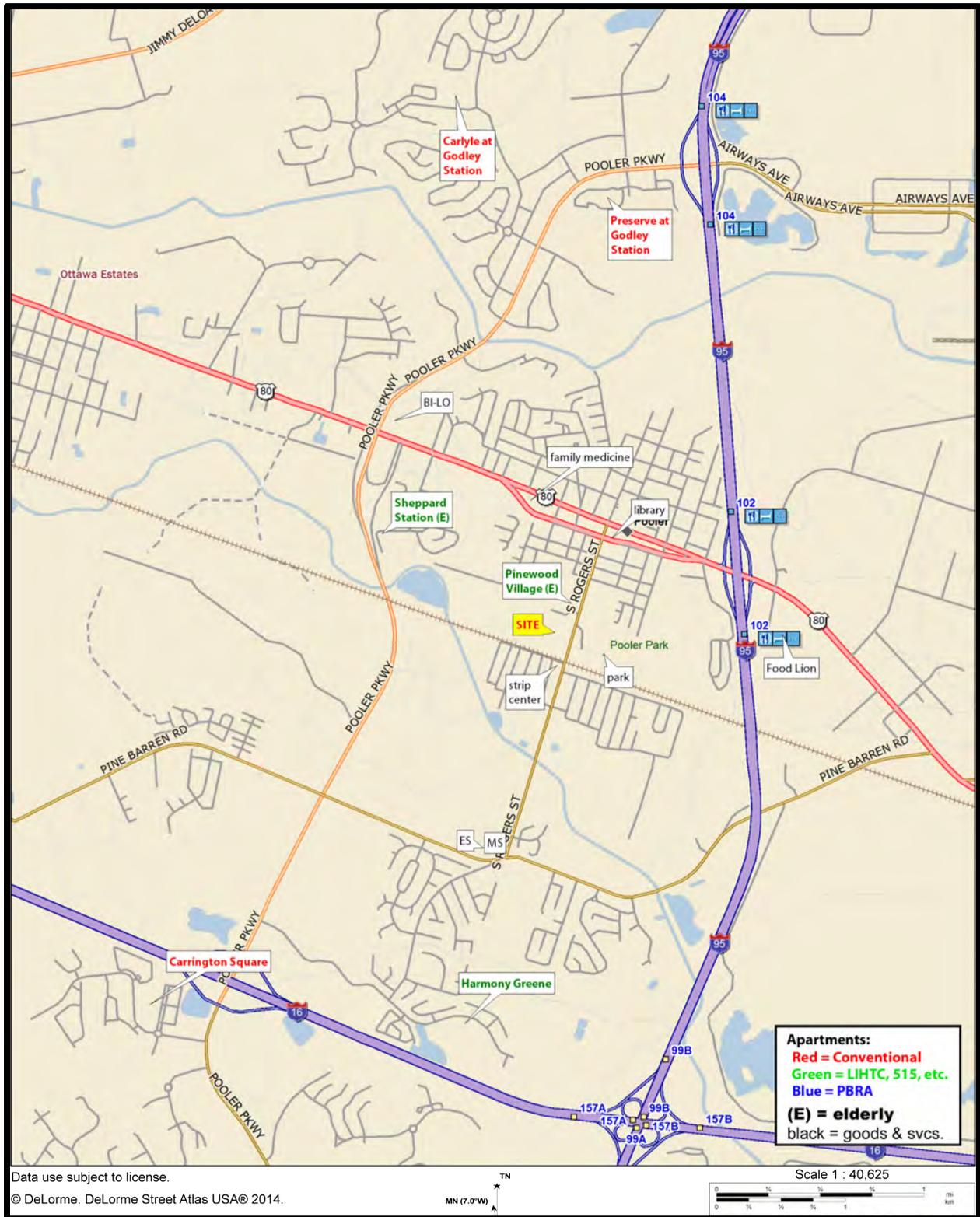
https://ucr.fbi.gov/crime-in-the-u.s/2015/crime-in-the-u.s.-2015/tables/table-8/table_8_offenses_known_to_law_enforcement_by_state_by_city_2015.xls

https://ucr.fbi.gov/crime-in-the-u.s/2015/crime-in-the-u.s.-2015/tables/table-10/table_10_offenses_known_to_law_enforcement_by_state_by_metropolitan_and_nonmetropolitan_counties_2015.xls

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

C.8 MULTIFAMILY RESIDENTIAL DEVELOPMENTS

APARTMENT LOCATIONS MAP



C.9 ROAD AND INFRASTRUCTURE IMPROVEMENTS

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

C.10 ACCESS, INGRESS, VISIBILITY

The site has good visibility from Rogers Street, a well traveled road. Access is from Rogers Street.

C.11 OBSERVED VISIBLE ENVIRONMENTAL OR OTHER CONCERNS

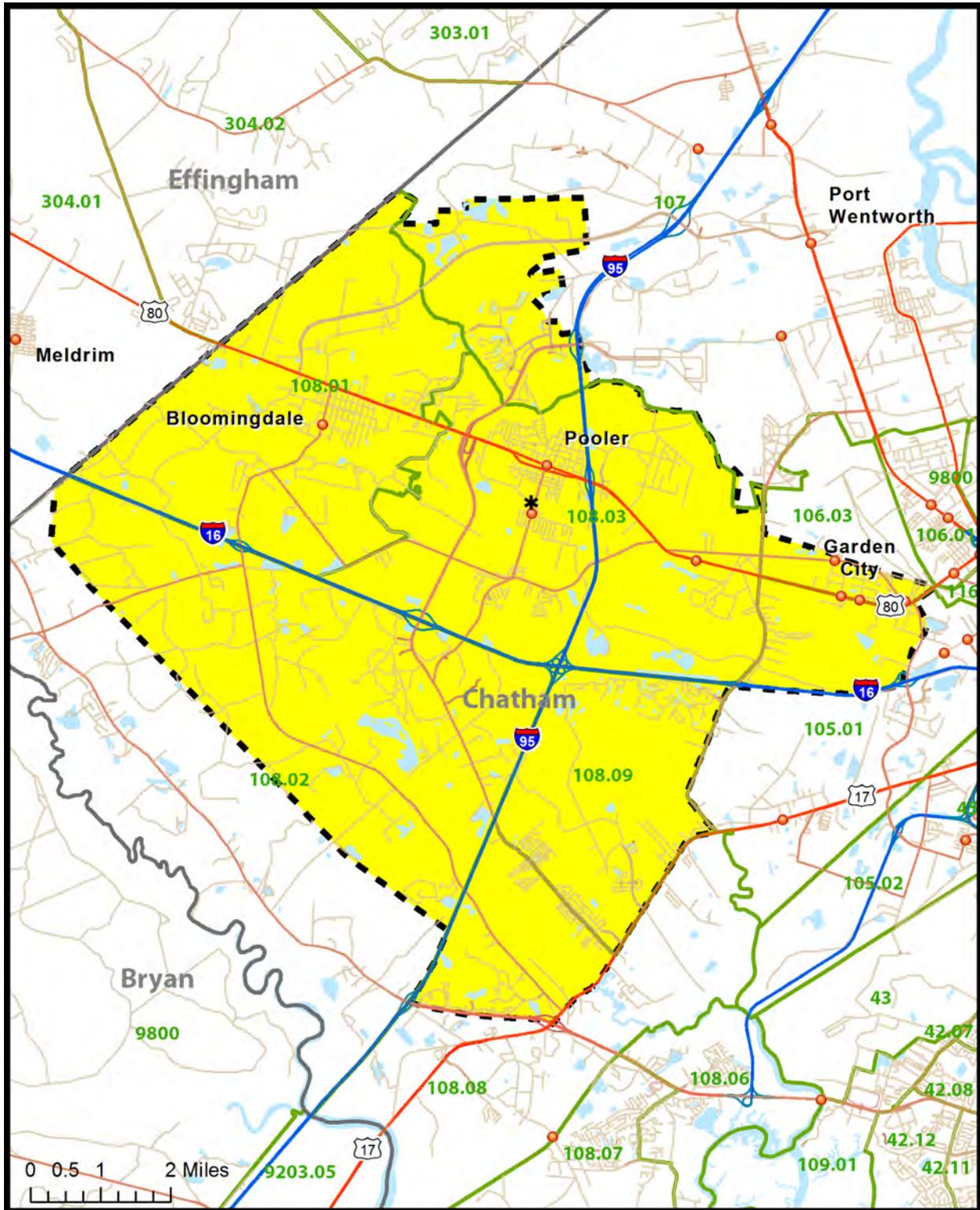
There were no other visible environmental or other concerns.

C.12 CONCLUSION

The site is well-suited for the proposed development.

D. MARKET AREA

MARKET AREA MAP



D.1 MARKET AREA DETERMINATION

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

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

D.2 DRIVING TIMES AND PLACE OF WORK

Commuter time to work is shown below:

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

	State	%	County	%	Market Area	%	City	%
Total:	4,130,939		121,368		18,277		10,361	
Less than 5 minutes	98,521	2.4%	2,918	2.4%	213	1.2%	168	1.6%
5 to 9 minutes	336,571	8.1%	11,946	9.8%	1,075	5.9%	875	8.4%
10 to 14 minutes	538,763	13.0%	18,929	15.6%	1,797	9.8%	1,399	13.5%
15 to 19 minutes	643,206	15.6%	23,712	19.5%	3,545	19.4%	1,495	14.4%
20 to 24 minutes	609,415	14.8%	25,058	20.6%	4,899	26.8%	2,640	25.5%
25 to 29 minutes	246,685	6.0%	9,766	8.0%	1,915	10.5%	1,155	11.1%
30 to 34 minutes	589,816	14.3%	14,661	12.1%	2,194	12.0%	1,073	10.4%
35 to 39 minutes	129,602	3.1%	3,158	2.6%	693	3.8%	520	5.0%
40 to 44 minutes	159,145	3.9%	2,532	2.1%	471	2.6%	275	2.7%
45 to 59 minutes	389,636	9.4%	4,787	3.9%	960	5.3%	578	5.6%
60 to 89 minutes	279,473	6.8%	2,428	2.0%	282	1.5%	128	1.2%
90 or more minutes	110,106	2.7%	1,473	1.2%	233	1.3%	55	0.5%

Source: 2015-5yr ACS (Census)

D.3 MARKET AREA DEFINITION

The market area for this report has been defined as Census tracts 105.01 (16%), 106.03 (54%), 107 (6%), 108.01, 108.02 (78%), 108.03, 108.08 (33%), and 108.09 in Chatham County (2010 Census). The market area is defined in terms of standard US Census geography so it will be possible to obtain accurate, verifiable information about it. The Market Area Map highlights this area.

D.3.1 SECONDARY MARKET AREA

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

E. DEMOGRAPHIC ANALYSIS

E.1 POPULATION

E.1.1 POPULATION TRENDS

The following table shows the population in the state, county, market area, and city for five years that the Census Bureau provides data.

Population Trends

<u>Year</u>	<u>State</u>	<u>County</u>	<u>Market Area</u>	<u>City</u>
2008	9,468,815	256,428	30,724	16,683
2009	9,600,612	261,322	31,699	17,799
2010	9,714,569	266,344	33,915	18,921
2011	9,810,417	271,102	36,282	19,821
2012	9,907,756	275,303	38,824	20,646

Sources: 2010, 2011, 2012, 2013, and 2014 5yr ACS (Census)

E.1.2 AGE

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

Persons by Age

	<u>State</u>	<u>%</u>	<u>County</u>	<u>%</u>	<u>Market Area</u>	<u>%</u>	<u>City</u>	<u>%</u>
Total	9,687,653		265,128		33,742		19,140	
Under 20	2,781,629	28.7%	69,381	26.2%	9,559	28.3%	5,423	28.3%
20 to 34	2,015,640	20.8%	66,360	25.0%	8,074	23.9%	4,767	24.9%
35 to 54	2,788,792	28.8%	66,575	25.1%	9,678	28.7%	5,672	29.6%
55 to 61	783,421	8.1%	21,729	8.2%	2,558	7.6%	1,362	7.1%
62 to 64	286,136	3.0%	8,219	3.1%	978	2.9%	461	2.4%
65 plus	1,032,035	10.7%	32,864	12.4%	2,896	8.6%	1,455	7.6%
55 plus	2,101,592	21.7%	62,812	23.7%	6,432	19.1%	3,278	17.1%
62 plus	1,318,171	13.6%	41,083	15.5%	3,874	11.5%	1,916	10.0%

Source: 2010 Census

E.1.3 RACE AND HISPANIC ORIGIN

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

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

Race and Hispanic Origin

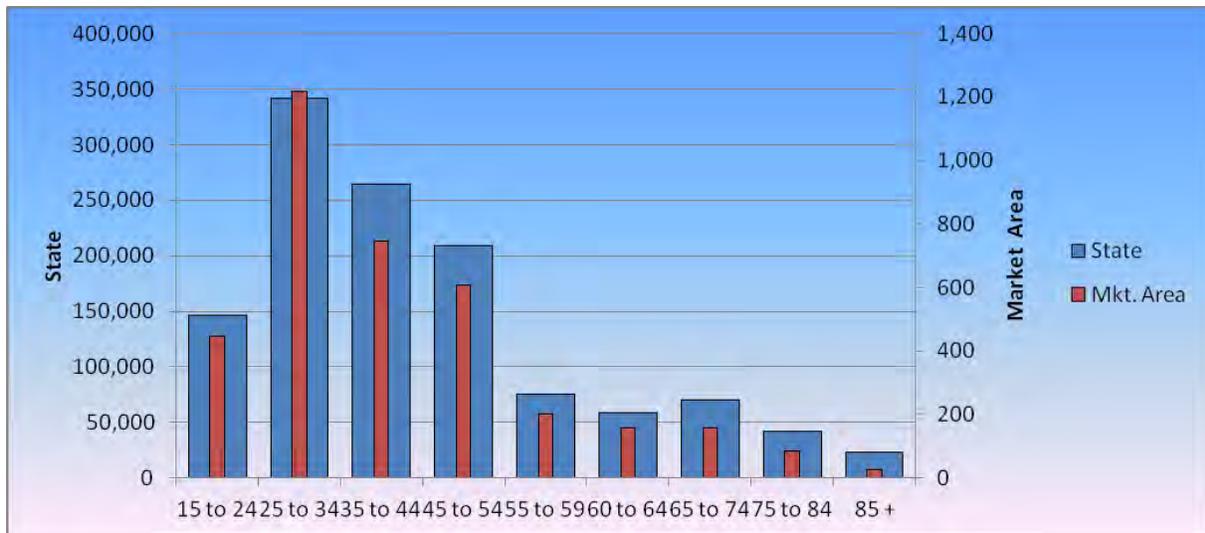
	State	%	County	%	Market Area	%	City	%
Total	9,687,653		265,128		33,742		19,140	
Not Hispanic or Latino	8,833,964	91.2%	250,758	94.6%	31,240	92.6%	17,885	93.4%
White	5,413,920	55.9%	133,492	50.4%	20,086	59.5%	11,878	62.1%
Black or African American	2,910,800	30.0%	105,274	39.7%	9,245	27.4%	4,781	25.0%
American Indian	21,279	0.2%	587	0.2%	74	0.2%	33	0.2%
Asian	311,692	3.2%	6,229	2.3%	1,064	3.2%	721	3.8%
Native Hawaiian	5,152	0.1%	224	0.1%	34	0.1%	19	0.1%
Some Other Race	19,141	0.2%	476	0.2%	90	0.3%	44	0.2%
Two or More Races	151,980	1.6%	4,476	1.7%	646	1.9%	409	2.1%
Hispanic or Latino	853,689	8.8%	14,370	5.4%	2,502	7.4%	1,255	6.6%
White	373,520	3.9%	6,518	2.5%	1,214	3.6%	647	3.4%
Black or African American	39,635	0.4%	1,118	0.4%	139	0.4%	73	0.4%
American Indian	10,872	0.1%	104	0.0%	17	0.1%	0	0.0%
Asian	2,775	0.0%	82	0.0%	15	0.0%	9	0.0%
Native Hawaiian	1,647	0.0%	30	0.0%	8	0.0%	6	0.0%
Some Other Race	369,731	3.8%	5,295	2.0%	887	2.6%	379	2.0%
Two or More Races	55,509	0.6%	1,223	0.5%	223	0.7%	141	0.7%

Source: 2010 Census

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

E.2 HOUSEHOLDS

Renter Households by Age of Householder



Source: 2010 Census

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

E.2.1 HOUSEHOLD TRENDS

The following table shows the number of households in the state, county, market area, and city for several years that the Census Bureau provides data.

Household Trends

<u>Year</u>	<u>State</u>	<u>County</u>	<u>Market Area</u>	<u>City</u>
2008	3,468,704	100,450	11,460	6,100
2009	3,490,754	100,658	11,578	6,338
2010	3,508,477	101,727	12,638	6,875
2011	3,518,097	102,484	13,027	7,321
2012	3,540,690	103,807	13,878	7,668

Sources: 2010, 2011, 2012, 2013, and 2014 5yr ACS (Census)

E.2.2 HOUSEHOLD TENURE

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

Occupied Housing Units by Tenure

	<u>State</u>	<u>%</u>	<u>County</u>	<u>%</u>	<u>Market Area</u>	<u>%</u>	<u>City</u>	<u>%</u>
Households	3,585,584	—	103,038	—	12,555	—	7,300	—
Owner	2,354,402	65.7%	59,466	57.7%	8,910	71.0%	4,974	68.1%
Renter	1,231,182	34.3%	43,572	42.3%	3,645	29.0%	2,326	31.9%

Source: 2010 Census

From the table above, it can be seen that 29.0% of the households in the market area rent. This percentage will be used later in the report to calculate the number of general occupancy units necessary to accommodate household growth.

E.2.3 PROJECTIONS

Population projections are based on the average trend from the most recent Census data. First the percent change in population is calculated for each pair of years.

Population

<u>ACS Year</u>	<u>Market Area</u>	<u>Change</u>	<u>Percent Change</u>
2010	30,724	—	—
2011	31,699	975	3.2%
2012	33,915	2,216	7.0%
2013	36,282	2,367	7.0%
2014	38,824	2,542	7.0%

Sources: 2010, 2011, 2012, 2013, and 2014 5yr ACS (Census)

As seen in the table above, the percent change ranges from 3.2% to 7.0%. Excluding the highest and lowest observed values, the average is 7.0%. This value will be used to project future changes.

Household projections are based on the average trend from the most recent Census data. First the percent change in population is calculated for each pair of years.

Households

<u>ACS Year</u>	<u>Market Area</u>	<u>Change</u>	<u>Percent Change</u>
2010	11,460	—	—
2011	11,578	118	1.0%
2012	12,638	1,060	9.2%
2013	13,027	389	3.1%
2014	13,878	851	6.5%

Sources: 2010, 2011, 2012, 2013, and 2014 5yr ACS (Census)

As seen in the table above, the percent change ranges from 1.0% to 9.2%. Excluding the highest and lowest observed values, the average is 4.8%. This value will be used to project future changes.

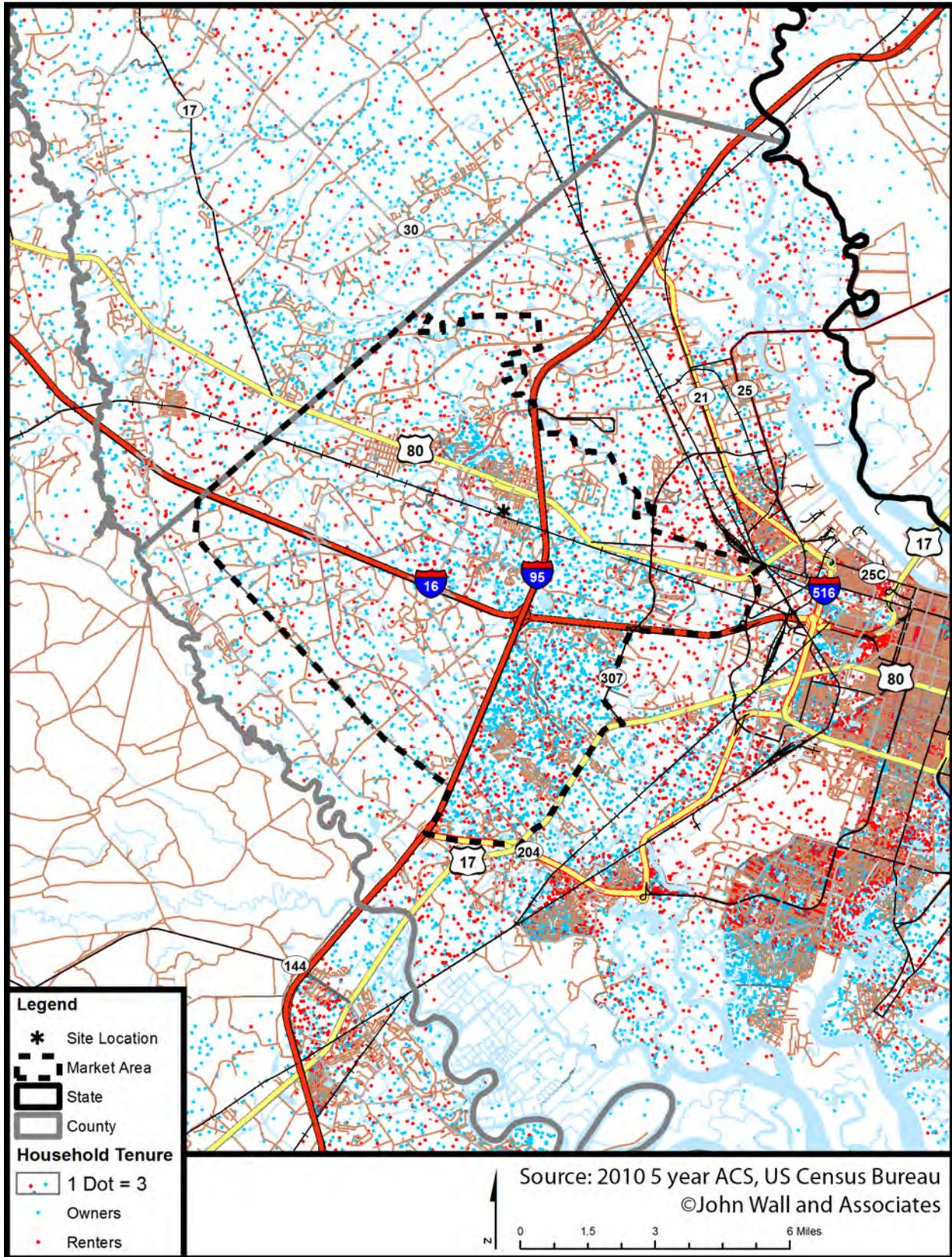
The average percent change figures calculated above are used to generate the projections that follow.

Population and Household Projections

<u>Projections</u>	<u>Population</u>	<u>Annual Change</u>	<u>Households</u>	<u>Annual Change</u>
2016	50,862	4,013	16,744	955
2017	54,415	3,553	17,549	805
2018	58,216	3,801	18,392	843
2019	62,282	4,066	19,276	884
2016 to 2018	7,354	3677	1,648	824

Source: John Wall and Associates from figures above

TENURE MAP



E.2.4 HOUSEHOLD SIZE

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

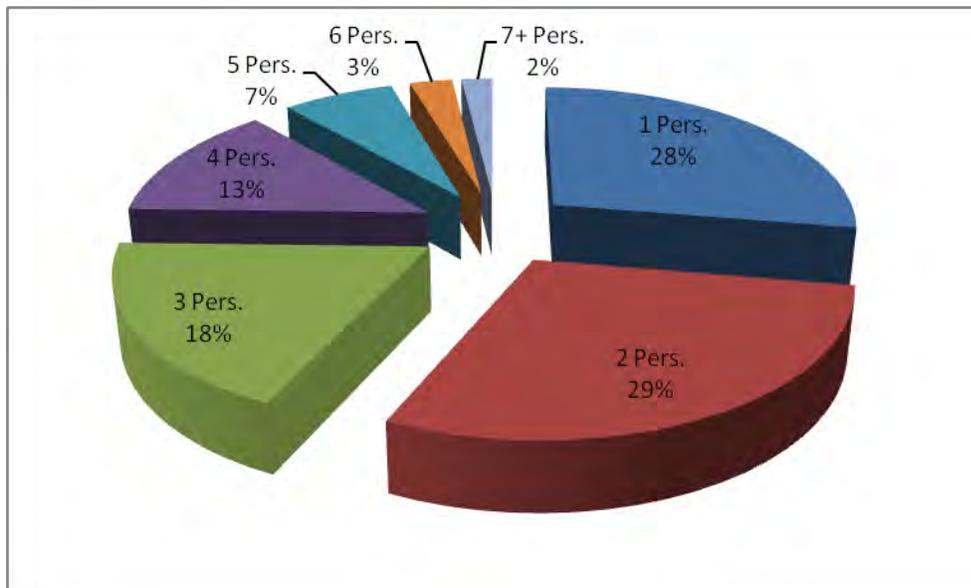
Housing Units by Persons in Unit

	<u>State</u>		<u>County</u>		<u>Market Area</u>		<u>City</u>	
Owner occupied:	2,354,402	—	59,466	—	8,910	—	4,974	—
1-person	498,417	21.2%	14,221	23.9%	1,781	20.0%	884	17.8%
2-person	821,066	34.9%	22,559	37.9%	3,111	34.9%	1,717	34.5%
3-person	417,477	17.7%	10,169	17.1%	1,687	18.9%	1,030	20.7%
4-person	360,504	15.3%	7,487	12.6%	1,418	15.9%	848	17.0%
5-person	159,076	6.8%	3,132	5.3%	592	6.6%	335	6.7%
6-person	60,144	2.6%	1,174	2.0%	220	2.5%	117	2.4%
7-or-more	37,718	1.6%	724	1.2%	101	1.1%	43	0.9%
Renter occupied:	1,231,182	—	43,572	—	3,645	—	2,326	—
1-person	411,057	33.4%	15,340	35.2%	1,007	27.6%	760	32.7%
2-person	309,072	25.1%	12,238	28.1%	1,064	29.2%	678	29.1%
3-person	203,417	16.5%	7,101	16.3%	678	18.6%	423	18.2%
4-person	155,014	12.6%	4,605	10.6%	476	13.1%	267	11.5%
5-person	84,999	6.9%	2,511	5.8%	253	6.9%	123	5.3%
6-person	37,976	3.1%	1,028	2.4%	97	2.7%	54	2.3%
7-or-more	29,647	2.4%	749	1.7%	70	1.9%	21	0.9%

Source: 2010 Census

The percent and number of large (5 or more persons) households in the market is an important fact to consider in developments with a significant number of 3 or 4 bedroom units. In such cases, this fact has been taken into account and is used to refine the analysis. It also helps to determine the upper income limit for the purpose of calculating demand. In the market area, 11.5% of the renter households are large, compared to 12.4% in the state.

Renter Persons Per Unit For The Market Area



E.2.5 HOUSEHOLD INCOMES

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

Number of Households in Various Income Ranges

	<u>State</u>	<u>%</u>	<u>County</u>	<u>%</u>	<u>Market Area</u>	<u>%</u>	<u>City</u>	<u>%</u>
Total:	3,574,362		104,912		14,179		8,156	
Less than \$10,000	309,272	8.7%	9,655	9.2%	628	4.4%	255	3.1%
\$10,000 to \$14,999	203,138	5.7%	6,085	5.8%	306	2.2%	64	0.8%
\$15,000 to \$19,999	196,729	5.5%	5,643	5.4%	570	4.0%	325	4.0%
\$20,000 to \$24,999	203,990	5.7%	6,483	6.2%	686	4.8%	402	4.9%
\$25,000 to \$29,999	189,444	5.3%	5,558	5.3%	472	3.3%	164	2.0%
\$30,000 to \$34,999	191,684	5.4%	5,692	5.4%	933	6.6%	331	4.1%
\$35,000 to \$39,999	176,305	4.9%	5,967	5.7%	630	4.4%	446	5.5%
\$40,000 to \$44,999	176,083	4.9%	4,967	4.7%	710	5.0%	389	4.8%
\$45,000 to \$49,999	151,180	4.2%	4,949	4.7%	791	5.6%	334	4.1%
\$50,000 to \$59,999	287,912	8.1%	8,479	8.1%	1,667	11.8%	942	11.5%
\$60,000 to \$74,999	354,485	9.9%	10,645	10.1%	1,675	11.8%	842	10.3%
\$75,000 to \$99,999	407,295	11.4%	11,315	10.8%	2,057	14.5%	1,416	17.4%
\$100,000 to \$124,999	264,418	7.4%	7,166	6.8%	1,069	7.5%	849	10.4%
\$125,000 to \$149,999	154,213	4.3%	4,080	3.9%	704	5.0%	282	3.5%
\$150,000 to \$199,999	155,790	4.4%	4,079	3.9%	605	4.3%	668	8.2%
\$200,000 or more	152,424	4.3%	4,149	4.0%	676	4.8%	447	5.5%

Source: 2015-5yr ACS (Census)

F. EMPLOYMENT TREND

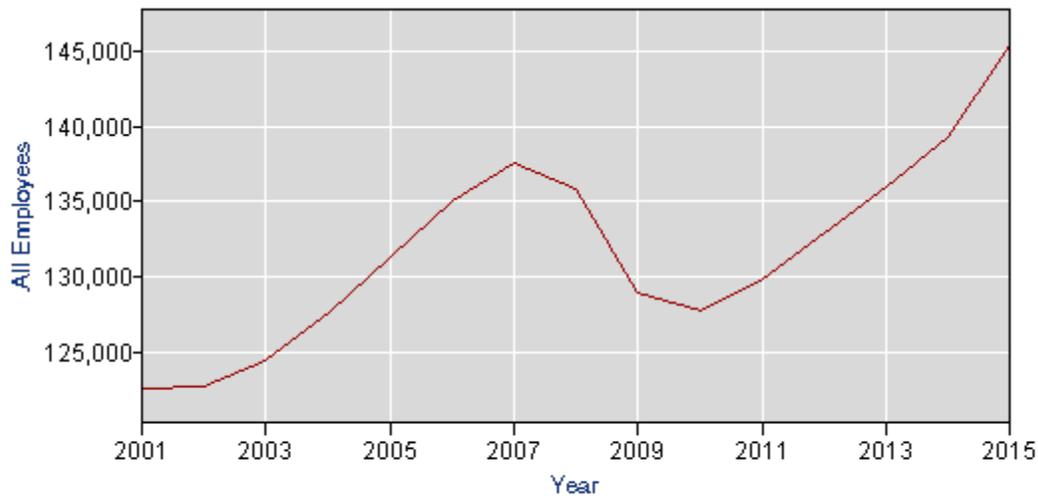
The economy of the market area will have an impact on the need for apartment units.

F.1 TOTAL JOBS

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

Covered Employment

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Annual
2001	120,316	120,650	121,861	122,335	123,169	122,678	122,960	124,395	123,707	123,155	122,903	123,168	122,608
2002	119,594	120,796	122,658	122,818	123,832	123,738	122,218	122,450	122,734	122,372	123,899	124,454	122,630
2003	122,497	122,537	123,916	124,321	124,463	124,277	123,103	124,773	125,262	125,230	126,318	126,288	124,415
2004	122,948	124,476	126,242	126,837	127,156	126,148	128,149	129,042	127,708	130,742	131,485	130,757	127,641
2005	128,856	129,812	130,130	131,808	132,635	131,672	130,079	131,300	132,181	131,539	133,100	132,669	131,315
2006	130,479	131,624	133,158	134,609	135,500	134,946	134,375	135,762	135,417	137,379	138,334	138,751	135,028
2007	135,879	137,145	137,841	138,461	139,237	138,600	136,404	137,256	137,438	137,558	138,207	137,374	137,617
2008	135,263	136,666	137,104	137,209	137,397	136,430	135,147	134,754	134,928	135,453	135,949	134,282	135,882
2009	130,279	130,011	129,448	130,500	130,213	129,741	127,632	127,306	127,602	128,450	128,678	127,577	128,953
2010	124,630	126,112	126,601	127,626	128,904	127,837	127,285	127,328	127,615	129,542	130,251	128,531	127,689
2011	125,817	127,657	128,582	130,573	130,687	130,336	129,844	129,812	130,101	131,527	132,348	130,842	129,844
2012	127,507	129,730	131,750	133,218	134,215	133,974	132,967	133,522	133,814	135,143	134,955	134,252	132,921
2013	131,133	132,917	135,307	136,492	137,920	136,816	135,879	136,391	136,591	137,595	138,052	137,127	136,018
2014	133,044	134,783	136,172	138,382	139,655	140,227	140,875	140,910	141,708	141,677	142,222	142,253	139,326
2015	140,229	142,054	143,107	144,641	145,881	146,047	145,860	147,017	147,072	147,426	148,288	147,930	145,463
2016 (P)	145,118	146,293	147,022	148,544	148,864	149,203	148,988	149,102	148,527				



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

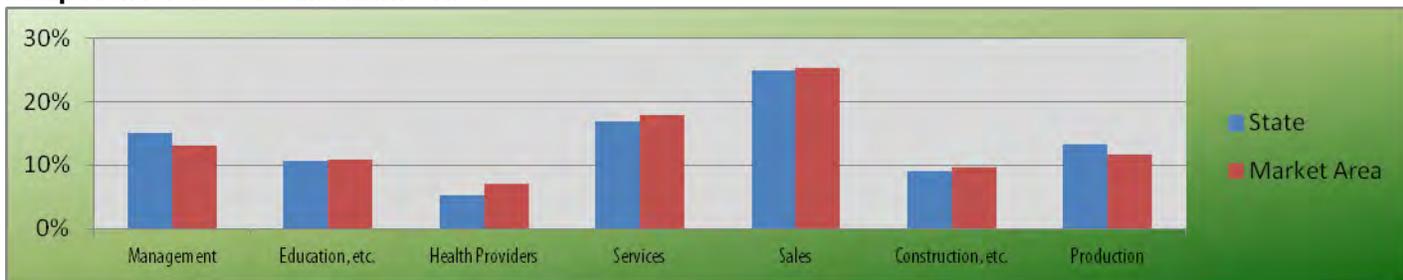
F.2 JOBS BY INDUSTRY AND OCCUPATION

Occupation of Employed Persons Age 16 Years And Over

	<u>State</u>	<u>%</u>	<u>County</u>	<u>%</u>	<u>Market Area</u>	<u>%</u>	<u>City</u>	<u>%</u>
Total	4,388,274		124,627		18,444		10,514	
Management, business, science, and arts occupations:	1,577,444	36%	43,746	35%	6,541	35%	4,343	41%
Management, business, and financial occupations:	658,351	15%	16,834	14%	2,422	13%	1,695	16%
Management occupations	444,846	10%	12,060	10%	1,656	9%	1,200	11%
Business and financial operations occupations	213,505	5%	4,774	4%	766	4%	495	5%
Computer, engineering, and science occupations:	222,043	5%	5,141	4%	813	4%	1,014	10%
Computer and mathematical occupations	122,527	3%	1,960	2%	327	2%	468	4%
Architecture and engineering occupations	68,028	2%	2,416	2%	366	2%	445	4%
Life, physical, and social science occupations	31,488	1%	765	1%	120	1%	101	1%
Education, legal, community service, arts, and media occupations:	468,749	11%	13,957	11%	1,996	11%	1,107	11%
Community and social service occupations	65,632	1%	2,250	2%	421	2%	301	3%
Legal occupations	44,964	1%	1,525	1%	196	1%	150	1%
Education, training, and library occupations	282,171	6%	7,622	6%	1,037	6%	476	5%
Arts, design, entertainment, sports, and media occupations	75,982	2%	2,560	2%	342	2%	180	2%
Healthcare practitioners and technical occupations:	228,301	5%	7,814	6%	1,311	7%	527	5%
Health diagnosing and treating practitioners and other technical occupations	149,238	3%	5,229	4%	872	5%	459	4%
Health technologists and technicians	79,063	2%	2,585	2%	439	2%	68	1%
Service occupations:	743,402	17%	26,456	21%	3,302	18%	1,619	15%
Healthcare support occupations	87,884	2%	3,102	2%	596	3%	280	3%
Protective service occupations:	99,720	2%	3,555	3%	603	3%	193	2%
Fire fighting and prevention, and other protective service workers including supervisors	50,920	1%	1,920	2%	358	2%	56	1%
Law enforcement workers including supervisors	48,800	1%	1,635	1%	246	1%	137	1%
Food preparation and serving related occupations	252,386	6%	10,102	8%	1,031	6%	655	6%
Building and grounds cleaning and maintenance occupations	173,397	4%	5,844	5%	710	4%	390	4%
Personal care and service occupations	130,015	3%	3,853	3%	361	2%	101	1%
Sales and office occupations:	1,087,692	25%	29,287	23%	4,658	25%	2,849	27%
Sales and related occupations	507,786	12%	14,309	11%	2,369	13%	1,595	15%
Office and administrative support occupations	579,906	13%	14,978	12%	2,289	12%	1,254	12%
Natural resources, construction, and maintenance occupations:	401,570	9%	10,973	9%	1,786	10%	543	5%
Farming, fishing, and forestry occupations	25,966	1%	344	0%	76	0%	0	0%
Construction and extraction occupations	216,190	5%	5,365	4%	750	4%	76	1%
Installation, maintenance, and repair occupations	159,414	4%	5,264	4%	960	5%	467	4%
Production, transportation, and material moving occupations:	578,166	13%	14,165	11%	2,157	12%	1,160	11%
Production occupations	271,570	6%	4,851	4%	698	4%	415	4%
Transportation occupations	176,818	4%	5,227	4%	1,018	6%	537	5%
Material moving occupations	129,778	3%	4,087	3%	443	2%	208	2%

Source: 2015-5yr ACS (Census)

Occupation for the State and Market Area



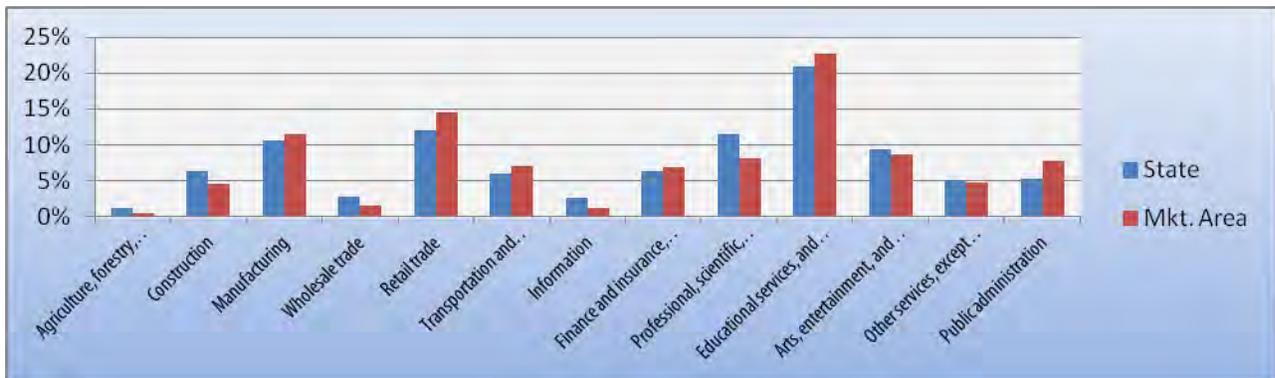
Industry of Employed Persons Age 16 Years And Over

	State	%	County	%	Market Area	%	City	%
Total:	4,388,274		124,627		18,444		10,514	
Agriculture, forestry, fishing and hunting, and mining:	51,966	1%	534	0%	82	0%	0	0%
Agriculture, forestry, fishing and hunting	46,732	1%	502	0%	76	0%	0	0%
Mining, quarrying, and oil and gas extraction	5,234	0%	32	0%	6	0%	0	0%
Construction	278,360	6%	7,053	6%	851	5%	180	2%
Manufacturing	468,172	11%	10,474	8%	2,132	12%	1,643	16%
Wholesale trade	125,340	3%	2,494	2%	287	2%	187	2%
Retail trade	524,336	12%	15,541	12%	2,692	15%	1,526	15%
Transportation and warehousing, and utilities:	263,016	6%	8,300	7%	1,313	7%	649	6%
Transportation and warehousing	222,614	5%	7,669	6%	1,222	7%	579	6%
Utilities	40,402	1%	631	1%	91	0%	70	1%
Information	110,166	3%	1,911	2%	222	1%	259	2%
Finance and insurance, and real estate and rental and leasing:	276,796	6%	6,725	5%	1,270	7%	948	9%
Finance and insurance	192,934	4%	3,699	3%	800	4%	586	6%
Real estate and rental and leasing	83,862	2%	3,026	2%	471	3%	362	3%
Professional, scientific, and management, and administrative and waste management services:	508,301	12%	11,937	10%	1,485	8%	1,021	10%
Professional, scientific, and technical services	296,948	7%	6,393	5%	722	4%	535	5%
Management of companies and enterprises	3,948	0%	55	0%	36	0%	36	0%
Administrative and support and waste management services	207,405	5%	5,489	4%	727	4%	450	4%
Educational services, and health care and social assistance:	920,476	21%	28,583	23%	4,191	23%	1,637	16%
Educational services	415,328	9%	11,392	9%	1,582	9%	838	8%
Health care and social assistance	505,148	12%	17,191	14%	2,609	14%	799	8%
Arts, entertainment, and recreation, and accommodation and food services:	409,392	9%	17,002	14%	1,589	9%	1,014	10%
Arts, entertainment, and recreation	67,741	2%	2,450	2%	230	1%	265	3%
Accommodation and food services	341,651	8%	14,552	12%	1,359	7%	749	7%
Other services, except public administration	220,306	5%	5,756	5%	884	5%	376	4%
Public administration	231,647	5%	8,317	7%	1,445	8%	1,074	10%

Source: 2015-5yr ACS (Census)

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

Industry for the State and Market Area



Source: 2015-5yr ACS (Census)

F.3 MAJOR EMPLOYERS

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

Company	Product	Employees
Gulfstream Aerospace Corp.	Jet aircraft, aerospace equip.	9,878
Ft. Stewart/Hunter Army Airfield	Civilian personnel	5,773
Savannah-Chatham County Board of Edu.	Public Schools	5,654
Memorial Health University Med. Center	Hospital	4,775
St. Joseph's/Candler Health System	Hospital	3,400
City of Savannah	Government	2,468
Savannah College of Art and Design	Education	1,886
Chatham County	Government	1,600
Georgia Ports Authority	Ship terminal operation	1,080
Armstrong State University	Education	886

Source: Chamber of Commerce

F.3.1 NEW OR PLANNED CHANGES IN WORKFORCE

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

F.4 EMPLOYMENT (CIVILIAN LABOR FORCE)

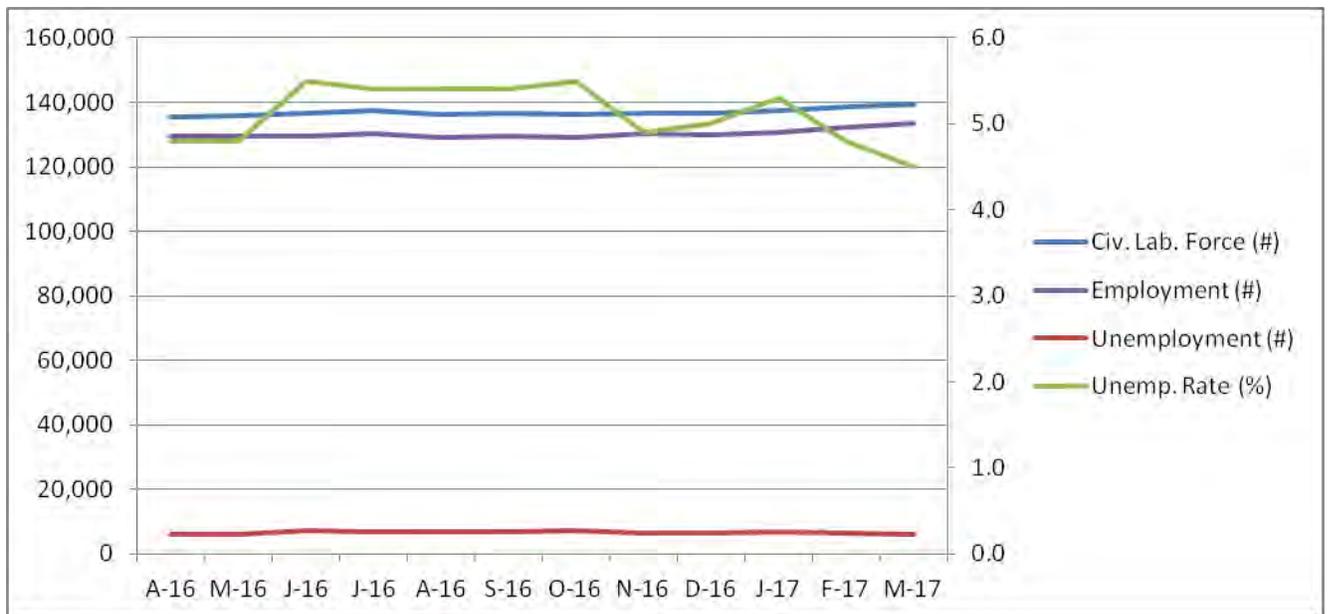
In order to determine how employment affects the market area and whether the local economy is expanding, declining, or stable, it is necessary to inspect employment statistics for several years. The table below shows the increase or decrease in employment and the percentage of unemployed at the county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

Employment Trends

Year	Civilian Labor Force	Unemployment	Rate (%)	Employment	Employment Change		Annual Change	
					Number	Pct.	Number	Pct.
2000	111,399	3,871	3.6	107,528	—	—	—	—
2014	131,109	8,920	7.3	122,189	14,661	13.6%	1,047	0.9%
2015	132,726	7,276	5.8	125,450	3,261	2.7%	3,261	2.7%
2016	135,903	6,718	5.2	129,185	3,735	3.0%	3,735	3.0%
A-16	135,555	6,209	4.8	129,346	161	0.1%		
M-16	135,884	6,224	4.8	129,660	314	0.2%		
J-16	136,599	7,121	5.5	129,478	-182	-0.1%		
J-16	137,515	7,045	5.4	130,470	992	0.8%		
A-16	136,247	6,980	5.4	129,267	-1,203	-0.9%		
S-16	136,448	6,991	5.4	129,457	190	0.1%		
O-16	136,284	7,105	5.5	129,179	-278	-0.2%		
N-16	136,722	6,386	4.9	130,336	1,157	0.9%		
D-16	136,436	6,497	5.0	129,939	-397	-0.3%		
J-17	137,430	6,917	5.3	130,513	574	0.4%		
F-17	138,530	6,345	4.8	132,185	1,672	1.3%		
M-17	139,316	5,999	4.5	133,317	1,132	0.9%		

Source: State Employment Security Commission

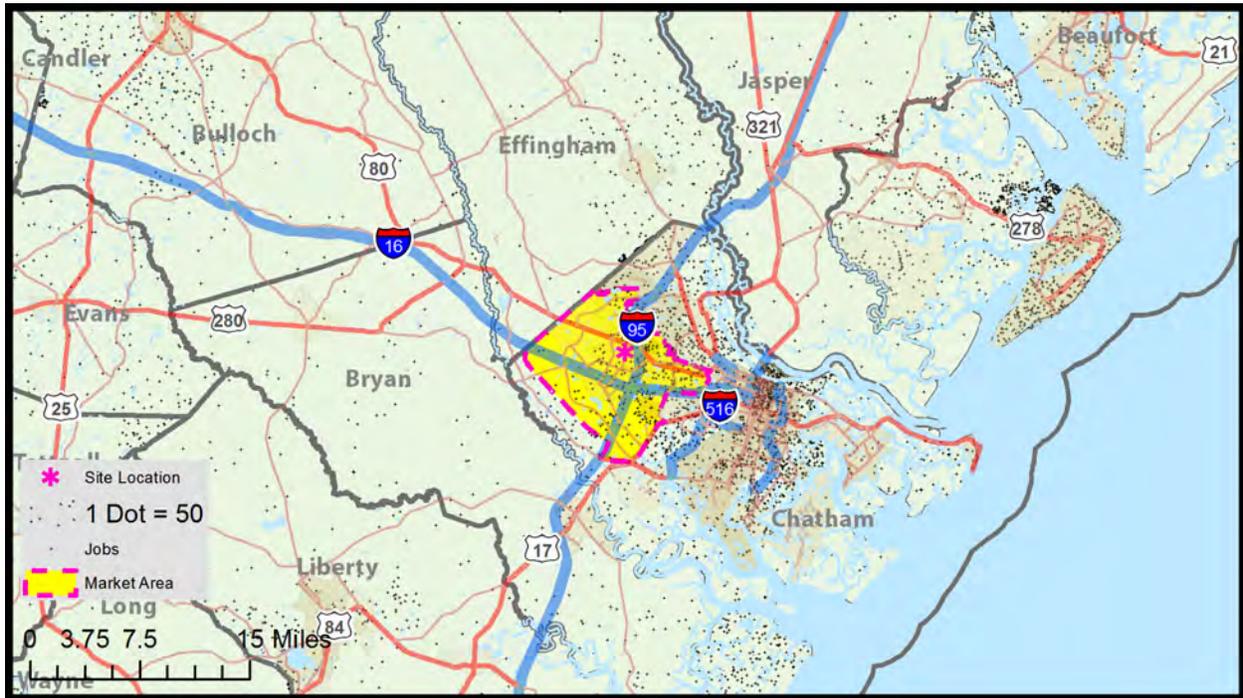
County Employment Trends



Source: State Employment Security Commission

F.5 EMPLOYMENT CONCENTRATIONS MAP

EMPLOYMENT CONCENTRATIONS MAP



F.6 ECONOMIC SUMMARY

The largest number of persons in the market area is employed in the "Management, professional, and related occupations" occupation category and in the "Educational services, and health care and social assistance" industry category.

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

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

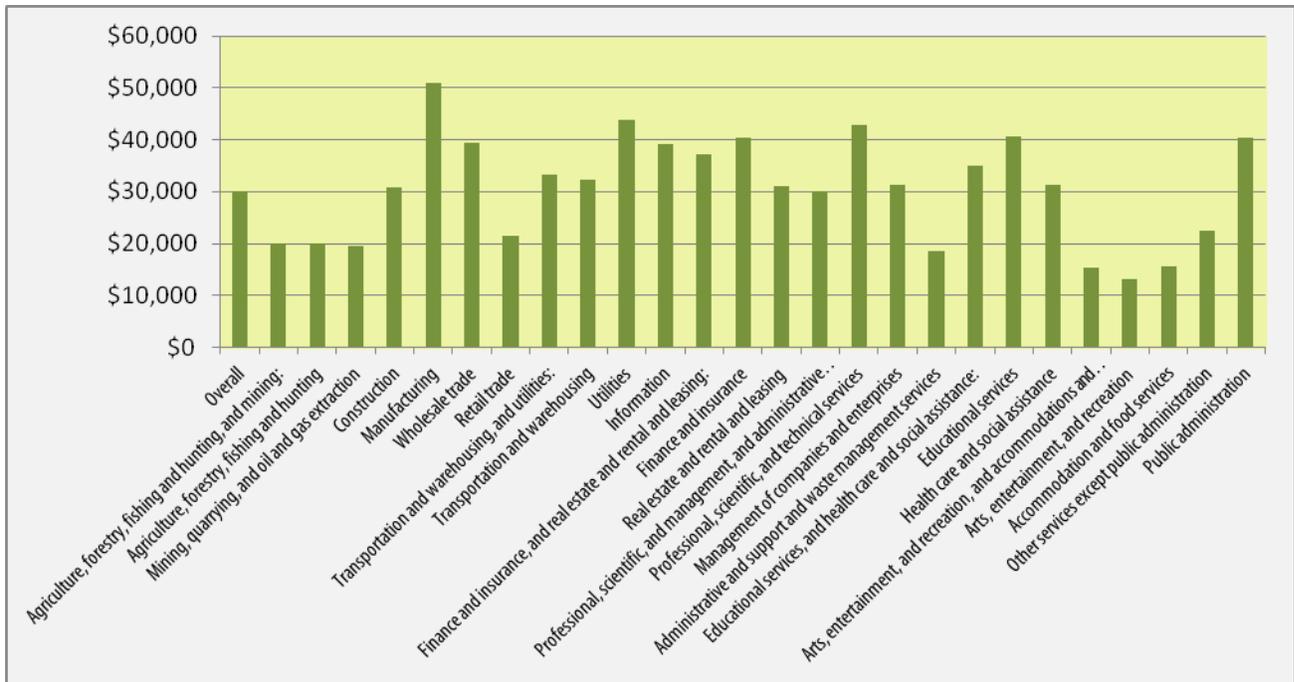
Median Wages by Industry

	State	County	City
Overall	\$31,853	\$30,193	\$40,805
Agriculture, forestry, fishing and hunting, and mining:	\$25,188	\$19,951	—
Agriculture, forestry, fishing and hunting	\$23,211	\$20,048	—
Mining, quarrying, and oil and gas extraction	\$41,627	\$19,500	—
Construction	\$29,754	\$30,820	\$56,771
Manufacturing	\$36,645	\$51,004	\$63,039
Wholesale trade	\$41,449	\$39,408	\$59,141
Retail trade	\$21,536	\$21,459	\$27,965
Transportation and warehousing, and utilities:	\$41,378	\$33,378	\$47,583
Transportation and warehousing	\$39,991	\$32,376	\$50,576
Utilities	\$52,109	\$43,792	\$32,222
Information	\$54,890	\$39,075	\$66,250
Finance and insurance, and real estate and rental and leasing:	\$43,708	\$37,200	\$39,196
Finance and insurance	\$48,825	\$40,325	\$83,889
Real estate and rental and leasing	\$35,436	\$31,026	\$23,750
Professional, scientific, and management, and administrative and waste management services:	\$40,756	\$30,181	\$32,141
Professional, scientific, and technical services	\$59,545	\$42,888	\$38,942
Management of companies and enterprises	\$62,799	\$31,348	—
Administrative and support and waste management services	\$23,358	\$18,545	\$16,705
Educational services, and health care and social assistance:	\$34,347	\$34,879	\$40,679
Educational services	\$37,052	\$40,731	\$43,222
Health care and social assistance	\$32,285	\$31,204	\$40,200
Arts, entertainment, and recreation, and accommodations and food services:	\$14,215	\$15,347	\$10,474
Arts, entertainment, and recreation	\$18,000	\$13,196	\$2,499
Accommodation and food services	\$13,726	\$15,556	\$15,421
Other services except public administration	\$22,105	\$22,560	\$39,259
Public administration	\$42,757	\$40,365	\$56,271

Source: 2015-5yr ACS (Census)

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

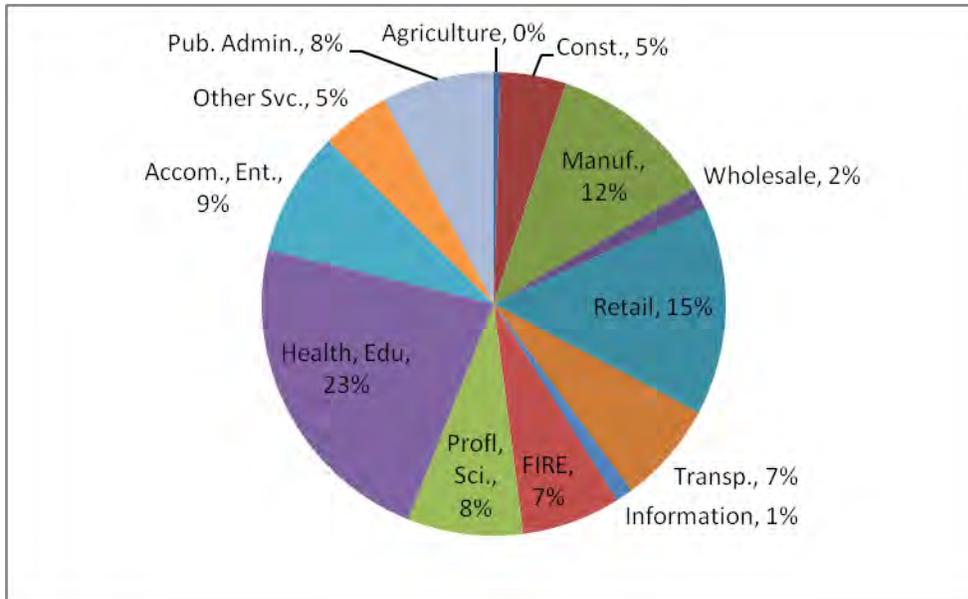
Wages by Industry for the County



2010-5yr ACS (Census)

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

Percent of Workers by Industry for the Market Area



Source: 2015-5yr ACS (Census)

G. DEVELOPMENT-SPECIFIC AFFORDABILITY & DEMAND ANALYSIS

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

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

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

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

G.1 INCOME RESTRICTIONS

G.1.1 ESTABLISHING TAX CREDIT QUALIFYING INCOME RANGES

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

Maximum Income Limit (HUD FY 2016)

Pers.	VLIL	50%	60%
1	22,250	22,250	26,700
2	25,400	25,400	30,480
3	28,600	28,600	34,320
4	31,750	31,750	38,100
5	34,300	34,300	41,160
6	36,850	36,850	44,220
7	39,400	39,400	47,280
8	41,950	41,950	50,340

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

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

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

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

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

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

Minimum Incomes Required and Gross Rents

	<u>Bedrooms</u>	<u>Number of Units</u>	<u>Net Rent</u>	<u>Gross Rent</u>	<u>Minimum Income Required</u>	<u>Target Population</u>
50%	1	4	420	534	\$18,309	Tax Credit
50%	2	4	500	654	\$22,423	Tax Credit
50%	3	7	555	759	\$26,023	Tax Credit
60%	1	14	455	569	\$19,509	Tax Credit
60%	2	13	575	729	\$24,994	Tax Credit
60%	3	29	675	879	\$30,137	Tax Credit

Source: John Wall and Associates from data provided by client

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

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

G.1.2 HOUSEHOLDS NOT RECEIVING RENTAL ASSISTANCE

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

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

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

G.1.3 HOUSEHOLDS QUALIFYING FOR TAX CREDIT UNITS

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

For those tax credit units occupied by low income households, the monthly gross rent should not realistically exceed 35% of the household income.

G.2 AFFORDABILITY

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

Qualifying Income Ranges by Bedrooms and Persons Per Household

AMI	Bedrooms	Persons	Gross Rent	Income Based Lower Limit	Spread Between Limits	Upper Limit
50%	1	1	534	18,310	3,940	22,250
50%	1	2	534	18,310	7,090	25,400
50%	2	2	654	22,420	2,980	25,400
50%	2	3	654	22,420	6,180	28,600
50%	2	4	654	22,420	9,330	31,750
50%	3	3	759	26,020	2,580	28,600
50%	3	4	759	26,020	5,730	31,750
50%	3	5	759	26,020	8,280	34,300
50%	3	6	759	26,020	10,830	36,850
60%	1	1	569	19,510	7,190	26,700
60%	1	2	569	19,510	10,970	30,480
60%	2	2	729	24,990	5,490	30,480
60%	2	3	729	24,990	9,330	34,320
60%	2	4	729	24,990	13,110	38,100
60%	3	3	879	30,140	4,180	34,320
60%	3	4	879	30,140	7,960	38,100
60%	3	5	879	30,140	11,020	41,160
60%	3	6	879	30,140	14,080	44,220

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

G.2.1 UPPER INCOME DETERMINATION

DCA requires using 1.5 persons per bedroom, rounded up to the nearest whole person for the upper income limit determination.

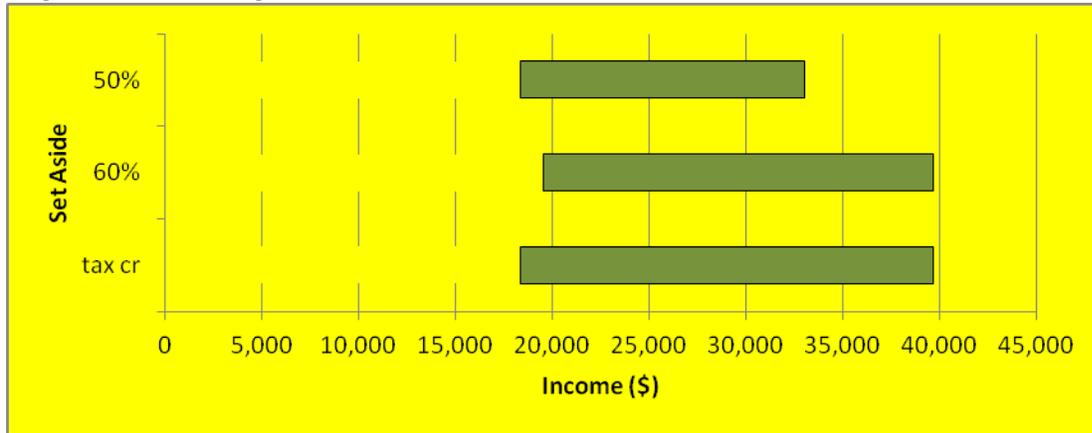
G.2.2 PROGRAMMATIC AND PRO FORMA RENT ANALYSIS

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

Qualifying and Proposed and Programmatic Rent Summary

	1-BR	2-BR	3-BR
50% Units			
Number of Units	4	4	7
Max Allowable Gross Rent	\$595	\$715	\$825
Pro Forma Gross Rent	\$534	\$654	\$759
Difference (\$)	\$61	\$61	\$66
Difference (%)	10.3%	8.5%	8.0%
60% Units			
Number of Units	14	13	29
Max Allowable Gross Rent	\$714	\$858	\$990
Pro Forma Gross Rent	\$569	\$729	\$879
Difference (\$)	\$145	\$129	\$111
Difference (%)	20.3%	15.0%	11.2%

Targeted Income Ranges



An income range of \$18,310 to \$33,025 is reasonable for the 50% AMI units.

An income range of \$19,510 to \$39,630 is reasonable for the 60% AMI units.

An income range of \$18,310 to \$39,630 is reasonable for the tax credit units (overall).

G.2.3 HOUSEHOLDS WITH QUALIFIED INCOMES

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

Number of Specified Households in Various Income Ranges by Tenure

	State	%	County	%	Market Area	%	City	%
Owner occupied:	2,263,697		57,315		9,159		5,178	
Less than \$5,000	52,329	2.3%	1,344	2.3%	103	1.1%	43	0.8%
\$5,000 to \$9,999	49,760	2.2%	1,142	2.0%	221	2.4%	82	1.6%
\$10,000 to \$14,999	83,758	3.7%	1,998	3.5%	167	1.8%	48	0.9%
\$15,000 to \$19,999	89,364	3.9%	1,938	3.4%	188	2.1%	56	1.1%
\$20,000 to \$24,999	96,883	4.3%	2,539	4.4%	357	3.9%	206	4.0%
\$25,000 to \$34,999	199,285	8.8%	5,269	9.2%	816	8.9%	229	4.4%
\$35,000 to \$49,999	297,953	13.2%	7,774	13.6%	1,282	14.0%	687	13.3%
\$50,000 to \$74,999	441,689	19.5%	11,774	20.5%	2,110	23.0%	1,167	22.5%
\$75,000 to \$99,999	314,994	13.9%	7,991	13.9%	1,607	17.5%	999	19.3%
\$100,000 to \$149,999	356,801	15.8%	8,631	15.1%	1,310	14.3%	865	16.7%
\$150,000 or more	280,881	12.4%	6,915	12.1%	998	10.9%	796	15.4%
Renter occupied:	1,310,665		47,597		5,019		2,978	
Less than \$5,000	102,866	7.8%	3,884	8.2%	91	1.8%	44	1.5%
\$5,000 to \$9,999	104,317	8.0%	3,285	6.9%	213	4.2%	86	2.9%
\$10,000 to \$14,999	119,380	9.1%	4,087	8.6%	139	2.8%	16	0.5%
\$15,000 to \$19,999	107,365	8.2%	3,705	7.8%	382	7.6%	269	9.0%
\$20,000 to \$24,999	107,107	8.2%	3,944	8.3%	329	6.6%	196	6.6%
\$25,000 to \$34,999	181,843	13.9%	5,981	12.6%	589	11.7%	266	8.9%
\$35,000 to \$49,999	205,615	15.7%	8,109	17.0%	850	16.9%	482	16.2%
\$50,000 to \$74,999	200,708	15.3%	7,350	15.4%	1,232	24.5%	617	20.7%
\$75,000 to \$99,999	92,301	7.0%	3,324	7.0%	450	9.0%	417	14.0%
\$100,000 to \$149,999	61,830	4.7%	2,615	5.5%	463	9.2%	266	8.9%
\$150,000 or more	27,333	2.1%	1,313	2.8%	282	5.6%	319	10.7%

Source: 2015-5yr ACS (Census)

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

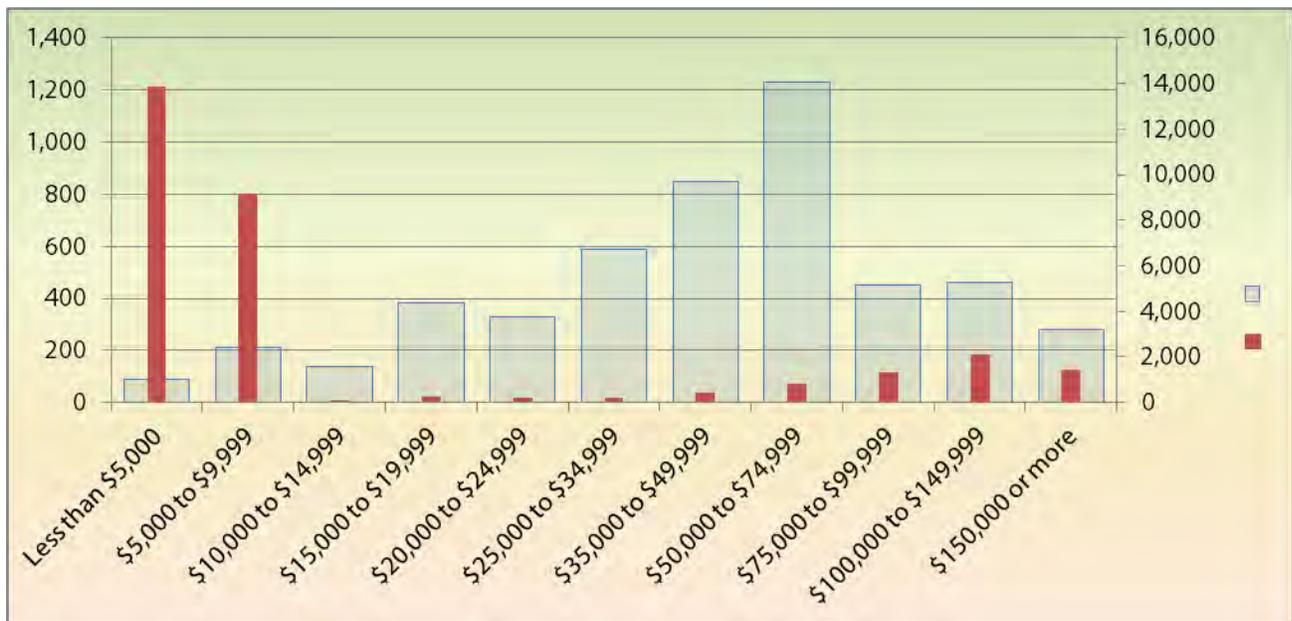
Percent of Renter Households in Appropriate Income Ranges for the Market Area

AMI		50%		60%		Tx. Cr.	
Lower Limit		18,310		19,510		18,310	
Upper Limit		33,025		39,630		39,630	
	Mkt. Area Households	%	#	%	#	%	#
Renter occupied:							
Less than \$5,000	91	—	0	—	0	—	0
\$5,000 to \$9,999	213	—	0	—	0	—	0
\$10,000 to \$14,999	139	—	0	—	0	—	0
\$15,000 to \$19,999	382	0.34	129	0.10	37	0.34	129
\$20,000 to \$24,999	329	1.00	329	1.00	329	1.00	329
\$25,000 to \$34,999	589	0.80	473	1.00	589	1.00	589
\$35,000 to \$49,999	850	—	0	0.31	262	0.31	262
\$50,000 to \$74,999	1,232	—	0	—	0	—	0
\$75,000 to \$99,999	450	—	0	—	0	—	0
\$100,000 to \$149,999	463	—	0	—	0	—	0
\$150,000 or more	282	—	0	—	0	—	0
Total	5,019		931		1,218		1,309
Percent in Range			18.5%		24.3%		26.1%

Source: John Wall and Associates from figures above

The table above shows how many renter households are in each income range. The number and percent are given in the last two rows (e.g., 931, or 18.5% of the renter households in the market area are in the 50% range.)

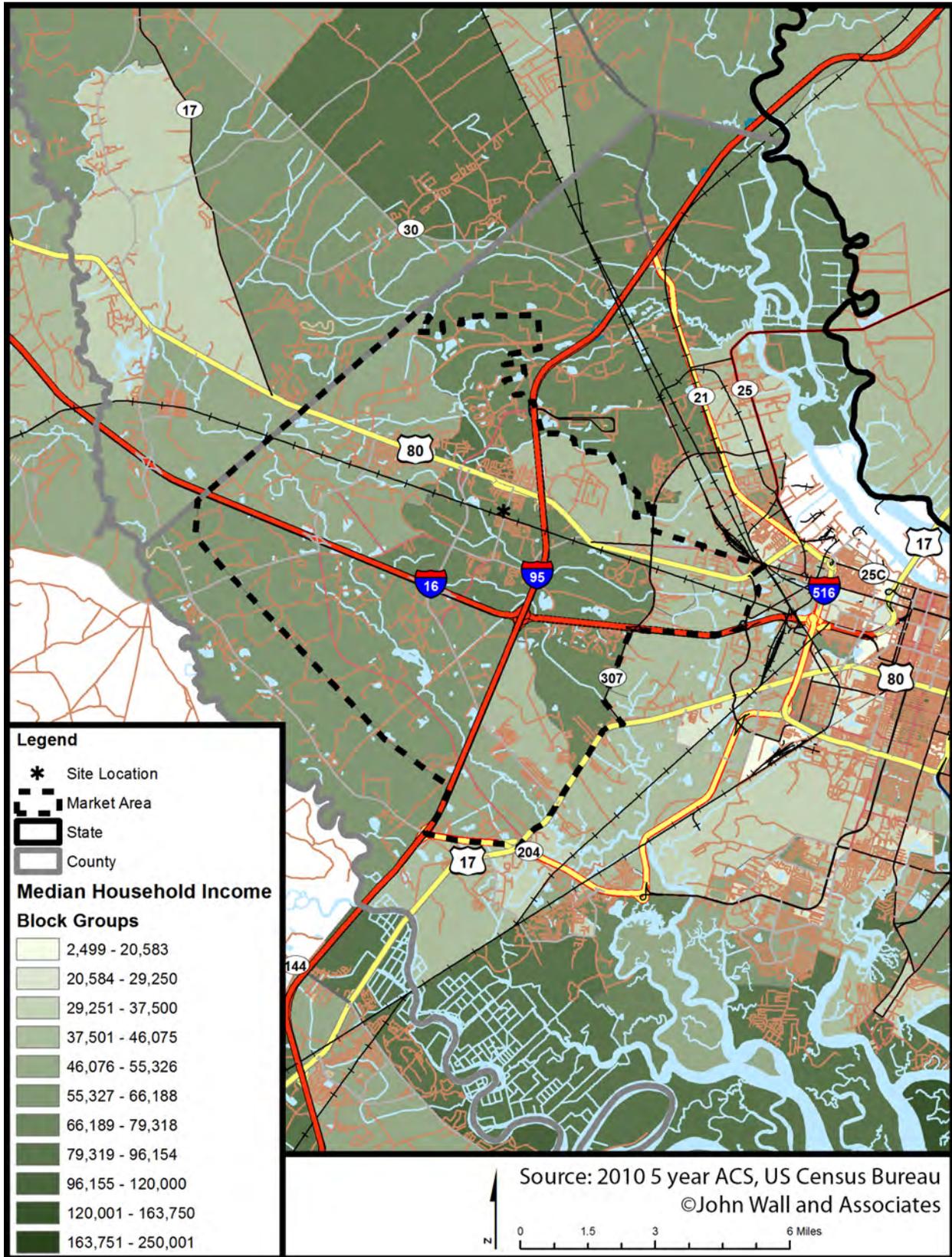
Change in Renter Household Income



Sources: 2010 and 2015-5yr ACS (Census)

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

MEDIAN HOUSEHOLD INCOME MAP



G.3 DEMAND

G.3.1 DEMAND FROM NEW HOUSEHOLDS

G.3.1.1 NEW HOUSEHOLDS

It was shown in the Household Trends section of this study that 1,648 new housing units will be needed by the year of completion. It was shown in the Tenure section that the area ratio of rental units to total units is 29.0%. Therefore, 478 of these new units will need to be rental.

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

New Renter Households in Each Income Range for the Market Area

	New Renter Households	Percent Income Qualified	Demand due to new Households
50% AMI: \$18,310 to \$33,025	478	18.5%	89
60% AMI: \$19,510 to \$39,630	478	24.3%	116
Overall Tax Credit: \$18,310 to \$39,630	478	26.1%	125

Source: John Wall and Associates from figures above

G.3.2 DEMAND FROM EXISTING HOUSEHOLDS

G.3.2.1 DEMAND FROM RENT OVERBURDEN HOUSEHOLDS

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

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

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

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

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

	<u>State</u>		<u>County</u>		<u>Market Area</u>		<u>City</u>	
Less than \$10,000:	207,183		7,169		304		130	
30.0% to 34.9%	3,596	1.7%	112	1.6%	0	0.0%	0	0.0%
35.0% or more	131,602	63.5%	4,650	64.9%	142	46.7%	35	26.9%
\$10,000 to \$19,999:	226,745		7,792		520		285	
30.0% to 34.9%	10,649	4.7%	371	4.8%	26	5.0%	0	0.0%
35.0% or more	176,081	77.7%	6,382	81.9%	473	91.0%	285	100.0%
\$20,000 to \$34,999:	288,950		9,925		918		462	
30.0% to 34.9%	45,681	15.8%	1,354	13.6%	42	4.6%	15	3.2%
35.0% or more	160,588	55.6%	6,694	67.4%	756	82.4%	433	93.7%
\$35,000 to \$49,999:	205,615		8,109		850		482	
30.0% to 34.9%	32,900	16.0%	1,721	21.2%	181	21.3%	239	49.6%
35.0% or more	37,853	18.4%	1,883	23.2%	351	41.3%	125	25.9%
\$50,000 to \$74,999:	200,708		7,350		1,232		617	
30.0% to 34.9%	12,649	6.3%	375	5.1%	52	4.2%	0	0.0%
35.0% or more	8,245	4.1%	351	4.8%	46	3.7%	50	8.1%
\$75,000 to \$99,999:	92,301		3,324		450		417	
30.0% to 34.9%	1,229	1.3%	33	1.0%	17	3.8%	0	0.0%
35.0% or more	1,378	1.5%	166	5.0%	6	1.3%	105	25.2%
\$100,000 or more:	89,163		3,928		746		585	
30.0% to 34.9%	365	0.4%	0	0.0%	0	0.0%	0	0.0%
35.0% or more	472	0.5%	0	0.0%	0	0.0%	0	0.0%

Source: 2015-5yr ACS (Census)

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

Rent Overburdened Households in Each Income Range for the Market Area

35%+ Overburden AMI	Mkt. Area Households	50%		60%		Tx. Cr.	
		%	#	%	#	%	#
Lower Limit			18,310		19,510		18,310
Upper Limit			33,025		39,630		39,630
Less than \$10,000:	142	—	0	—	0	—	0
\$10,000 to \$19,999:	473	0.17	80	0.05	23	0.17	80
\$20,000 to \$34,999:	756	0.87	657	1.00	756	1.00	756
\$35,000 to \$49,999:	351	—	0	0.31	108	0.31	108
\$50,000 to \$74,999:	46	—	0	—	0	—	0
\$75,000 to \$99,999:	6	—	0	—	0	—	0
\$100,000 or more:	0	—	0	—	0	—	0
Column Total	1,774		736		887		944

Source: John Wall and Associates from figures above

G.3.2.2 DEMAND FROM SUBSTANDARD CONDITIONS

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

Substandard Occupied Units

	<u>State</u>	<u>%</u>	<u>County</u>	<u>%</u>	<u>Market Area</u>	<u>%</u>	<u>City</u>	<u>%</u>
Owner occupied:	2,263,697		57,315		9,159		5,178	
Complete plumbing:	2,256,546	100%	57,174	100%	9,135	100%	5,154	100%
1.00 or less	2,229,407	98%	56,734	99%	9,078	99%	5,154	100%
1.01 to 1.50	21,692	1%	378	1%	52	1%	0	0%
1.51 or more	5,447	0%	62	0%	5	0%	0	0%
Lacking plumbing:	7,151	0%	141	0%	24	0%	24	0%
1.00 or less	7,020	0%	141	0%	24	0%	24	0%
1.01 to 1.50	108	0%	0	0%	0	0%	0	0%
1.51 or more	23	0%	0	0%	0	0%	0	0%
Renter occupied:	1,310,665		47,597		5,019		2,978	
Complete plumbing:	1,303,067	99%	47,421	100%	4,997	100%	2,978	100%
1.00 or less	1,246,100	95%	45,825	96%	4,864	97%	2,959	99%
1.01 to 1.50	41,711	3%	1,223	3%	107	2%	19	1%
1.51 or more	15,256	1%	373	1%	26	1%	0	0%
Lacking plumbing:	7,598	1%	176	0%	23	0%	0	0%
1.00 or less	7,053	1%	176	0%	23	0%	0	0%
1.01 to 1.50	209	0%	0	0%	0	0%	0	0%
1.51 or more	336	0%	0	0%	0	0%	0	0%
Total Renter Substandard					156			

Source: 2015-5yr ACS (Census)

From these tables, the need from substandard rental units can be drawn. There are 156 substandard rental units in the market area.

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

Substandard Conditions in Each Income Range for the Market Area

	<u>Total Substandard Units</u>	<u>Percent Income Qualified</u>	<u>Demand due to Substandard</u>
50% AMI: \$18,310 to \$33,025	156	18.5%	29
60% AMI: \$19,510 to \$39,630	156	24.3%	38
Overall Tax Credit: \$18,310 to \$39,630	156	26.1%	41

Source: John Wall and Associates from figures above

G.4 DEMAND FOR NEW UNITS

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

	50% AMI: \$18,310 to \$33,025	60% AMI: \$19,510 to \$39,630	Overall Tax Credit: \$18,310 to \$39,630
New Housing Units Required	89	116	125
Rent Overburden Households	736	887	944
Substandard Units	29	38	41
Demand	854	1,041	1,110
Less New Supply	0	0	0
NET DEMAND	854	1,041	1,110

* Numbers may not add due to rounding.

G.5 CAPTURE RATE ANALYSIS CHART

Capture Rate by Unit Size (Bedrooms) and Targeting

		<u>Income Range</u>	<u>Units</u>	<u>Total Demand</u>	<u>Supply</u>	<u>Net Demand</u>	<u>Capture Rate</u>	<u>Absrptn.</u>	<u>Average Mkt. Rent</u>	<u>Mkt. Rent Range</u>	<u>Prop. Rents</u>
50% AMI	1 BR	18310-23825	4	256	0	256	1.6%	5 mo	879	\$835-\$928	420
	2 BR	22420-28600	4	427	0	427	0.9%	5 mo	1,062	\$995-\$1140	500
	3 BR	26020-33025	7	171	0	171	4.1%	5 mo	1,205	\$1117-\$1280	555
	4 BR		0	0	0	0	—	—	—	—	—
60% AMI	1 BR	19510-28590	14	312	0	312	4.5%	5 mo	879	\$835-\$928	455
	2 BR	24990-34320	13	521	0	521	2.5%	5 mo	1,062	\$995-\$1140	575
	3 BR	30140-39630	29	208	0	208	13.9%	5 mo	1,205	\$1117-\$1280	675
	4 BR	0-44220	0	0	0	0	—	—	—	—	—
TOTAL for Project	50% AMI	18310-33025	15	854	0	854	1.8%	5 mo	—	—	—
	60% AMI	19510-39630	56	1,041	0	1,041	5.4%	5 mo	—	—	—
	All TC	18310-39630	71	1,110	0	1,110	6.4%	5 mo	—	—	—

* Numbers may not add due to rounding.

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

H. COMPETITIVE ANALYSIS (EXISTING COMPETITIVE RENTAL ENVIRONMENT)

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

H.1 SURVEY OF APARTMENTS

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

List of Apartments Surveyed

<u>Name</u>	<u>Units</u>	<u>Vacancy Rate</u>	<u>Type</u>	<u>Comments</u>
Carlyle at Godley Station	312	1.0%	Conventional	
Carrington Square @ Savannah Quarters (fka Village Quarters)	288	0.7%	Conventional	
Harmony Greene	50	0.0%	TC (50%,60%)	
Pinewood Village	63	0.0%	TC 55+ (50%, 60%)	
Sheppard Station	65	0.0%	TC HFOP (50%, 60%)	
The Preserve at Godley Station	380	1.6%	Conventional	

H.1.1 COMPARABLES

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

Comparison of Comparables to Subject

<u>Development Name</u>	<u>Approximate Distance</u>	<u>Reason for Comparability</u>	<u>Degree of Comparability</u>
Harmony Greene	2 miles	LIHTC	Moderate

Harmony Greene is the only real comparable in the market area.

H.1.2 APARTMENT INVENTORY

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

APARTMENT INVENTORY

Pooler, Georgia PCN: 17-063

ID#	Apartment Name	Year Built vac%	Efficiency/Studio (e) One Bedroom			Two Bedroom			Three Bedroom			Four Bedroom			COMMENTS
			Units	Vacant	Rent	Units	Vacant	Rent	Units	Vacant	Rent	Units	Vacant	Rent	
	17-063 Subject The Village at Wellington Way S. Rogers Street Pooler	Proposed	4 14	P P	420 455	4 13	P P	500 575	7 29	P P	555 675				TC (50%, 60%) 72 total units; there is one staff unit.
	Carlyle at Godley Station 385 Godley Station Rd (Pooler) Lance (4-25-17) 912-330-4110	2006 Sept 1%	84	1	945-975	180	2	1000-1065	48	0	1190-1230				WL=no Conventional; Sec 8=Not accepted *Business center,picnic area, computer center and catch & release pond
	Carrington Square @ Savannah Quarters (fka Village Quarters) 280 Blue Moon Crossing Pooler Christy (4-25-17) 912-450-6401	2006 2007 Phase II 0.7%	114	0	850-935	146	2	985-1175	28	0	1130-1250				WL=0 Conventional; Sec 8=Not accepted *Business center, dog park, grills and car wash; **Storage and patio/balcony
	Harmony Greene 201 Harmony Blvd. Pooler Angela (4-25-17) 912-450-9400	2012 0%				2 8	0 0	525 630	4 26	0 0	598 715	2 8	0 0	645 785	WL=300+, closed TC (50%,60%); PBRA=0; Sec 8=13 Funded 2010; *Picnic area with grills, computer room, community garden, walking path and bike rack; **Storage and patio
	Pinewood Village 755 S. Rogers St. Pooler Renee (4-27-17) 912-348-2281	2014 0%	7 25	0 0	450 460	6 25	0 0	520 575							WL=150 TC 55+ (50%, 60%); Sec 8=a few Funded 2012; *Gazebo, recreation area, community room, picnic area with grills and computer center; **Storage
	Sheppard Station 215 Brighton Woods Dr. (Pooler) Renee (4-27-17) 912-748-0495	2009 0%	25 1 7	0 0 0	483 483 529	24 2 6	0 0 0	523 597 597							WL=150 TC HFOP (50%, 60%); Sec 8=a few Funded 2007; *Horseshoe pit, community garden, play court, library, community area, picnic area with grills, computer center and walking path; **Patio/balcony
	The Preserve at Godley Station 1265 Benton Blvd. Pooler Lauren (4-25-17) 912-748-9130	2000 Phase II 2002 1.6%	140	3	894-944	72 120	1 0	1070 1140	48	2	1230-1330				WL=no Conventional; Sec 8=Not accepted Vacancy mix is estimated by manager; *Executive business center, car care center, lagoons w/ flowing fountains, picnic areas w/ grills, close to golf club/airports.

Complex:	Year Built:	Amenities								Appliances								Unit Features								Two-Bedroom				
		Laundry Facility	Tennis Court	Swimming Pool	Club House	Garages	Playground	Access/Security Gate	Other	Other	Refrigerator	Range/Oven	Dishwasher	Garbage Disposal	W/D Connection	Washer, Dryer	Microwave Oven	Other	Other	Fireplace	Free Cable	Furnished	Air Conditioning	Drapes/Blinds	Cable Pre-Wired	Utilities Included	Other	Other	Size (s.f.)	Rent
17-063 Subject	Proposed	x		x		x	x	x		x	x	x	x	x	x	x					x	x	x	t				1000	500	
Vacancy Rates:	1 BR 2 BR 3 BR 4 BR overall																											1000	575	
		TC (50%, 60%)																												
Carlyle at Godley Station	2006	x	x	x	\$	x	x	*		x	x	x	x	x							x	x	x	ws				924-1254	1000-1065	
Vacancy Rates:	1 BR 2 BR 3 BR 4 BR overall																													
	1.2% 1.1% 0.0%																													
		Conventional; Sec 8=Not accepted																												
Carrington Square @	2006	x	x	x	x	x	x	*		x	x		x	x							x	x	x	**				1039-1235	985-1175	
Vacancy Rates:	1 BR 2 BR 3 BR 4 BR overall																													
	0.0% 1.4% 0.0%																													
		Conventional; Sec 8=Not accepted																												
Harmony Greene	2012	x		x		x		*		x	x	x	x	x		x					x	x	x	ws	**			1060	525	
Vacancy Rates:	1 BR 2 BR 3 BR 4 BR overall																											1060	630	
	0.0% 0.0% 0.0%																													
		TC (50%,60%); PBRA=0; Sec 8=13																												
Pinewood Village	2014	x						*		x	x	x	x	x		x	x				x	x	x	tp	**			997	520	
Vacancy Rates:	1 BR 2 BR 3 BR 4 BR overall																											997	575	
	0.0% 0.0%																													
		TC 55+ (50%, 60%); Sec 8=a few																												
Sheppard Station	2009								x	*		x	x	x	x		x	x				x	x	x	t	**			1099	523
Vacancy Rates:	1 BR 2 BR 3 BR 4 BR overall																											1099	597	
	0.0% 0.0%																											1099	597	
		TC HFOP (50%, 60%); Sec 8=a few																												
The Preserve at Godley	2000	x	x	x				x	*		x	x	x	x	x		x					x	x	x	p				1163	1070
Vacancy Rates:	1 BR 2 BR 3 BR 4 BR overall																											1187	1140	
	2.1% 0.5% 4.2%																													
		Conventional; Sec 8=Not accepted																												

	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	4	1	P	790	420
1 BR vacancy rate	14	1	P	790	455
Two-Bedroom					
2 BR vacancy rate	13	2	P	1000	575
Three-Bedroom					
3 BR vacancy rate	29	2	P	1200	675
Four-Bedroom					
4 BR vacancy rate					
TOTALS	71	0			

Complex:

17-063 Subject
 The Village at Wellington Way
 S. Rogers Street
 Pooler

Map Number:

Year Built:

Proposed

Last Rent Increase

Specials

Waiting List

Subsidies

TC (50%, 60%)

Amenities

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

Appliances

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

Unit Features

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

Comments: 72 total units; there is one staff unit.

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

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

The table below shows surveyed apartment complexes in or near the market area. The *pro forma* rents, as given by the developer, are shown in orange in the table below. These rents will be compared to the other apartments in the area, and especially the comparable apartments to determine if they are reasonable. In addition to seeing how the *pro forma* rents compare in terms of absolute rents in the following table, it will be important to consider the amenities and locations of the other apartments.

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

1-Bedroom Units			2-Bedroom Units			3-Bedroom Units			4-Bedroom Units		
Rents	Units	Vacancies									
420	4	Subj. 50%	500	4	Subj. 50%	555	6	Subj. 50%	645	2	0
455	14	Subj. 60%	525	2	0	598	4	0	785	8	0
835	140	12	575	13	Subj. 60%	675	30	Subj. 60%			
885	84	1	630	8	0	715	26	0			
928	114	0	995	180	2	1117	48	0			
			1070	72	3	1227	28	0			
			1075	146	2	1280	48	5			
			1140	120	3						

Orange = Subject
Green = Tax Credit

	1-Bedroom	2-Bedrooms	3-Bedrooms	4-Bedrooms	TOTAL
Vacant Units	13	10	5	0	28
Total Units	338	528	154	10	1030
Vacancy Rate	3.8%	1.9%	3.2%	0.0%	2.7%
Vacant Tax Credit Units	—	0	0	0	0
Total Tax Credit Units	—	10	30	10	50
Tax Credit Vacancy Rate	—	0%	0%	0%	0%

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

Source: John Wall and Associates

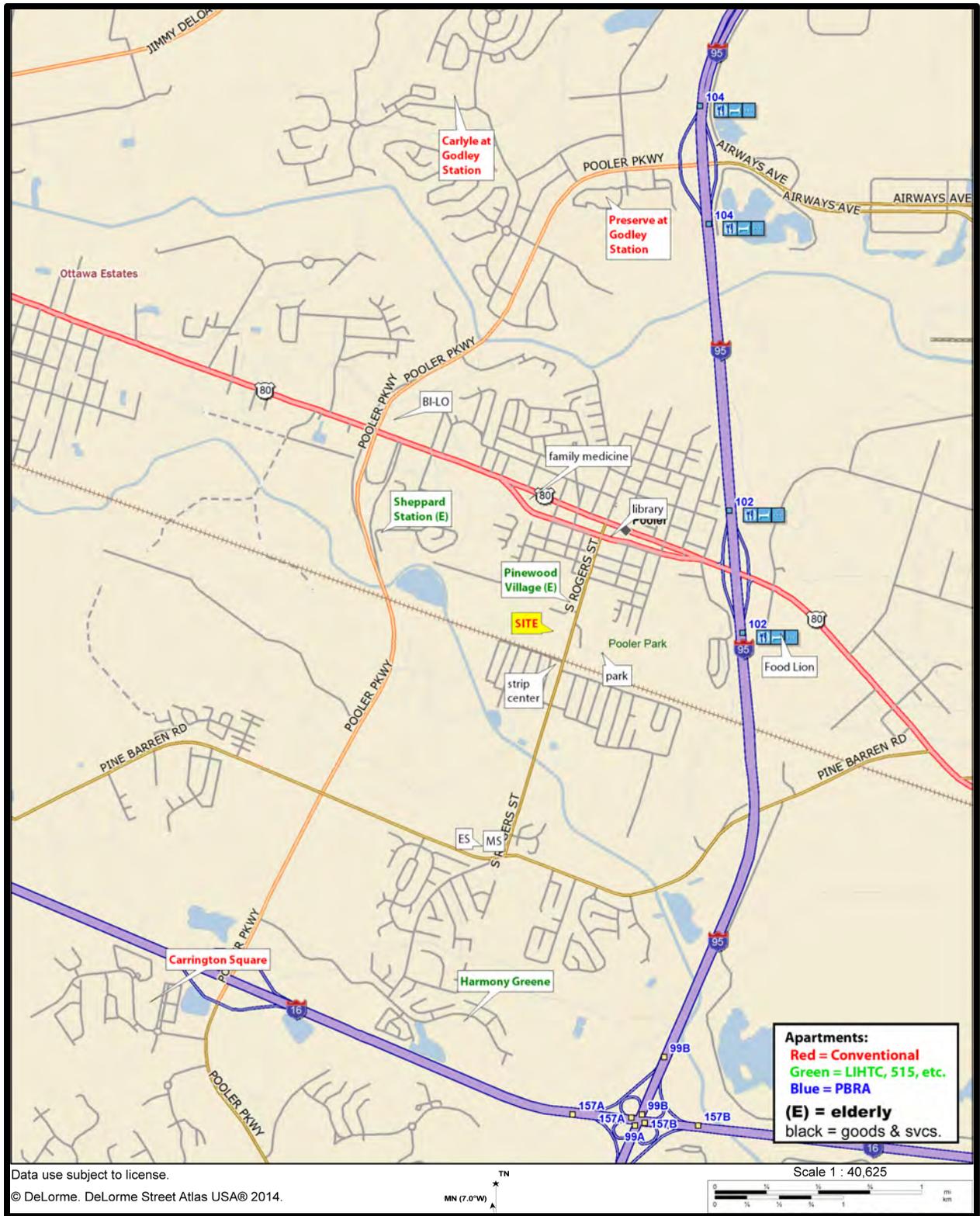
A vacancy rate of 5.0% is considered normal. The overall vacancy rate in the market is 0.09%. The overall tax credit vacancy rate is 0%.

H.2 ADDITIONAL INFORMATION ON COMPETITIVE ENVIRONMENT

- **Vouchers and certificates available in the market area:**
Not applicable because the subject has no PBRA and does not rely on voucher support.
- **Lease up history of competitive developments:**
No information is available.
- **Tenant profiles of existing phase:**
Not applicable.
- **Additional information for rural areas lacking sufficient comps:**
Not applicable.

H.3 APARTMENT LOCATIONS MAP

APARTMENT LOCATIONS MAP



H.4 AMENITY ANALYSIS

DEVELOPMENT AMENITIES:

Laundry room, clubhouse/community center, playground, and fitness center

UNIT AMENITIES:

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

UTILITIES INCLUDED:

Trash

The subject’s amenities are typical of new LIHTC properties

H.5 SELECTION OF COMPS

See H1 and H7

H.6 LONG TERM OCCUPANCY

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

H.7 NEW “SUPPLY”

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

Apartment Units Built or Proposed Since the Base Year

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

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

There are no units to deduct as new supply.

H.8 AVERAGE MARKET RENT AND RENT DIFFERENTIAL

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

The following table gives the proposed rents in comparison to the rental range for competitive developments within the market area, and an average market rent for each of the proposed unit types. Rent advantage is calculated as follows: (average market rent – proposed rent) / proposed rent.

	Bedrooms	Number of Units	Net Rent	Market Rent	Market Advantage
50%	1	4	420	879	109.3%
50%	2	4	500	1062	112.4%
50%	3	7	555	1205	117.1%
60%	1	14	455	879	93.2%
60%	2	13	575	1062	84.7%
60%	3	29	675	1205	78.5%

The DCA Market Study Manual specifies Rent advantage is calculated as follows: (average market rent – proposed rent) / proposed rent.

Market Rent was determined by computing the weighted average of all market rate units surveyed in the market area.

H.9 INFORMATION ON OTHER DCA PROPERTIES

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

H.10 RENTAL TRENDS IN THE MARKET AREA

H.10.1 TENURE

Tenure by Bedrooms

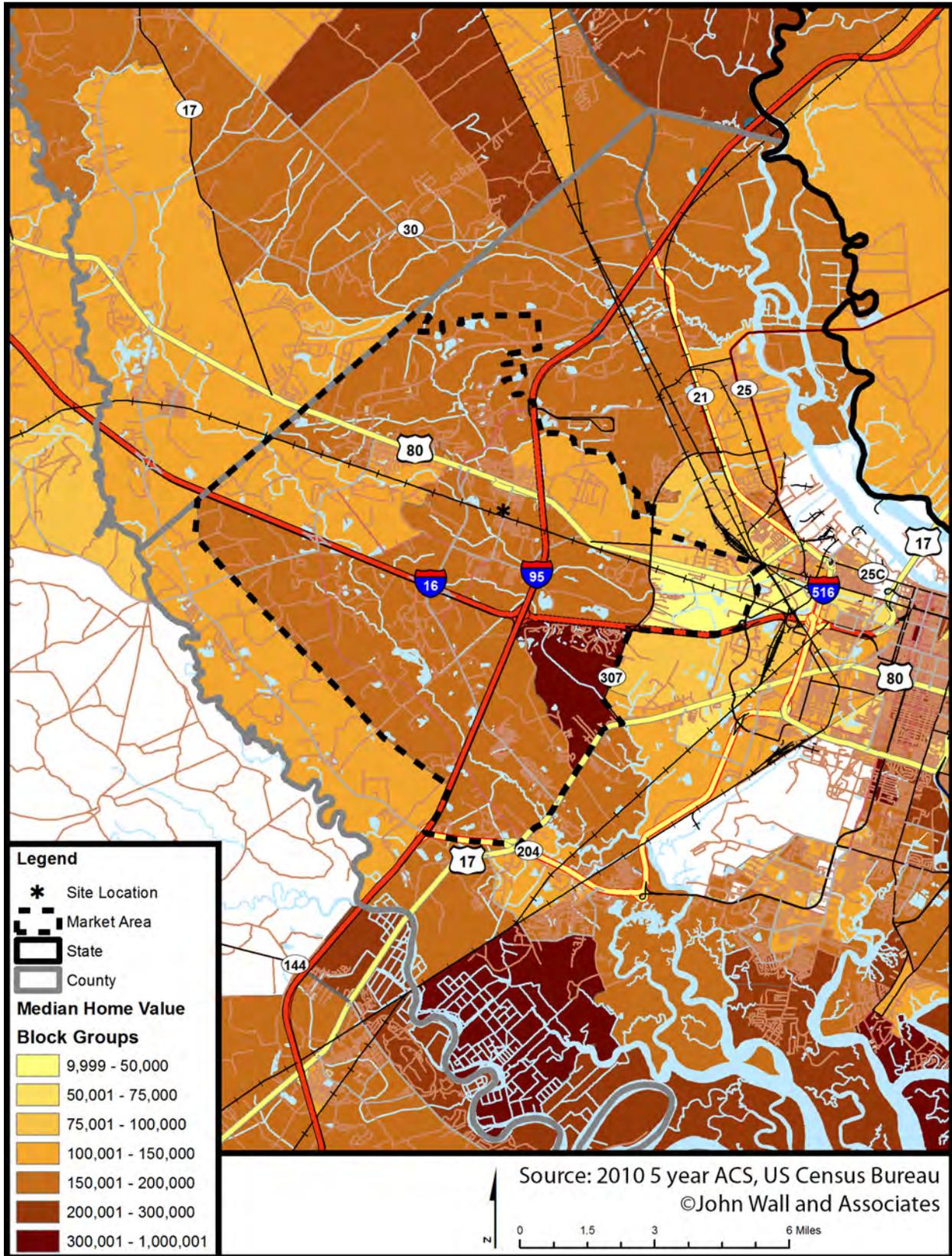
	<u>State</u>	<u>%</u>	<u>County</u>	<u>%</u>	<u>Market Area</u>	<u>%</u>	<u>City</u>	<u>%</u>
Owner occupied:	2,263,697		57,315		9,159		5,178	
No bedroom	6,123	0.3%	79	0.1%	30	0.3%	0	0.0%
1 bedroom	26,881	1.2%	638	1.1%	63	0.7%	0	0.0%
2 bedrooms	261,627	11.6%	8,225	14.4%	933	10.2%	458	8.8%
3 bedrooms	1,159,319	51.2%	32,870	57.3%	5,222	57.0%	2,514	48.6%
4 bedrooms	587,756	26.0%	12,679	22.1%	2,289	25.0%	1,884	36.4%
5 or more bedrooms	221,991	9.8%	2,824	4.9%	622	6.8%	322	6.2%
Renter occupied:	1,310,665		47,597		5,019		2,978	
No bedroom	36,160	2.8%	1,430	3.0%	39	0.8%	0	0.0%
1 bedroom	221,703	16.9%	8,916	18.7%	780	15.5%	448	15.0%
2 bedrooms	499,353	38.1%	19,958	41.9%	1,393	27.8%	1,050	35.3%
3 bedrooms	424,848	32.4%	14,236	29.9%	2,047	40.8%	1,087	36.5%
4 bedrooms	104,845	8.0%	2,802	5.9%	698	13.9%	330	11.1%
5 or more bedrooms	23,756	1.8%	255	0.5%	62	1.2%	63	2.1%

Source: 2015-5yr ACS (Census)

Tenure by Bedrooms for the State and Market Area



MEDIAN HOME VALUE MAP



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

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

H.12 PRIMARY HOUSING VOIDS

The market area has a lack of affordable housing.

H.13 LONG TERM IMPACT

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

H.14 BUILDING PERMITS ISSUED

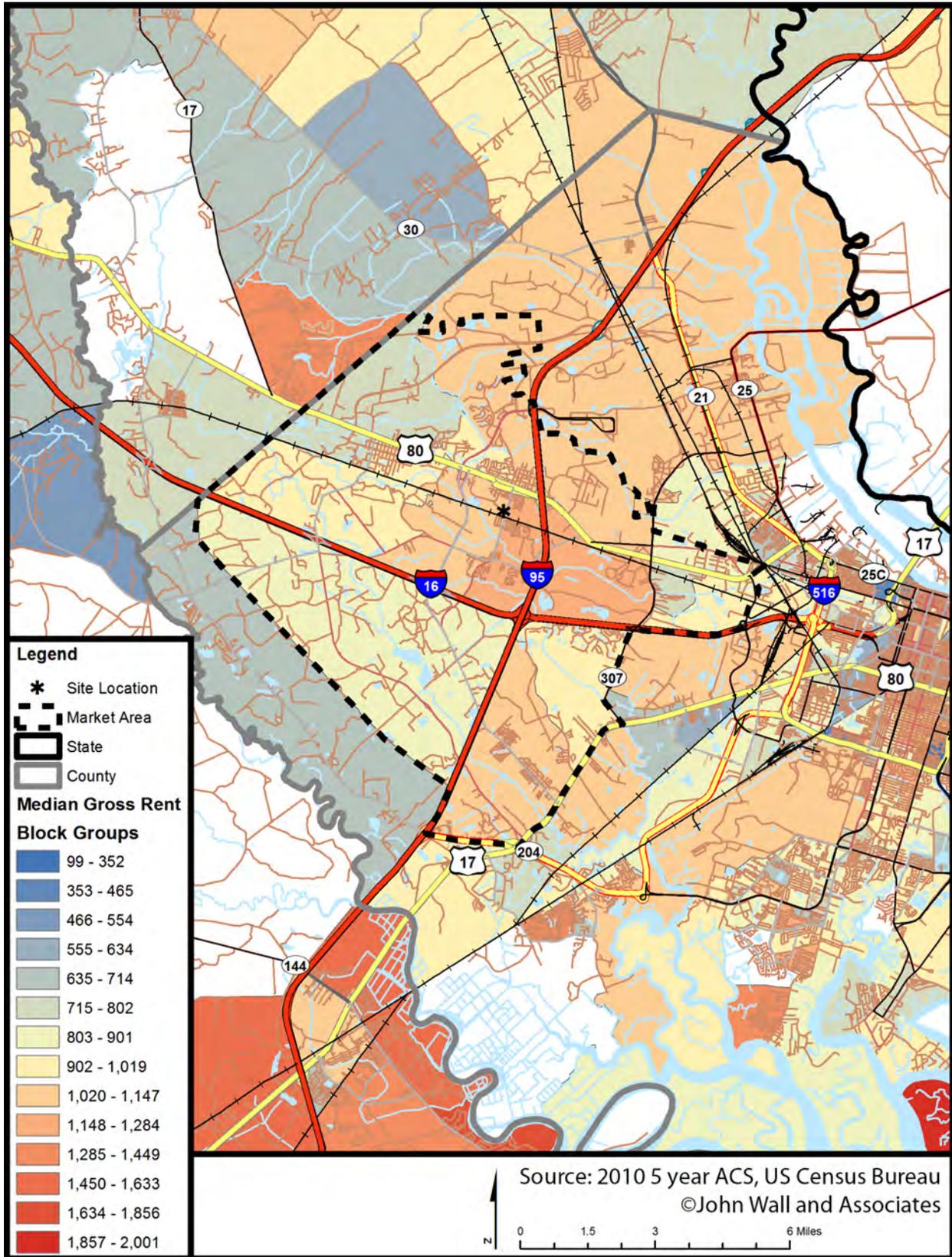
Building permits are an indicator of the economic strength and activity of a community. While permits are never issued for a market area, the multi-family permits issued for the county and town are an indicator of apartments recently added to the supply:

Building Permits Issued

Year	County			City		
	Total	Single Family	Multi-Family	Total	Single Family	Multi-Family
2000	1,922	1236	686	276	276	0
2001	1,643	986	657	230	230	0
2002	1,787	1101	686	405	245	160
2003	1,500	1314	186	404	324	80
2004	1,752	1366	386	391	304	87
2005	2,490	1892	598	733	380	353
2006	3,340	2692	648	749	629	120
2007	2,793	1908	885	936	584	352
2008	1,640	1117	523	606	281	325
2009	1,127	785	342	210	194	16
2010	957	676	281	174	172	2
2011	1,057	655	402	220	167	53
2012	1,015	811	204	263	239	24
2013	1,050	901	149	368	256	122
2014	1,317	1048	269	341	317	24
2015	959	933	26	257	257	0

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

MEDIAN GROSS RENT MAP



I. ABSORPTION & STABILIZATION RATES

Given reasonable marketing and management, the development should be able to rent up to 93% occupancy within 5 months — a few months longer if the development is completed in November, December, or January. The absorption rate determination considers such factors as the overall estimate of new household growth, the available supply of competitive units, observed trends in absorption of comparable units, and the availability of subsidies and rent specials. The absorption period is considered to start as soon as the first units are released for occupancy.

J. INTERVIEWS

The following interviews were conducted regarding demand for the subject.

J.1 APARTMENT MANAGERS

Angela, manager of Harmony Greene (Tax Credit Family), said there is a great need for more tax credit units in the area. She said the proposed location is good. Regarding the bedroom mix, Angela said having one-bedroom units is a good idea. She said there are a lot of 55 and older persons who are on the wait list for the senior tax credit properties in the area that would love to rent a one-bedroom. She said she doesn't have any one-bedroom units at her property, but gets calls for them. She said the three and four-bedroom units at Harmony Greene have more demand than the two-bedroom units and suggested adding some four-bedroom units to the proposed mix. Angela said the one-bedroom units' rents are good. She said the two and three bedroom units' rents are very good, affordable rents and a good bit lower than her property's rents. She said the proposed amenities sound good. Overall, Angela said she is certain the proposed development will do very well and have no trouble leasing up.

Renea, manager of Pinewood Village (Tax Credit, HFOP), said there is a great need for more tax credit apartments in the area. She said she gets several calls from people under 55 years old. She said the proposed location is a great one for apartments. She said it's a quiet area away from the hustle and bustle of Pooler Parkway and has two great schools. She said the proposed bedroom mix and amenities are great. She said the proposed rents are too low. She said rents that low will bring riff-raff that no one wants to deal with. Overall, Renea believes the proposed development will do very well if built.

J.2 ECONOMIC DEVELOPMENT

According to the Savannah Economic Development Authority, there have been two businesses to announce a location or expansion in Chatham County within the past year, which will create a total of 514 new jobs. Floor & Decor will expand their import distribution center in Savannah with the construction of a new facility located at Morgan Business Center; the expansion will create 64 new jobs. Convergys Corporation, a customer management company, announced an expansion in Savannah that will create a total of 450 new jobs when fully operational; Convergys is located at 12052 Middleground Road.

On the down side, according to the Georgia Department of Economic Development's WARN notices, there has been one company to close or downsize in Chatham County within the past year. Reliant Transportation decided to end their contract with the Savannah-Chatham County School District early (May 27, 2016) with 720 jobs lost.

K. CONCLUSIONS AND RECOMMENDATIONS

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

L. SIGNED STATEMENT REQUIREMENTS

See signed statement in front matter.

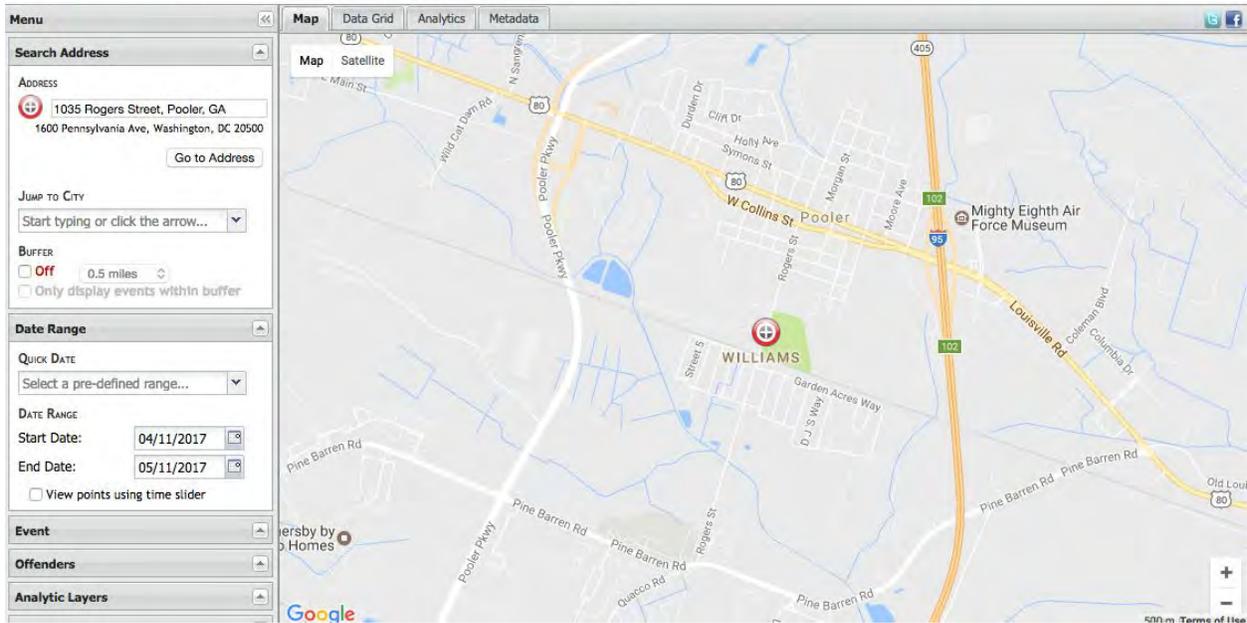
M. MARKET STUDY REPRESENTATION

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

N. CRIME APPENDIX

 LexisNexis® | Community Crime Map

[Sign up for crime alerts](#) [Clear Filters](#)



The screenshot displays the LexisNexis Community Crime Map interface. On the left, there is a search panel with the following details:

- Search Address:** 1035 Rogers Street, Pooler, GA (with a secondary address: 1600 Pennsylvania Ave, Washington, DC 20500)
- Jump to City:** A dropdown menu with the text "Start typing or click the arrow..."
- Buffer:** A checkbox for "Off" is selected, with a distance of "0.5 miles".
- Date Range:** "QUICK DATE" dropdown set to "Select a pre-defined range..."; "DATE RANGE" section with "Start Date: 04/11/2017" and "End Date: 05/11/2017".
- Event, Offenders, and Analytic Layers:** Each has a dropdown arrow.

The main map area shows a street view of Pooler, Georgia. A red crosshair icon is placed over a green area labeled "WILLIAMS". Major roads shown include US-80, US-95, and GA-102. Landmarks like the "Mighty Eighth Air Force Museum" are visible. The Google logo is in the bottom left, and a "500 m Terms of Use" scale bar is in the bottom right.

O. NCHMA MARKET STUDY INDEX/CHECKLIST

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

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

C. Checklist:

1. Executive Summary	8	31. Existing rental housing discussion	57
2. Concise description of the site and adjacent parcels	12	32. Area building permits	65
3. Development summary	17	33. Comparable property discussion	*
4. Precise statement of key conclusions	68	34. Comparable property profiles	*
5. Recommendations and/or modification to development discussion	13	35. Area vacancy rates, including rates for Tax Credit and government-subsidized	61
6. Market strengths and weaknesses impacting development	13	36. Comparable property photos	*
7. Lease-up projection with issues impacting performance	15	37. Identification of waiting lists	*
8. Development description with exact number of bedrooms and baths proposed, income limitation, proposed rents and utility allowances	17	38. Narrative of subject property compared to comparable properties	V
9. Utilities (and utility sources) included rent and paid by landlord or tenant?	17	39. Discussion of other affordable housing options including homeownership	NA
10. Development design description	17	40. Discussion of subject property on existing housing	66
11. Unit and development amenities; parking	17	41. Map of comparable properties	60
12. Public programs included	17	42. Description of overall rental market including share of market-rate and affordable properties	61
13. Date of construction/preliminary completion	18	43. List of existing and proposed LIHTC properties	58, V
14. Reference to review/status of development plans	NA	44. Interviews with area housing stakeholders	68
15. Target population description	17	45. Availability of Housing Choice Vouchers	68
16. Market area/secondary market area description	32	46. Income levels required to live at subject site	49
17. Description of site characteristics	19	47. Market rent and programmatic rent for subject	NA, 49
18. Site photos/maps	25	48. Capture rate for property	16
19. Map of community services	60	49. Penetration rate for area properties	57V
20. Visibility and accessibility evaluation	19	50. Absorption rate discussion	15
21. Crime information	NA	51. Discussion of future changes in housing population	33
22. Population and household counts	33	52. Discussion of risks or other mitigating circumstances impacting development projection	13
23. Households by tenure	35	53. Preparation date of report	2
24. Distribution of income	38	54. Date of field work	19
25. Employment by industry	41	55. Certification	8
26. Area major employers	45	56. Statement of qualifications	16
27. Historical unemployment rate	43	57. Sources of data	**
28. Five-year employment growth	43	58. Utility allowance schedule	17
29. Typical wages by occupation	43		
30. Discussion of commuting patterns of area workers	32		

* Information on comparable properties, including profiles, and photographs, appear on the unnumbered photosheets, following page 60.

38(V): Some textual comparison is made on page 58, while numeric comparisons are made on page 61 and on the apartment inventory.

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

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

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

P. BUSINESS REFERENCES

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

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

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

Q. RÉSUMÉS

JOHN WALL

EXPERIENCE

PRESIDENT

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

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

PRESIDENT

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

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

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

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

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

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

VISITING PROFESSOR OF SITE PLANNING (Part-time)

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

PLANNING DIRECTOR

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

PLANNER

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

CARTOGRAPHER

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

ASSISTANT ENGINEER

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

Professional Organization

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

PUBLICATIONS

Conducting Market Studies in Rural Areas, NCHMA Publications

EDUCATION

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

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

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

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

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

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

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

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

MILITARY

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

BOB ROGERS

EXPERIENCE

SENIOR MARKET ANALYST

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

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

MANAGER

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

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

CONSULTANT

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

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

CONSULTANT

Central Transport, High Point, North Carolina (1990)

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

PROFESSIONAL ORGANIZATION

National Council of Housing Market Analysts (NCHMA)

Executive Committee Member (2004-2010)

Standards Committee Co-Chair (2006-2010)

Standards Committee Vice Chair (2004-2006)

Member delegate (2002-Present)

PUBLICATIONS

Senior Housing Options, NCHMA White Paper draft

Field Work for Market Studies, NCHMA White Paper, 2011

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

Selecting Comparable Properties (best practices), NCHMA publication 2006

EDUCATION

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

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

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

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

CHRIS PILLITERE

EXPERIENCE

FIELD ANALYST

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

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

RESEARCH ASSOCIATE

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

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

RESEARCH ASSISTANT

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

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

INTRAMURAL SPORTS SUPERVISOR

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

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

EDUCATION

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

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