



**NOVOGRADAC
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CERTIFIED PUBLIC ACCOUNTANTS

**A MARKET CONDITIONS AND
PROJECT EVALUATION SUMMARY**

OF:

**MAGNOLIA
RIDGE**

A MARKET CONDITIONS AND PROJECT EVALUATION SUMMARY

OF: MAGNOLIA RIDGE

730 Congo Lane
Eastman, Dodge County, Georgia 31023

Effective Date: April 22, 2017
Report Date: May 23, 2017

Prepared for:
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Volunteers of American Southeast
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Assignment Code: AEP600V.062

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CERTIFIED PUBLIC ACCOUNTANTS



May 23, 2017

Mr. Wallace Davis
Volunteers of American Southeast
600 Azalea Road
Mobile, AL 36609

Re: Market Study - Application for Magnolia Ridge, located in Eastman, Dodge County, Georgia

Dear Mr. Davis:

At your request, Novogradac & Company LLP has performed a study of the multifamily rental market in the Eastman, Dodge County, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project.

The purpose of this market study is to assess the viability of the proposed 60-unit senior 55+ (HFOP) LIHTC project. It will be a newly constructed affordable LIHTC project, with 60 revenue generating units restricted to households earning 50 and 60 percent of the Area Median Income (AMI) or less. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions.

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

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

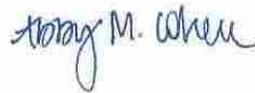
This report contains, to the fullest extent possible and practical, explanations of the data, reasoning, and analyses that were used to develop the opinions contained herein. The report also includes a thorough analysis of the scope of the study, regional and local demographic and economic studies, and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

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

Respectfully submitted,
Novogradac & Company LLP



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A. EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

1. Project Description

Magnolia Ridge will be a newly constructed senior 55+ property located in Eastman, Dodge County, Georgia, which will consist of eight, one-story residential buildings and a community building.

The following table illustrates the unit mix including bedrooms/bathrooms, square footage, income targeting, rents, and utility allowances.

PROPOSED RENTS

Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2016 LIHTC Maximum Allowable Gross Rent	HUD Fair Market Rents
<i>50% AMI</i>							
1BR	700	3	\$400	\$92	\$492	\$499	\$482
2BR	900	11	\$440	\$117	\$557	\$600	\$645
<i>60% AMI</i>							
1BR	700	13	\$455	\$92	\$547	\$599	\$482
2BR	900	<u>33</u>	\$535	\$117	\$652	\$720	\$645
Total		60					

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

All of the Subject's units at the 50 and 60 percent of AMI levels are below their respective maximum income limits. The Subject's amenity package is considered to be comparable to superior to the existing housing supply in the market. The Subject's proposed amenities package consists of a microwave, oven, business center/computer lab, and meeting rooms which many of the comparables lack.

2. Site Description/Evaluation

The Subject site is located on the east side of Congo Lane. The Subject site has good visibility and accessibility from Congo Lane. The Subject site is currently wooded land. Surrounding uses consist of multifamily, commercial, and single-family uses, as well as undeveloped land. Based on our inspection of the neighborhood retail appeared to be 95 percent occupied. The Subject site is considered "Car-Dependent" by Walk Score with a rating of 23 out of 100. Crime risk indices in the Subject's area are considered low. The Subject site is considered a desirable building site for rental housing. The uses surrounding the Subject are in average to good condition and the site has good proximity to locational amenities, which are within 2.4 miles of the Subject site.

3. Market Area Definition

The PMA is defined by Chester-Cochran Highway and Chester-Dublin Highway to the north, Abbeville Highway to the west, the Dodge County line to the south and State Route 319 to the east. This area includes the cities of Eastman, Chauncy and Milan, as well as portions of McRae, Hawkinsville and Abbeville. The approximate distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 18 miles
 East: 19 miles
 South: 19 miles
 West: 17 miles

The PMA was defined based on interviews with the local housing authority, property managers at comparable properties, and the Subject's property manager. Many property managers indicated that a significant portion of their tenants are from the local area. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2017 market study guidelines, we have not accounted for leakage in our demand analysis found later in this report. The farthest PMA boundary from the Subject is approximately 19 miles.

4. Community Demographic Data

The senior population in the PMA and the SMA increased from 2000 to 2017, albeit at a slower rate than from 2000 to 2010. Senior population and household growth is projected to continue to grow through 2021. Senior renter households are concentrated in the lowest income cohorts, with 39.4 percent of renters in the PMA earning between \$10,000 and \$29,999 annually. The Subject will target households earning between \$14,760 and \$25,560 for its LIHTC units; therefore, the Subject should be well-positioned to service this market. Overall, senior population growth and the concentration of renter households at the lowest income cohorts indicate significant demand for affordable rental housing in the market.

According to *RealtyTrac* statistics, one in every 1,588 housing units nationwide was in some stage of foreclosure as of May 2017. No foreclosure data was available for the town of Eastman, but Dodge County is experiencing a foreclosure rate of one in every 234 housing units. Comparatively, the state of Georgia is experiencing a foreclosure rate of one in every 1,898 housing units. Overall, Dodge County is experiencing a higher foreclosure rate than both the state of Georgia and the nation, indicating a housing market that is still recovering from the most recent national recession. The Subject's neighborhood does not have a significant amount of abandoned or vacancy structures that would impact the marketability of the Subject.

5. Economic Data

Employment in the PMA is concentrated in four industries which represent approximately 53.0 percent of total local employment. Three of those industries, public administration, educational services, and health care/social assistance, are resilient during periods of economic downturn. Furthermore, there have been no significant recent closures in the area.

Overall, the SMA has experienced moderate total employment growth from December 2015 through December 2016. As of December 2016, total employment in the SMA was 2.3 percent greater than during December 2015, while national employment was 1.0 percent above the previous year. The unemployment rate in the SMA as of December 2016 was 6.7 percent, 2.2 percent higher than the national unemployment rate but significantly lower than the 2010 peak of 13.0 percent. Overall, it appears that the local economy and the SMA have been impacted by the national recession and is still recovering. The recent stabilization and growth in the local economy is a positive indicator of demand for senior rental housing and the Subject's proposed units.

6. Project-Specific Affordability and Demand Analysis

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

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Proposed Rents
1BR at 50% AMI	\$14,760	\$19,975	3	39	0	39	7.7%	\$400
1BR at 60% AMI	\$16,410	\$23,970	13	40	0	40	32.9%	\$455
1BR Overall	\$14,760	\$23,970	16	50	0	50	31.7%	-
2BR at 50% AMI	\$16,710	\$21,300	11	112	0	112	9.8%	\$440
2BR at 60% AMI	\$19,560	\$25,560	33	113	0	113	29.1%	\$535
2BR Overall	\$16,710	\$25,560	44	145	0	145	30.4%	-
50% AMI Overall	\$14,760	\$21,300	14	151	0	151	9.3%	-
60% AMI Overall	\$16,710	\$25,560	46	153	0	153	30.1%	-
Overall	\$14,760	\$25,560	60	195	0	195	30.7%	-

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

7. Competitive Rental Analysis

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes nine “true” comparable properties containing 889 units. A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided on the following pages. A map illustrating the location of the Subject in relation to comparable properties is also provided on the following pages. The properties are further profiled in the following write-ups. The property descriptions include information on vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available.

The availability of LIHTC data is considered average. There are two LIHTC properties located within the PMA. Autumnwood Village in Abbeville targets families and has been excluded because of its dissimilar tenancy and inferior age and condition. Pecan Point Apartments in Cochran also targets families and has been excluded because no one at this property was able to verify current rents or vacancy. Three of the LIHTC comparables target seniors, while the remaining comparable targets families. All four of the LIHTC comparables are located outside of the PMA in nearby Perry, Hawkinsville, Vidalia, and Fitzgerald. These areas are considered similar locations because of their rural nature and similar median household incomes, median home values, and median rents. The LIHTC comparables are located between 17.6 and 45.6 miles of the proposed Subject.

The availability of market-rate data is considered average. There are no market-rate properties located within the PMA. All of the market-rate comparables target families. The market-rate comparables are located outside of the PMA in nearby Warner Robins, Dublin, Kathleen, Cordele, and Hawkinsville. These areas are considered similar locations because of their rural nature and similar median household incomes, median home values, and median rents. The market-rate comparables are located between 17.5 and 42.1 miles of the Subject. These comparables were built or renovated between the 1990s and 2015. Overall, we believe the market-rate properties we have used in our analysis are the most comparable. Other market-rate properties were excluded based on proximity and unit types.

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

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

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

SUBJECT COMPARISON TO MARKET RENTS

Unit Type	Subject Proposed Rents	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1 BR @50%	\$400	\$327	\$800	\$478	20%
2 BR @ 50%	\$440	\$378	\$930	\$553	26%
1 BR @60%	\$455	\$365	\$800	\$535	18%
2 BR @60%	\$535	\$405	\$930	\$640	20%

As illustrated in the table above, the Subject’s proposed 50 and 60 percent rents are within the range but below the averages of the surveyed comparables, both LIHTC and market-rate. Asbury Parke is achieving the highest unrestricted rents in the marketplace for both one and two-bedroom units. The Subject will be inferior to Asbury Parke as a market-rate property. Asbury Park is located in Warner Robins and offers a superior location with respect to median household income, median rent, and median home value. Asbury Park was built between 2014 and 2015 and exhibits good condition, which is considered similar to the anticipated condition of the Subject upon completion. This property offers slightly inferior property amenities, as it lacks a courtyard and adult education, which the Subject will offer. However, Asbury Parke offers superior in-unit amenities, as it offers balcony/patios, hardwood floors, and exterior storage, which the Subject will not offer. Asbury Parke offer slightly superior unit sizes as well. The lowest one and two-bedroom rents at Asbury Park are approximately 65 and 60 percent higher, respectively, than the Subject’s proposed 60 percent AMI rents.

The Subject will be most similar to Houston Lake as a market-rate property. Houston Lake is located in Kathleen and offers a superior location. Houston Lake was constructed in 2008 and exhibits good condition, which is considered slightly inferior to the anticipated excellent condition of the Subject upon completion. Houston Lake offers slightly inferior property amenities in comparison to the Subject, as it lacks a business center/computer lab, clubhouse/meeting room, courtyard, off-street parking, picnic area, and adult education, which the Subject will offer. However, Houston Lake offers slightly superior in-unit amenities, as it offers balcony/patios, which the Subject will not offer. Overall, Houston Lake is considered slightly superior to the proposed Subject. Houston Lake offers one and two-bedroom rents that are approximately 68 and 61 percent higher than the Subject’s proposed 60 percent AMI rents for one and two-bedroom units, respectively. Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer an advantage when compared to the average rents being achieved at comparable properties.

8. Absorption/Stabilization Estimate

We were able to obtain absorption information from two of the comparable properties. Cameron Court I and II were constructed between 2009 and 2012. The first phase of the project experienced an absorption pace of seven units per month. The second phase of the project experienced an absorption pace of 15 units per month. Asbury Parke was constructed between 2014 and 2015 and experienced an absorption pace of 15 units per month. On average, these two comparables experienced an absorption pace of 12 units per month. Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. We believe the Subject is likely to experience an absorption pace most similar to that of Cameron Court II, which is a senior LIHTC

property located in Perry and constructed in 2012. At a similar absorption pace of 15 units per month, the Subject would experience an absorption period of approximately four to five months.

9. Overall Conclusion

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. Capture rates for the Subject are considered low for all units at the 50 percent AMI level and moderate for all units at the 60 percent AMI level. If allocated, the Subject will be similar to superior to the existing LIHTC housing stock. The LIHTC comparables are currently fully-occupied and three report maintaining waiting lists. These factors indicate demand for affordable housing. The Subject will offer hand rails, microwaves, walk-in closets, a business center/computer lab, clubhouse/meeting house, courtyard, and a picnic area, which many of the comparables lack. However, the Subject will lack balcony/patios, pull cords, central laundry facilities, a playground, and recreation areas, which many of the comparables offer. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the senior LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered similar to superior in terms of condition to all of the comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties. In general, the Subject will be superior to the comparable properties. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at several LIHTC comparable properties, we believe that the Subject is feasible as proposed and will perform well.

MAGNOLIA RIDGE – EASTMAN, GEORGIA – MARKET STUDY

Summary Table:

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

Development Name:	Magnolia Ridge	Total # Units:	60
Location:	730 Congo Lane	# LIHTC Units:	60
	Eastman, Dodge County, Georgia 31023		
PMA Boundary:	North: Chester-Cochran and Chester-Dublin Highways; South: Dodge County line; East: State Route 31;		
West: Abbeville Highway to the west	Farthest Boundary Distance to Subject:		19 miles

Rental Housing Stock (found on page 56)

Type	# Properties*	Total Units	Vacant Units	Average Occupancy
All Rental Housing	10	471	0	100.0%
Market-Rate Housing	0	-	-	-
<i>Assisted/Subsidized Housing not to include LIHTC</i>	8	386	0	100.0%
LIHTC	2	85	0	100.0%
Stabilized Comps	10	471	0	100.0%
Properties in Construction & Lease Up	N/Ap	N/Ap	N/Ap	N/Ap

*Only includes properties in PMA

Subject Development					Average Market Rent*			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
3	1BR at 50% AMI	1	700	\$400	\$478	\$0.64	20%	\$892	\$1.27
11	2BR at 50% AMI	1	900	\$440	\$553	\$0.61	26%	\$1,049	\$1.10
13	1BR at 60% AMI	1	700	\$455	\$535	\$0.71	18%	\$1,196	\$1.09
33	2BR at 60% AMI	1	900	\$535	\$640	\$0.71	20%	\$892	\$1.27

Demographic Data (found on page 25)

	2010		2017		July 2019	
Renter Households	1,438	20.1%	2,013	21.3%	2,066	21.3%
Income-Qualified Renter HHs (LIHTC)	302	21.0%	423	21.0%	434	21.0%

Targeted Income-Qualified Renter Household Demand (found on pages 40 to 54)

Type of Demand	30%	50%	60%	Market-rate	Other: __	Overall*
Renter Household Growth	-	7	6	-	-	8
Existing Households (Overburdened + Substandard)	-	185	188	-	-	241
Homeowner conversion (Seniors)	-	4	4	-	-	4
Total Primary Market Demand	-	195	198	-	-	253
Less Comparable/Competitive Supply	-	0	0	-	-	0
Adjusted Income-qualified Renter HHs**	-	195	198	-	-	253

Capture Rates (found on page 54)

Targeted Population	30%	50%	60%	Market-rate	Other: __	Overall
Capture Rate:	-	9.3%	30.1%	-	-	30.7%

*Includes LIHTC and unrestricted (when applicable)

**Not adjusted for demand by bedroom-type.

B. PROJECT DESCRIPTION

PROJECT DESCRIPTION

- 1. Project Address and Development Location:** The Subject site is located at 730 Congo Lane in Eastman, Dodge County, Georgia 31023. The Subject site is currently vacant.
- 2. Construction Type:** The Subject will consist of eight, one-story residential buildings and one community building. The Subject will be new construction.
- 3. Occupancy Type:** Housing for Older Persons ages 55 and older.
- 4. Special Population Target:** None.
- 5. Number of Units by Bedroom Type and AMI Level:** See following property profile.
- 6. Unit Size, Number of Bedrooms and Structure Type:** See following property profile.
- 7. Rents and Utility Allowances:** See following property profile.
- 8. Existing or Proposed Project-Based Rental Assistance:** See following property profile.
- 9. Proposed Development Amenities:** See following property profile.

MAGNOLIA RIDGE – EASTMAN, GEORGIA – MARKET STUDY

Magnolia Ridge	
Location	730 Congo Lane Eastman, GA 31023 Dodge County Intersection: Washington Avenue (verified)
Units	60
Type	One-story (age-restricted)
Year Built / Renovated	Proposed
Tenant Characteristics	Seniors age 55 and older



Market			
Program	@50%, @60%	Leasing Pace	n/a
Annual Turnover Rate	N/A	Change in Rent (Past Year)	n/a
Units/Month Absorbed	n/a	Concession	n/a
Section 8 Tenants	N/A		

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

Unit Mix (face rent)												
Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?	
1	1	Garden	3	700	\$400	\$0	@50%	n/a	N/A	N/A	no	
1	1	Garden	13	700	\$455	\$0	@60%	n/a	N/A	N/A	no	
2	1	Garden	11	900	\$440	\$0	@50%	n/a	N/A	N/A	no	
2	1	Garden	33	900	\$535	\$0	@60%	n/a	N/A	N/A	no	

Amenities			
In-Unit	Blinds Carpeting Central A/C Dishwasher Ceiling Fan Garbage Disposal Hand Rails Microwave Oven Refrigerator Walk-In Closet Washer/Dryer hookup	Security	none
Property	Parking spaces: 60 Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Courtyard Exercise Facility Off-Street Parking On-Site Management Picnic Area	Premium	none
Services	Adult Education	Other	none

Comments
Additional amenities include a gazebo. Adult education classes include computer training and aerobics classes. The property will not offer any security features. Utility allowance is \$92 for one-bedroom units and \$117 for two-bedroom units.

- 10. Scope of Renovations:** The Subject will be new construction.
- 11. Placed in Service Date:** Construction on the Subject is expected to begin in July 2018 and be completed in July 2019.
- Conclusion:** The Subject will be an excellent-quality brick and fiber cement siding apartment complex in eight, one-story residential buildings, superior to most of the inventory in the area. As new construction, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical obsolescence.

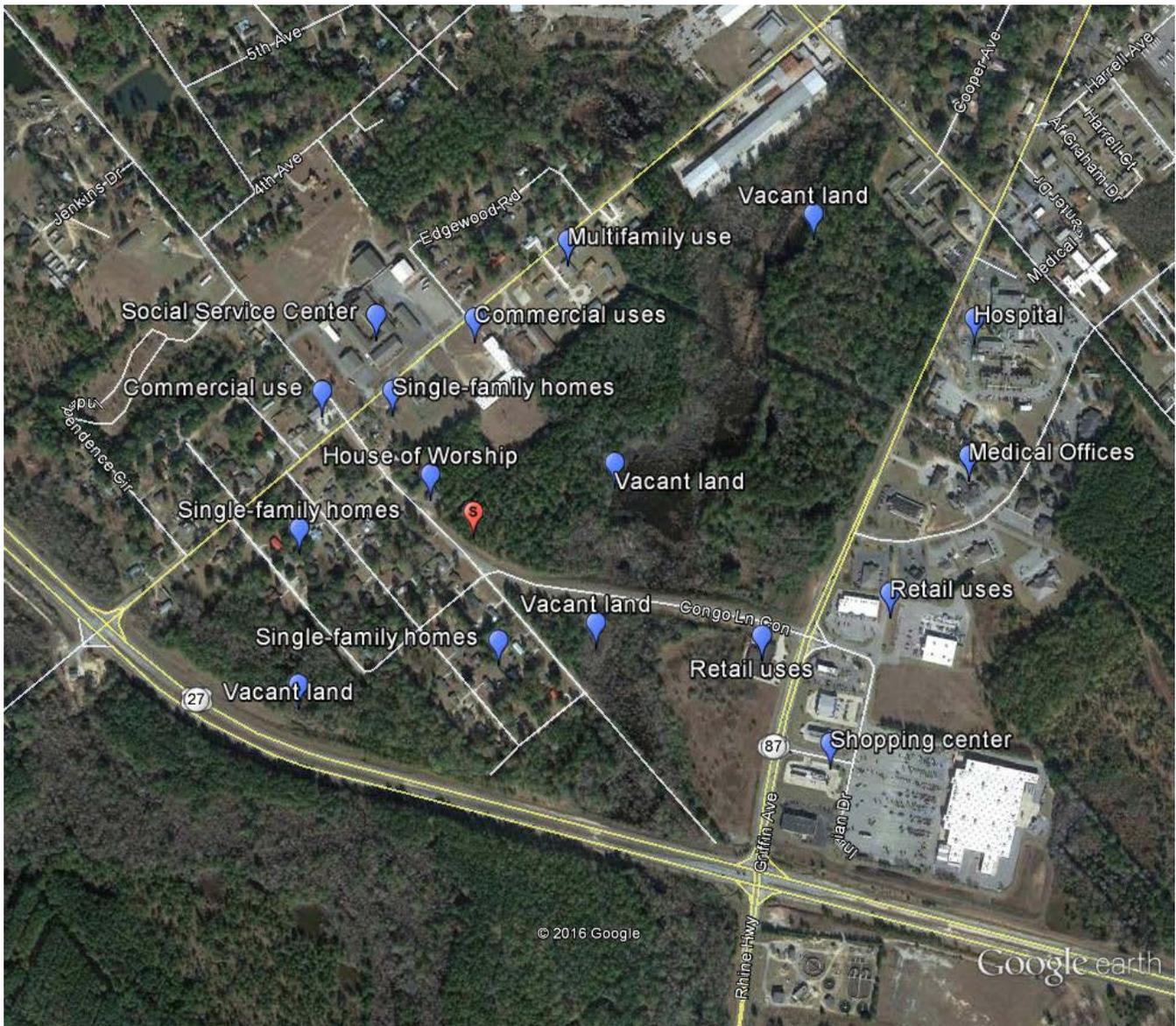
C. SITE EVALUATION

1. **Date of Site Visit and Name of Inspector:** Brian Neukam visited the site on April 22, 2017.
2. **Physical Features of the Site:** The following illustrates the physical features of the site.

Frontage: The Subject site has frontage along Congo Lane.

Visibility/Views: The Subject will be located on the eastern side of Congo Lane. Visibility and views from the site will be good and will include single-family homes, vacant land and a house of worship.

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



Source: Google Earth, April 2017.

The Subject site is located on the east side of Congo Lane. The

Subject site is currently wooded land. Adjacent north of the Subject site is a house of worship. Directly east of the Subject site is wooded land. South and west of the Subject site are single-family homes in average to good condition. Commercial uses are located north of the Subject site along Edna Moore Road and south along Griffin Avenue. Based on our inspection of the neighborhood retail appeared to be 95 percent occupied. The Subject site is considered “Car-Dependent” by *Walk Score* with a rating of 23 out of 100. The Subject site is considered a desirable building site for rental housing. The Subject site is located in a residential neighborhood. The uses surrounding the Subject are in average to good condition and the site has good proximity to locational amenities, which are within 2.4 miles of the Subject site.

Positive/Negative Attributes of Site:

The Subject’s proximity to retail and other locational amenities as well as its surrounding uses, which are in average to good condition, are considered positive attributes. The Subject site is located within 2.4 miles of all locational amenities. Crime indices for the Subject’s neighborhood are below national indices.

3. Physical Proximity to Locational Amenities:

The Subject is located within 2.4 miles of all locational amenities. Additionally, it is in close proximity to many of the area’s largest employers.

4. Pictures of Site and Adjacent Uses:

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



View of the Subject site



View of the Subject site



View southeast along Congo Lane from the Subject site



View northwest along Congo Lane from the Subject site



View adjacent to the Subject site across Congo Lane



House of Worship adjacent to the Subject site



Institutional use in Subject neighborhood



Commercial use in Subject neighborhood



Light industrial use in Subject neighborhood



Commercial use in Subject neighborhood



Commercial use in the Subject neighborhood



Commercial use in the Subject neighborhood



Typical single-family home in neighborhood



Typical single-family home in neighborhood



Typical single-family home in neighborhood



Typical single-family home in neighborhood



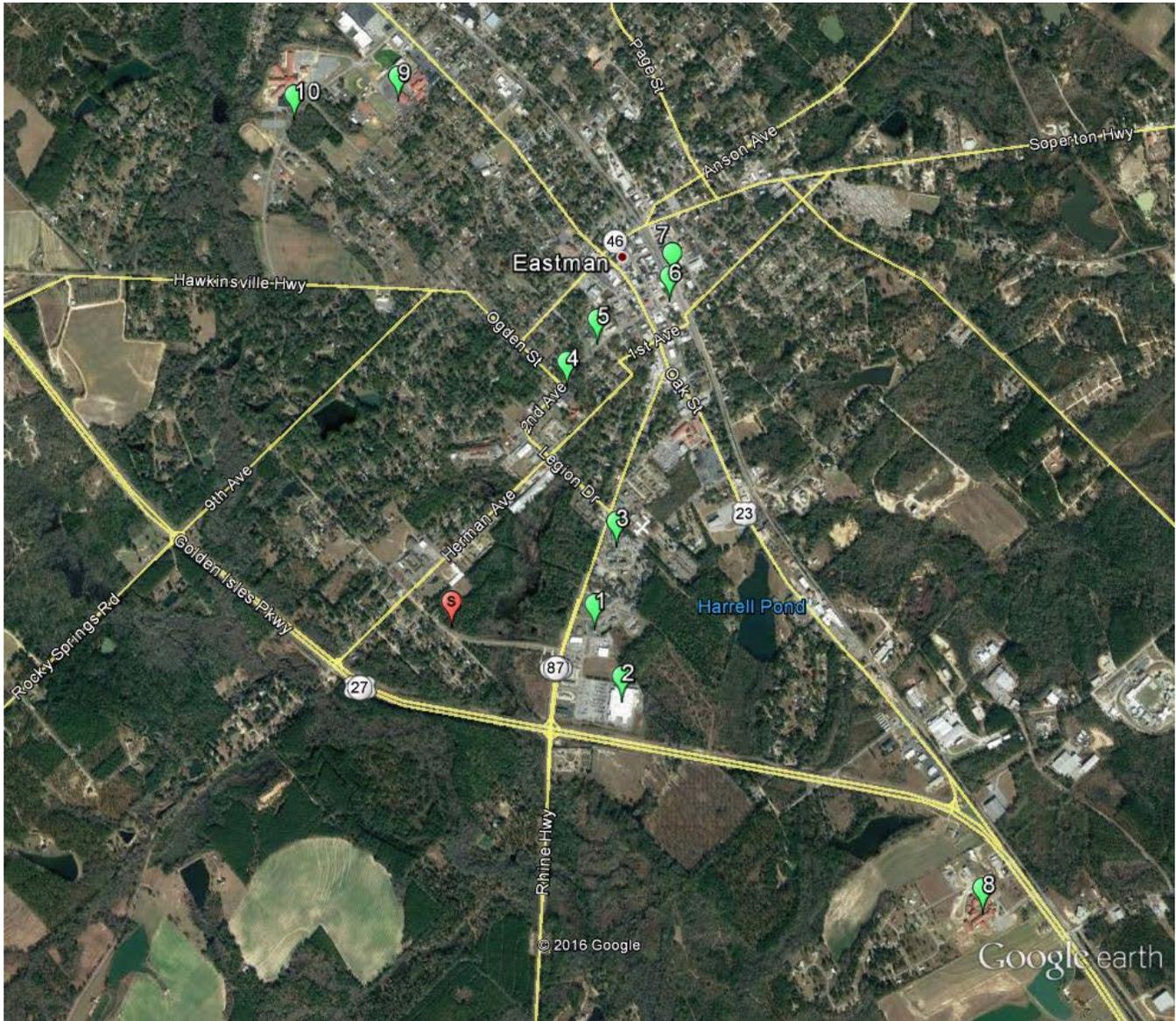
Typical single-family home in neighborhood



Typical single-family home in neighborhood

5. Proximity to Locational Amenities:

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



Source: Google Earth, April 2017.

LOCATIONAL AMENITIES

Number	Service or Amenity	Distance from Subject
1	Eastman Drugs-Pharmacy	0.5 miles
2	Walmart Supercenter	0.7 miles
3	Dodge County Hospital	0.8 miles
4	Ocmulgee Regional Library	1.0 miles
5	US Post Office	1.2 miles
6	Eastman Police Department	1.4 miles
7	Eastman Fire Department	1.5 miles
8	South Dodge Elementary School	2.1 miles
9	Dodge County Middle School	2.1 miles
10	Dodge County High School	2.4 miles

6. Description of Land Uses

The Subject site is located on the east side of Congo Lane. The Subject site is currently wooded land. Vacant land is located immediately south of the Subject site across Congo Lane Connector. A House of Worship is located west of the Subject site. Adjacent to the Subject site to the southwest across Congo Lane are Single-family homes in average condition. East of the Subject site is wooded land. Further east are commercial uses in average to good condition. Based on our inspection of the neighborhood retail appeared to be 95 percent occupied. The Subject site is considered “Car-Dependent” by *Walk Score* with a rating of 23 out of 100. The Subject site is considered a desirable building site for rental housing. The Subject is located in a mixed-use neighborhood. The uses surrounding the Subject are in average to good condition and the site has good proximity to locational amenities, which are within 2.4 miles of the Subject site.

7. Crime:

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

2017 CRIME INDICES

	PMA	MSA
Total Crime*	71	81
Personal Crime*	67	75
Murder	76	71
Rape	72	72
Robbery	27	48
Assault	86	89
Property Crime*	72	82
Burglary	89	100
Larceny	71	82
Motor Vehicle Theft	25	33

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

*Unweighted aggregations

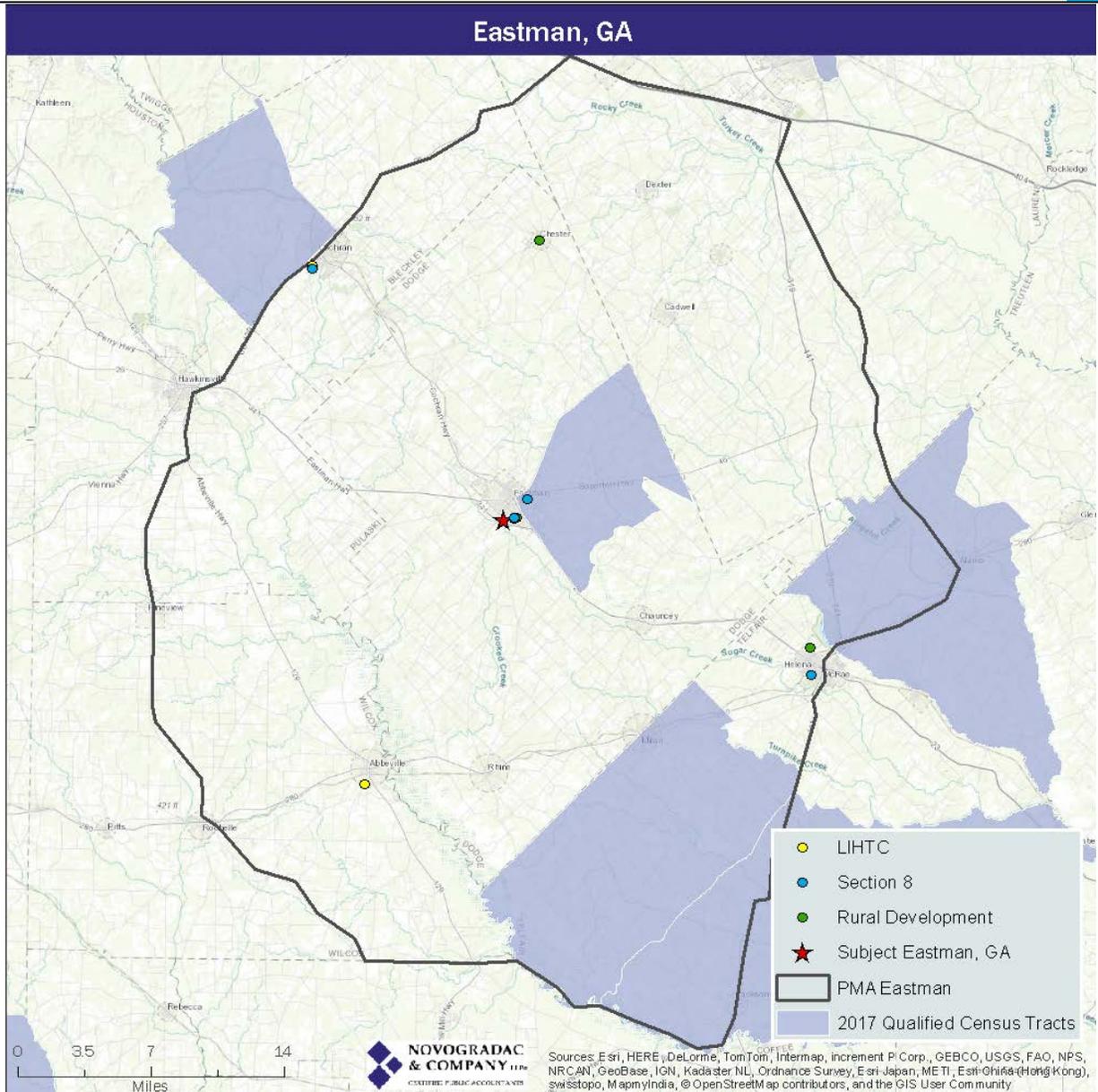
The total crime indices in the PMA are generally below that of the MSA and the nation. Personal and property crime in the PMA are below the MSA and national crime levels. The Subject will not offer any security features, similar to the majority of the comparables. Given the low crime index indices in the Subject’s neighborhood and the lack of features in the market, we do not believe the Subject’s lack of security features will negatively impact the Subject. Additionally, the lack of security features has not negatively impacted the comparable properties that also do not offer security features.

8. Existing Assisted Rental Housing Property Map:

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

AFFORDABLE PROPERTIES IN THE PMA

Property Name	Program	Location	Tenancy	# of Units	Occupancy	Reason for Exclusion	Map Color
Magnolia Ridge	LIHTC	Eastman	Senior	60	-	-	Star
Autumnwood Village	LIHTC	Abbeville	Family	36	100%	Dissimilar tenancy	Yellow
Pecan Point Apts (Cochran)	LIHTC	Cochran	Family	49	Not available	Could not contact	Yellow
Heritage Villas	Rural Development	Helena	Family	25	100%	Subsidized	Green
Oak Forest Apts II	Rural Development	Eastman	Senior	41	100%	Subsidized	Green
Chester Apartments	Rural Development	Chester	Family	24	100%	Subsidized	Green
Imperial Pines Apartments	Rural Development	Eastman	Family	24	100%	Subsidized	Green
Dodge Court Apartments	Section 8	Eastman	Family	56	100%	Subsidized	Blue
Eastman Gardens	Section 8	Eastman	Family	65	100%	Subsidized	Blue
Willow Creek Apartments	Section 8	McRae	Family	36	100%	Subsidized	Blue
Limestone Apartments	Section 8	Cochran	Family	115	100%	Subsidized	Blue



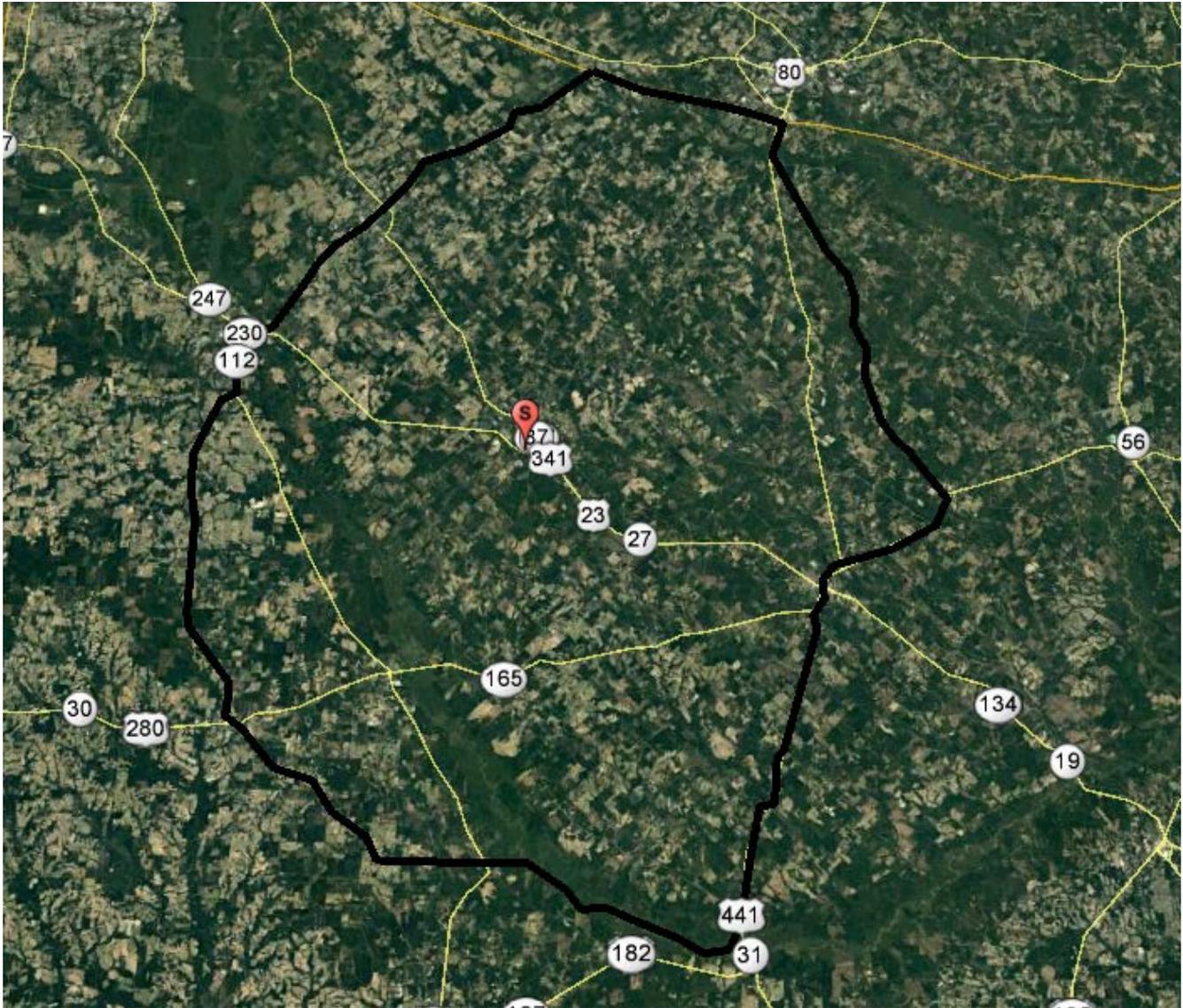
- 9. Road, Infrastructure or Proposed Improvements:** We did not witness any road, infrastructure or proposed improvements during our field work.
- 10. Access, Ingress-Egress and Visibility of Site:** The Subject site can be accessed from Congo Lane, which is a two-lane neighborhood street. Griffin Avenue is a two-lane road that can be accessed via Congo Lane. Griffin Avenue provides access to the hospital and Eastman Cochran Highway to the east. Overall, access and visibility are considered good.
- 11. Conclusion:** The Subject site is located on the east side of Congo Lane. The Subject site has good visibility and accessibility from Congo Lane. The Subject site is currently wooded land. Surrounding uses consist of multifamily, commercial, and single-family uses, as well as undeveloped land. Based on our inspection of the neighborhood retail appeared to be 95 percent occupied. The Subject site is considered “Car-Dependent” by *Walk Score* with a rating of 23 out of 100. Crime risk indices in the Subject’s area are considered low. The Subject site is considered a desirable building site for rental housing. The uses surrounding the Subject are in average to good condition and the site has good proximity to locational amenities, which are within 2.4 miles of the Subject site.

D. MARKET AREA

PRIMARY MARKET AREA

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

Primary Market Area Map



Source: Google Earth, April 2017.

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

The PMA is defined by Chester-Cochran Highway and Chester-Dublin Highway to the north, Abbeville Highway to the west, the Dodge County line to the south and State Route 319 to the east. This area includes the cities of Eastman, Chauncy and Milan, as well as portions of McRae, Hawkinsville and Abbeville. The approximate distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 18 miles
East: 19 miles
South: 19 miles
West: 17 miles

The PMA was defined based on interviews with the local housing authority, property managers at comparable properties, and the Subject's property manager. Many property managers indicated that a significant portion of their tenants are from the local area. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2017 market study guidelines, we have not accounted for leakage in our demand analysis found later in this report. The farthest PMA boundary from the Subject is approximately 19 miles.

E. COMMUNITY DEMOGRAPHIC DATA

COMMUNITY DEMOGRAPHIC DATA

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

1. Population Trends

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

1a. Total Population

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

Year	SENIOR POPULATION, 55+					
	PMA		SMA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	10,402	-	20,505	-	59,266,437	-
2010	14,115	3.6%	28,204	3.8%	76,750,713	3.0%
2017	15,537	0.6%	31,182	0.6%	90,114,303	1.0%
Projected Mkt Entry July 2019	16,121	1.5%	32,542	1.7%	95,362,046	2.3%
2021	16,704	1.5%	33,901	1.7%	100,609,788	2.3%

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

Between 2010 and 2017, there was approximately 0.2 percent annual growth in the PMA, which was greater than the SMA and lower than national population growth rate. Over the next five years, the population in the PMA is projected to slightly decrease at a 0.1 percent annual rate. However, the population in the SMA is expected to remain stable.

1b. Total Population by Age Group

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

POPULATION BY AGE GROUP

Age Cohort	PMA				
	2000	2010	2017	Projected Mkt Entry July 2019	2021
0-4	2,808	3,132	3,004	2,903	2,801
5-9	3,041	3,127	3,015	2,958	2,900
10-14	3,175	3,157	3,031	3,062	3,093
15-19	3,549	4,382	3,846	3,910	3,973
20-24	3,284	3,736	4,088	3,845	3,602
25-29	3,344	3,522	4,175	3,984	3,793
30-34	3,572	3,597	4,098	4,063	4,028
35-39	3,825	3,653	3,792	3,827	3,862
40-44	3,762	3,843	3,908	3,839	3,769
45-49	3,390	3,953	3,934	3,841	3,748
50-54	2,978	3,878	3,862	3,790	3,717
55-59	2,350	3,461	3,710	3,653	3,596
60-64	1,943	3,118	3,395	3,480	3,565
65-69	1,727	2,429	2,910	3,013	3,116
70-74	1,531	1,867	2,182	2,392	2,602
75-79	1,250	1,394	1,503	1,633	1,763
80-84	884	1,003	943	1,031	1,119
85+	717	843	894	919	943
Total	47,130	54,095	56,290	56,140	55,990

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

POPULATION BY AGE GROUP

Age Cohort	SMA				
	2000	2010	2017	Projected Mkt Entry July 2019	2021
0-4	5,868	6,439	6,169	5,989	5,808
5-9	6,082	6,490	6,318	6,175	6,032
10-14	6,330	6,553	6,364	6,447	6,529
15-19	7,207	8,037	7,090	7,271	7,452
20-24	6,356	7,225	7,578	7,181	6,784
25-29	6,223	7,046	7,618	7,309	7,000
30-34	6,598	7,115	7,546	7,423	7,300
35-39	7,094	7,188	7,135	7,183	7,231
40-44	7,046	7,581	7,212	7,134	7,056
45-49	6,409	7,962	7,435	7,228	7,020
50-54	5,787	7,803	7,522	7,355	7,188
55-59	4,547	6,911	7,449	7,346	7,242
60-64	3,902	6,303	6,801	7,052	7,302
65-69	3,386	4,804	5,880	6,091	6,302
70-74	2,962	3,765	4,384	4,865	5,346
75-79	2,479	2,794	3,000	3,287	3,573
80-84	1,744	1,957	1,890	2,061	2,232
85+	1,485	1,670	1,778	1,841	1,904
Total	91,505	107,643	109,169	109,235	109,301

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

The largest age cohorts in the PMA are between 25 and 29 and 30 and 34, which indicates the presence of families.

1c. Number of Elderly and Non-Elderly

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

NUMBER OF ELDERLY AND NON-ELDERLY						
Year	Total	PMA		Total	SMA	
		Non-Elderly	Elderly (55+)		Non-Elderly	Elderly (55+)
2000	47,132	36,730	10,402	91,506	71,001	20,505
2010	54,095	39,980	14,115	107,643	79,439	28,204
2017	56,292	40,755	15,537	109,168	77,986	31,182
Projected Mkt Entry July 2019	56,142	40,022	16,121	109,235	76,693	32,542
2021	55,992	39,288	16,704	109,301	75,400	33,901

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

The elderly population in the PMA is expected to increase through market entry and 2021 indicating demand for the Subject's proposed units.

2. Household Trends

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

2a. Total Number of Households and Average Household Size

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

HOUSEHOLDS						
Year	PMA		SMA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	16,533	-	32,936	-	105,480,101	-
2010	19,267	1.7%	38,121	1.6%	116,716,292	1.1%
2017	19,354	0.0%	38,681	0.1%	121,786,233	0.3%
Projected Mkt Entry July 2019	19,322	-0.1%	38,760	0.1%	124,240,251	0.8%
2021	19,290	-0.1%	38,838	0.1%	126,694,268	0.8%

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

AVERAGE HOUSEHOLD SIZE						
Year	PMA		SMA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.50	-	2.52	-	2.59	-
2010	2.43	-0.3%	2.48	-0.2%	2.58	-0.1%
2017	2.42	0.0%	2.46	0.0%	2.59	0.0%
Projected Mkt Entry July 2019	2.42	-0.1%	2.46	-0.1%	2.59	0.1%
2021	2.41	-0.1%	2.45	-0.1%	2.60	0.1%

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

Household growth in the PMA and SMA were similar, and both were greater than the nation between 2000 and 2010. Over the next five years, the household growth in the PMA and SMA is expected to lag behind the

national household growth and remain mostly stable. The average household size in the PMA is slightly smaller than the national average at 2.42 persons in 2017. Over the next five years, the average household size is projected to remain relatively similar.

2b. Households by Tenure

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

TENURE PATTERNS PMA

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	12,811	77.5%	3,722	22.5%
2017	13,372	69.1%	5,982	30.9%
Projected Mkt Entry July 2019	13,355	69.1%	5,967	30.9%
2021	13,338	69.1%	5,952	30.9%

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

PMA TENURE PATTERNS OF SENIORS 55+

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	5,568	84.8%	995	15.2%
2017	7,433	78.7%	2,013	21.3%
Projected Mkt Entry July 2019	7,618	78.7%	2,066	21.3%
2021	7,803	78.6%	2,120	21.4%

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

As the table illustrates, senior households within the PMA reside in predominately owner-occupied residences. Nationally, approximately two-thirds of the population resides in owner-occupied housing units, and one-third resides in renter-occupied housing units. Therefore, there is a lower percentage of senior renters in the PMA than the nation. However, as presented, the percent of senior renter population increased significantly between 2000 and 2017 and will continue to moderately increase over the next five years.

2c. Household Income

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

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA, 55+

Income Cohort	2017		Projected Mkt Entry July 2019		2021	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	455	22.6%	467	22.6%	480	22.6%
\$10,000-19,999	562	27.9%	574	27.8%	585	27.6%
\$20,000-29,999	231	11.5%	235	11.4%	238	11.2%
\$30,000-39,999	181	9.0%	186	9.0%	190	9.0%
\$40,000-49,999	143	7.1%	141	6.8%	138	6.5%
\$50,000-59,999	66	3.3%	68	3.3%	70	3.3%
\$60,000-74,999	101	5.0%	107	5.2%	112	5.3%
\$75,000-99,999	143	7.1%	145	7.0%	147	6.9%
\$100,000-124,999	54	2.7%	55	2.7%	57	2.7%
\$125,000-149,999	26	1.3%	34	1.7%	43	2.0%
\$150,000-199,999	34	1.7%	36	1.8%	39	1.8%
\$200,000+	16	0.8%	18	0.9%	20	0.9%
Total	2,013	100.0%	2,066	100.0%	2,120	100.0%

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

RENTER HOUSEHOLD INCOME DISTRIBUTION - SMA, 55+

Income Cohort	2017		Projected Mkt Entry July 2019		2021	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	905	21.5%	929	21.4%	952	21.3%
\$10,000-19,999	1,199	28.5%	1,223	28.2%	1,246	27.8%
\$20,000-29,999	498	11.8%	507	11.7%	515	11.5%
\$30,000-39,999	408	9.7%	423	9.7%	437	9.8%
\$40,000-49,999	249	5.9%	248	5.7%	248	5.5%
\$50,000-59,999	172	4.1%	187	4.3%	202	4.5%
\$60,000-74,999	242	5.8%	249	5.7%	257	5.7%
\$75,000-99,999	218	5.2%	222	5.1%	225	5.0%
\$100,000-124,999	130	3.1%	145	3.3%	160	3.6%
\$125,000-149,999	71	1.7%	85	2.0%	100	2.2%
\$150,000-199,999	63	1.5%	71	1.6%	79	1.8%
\$200,000+	50	1.2%	55	1.3%	60	1.3%
Total	4,204	100.0%	4,342	100.0%	4,481	100.0%

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

The Subject will target tenants earning between \$14,760 and \$25,560. As the table above depicts, approximately 39.4 percent of senior renter households in the PMA are earning incomes between \$10,000 and \$29,999, which is comparable to the 40.3 percent of renter households in the SMA in 2017. This bodes well for the Subject's development and demand for affordable senior housing.

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

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

RENTER HOUSEHOLDS BY NUMBER OF PERSONS - PMA, 55+

Household Size	2017		Projected Mkt Entry July 2019		2021	
	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>
1 Person	1,170	58%	1,203	58%	1,237	58%
2 Persons	503	25%	512	25%	522	25%
3 Persons	143	7%	147	7%	151	7%
4 Persons	80	4%	83	4%	85	4%
5+ Persons	117	6%	121	6%	125	6%
Total Households	2,013	100%	2,066	100%	2,120	100%

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

The majority of senior renter households in the PMA are one or two-person households.

Conclusion

The senior population in the PMA and the SMA increased from 2000 to 2017, albeit at a slower rate than from 2000 to 2010. Senior population and household growth is projected to continue to grow through 2021. Senior renter households are concentrated in the lowest income cohorts, with 39.4 percent of renters in the PMA earning between \$10,000 and \$29,999 annually. The Subject will target households earning between \$14,760 and \$25,560 for its LIHTC units; therefore, the Subject should be well-positioned to service this market. Overall, senior population growth and the concentration of renter households at the lowest income cohorts indicate significant demand for affordable rental housing in the market.

F. EMPLOYMENT TRENDS

Employment Trends

1. Total Jobs

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

Year	Total Employment	% Change
2006	9,079	-
2007	9,051	-0.31%
2008	8,788	-2.99%
2009	8,104	-8.44%
2010	7,271	-11.46%
2011	7,274	0.04%
2012	7,215	-0.82%
2013	6,901	-4.55%
2014	6,709	-2.86%
2015	6,414	-4.60%
2016 YTD Average	7,025	8.70%
Dec-15	6,363	-
Dec-16	6,510	2.26%

Source: U.S. Bureau of Labor Statistics

As illustrated in the table above, Dodge County experienced a weakening economy during the national recession. The county felt the effects of the downturn from 2008 to 2010. Employment growth stabilized in 2011 before decreasing again through 2015. Total employment in Dodge County increased 2.26 percent from December 2015 to December 2016. As of the most recent employment numbers available, Dodge County has yet to reach its pre-recessionary peak. However, the most recent employment numbers indicate employment may be stabilizing.

2. Total Jobs by Industry

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

January 2017 Covered Employment Dodge County, Georgia

	Number	Percent
Total, all industries	3,179	-
Goods-producing	-	-
Natural resources and mining	99	3.11%
Construction	128	4.03%
Manufacturing	466	14.66%
Service-providing	-	-
Trade, transportation, and utilities	847	26.64%
Information	24	0.75%
Financial activities	195	6.13%
Professional and business services	261	8.21%
Education and health services	677	21.30%
Leisure and hospitality	388	12.21%
Other services	84	2.64%
Unclassified	10	0.31%

Source: Bureau of Labor Statistics, 2017

Trade, transportation, and utilities is the largest industry in Dodge County, followed by education and health services and manufacturing. These industries are particularly vulnerable in economic downturns with the exception of utilities and education. The following table illustrates employment by industry for the PMA as of 2017 (most recent year available).

2017 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Healthcare/Social Assistance	2,459	14.1%	21,304,508	14.1%
Manufacturing	2,334	13.4%	15,499,826	10.2%
Educational Services	2,300	13.2%	14,359,370	9.5%
Public Administration	2,155	12.3%	7,093,689	4.7%
Retail Trade	1,969	11.3%	17,169,304	11.3%
Construction	1,026	5.9%	9,342,539	6.2%
Transportation/Warehousing	889	5.1%	6,128,217	4.0%
Accommodation/Food Services	785	4.5%	11,574,403	7.6%
Other Services (excl Publ Adm)	737	4.2%	7,463,834	4.9%
Finance/Insurance	652	3.7%	6,942,986	4.6%
Agric/Forestry/Fishing/Hunting	458	2.6%	2,253,044	1.5%
Prof/Scientific/Tech Services	450	2.6%	10,269,978	6.8%
Admin/Support/Waste Mgmt Svcs	406	2.3%	6,511,707	4.3%
Wholesale Trade	291	1.7%	4,066,471	2.7%
Utilities	167	1.0%	1,344,219	0.9%
Real Estate/Rental/Leasing	123	0.7%	2,946,196	1.9%
Information	121	0.7%	2,862,063	1.9%
Arts/Entertainment/Recreation	94	0.5%	3,416,474	2.3%
Mining	28	0.2%	749,242	0.5%
Mgmt of Companies/Enterprises	6	0.0%	89,612	0.1%
Total Employment	17,450	100.0%	151,387,682	100.0%

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

The largest industries in the PMA are educational services, healthcare/social assistance, manufacturing and public administration. These industries account for 53.0 percent of total employment within the PMA. The percentage of public administration jobs in the PMA is significantly larger than that of the nation. The manufacturing and industry is also over represented in the PMA. Industries under-represented in the PMA include accommodation/food services and professional/scientific/technology services.

3. Major Employers

The table below shows the largest employers in Dodge County.

MAJOR EMPLOYERS

#	Company	Industry	Number of Employees
1	Smurfit-Stone Container Corp	Manufacturing	250-499
2	Walmart Supercenter	Retail Trade	250-499
3	Corrections Dept	Public Administration	100-249
4	Dodge County Hospital	Healthcare/ Social Assistance	100-249
5	Dodge County High School	Educational Services	100-249
6	South Dodge Elementary School	Educational Services	100-249
7	Arconic Architectural Products	Manufacturing	100-249
8	Middle Georgia Nursing Homes	Healthcare/ Social Assistance	100-249
9	North Dodge Elementary School	Educational Services	100-249
10	Dodge County Middle School	Educational Services	50-99

Source: Georgia Department of Labor, April 2017

The Smurfit-Stone Container Corporation is a manufacturer of paperboard and paper-based packaging products company located in Eastman, Georgia. It is one of the largest employers in Dodge County. Other major employers include companies in the retail trade, educational services, public administration and healthcare industries. While healthcare, education, and public administration are historically stable industries, manufacturing is historically unstable, especially during times of recession.

Expansions/Contractions

There have been no layoffs or closures of significance that have occurred or been announced since January 1, 2014 in Dodge County according to the Georgia Department of Economic Development. Additionally, there have been no significant expansions or additions during the same period.

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for the SMA from 2001 to December 2016.

EMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	SMA			USA		
	Total Employment	% Change	Differential from peak	Total Employment	% Change	Differential from peak
2002	8,080	-	-11.0%	136,485,000	-	-9.9%
2003	8,290	2.6%	-8.7%	137,736,000	0.9%	-9.0%
2004	8,087	-2.4%	-10.9%	139,252,000	1.1%	-8.0%
2005	8,576	6.0%	-5.5%	141,730,000	1.8%	-6.4%
2006	9,079	5.9%	0.0%	144,427,000	1.9%	-4.6%
2007	9,051	-0.3%	-0.3%	146,047,000	1.1%	-3.6%
2008	8,788	-2.9%	-3.2%	145,363,000	-0.5%	-4.0%
2009	8,104	-7.8%	-10.7%	139,878,000	-3.8%	-7.6%
2010	7,271	-10.3%	-19.9%	139,064,000	-0.6%	-8.2%
2011	7,274	0.0%	-19.9%	139,869,000	0.6%	-7.6%
2012	7,212	-0.8%	-20.6%	142,469,000	1.9%	-5.9%
2013	6,898	-4.4%	-24.0%	143,929,000	1.0%	-5.0%
2014	6,712	-2.7%	-26.1%	146,305,000	1.7%	-3.4%
2015	6,373	-5.1%	-29.8%	148,833,000	1.7%	-1.7%
2016	6,450	1.2%	-29.0%	151,436,000	1.7%	0.0%
2016 YTD Average	6,450	0.0%	-	151,435,833	0.0%	-
Dec-15	6,363	-	-	150,060,000	-	-
Dec-16	6,510	2.3%	-	151,594,000	1.0%	-

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

UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	SMA			USA		
	Unemployment Rate	Change	Differential from peak	Unemployment Rate	Change	Differential from peak
2002	5.7%	-	0.8%	5.8%	-	1.2%
2003	5.3%	-0.4%	0.3%	6.0%	0.2%	1.4%
2004	5.1%	-0.2%	0.1%	5.5%	-0.5%	0.9%
2005	5.8%	0.7%	0.8%	5.1%	-0.5%	0.5%
2006	5.0%	-0.8%	0.0%	4.6%	-0.5%	0.0%
2007	5.0%	0.0%	0.0%	4.6%	0.0%	0.0%
2008	6.7%	1.8%	1.8%	5.8%	1.2%	1.2%
2009	10.7%	4.0%	5.8%	9.3%	3.5%	4.7%
2010	13.0%	2.3%	8.1%	9.6%	0.3%	5.0%
2011	12.3%	-0.8%	7.3%	9.0%	-0.7%	4.3%
2012	11.5%	-0.7%	6.6%	8.1%	-0.9%	3.5%
2013	11.4%	-0.1%	6.4%	7.4%	-0.7%	2.8%
2014	9.8%	-1.6%	4.8%	6.2%	-1.2%	1.6%
2015	8.4%	-1.4%	3.4%	5.3%	-0.9%	0.7%
2016	7.4%	-1.0%	2.5%	4.9%	-0.4%	0.3%
2016 YTD Average	7.4%	0.0%	-	4.9%	0.0%	-
Dec-15	7.2%	-	-	4.8%	-	-
Dec-16	6.7%	-0.5%	-	4.5%	-0.3%	-

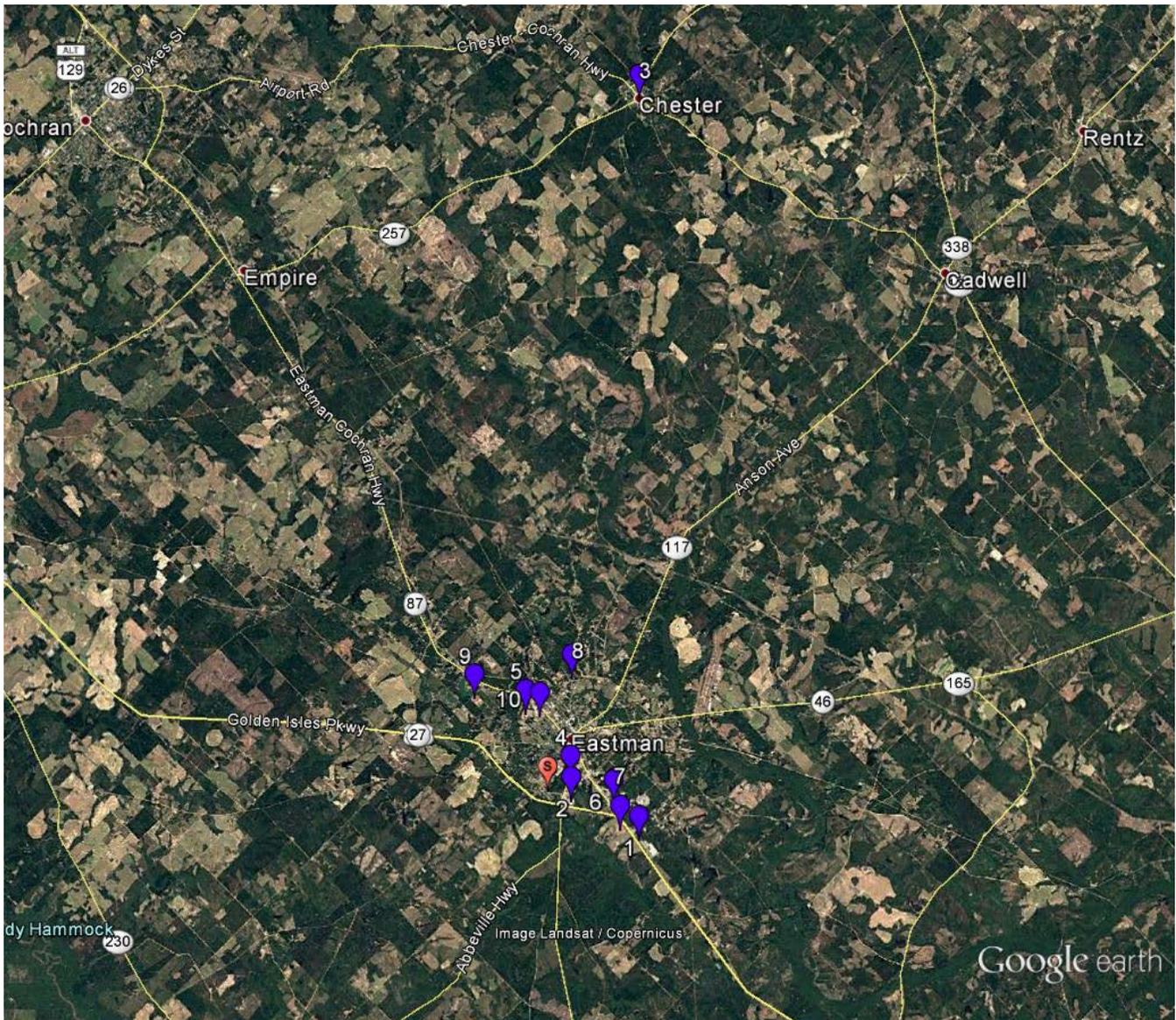
Source: U.S. Bureau of Labor Statistics April 2017

Between 2005 and 2006, total employment in the SMA exhibited positive growth, with a pre-recession peak occurring in 2006. In 2010, the SMA reported a 10.3 percent contraction in total employment at which time the national labor market had already begun to stabilize. However, the total employment growth in the SMA during the 12 month period preceding December 2016 was twice the percentage of employment growth in the nation during the same time period. As of December 2016, the SMA has not surpassed its pre-recession peak total employment peak. It should be noted that due to the smaller total employment pool in the SMA, employment variations may appear more significant on a percentage basis.

Historically, the unemployment rates in the SMA have been consistently above the nation. This is likely due to the rural nature of the area and its reliance on the manufacturing sector. The unemployment rate in the SMA began to increase in 2008 at the onset of the recession and continued to increase through 2012. The most recent data shows that the unemployment rate in the SMA is 6.7, which is 2.2 percent above that of the nation. Furthermore, unemployment has not returned to pre-recessionary levels. Unemployment decreased 0.5 percent compared to 0.3 percent for the nation over the past year. The stabilization of employment and the recent total employment growth in the SMA should have a positive impact on local affordable senior rental housing in the market.

5. Map of Site and Major Employment Concentrations

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



Source: Google Earth, April 2017.

MAJOR EMPLOYERS

#	Company	Industry	Number of Employees
1	Smurfit-Stone Container Corp	Manufacturing	250-499
2	Walmart Supercenter	Retail Trade	250-499
3	Corrections Dept	Public Administration	100-249
4	Dodge County Hospital	Healthcare/ Social Assistance	100-249
5	Dodge County High School	Educational Services	100-249
6	South Dodge Elementary School	Educational Services	100-249
7	Arconic Architectural Products	Manufacturing	100-249
8	Middle Georgia Nursing Homes	Healthcare/ Social Assistance	100-249
9	North Dodge Elementary School	Educational Services	100-249
10	Dodge County Middle School	Educational Services	50-99

Source: Georgia Department of Labor, April 2017

6. Conclusion

Employment in the PMA is concentrated in four industries which represent approximately 53.0 percent of total local employment. Three of those industries, public administration, educational services, and health care/social assistance, are resilient during periods of economic downturn. Furthermore, there have been no significant recent closures in the area.

Overall, the SMA has experienced moderate total employment growth from December 2015 through December 2016. As of December 2016, total employment in the SMA was 2.3 percent greater than during December 2015, while national employment was 1.0 percent above the previous year. The unemployment rate in the SMA as of December 2016 was 6.7 percent, 2.2 percent higher than the national unemployment rate but significantly lower than the 2010 peak of 13.0 percent. Overall, it appears that the local economy and the SMA have been impacted by the national recession and is still recovering. The recent stabilization and growth in the local economy is a positive indicator of demand for senior rental housing and the Subject's proposed units.

G. PROJECT-SPECIFIC AFFORDABILITY AND DEMAND ANALYSIS

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

1. Income Restrictions

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

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

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

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

2. Affordability

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

SENIOR 55+ INCOME LIMITS - AS PROPOSED

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	50% AMI		60% AMI		Overall	
1BR	\$14,760	\$19,975	\$16,410	\$23,970	\$14,760	\$23,970
2BR	\$16,710	\$21,300	\$19,560	\$25,560	\$16,710	\$25,560

3. Demand

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

3a. Demand from New Households

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

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

3b. Demand from Existing Households

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

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

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

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

3d. Other

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

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

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

4. New Demand, Capture Rates and Stabilization Conclusions

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

Additions to Supply

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

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

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

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

According to Georgia DCA allocation lists, there have been no new properties in the Subject’s PMA allocated LIHTC funds since 2014. Additional research into local real estate development revealed no new market-rate properties in the Subject’s PMA. Therefore, we have not deducted any units from our demand analysis.

PMA Occupancy

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

PMA OCCUPANCY

Property Name	Program	Location	Tenancy	# of Units	Occupancy
Autumnwood Village	LIHTC	Abbeville	Family	36	100.0%
Pecan Point Apts (Cochran)	LIHTC	Cochran	Family	49	Not available
Average PMA Occupancy					100.0%

Competitive developments in the PMA are fully-occupied.

Rehab Developments and PBRA

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

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

5. Capture Rates

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

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA, 55+

Income Cohort	2017		Projected Mkt Entry July 2019		2021	
	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>
\$0-9,999	455	22.6%	467	22.6%	480	22.6%
\$10,000-19,999	562	27.9%	574	27.8%	585	27.6%
\$20,000-29,999	231	11.5%	235	11.4%	238	11.2%
\$30,000-39,999	181	9.0%	186	9.0%	190	9.0%
\$40,000-49,999	143	7.1%	141	6.8%	138	6.5%
\$50,000-59,999	66	3.3%	68	3.3%	70	3.3%
\$60,000-74,999	101	5.0%	107	5.2%	112	5.3%
\$75,000-99,999	143	7.1%	145	7.0%	147	6.9%
\$100,000-124,999	54	2.7%	55	2.7%	57	2.7%
\$125,000-149,999	26	1.3%	34	1.7%	43	2.0%
\$150,000-199,999	34	1.7%	36	1.8%	39	1.8%
\$200,000+	16	0.8%	18	0.9%	20	0.9%
Total	2,013	100.0%	2,066	100.0%	2,120	100.0%

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

50% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - 50%

Minimum Income Limit		\$14,760		Maximum Income Limit		\$21,300	
Income Category	New Renter Households - Total		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	Change in Households PMA 2017	to Prj Mrkt Entry July 2019					
\$0-9,999	13	23.6%		0.0%		0	
\$10,000-19,999	12	21.6%	5,239	52.4%		6	
\$20,000-29,999	4	6.9%	1,300	13.0%		0	
\$30,000-39,999	5	9.0%		0.0%		0	
\$40,000-49,999	-3	-5.2%		0.0%		0	
\$50,000-59,999	2	3.4%		0.0%		0	
\$60,000-74,999	5	9.9%		0.0%		0	
\$75,000-99,999	2	3.5%		0.0%		0	
\$100,000-124,999	2	3.3%		0.0%		0	
\$125,000-149,999	9	16.3%		0.0%		0	
\$150,000-199,999	2	4.4%		0.0%		0	
\$200,000+	2	3.3%		0.0%		0	
Total	54	100.0%		12.2%		7	

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - 50%

Minimum Income Limit		\$14,760		Maximum Income Limit		\$21,300	
Income Category	Total Renter Households PMA 2017		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	455	22.6%		0.0%		0	
\$10,000-19,999	562	27.9%	5,239	52.4%		294	
\$20,000-29,999	231	11.5%	1,300	13.0%		30	
\$30,000-39,999	181	9.0%		0.0%		0	
\$40,000-49,999	143	7.1%		0.0%		0	
\$50,000-59,999	66	3.3%		0.0%		0	
\$60,000-74,999	101	5.0%		0.0%		0	
\$75,000-99,999	143	7.1%		0.0%		0	
\$100,000-124,999	54	2.7%		0.0%		0	
\$125,000-149,999	26	1.3%		0.0%		0	
\$150,000-199,999	34	1.7%		0.0%		0	
\$200,000+	16	0.8%		0.0%		0	
Total	2,013	100.0%		16.1%		325	

ASSUMPTIONS - 50%

ASSUMPTIONS - 50%						
Tenancy		Senior	% of Income towards Housing			40%
Rural/Urban		Rural	Maximum # of Occupants			2
Persons in Household	0BR	1BR	2BR	3BR	4BR+	
1	10%	30%	60%	0%	0%	
2	0%	10%	90%	0%	0%	
3	0%	0%	0%	100%	0%	
4	0%	0%	0%	70%	30%	
5+	0%	0%	0%	30%	70%	

Demand from New Renter Households 2017 to July 2019

Income Target Population	50%
New Renter Households PMA	54
Percent Income Qualified	12.2%
New Renter Income Qualified Households	7

Demand from Existing Households 2017

Demand from Rent Overburdened Households

Income Target Population	50%
Total Existing Demand	2,013
Income Qualified	16.1%
Income Qualified Renter Households	325
Percent Rent Overburdened Prj Mrkt Entry July 2019	36.5%
Rent Overburdened Households	118

Demand from Living in Substandard Housing

Income Qualified Renter Households	325
Percent Living in Substandard Housing	20.5%
Households Living in Substandard Housing	67

Senior Households Converting from Homeownership

Income Target Population	50%
Total Senior Homeowners	7,618
Rural Versus Urban	0.0%
Senior Demand Converting from Homeownership	4

Total Demand

Total Demand from Existing Households	189
Total New Demand	7
Total Demand (New Plus Existing Households)	195

Demand from Seniors Who Convert from Homeownership	4
Percent of Total Demand From Homeownership Conversion	1.9%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	58.2%	114
Two Persons	24.8%	48
Three Persons	7.1%	14
Four Persons	4.0%	8
Five Persons	5.8%	11
Total	100.0%	195

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	10%	11
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	30%	34
Of two-person households in 1BR units	10%	5
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	60%	68
Of two-person households in 2BR units	90%	44
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	100%	14
Of four-person households in 3BR units	70%	5
Of five-person households in 3BR units	30%	3
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	2
Of five-person households in 4BR units	35%	4
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	35%	4
Total Demand		195

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
1 BR	39	-	0	=	39
2 BR	112	-	0	=	112
Total	151		0		151

	Developer's Unit Mix		Net Demand		Capture Rate
1 BR	3	/	39	=	7.7%
2 BR	11	/	112	=	9.8%
Total	14		151		9.3%

60% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - 60%

Minimum Income Limit		\$16,410		Maximum Income Limit		\$25,560	
New Renter Households - Total							
Income Category	Change in Households PMA 2017 to Prj Mrkt Entry July 2019		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	13	23.6%		0.0%	0		
\$10,000-19,999	12	21.6%	3,589	35.9%	4		
\$20,000-29,999	4	6.9%	5,560	55.6%	2		
\$30,000-39,999	5	9.0%		0.0%	0		
\$40,000-49,999	-3	-5.2%		0.0%	0		
\$50,000-59,999	2	3.4%		0.0%	0		
\$60,000-74,999	5	9.9%		0.0%	0		
\$75,000-99,999	2	3.5%		0.0%	0		
\$100,000-124,999	2	3.3%		0.0%	0		
\$125,000-149,999	9	16.3%		0.0%	0		
\$150,000-199,999	2	4.4%		0.0%	0		
\$200,000+	2	3.3%		0.0%	0		
Total	54	100.0%		11.6%	6		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - 60%

Minimum Income Limit		\$16,410		Maximum Income Limit		\$25,560	
Income Category	Total Renter Households PMA 2017		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	455	22.6%		0.0%	0		
\$10,000-19,999	562	27.9%	3,589	35.9%	202		
\$20,000-29,999	231	11.5%	5,560	55.6%	128		
\$30,000-39,999	181	9.0%		0.0%	0		
\$40,000-49,999	143	7.1%		0.0%	0		
\$50,000-59,999	66	3.3%		0.0%	0		
\$60,000-74,999	101	5.0%		0.0%	0		
\$75,000-99,999	143	7.1%		0.0%	0		
\$100,000-124,999	54	2.7%		0.0%	0		
\$125,000-149,999	26	1.3%		0.0%	0		
\$150,000-199,999	34	1.7%		0.0%	0		
\$200,000+	16	0.8%		0.0%	0		
Total	2,013	100.0%		16.4%	330		

ASSUMPTIONS - 60%

ASSUMPTIONS - 60%						
Tenancy		Senior		% of Income towards Housing		
Rural/Urban		Rural		Maximum # of Occupants		
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	10%	30%	60%	0%	0%	40%
2	0%	10%	90%	0%	0%	2
3	0%	0%	0%	100%	0%	
4	0%	0%	0%	70%	30%	
5+	0%	0%	0%	30%	70%	

Demand from New Renter Households 2017 to July 2019

Income Target Population	60%
New Renter Households PMA	54
Percent Income Qualified	11.6%
New Renter Income Qualified Households	6

Demand from Existing Households 2017

Demand from Rent Overburdened Households

Income Target Population	60%
Total Existing Demand	2,013
Income Qualified	16.4%
Income Qualified Renter Households	330
Percent Rent Overburdened Prj Mrkt Entry July 2019	36.5%
Rent Overburdened Households	121

Demand from Living in Substandard Housing

Income Qualified Renter Households	330
Percent Living in Substandard Housing	20.5%
Households Living in Substandard Housing	68

Senior Households Converting from Homeownership

Income Target Population	60%
Total Senior Homeowners	7,618
Rural Versus Urban	0.0%
Senior Demand Converting from Homeownership	4

Total Demand

Total Demand from Existing Households	192
Total New Demand	6
Total Demand (New Plus Existing Households)	198

Demand from Seniors Who Convert from Homeownership	4
Percent of Total Demand From Homeownership Conversion	1.9%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	58.2%	115
Two Persons	24.8%	49
Three Persons	7.1%	14
Four Persons	4.0%	8
Five Persons	5.8%	12
Total	100.0%	198

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	10%	12
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	30%	35
Of two-person households in 1BR units	10%	5
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	60%	69
Of two-person households in 2BR units	90%	44
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	100%	14
Of four-person households in 3BR units	70%	6
Of five-person households in 3BR units	30%	3
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	2
Of five-person households in 4BR units	35%	4
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	35%	4
Total Demand		198

Total Demand (Subject Unit Types)		Additions to Supply			Net Demand
1 BR	40	-	0	=	40
2 BR	113	-	0	=	113
Total	153		0		153

Developer's Unit Mix		Net Demand			Capture Rate
1 BR	13	/	40	=	32.9%
2 BR	33	/	113	=	29.1%
Total	46		153		30.1%

Overall

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$14,760		Maximum Income Limit		\$25,560	
Income Category	New Renter Households - Total		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	Change in Households PMA 2017 to Prj Mrkt Entry July 2019						
\$0-9,999	13	23.6%		0.0%		0	
\$10,000-19,999	12	21.6%	5,239	52.4%		6	
\$20,000-29,999	4	6.9%	5,560	55.6%		2	
\$30,000-39,999	5	9.0%		0.0%		0	
\$40,000-49,999	-3	-5.2%		0.0%		0	
\$50,000-59,999	2	3.4%		0.0%		0	
\$60,000-74,999	5	9.9%		0.0%		0	
\$75,000-99,999	2	3.5%		0.0%		0	
\$100,000-124,999	2	3.3%		0.0%		0	
\$125,000-149,999	9	16.3%		0.0%		0	
\$150,000-199,999	2	4.4%		0.0%		0	
\$200,000+	2	3.3%		0.0%		0	
Total	54	100.0%		15.1%		8	

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$14,760		Maximum Income Limit		\$25,560	
Income Category	Total Renter Households PMA 2017		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	455	22.6%		0.0%		0	
\$10,000-19,999	562	27.9%	5,239	52.4%		294	
\$20,000-29,999	231	11.5%	5,560	55.6%		128	
\$30,000-39,999	181	9.0%		0.0%		0	
\$40,000-49,999	143	7.1%		0.0%		0	
\$50,000-59,999	66	3.3%		0.0%		0	
\$60,000-74,999	101	5.0%		0.0%		0	
\$75,000-99,999	143	7.1%		0.0%		0	
\$100,000-124,999	54	2.7%		0.0%		0	
\$125,000-149,999	26	1.3%		0.0%		0	
\$150,000-199,999	34	1.7%		0.0%		0	
\$200,000+	16	0.8%		0.0%		0	
Total	2,013	100.0%		21.0%		423	

ASSUMPTIONS - Overall

ASSUMPTIONS - Overall						
Tenancy	Senior	% of Income towards Housing				40%
Rural/Urban	Rural	Maximum # of Occupants				2
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	10%	30%	60%	0%	0%	
2	0%	10%	90%	0%	0%	
3	0%	0%	0%	100%	0%	
4	0%	0%	0%	70%	30%	
5+	0%	0%	0%	30%	70%	

Demand from New Renter Households 2017 to July 2019

Income Target Population	Overall
New Renter Households PMA	54
Percent Income Qualified	15.1%
New Renter Income Qualified Households	8

Demand from Existing Households 2017

Demand from Rent Overburdened Households

Income Target Population	Overall
Total Existing Demand	2,013
Income Qualified	21.0%
Income Qualified Renter Households	423
Percent Rent Overburdened Prj Mrkt Entry July 2019	36.5%
Rent Overburdened Households	154

Demand from Living in Substandard Housing

Income Qualified Renter Households	423
Percent Living in Substandard Housing	20.5%
Households Living in Substandard Housing	87

Senior Households Converting from Homeownership

Income Target Population	Overall
Total Senior Homeowners	7,618
Rural Versus Urban	0.0%
Senior Demand Converting from Homeownership	4

Total Demand

Total Demand from Existing Households	245
Total New Demand	8
Total Demand (New Plus Existing Households)	253

Demand from Seniors Who Convert from Homeownership	4
Percent of Total Demand From Homeownership Conversion	1.5%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	58.2%	147
Two Persons	24.8%	63
Three Persons	7.1%	18
Four Persons	4.0%	10
Five Persons	5.8%	15
Total	100.0%	253

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	10%	15
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	30%	44
Of two-person households in 1BR units	10%	6
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	60%	88
Of two-person households in 2BR units	90%	56
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	100%	18
Of four-person households in 3BR units	70%	7
Of five-person households in 3BR units	30%	4
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	3
Of five-person households in 4BR units	35%	5
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	35%	5
Total Demand		253

Total Demand (Subject Unit Types)			Additions to Supply		Net Demand
1 BR	50	-	0	=	50
2 BR	145	-	0	=	145
Total	195		0		195

Developer's Unit Mix			Net Demand		Capture Rate
1 BR	16	/	50	=	31.7%
2 BR	44	/	145	=	30.4%
Total	60		195		30.7%

Conclusions

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

- The number of senior households in the PMA is expected to increase 1.0 percent between 2017 and 2021.
- This demand analysis does not measure the PMA's or Subject's ability to attract additional or latent demand into the market from elsewhere by offering an affordable option. We believe this to be moderate and therefore the demand analysis is somewhat conservative in its conclusions because this demand is not included.

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

DEMAND AND NET DEMAND

	HH at 50% AMI (\$14,760 to \$21,300)	HH at 60% AMI (\$16,410 to \$25,560)	All Tax Credit Households
Demand from New Households (age and income appropriate)	7	6	8
PLUS	+	+	+
Demand from Existing Renter Households - Substandard Housing	67	68	87
PLUS	+	+	+
Demand from Existing Renter Households - Rent Overburdened Households	118	121	154
Sub Total	192	194	249
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 2% where applicable)	4	4	4
Equals Total Demand	195	198	253
Less	-	-	-
Competitive New Supply	0	0	0
Equals Net Demand	195	198	253

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rents	Minimum Market Rent	Maximum Market Rent	Proposed Rents
1BR at 50% AMI	\$14,760	\$19,975	3	39	0	39	7.7%	Four to five months	\$478	\$327	\$800	\$400
1BR at 60% AMI	\$16,410	\$23,970	13	40	0	40	32.9%	Four to five months	\$535	\$365	\$800	\$455
1BR Overall	\$14,760	\$23,970	16	50	0	50	31.7%	Four to five months	-	-	-	-
2BR at 50% AMI	\$16,710	\$21,300	11	112	0	112	9.8%	Four to five months	\$553	\$378	\$930	\$440
2BR at 60% AMI	\$19,560	\$25,560	33	113	0	113	29.1%	Four to five months	\$640	\$405	\$930	\$535
2BR Overall	\$16,710	\$25,560	44	145	0	145	30.4%	Four to five months	-	-	-	-
50% AMI Overall	\$14,760	\$21,300	14	151	0	151	9.3%	Four to five months	-	-	-	-
60% AMI Overall	\$16,710	\$25,560	46	153	0	153	30.1%	Four to five months	-	-	-	-
Overall	\$14,760	\$25,560	60	195	0	195	30.7%	Four to five months	-	-	-	-

As the analysis illustrates, the Subject’s capture rates at the 50 percent AMI level will range from 7.7 to 9.8 percent, with an overall capture rate of 9.3 percent. The Subject’s 60 percent AMI capture rates range from 29.1 to 32.9 percent, with an overall capture rate of 30.1 percent. The overall capture rate for the project’s 50 and 60 percent rents is 30.7 percent. Therefore, we believe there is adequate demand for the Subject. All capture rates are within Georgia DCA thresholds.

H. COMPETITIVE RENTAL ANALYSIS

Survey of Comparable Projects

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes nine “true” comparable properties containing 889 units. A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided on the following pages. A map illustrating the location of the Subject in relation to comparable properties is also provided on the following pages. The properties are further profiled in the following write-ups. The property descriptions include information on vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available.

The availability of LIHTC data is considered average. There are two LIHTC properties located within the PMA. Autumnwood Village in Abbeville targets families and has been excluded because of its dissimilar tenancy and inferior age and condition. Pecan Point Apartments in Cochran also targets families and has been excluded because no one at this property was able to verify current rents or vacancy. Three of the LIHTC comparables target seniors, while the remaining comparable targets families. All four of the LIHTC comparables are located outside of the PMA in nearby Perry, Hawkinsville, Vidalia, and Fitzgerald. These areas are considered similar locations because of their rural nature and similar median household incomes, median home values, and median rents. The LIHTC comparables are located between 17.6 and 45.6 miles of the proposed Subject.

The availability of market-rate data is considered average. There are no market-rate properties located within the PMA. All of the market-rate comparables target families. The market-rate comparables are located outside of the PMA in nearby Warner Robins, Dublin, Kathleen, Cordele, and Hawkinsville. These areas are considered similar locations because of their rural nature and similar median household incomes, median home values, and median rents. The market-rate comparables are located between 17.5 and 42.1 miles of the Subject. These comparables were built or renovated between the 1990s and 2015. Overall, we believe the market-rate properties we have used in our analysis are the most comparable. Other market-rate properties were excluded based on proximity and unit types.

Excluded Properties

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

EXCLUDED PROPERTIES

Property Name	Program	Location	Tenancy	# of Units	Reason for Exclusion
Magnolia Ridge	LIHTC	Eastman	Senior	60	-
Autumnwood Village	LIHTC	Abbeville	Family	36	Dissimilar tenancy
Pecan Point Apts (Cochran)	LIHTC	Cochran	Family	49	Could not contact
Heritage Villas	Rural Development	Helena	Family	25	Subsidized
Oak Forest Apts li	Rural Development	Eastman	Senior	41	Subsidized
Chester Apartments	Rural Development	Chester	Family	24	Subsidized
Imperial Pines Apartments	Rural Development	Eastman	Family	24	Subsidized
Dodge Court Apartments	Section 8	Eastman	Family	56	Subsidized
Eastman Gardens	Section 8	Eastman	Family	65	Subsidized
Willow Creek Apartments	Section 8	McRae	Family	36	Subsidized
Limestone Apartments	Section 8	Cochran	Family	115	Subsidized

COMPARABLE PROPERTIES

#	Property Name	Location	Type	Tenancy	Distance from Subject (miles)
1	Cameron Court I & II	Perry	LIHTC	Senior	37.2
2	Cotton Mill Lofts	Hawkinsville	LIHTC	Family	17.6
3	Faith Crossing	Vidalia	LIHTC	Senior	45.6
4	Mulberry Court	Fitzgerald	LIHTC	Senior	31.3
5	Asbury Parke	Warner Robins	Market	Family	42.1
6	Carriage Hills Of Dublin	Dublin	Market	Family	28.5
7	Houston Lake	Kathleen	Market	Family	35.0
8	Madison Place Apartments	Cordele	Market	Family	38.5
9	River Market Lofts	Hawkinsville	Market	Family	17.5

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

SUMMARY MATRIX

Comp #	Project	Distance (miles)	Type / Built / Renovated	Market / Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Max Rent?	Wait List?	Units Vacant	Vacancy Rate
Subject	Magnolia Ridge 730 Congo Lane Eastman, GA 31023 Dodge County	n/a	One-story (age-restricted) Proposed	LIHTC	1BR / 1BA	3	5.0%	@50%	\$400	700	no		N/A	N/A
					1BR / 1BA	13	21.7%	@60%	\$455	700	no		N/A	N/A
					2BR / 1BA	11	18.3%	@50%	\$440	900	no		N/A	N/A
					2BR / 1BA	33	55.0%	@60%	\$535	900	no		N/A	N/A
						60	100.0%							N/A
1	Cameron Court I & II 1807 Macon Rd Perry, GA 31069 Houston County	37.2	One-story (age-restricted) 2009 and 2012	LIHTC	1BR / 1BA	22	19.6%	@50%	\$445	835	no	Yes	0	0.0%
					1BR / 1BA	11	9.8%	@60%	\$445	835	no	Yes	0	0.0%
					2BR / 2BA	17	15.2%	@50%	\$495	1,101	no	Yes	0	0.0%
					2BR / 2BA	31	27.7%	@60%	\$495	1,101	no	Yes	0	0.0%
					3BR / 2BA	20	17.9%	@50%	\$545	1,318	no	Yes	0	0.0%
					3BR / 2BA	11	9.8%	@60%	\$545	1,318	no	Yes	0	0.0%
						112	100.0%							0
2	Cotton Mill Lofts 95 S Houston Street Hawkinsville, GA 31036 Pulaski County	17.6	Conversion (2 stories) 1955/2011	LIHTC	1BR / 1BA	8	25.0%	@50%	\$327	900	no	Yes	0	0.0%
					1BR / 1BA	8	25.0%	@60%	\$427	900	no	Yes	0	0.0%
					2BR / 2BA	8	25.0%	@50%	\$378	1,200	no	Yes	0	0.0%
					2BR / 2BA	8	25.0%	@60%	\$458	1,200	no	Yes	0	0.0%
						32	100.0%							0
3	Faith Crossing 123 Agan Drive Vidalia, GA 30474 Toombs County	45.6	Lowrise (age-restricted) 2012	LIHTC	1BR / 1BA	3	4.7%	@50%	\$335	762	no	Yes	0	0.0%
					1BR / 1BA	5	7.8%	@60%	\$365	762	no	Yes	0	0.0%
					2BR / 2BA	10	15.6%	@50%	\$385	1,078	no	Yes	0	0.0%
					2BR / 2BA	46	71.9%	@60%	\$405	1,078	no	Yes	0	0.0%
						64	100.0%							0
4	Mulberry Court 154 West Jack Allen Fitzgerald, GA 31750 Ben Hill County	31.3	Garden (age-restricted) (2 stories) 2007	LIHTC	1BR / 1BA	12	25.0%	@50%	\$357	760	no	No	N/A	N/A
					1BR / 1BA	12	25.0%	@60%	\$367	760	no	No	N/A	N/A
					2BR / 1BA	12	25.0%	@50%	\$398	1,002	no	No	N/A	N/A
					2BR / 1BA	12	25.0%	@60%	\$408	1,002	no	No	N/A	N/A
						48	100.0%							N/A
5	Asbury Parke 200 Crestview Church Warner Robins, GA Houston County	42.1	Garden (2 stories) 2014-2015	Market	1BR / 1BA	N/A	N/A	Market	\$750	861	n/a	Yes	0	N/A
					1BR / 1BA	N/A	N/A	Market	\$800	998	n/a	Yes	0	N/A
					2BR / 1BA	N/A	N/A	Market	\$855	1,178	n/a	Yes	0	N/A
					2BR / 1BA	N/A	N/A	Market	\$880	1,315	n/a	Yes	0	N/A
					2BR / 2BA	N/A	N/A	Market	\$880	1,238	n/a	Yes	0	N/A
					2BR / 2BA	N/A	N/A	Market	\$930	1,377	n/a	Yes	0	N/A
					2BR / 2BA	N/A	N/A	Market	\$930	1,390	n/a	Yes	0	N/A
						224	100.0%							0
6	Carriage Hills Of Dublin 604 Hillcrest Parkway Dublin, GA 31021 Laurens County	28.5	Garden 1984/2006	Market	Studio / 1BA	6	10.0%	Market	\$450	288	n/a	Yes	0	0.0%
					1BR / 1BA	42	70.0%	Market	\$545	576	n/a	Yes	1	2.4%
					2BR / 1BA	9	15.0%	Market	\$615	864	n/a	Yes	1	11.1%
					2BR / 2BA	3	5.0%	Market	\$625	864	n/a	Yes	0	0.0%
						60	100.0%							2
7	Houston Lake 2350 S Houston Lake Kathleen, GA 31047 Houston County	35	Garden (3 stories) 2008	Market	1BR / 1BA	N/A	N/A	Market	\$764	825	n/a	No	N/A	N/A
					2BR / 1BA	N/A	N/A	Market	\$824	1,031	n/a	No	N/A	N/A
					2BR / 2BA	N/A	N/A	Market	\$864	1,133	n/a	No	N/A	N/A
					3BR / 2BA	N/A	N/A	Market	\$964	1,362	n/a	No	N/A	N/A
						300	100.0%							11
8	Madison Place 1501 13th Avenue E Cordele, GA 31015 Crisp County	38.5	Various 1990's	Market	1BR / 1BA (Flat)	5	12.8%	Market	\$564	850	n/a	No	0	0.0%
					2BR / 2BA (Garden)	27	69.2%	Market	\$664	1,140	n/a	No	0	0.0%
					3BR / 2.5BA (Garden)	3	7.7%	Market	\$764	1,400	n/a	No	0	0.0%
					3BR / 2.5BA (Townhouse)	4	10.3%	Market	\$764	1,400	n/a	No	0	0.0%
						39	100.0%							0
9	River Market Lofts 100 South Houston St Hawkinsville, GA 31036 Pulaski County	17.5	Conversion 1955/2014	Market	2BR / 2.5BA	10	100.0%	Market	\$678	1,200	n/a	No	0	0.0%
						10	100.0%							0

MAGNOLIA RIDGE – EASTMAN, GEORGIA – MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.					
Effective Rent Date:	May-17	Units Surveyed:	889	Weighted	98.5%
		Market Rate	633	Market Rate	97.9%
		Tax Credit	256	Tax Credit	100.0%
One Bedroom One Bath			Two Bedrooms One Bath		
	Property	Average	Property	Average	
RENT	Asbury Parke	\$800	Asbury Parke	\$880	
	Houston Lake	\$764	Asbury Parke	\$855	
	Asbury Parke	\$750	Houston Lake	\$824	
	Madison Place Apartments	\$564	River Market Lofts (2.5BA)	\$678	
	Carriage Hills Of Dublin	\$545	Madison Place Apartments (2BA)	\$664	
	Magnolia Ridge * (60%)	\$465	Carriage Hills Of Dublin	\$615	
	Cameron Court I & II * (50%)	\$445	Magnolia Ridge * (60%)	\$540	
	Cameron Court I & II * (60%)	\$445	Cameron Court I & II * (2BA)	\$495	
	Cotton Mill Lofts * (60%)	\$427	Cameron Court I & II * (2BA)	\$495	
	Magnolia Ridge * (50%)	\$400	Cotton Mill Lofts * (2BA 60%)	\$458	
	Mulberry Court * (60%)	\$367	Magnolia Ridge * (50%)	\$430	
	Faith Crossing * (60%)	\$365	Mulberry Court * (60%)	\$408	
	Mulberry Court * (50%)	\$357	Faith Crossing * (2BA 60%)	\$405	
	Faith Crossing * (50%)	\$335	Mulberry Court * (50%)	\$398	
	Cotton Mill Lofts * (50%)	\$327	Faith Crossing * (2BA 50%)	\$385	
				Cotton Mill Lofts * (2BA 50%)	\$378
SQUARE FOOTAGE	Asbury Parke	998	Asbury Parke	1,315	
	Cotton Mill Lofts * (50%)	900	Cotton Mill Lofts * (2BA 50%)	1,200	
	Cotton Mill Lofts * (60%)	900	Cotton Mill Lofts * (2BA 60%)	1,200	
	Asbury Parke	861	River Market Lofts (2.5BA)	1,200	
	Madison Place Apartments	850	Asbury Parke	1,178	
	Cameron Court I & II * (50%)	835	Madison Place Apartments (2BA)	1,140	
	Cameron Court I & II * (60%)	835	Cameron Court I & II * (2BA)	1,101	
	Houston Lake	825	Cameron Court I & II * (2BA)	1,101	
	Faith Crossing * (50%)	762	Faith Crossing * (2BA 50%)	1,078	
	Faith Crossing * (60%)	762	Faith Crossing * (2BA 60%)	1,078	
	Mulberry Court * (50%)	760	Houston Lake	1,031	
	Mulberry Court * (60%)	760	Mulberry Court * (50%)	1,002	
	Magnolia Ridge * (50%)	700	Mulberry Court * (60%)	1,002	
	Magnolia Ridge * (60%)	700	Magnolia Ridge * (50%)	900	
	Carriage Hills Of Dublin	576	Magnolia Ridge * (60%)	900	
			Carriage Hills Of Dublin	864	
RENT PER SQUARE FOOT	Carriage Hills Of Dublin	\$0.95	Houston Lake	\$0.80	
	Houston Lake	\$0.93	Asbury Parke	\$0.73	
	Asbury Parke	\$0.87	Carriage Hills Of Dublin	\$0.71	
	Asbury Parke	\$0.80	Asbury Parke	\$0.67	
	Madison Place Apartments	\$0.66	Magnolia Ridge * (60%)	\$0.60	
	Magnolia Ridge * (60%)	\$0.62	Madison Place Apartments (2BA)	\$0.58	
	Magnolia Ridge * (50%)	\$0.53	River Market Lofts (2.5BA)	\$0.56	
	Cameron Court I & II * (50%)	\$0.53	Magnolia Ridge * (50%)	\$0.48	
	Cameron Court I & II * (60%)	\$0.53	Cameron Court I & II * (2BA)	\$0.45	
	Mulberry Court * (60%)	\$0.48	Cameron Court I & II * (2BA)	\$0.45	
	Faith Crossing * (60%)	\$0.48	Mulberry Court * (60%)	\$0.41	
	Cotton Mill Lofts * (60%)	\$0.47	Mulberry Court * (50%)	\$0.40	
	Mulberry Court * (50%)	\$0.47	Cotton Mill Lofts * (2BA 60%)	\$0.38	
	Faith Crossing * (50%)	\$0.44	Faith Crossing * (2BA 60%)	\$0.38	
	Cotton Mill Lofts * (50%)	\$0.36	Faith Crossing * (2BA 50%)	\$0.36	
			Cotton Mill Lofts * (2BA 50%)	\$0.32	

PROPERTY PROFILE REPORT

Cameron Court I & II

Effective Rent Date	4/19/2017
Location	1807 Macon Rd Perry, GA 31069 Houston County
Distance	37.2 miles
Units	112
Vacant Units	0
Vacancy Rate	0.0%
Type	One-story (age-restricted)
Year Built/Renovated	2009 and 2012 / N/A
Marketing Began	1/01/2009
Leasing Began	1/17/2009
Last Unit Leased	N/A
Major Competitors	Sister property - Gatwick Senior Village
Tenant Characteristics	50% of households were previous homeowners, 70% from local area
Contact Name	Stephanie
Phone	478-988-0109



Market Information

Program	@50%, @60%
Annual Turnover Rate	9%
Units/Month Absorbed	7 (Phase I); 15 (Phase II)
HCV Tenants	11%
Leasing Pace	Within two to three weeks
Annual Chg. in Rent	None
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	One-story	22	835	\$445	\$0	@50%	Yes	0	0.0%	yes	None
1	1	One-story	11	835	\$445	\$0	@60%	Yes	0	0.0%	no	None
2	2	One-story	17	1,101	\$495	\$0	@50%	Yes	0	0.0%	yes	None
2	2	One-story	31	1,101	\$495	\$0	@60%	Yes	0	0.0%	no	None
3	2	One-story	20	1,318	\$545	\$0	@50%	Yes	0	0.0%	yes	None
3	2	One-story	11	1,318	\$545	\$0	@60%	Yes	0	0.0%	no	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$445	\$0	\$445	\$0	\$445	1BR / 1BA	\$445	\$0	\$445	\$0	\$445
2BR / 2BA	\$495	\$0	\$495	\$0	\$495	2BR / 2BA	\$495	\$0	\$495	\$0	\$495
3BR / 2BA	\$545	\$0	\$545	\$0	\$545	3BR / 2BA	\$545	\$0	\$545	\$0	\$545

Cameron Court I & II, continued

Amenities

In-Unit

Balcony/Patio
Cable/Satellite/Internet
Central A/C
Dishwasher
Garbage Disposal
Oven
Refrigerator
Washer/Dryer hookup

Blinds
Carpeting
Coat Closet
Ceiling Fan
Hand Rails
Pull Cords
Walk-In Closet

Security

Limited Access

Services

None

Property

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

Clubhouse/Meeting
Central Laundry
On-Site Management

Premium

None

Other

Library, lake

Comments

The property currently maintains a waiting list of six months. The manager indicated that there is strong demand for affordable senior housing in the market. The majority of tenants are from Warner Robins and the surrounding areas; however, the manager indicated that several residents are parents of retired military personnel who moved to the area to be closer to family. The rents at 50 and 60 percent of the AMI are the same. The manager reported that the owner likes to keep the rents affordable for area seniors.

PROPERTY PROFILE REPORT

Cotton Mill Lofts

Effective Rent Date 3/24/2017
Location 95 S Houston Street
 Hawkinsville, GA 31036
 Pulaski County
Distance 17.6 miles
Units 32
Vacant Units 0
Vacancy Rate 0.0%
Type Conversion (2 stories)
Year Built/Renovated 1955 / 2011
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors N/A
Tenant Characteristics N/A
Contact Name April
Phone 478-783-4885



Market Information

Program @50%, @60%
Annual Turnover Rate 20%
Units/Month Absorbed N/A
HCV Tenants 0%
Leasing Pace N/A
Annual Chg. in Rent None
Concession None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Conversion (2 stories)	8	900	\$365	\$0	@50%	Yes	0	0.0%	no	None
1	1	Conversion (2 stories)	8	900	\$465	\$0	@60%	Yes	0	0.0%	no	None
2	2	Conversion (2 stories)	8	1,200	\$425	\$0	@50%	Yes	0	0.0%	no	None
2	2	Conversion (2 stories)	8	1,200	\$505	\$0	@60%	Yes	0	0.0%	no	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$365	\$0	\$365	-\$38	\$327	1BR / 1BA	\$465	\$0	\$465	-\$38	\$427
2BR / 2BA	\$425	\$0	\$425	-\$47	\$378	2BR / 2BA	\$505	\$0	\$505	-\$47	\$458

Cotton Mill Lofts, continued

Amenities

In-Unit

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

Blinds
Central A/C
Ceiling Fan
Oven
Walk-In Closet

Security

None

Services

None

Property

Exercise Facility
On-Site Management

Off-Street Parking
Playground

Premium

None

Other

None

Comments

There are currently eight households on the waiting list.

Photos



PROPERTY PROFILE REPORT

Faith Crossing

Effective Rent Date	4/19/2017
Location	123 Agan Drive Vidalia, GA 30474 Toombs County
Distance	45.6 miles
Units	64
Vacant Units	0
Vacancy Rate	0.0%
Type	Lowrise (age-restricted)
Year Built/Renovated	2012 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None
Tenant Characteristics	55+, most are retired and financially independent, the average age is between 62-65
Contact Name	Angela
Phone	912-537-2055



Market Information

Program	@50%, @60%
Annual Turnover Rate	11%
Units/Month Absorbed	N/A
HCV Tenants	9%
Leasing Pace	Two weeks
Annual Chg. in Rent	N/A
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Lowrise	3	762	\$335	\$0	@50%	Yes	0	0.0%	no	None
1	1	Lowrise	5	762	\$365	\$0	@60%	Yes	0	0.0%	no	None
2	2	Lowrise	10	1,078	\$385	\$0	@50%	Yes	0	0.0%	no	None
2	2	Lowrise	46	1,078	\$405	\$0	@60%	Yes	0	0.0%	no	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$335	\$0	\$335	\$0	\$335	1BR / 1BA	\$365	\$0	\$365	\$0	\$365
2BR / 2BA	\$385	\$0	\$385	\$0	\$385	2BR / 2BA	\$405	\$0	\$405	\$0	\$405

Faith Crossing, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Garbage Disposal
Microwave
Pull Cords
Washer/Dryer hookup

Blinds
Central A/C
Exterior Storage
Hand Rails
Oven
Refrigerator

Security

Perimeter Fencing

Services

None

Property

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

Clubhouse/Meeting
Exercise Facility
Off-Street Parking
Picnic Area

Premium

None

Other

library, gazebo, putting

Comments

The contact stated that there are currently 5 households on the waiting list. She reported that most of her tenants are lifelong residents of the Vidalia area, and they do not have many tenants from out of state.

Photos



PROPERTY PROFILE REPORT

Mulberry Court

Effective Rent Date	4/24/2017
Location	154 West Jack Allen Road Fitzgerald, GA 31750 Ben Hill County County
Distance	31.3 miles
Units	48
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (age-restricted) (2 stories)
Year Built/Renovated	2007 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mostly retirees from Fitzgerald, few relocating from out of state.
Contact Name	Property Manager
Phone	229-424-9788



Market Information

Program	@50%, @60%
Annual Turnover Rate	15%
Units/Month Absorbed	N/A
HCV Tenants	13%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased two to three percent
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	12	760	\$380	\$0	@50%	No	N/A	N/A	no	None
1	1	Garden (2 stories)	12	760	\$390	\$0	@60%	No	N/A	N/A	no	None
2	1	Garden (2 stories)	12	1,002	\$430	\$0	@50%	No	N/A	N/A	no	None
2	1	Garden (2 stories)	12	1,002	\$440	\$0	@60%	No	N/A	N/A	no	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$380	\$0	\$380	-\$23	\$357	1BR / 1BA	\$390	\$0	\$390	-\$23	\$367
2BR / 1BA	\$430	\$0	\$430	-\$32	\$398	2BR / 1BA	\$440	\$0	\$440	-\$32	\$408

Mulberry Court, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Hand Rails
Oven
Refrigerator
Washer/Dryer

Blinds
Central A/C
Garbage Disposal
Microwave
Pull Cords
Walk-In Closet
Washer/Dryer hookup

Security

None

Services

None

Property

Clubhouse/Meeting
Exercise Facility
On-Site Management
Recreation Areas

Elevators
Off-Street Parking
Picnic Area

Premium

None

Other

None

Comments

The contact reported there is not currently a waiting list. The contact also reported that the demand for affordable housing is strong in the area in general but seems to be in balance in Fitzgerald.

Mulberry Court, continued

Photos



PROPERTY PROFILE REPORT

Asbury Parke

Effective Rent Date	1/09/2017
Location	200 Crestview Church Road Warner Robins, GA 31088 Houston County
Distance	42.1 miles
Units	224
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	2014-2015 / N/A
Marketing Began	N/A
Leasing Began	7/01/2014
Last Unit Leased	10/01/2015
Major Competitors	Bedford Parke (sister property)
Tenant Characteristics	Majority couples and singles from Warner Robins
Contact Name	Ariel
Phone	478.225.4892



Market Information

Program	Market
Annual Turnover Rate	2%
Units/Month Absorbed	15
HCV Tenants	0%
Leasing Pace	N/A
Annual Chg. in Rent	Increased one percent
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	N/A	861	\$735	\$0	Market	Yes	0	N/A	N/A	None
1	1	Garden (2 stories)	N/A	998	\$785	\$0	Market	Yes	0	N/A	N/A	None
2	1	Garden (2 stories)	N/A	1,178	\$840	\$0	Market	Yes	0	N/A	N/A	None
2	1	Garden (2 stories)	N/A	1,315	\$865	\$0	Market	Yes	0	N/A	N/A	None
2	2	Garden (2 stories)	N/A	1,238	\$865	\$0	Market	Yes	0	N/A	N/A	None
2	2	Garden (2 stories)	N/A	1,377	\$915	\$0	Market	Yes	0	N/A	N/A	None
2	2	Garden (2 stories)	N/A	1,390	\$915	\$0	Market	Yes	0	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$735 - \$785	\$0	\$735 - \$785	\$15	\$750 - \$800
2BR / 1BA	\$840 - \$865	\$0	\$840 - \$865	\$15	\$855 - \$880
2BR / 2BA	\$865 - \$915	\$0	\$865 - \$915	\$15	\$880 - \$930

Asbury Parke, continued

Amenities

In-Unit

Balcony/Patio
Carpet/Hardwood
Central A/C
Exterior Storage
Garbage Disposal
Oven
Walk-In Closet

Blinds
Carpeting
Dishwasher
Ceiling Fan
Microwave
Refrigerator
Washer/Dryer hookup

Security

Limited Access
Patrol
Perimeter Fencing

Services

None

Property

Business Center/Computer Lab
Clubhouse/Meeting
Garage
On-Site Management
Playground
Wi-Fi

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

Premium

None

Other

Dog Park

Comments

The contact could not provide the number of units in each unit type. The waiting list is two months long.

Photos



PROPERTY PROFILE REPORT

Carriage Hills Of Dublin

Effective Rent Date	4/19/2017
Location	604 Hillcrest Parkway Dublin, GA 31021 Laurens County
Distance	28.5 miles
Units	60
Vacant Units	2
Vacancy Rate	3.3%
Type	Garden
Year Built/Renovated	1984 / 2006
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Brookington Apartments, Braxton Pointe
Tenant Characteristics	Mostly businesspeople on short-term leases; About 2 seniors
Contact Name	Karen
Phone	478.246.1594



Market Information

Program	Market
Annual Turnover Rate	20%
Units/Month Absorbed	N/A
HCV Tenants	17%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased up to 12 percent
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Garden	6	288	\$450	\$0	Market	Yes	0	0.0%	N/A	None
1	1	Garden	42	576	\$530	\$0	Market	Yes	1	2.4%	N/A	None
2	1	Garden	9	864	\$600	\$0	Market	Yes	1	11.1%	N/A	None
2	2	Garden	3	864	\$610	\$0	Market	Yes	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$450	\$0	\$450	\$0	\$450
1BR / 1BA	\$530	\$0	\$530	\$15	\$545
2BR / 1BA	\$600	\$0	\$600	\$15	\$615
2BR / 2BA	\$610	\$0	\$610	\$15	\$625

Carriage Hills Of Dublin, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Ceiling Fan
Oven
Washer/Dryer hookup

Blinds
Central A/C
Dishwasher
Garbage Disposal
Refrigerator

Security

None

Services

None

Property

Central Laundry
On-Site Management

Off-Street Parking

Premium

None

Other

None

Comments

The contact confirmed that tenants pay a fixed fee for water, sewer, and trash, which are not reflected in the profile rents. The fees for studio, one, and two-bedroom units are \$26, \$34, and \$44, respectively. The property maintains a waiting list, which contains approximately six households.

Photos



PROPERTY PROFILE REPORT

Houston Lake

Effective Rent Date 3/23/2017
Location 2350 S Houston Lake Rd
 Kathleen, GA 31047
 Houston County
Distance 35 miles
Units 300
Vacant Units 11
Vacancy Rate 3.7%
Type Garden (3 stories)
Year Built/Renovated 2008 / N/A
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors N/A
Tenant Characteristics All
Contact Name Angel
Phone 478 987 4521



Market Information

Program Market
Annual Turnover Rate N/A
Units/Month Absorbed N/A
HCV Tenants 0%
Leasing Pace 1 month
Annual Chg. in Rent N/A
Concession N/A

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	N/A	825	\$749	\$0	Market	No	N/A	N/A	N/A	None
2	1	Garden (3 stories)	N/A	1,031	\$809	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,133	\$849	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	N/A	1,362	\$949	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$749	\$0	\$749	\$15	\$764
2BR / 1BA	\$809	\$0	\$809	\$15	\$824
2BR / 2BA	\$849	\$0	\$849	\$15	\$864
3BR / 2BA	\$949	\$0	\$949	\$15	\$964

Houston Lake, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Ceiling Fan
Microwave
Refrigerator
Walk-In Closet

Blinds
Central A/C
Dishwasher
Garbage Disposal
Oven
Vaulted Ceilings
Washer/Dryer hookup

Security

Limited Access

Services

None

Property

Exercise Facility
Central Laundry
Playground
Sport Court

Garage
On-Site Management
Recreation Areas

Premium

None

Other

None

Comments

This property does not accept housing choice vouchers.

Photos



PROPERTY PROFILE REPORT

Madison Place Apartments

Effective Rent Date	3/22/2017
Location	1501 13th Avenue E Cordele, GA 31015 Crisp County
Distance	38.5 miles
Units	39
Vacant Units	0
Vacancy Rate	0.0%
Type	Various
Year Built/Renovated	1990's / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Whisperwoods and English Village Apartments
Tenant Characteristics	Mixed tenancy
Contact Name	Judy
Phone	229-273-9430



Market Information

Program	Market
Annual Turnover Rate	20%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	1 week
Annual Chg. in Rent	Increase of 1 to 2 percent
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Flat	5	850	\$549	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (2 stories)	27	1,140	\$649	\$0	Market	No	0	0.0%	N/A	None
3	2.5	Garden (2 stories)	3	1,400	\$749	\$0	Market	No	0	0.0%	N/A	None
3	2.5	Townhouse (2 stories)	4	1,400	\$749	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$549	\$0	\$549	\$15	\$564
2BR / 2BA	\$649	\$0	\$649	\$15	\$664
3BR / 2.5BA	\$749	\$0	\$749	\$15	\$764

Madison Place Apartments, continued

Amenities

In-Unit

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

Carpeting
Dishwasher
Garbage Disposal
Refrigerator

Security

None

Services

None

Property

Off-Street Parking

Premium

None

Other

None

Comments

The contact reported a strong demand for rental housing in the area. The property typically remains fully occupied.

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

Housing Choice Vouchers

We spoke to Anton Shaw, Director of Policy & Administration with the Georgia Department of Community Affairs. Mr. Shaw indicated 73 Housing Choice Vouchers are in use in Dodge County. According to the Mr. Shaw, the waiting list for vouchers is currently closed. Currently, there are 100 applicants on the county’s wait list.. The following table illustrates voucher usage at the comparables.

TENANTS WITH VOUCHERS			
Property Name	Occupancy Type	Tenancy	Housing Choice Voucher Tenants
Cameron Court I & II	LIHTC	Senior	N/A
Cotton Mill Lofts	LIHTC	Family	11%
Faith Crossing	LIHTC	Senior	0%
Mulberry Court	LIHTC	Senior	9%
Asbury Parke	Market	Family	13%
Carriage Hills Of Dublin	Market	Family	0%
Houston Lake	Market	Family	17%
Madison Place Apartments	Market	Family	0%
River Market Lofts	Market	Family	0%

Housing Choice Voucher usage in this market ranges from zero to 17 percent. The LIHTC properties have a low reliance on tenants with vouchers, reporting a voucher usage rate of 11 percent or less. Two of the market-rate comparables report accepting housing choice vouchers with usage at 13 and 17 percent, respectively. It appears that the Subject will not need to rely on voucher residents in order to maintain a high occupancy level. We conservatively estimate the Subject would maintain a voucher usage of 20 percent or less.

Lease Up History

We were able to obtain absorption information from two of the comparable properties. Cameron Court I and II were constructed between 2009 and 2012. The first phase of the project experienced an absorption pace of seven units per month. The second phase of the project experienced an absorption pace of 15 units per month. Asbury Parke was constructed between 2014 and 2015 and experienced an absorption pace of 15 units per month. On average, these two comparables experienced an absorption pace of 12 units per month. Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. We believe the Subject is likely to experience an absorption pace most similar to that of Cameron Court II, which is a senior LIHTC property located in Perry and constructed in 2012. At a similar absorption pace of 15 units per month, the Subject would experience an absorption period of approximately four to five months.

Phased Developments

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

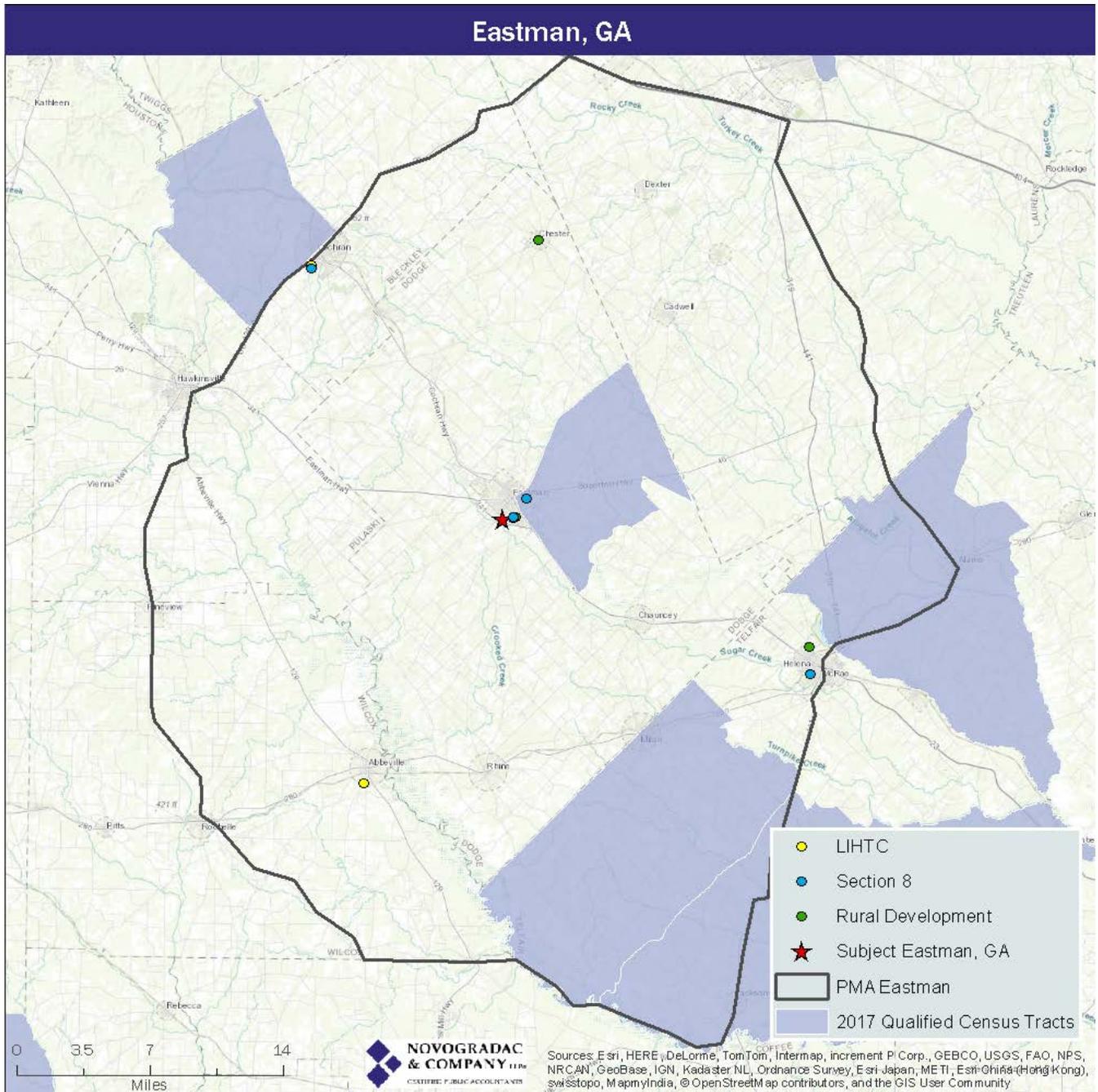
Rural Areas

The Subject is located in a rural area; however, existing competitive rental supply is sufficient from which to draw conclusions.

3. Competitive Project Map

COMPETITIVE PROJECTS

Property Name	Program	Location	Tenancy	# of Units	Occupancy	Reason for Exclusion	Map Color
Magnolia Ridge	LIHTC	Eastman	Senior	60	-	-	Star
Autumnwood Village	LIHTC	Abbeville	Family	36	100.0%	Dissimilar tenancy	Yellow
Pecan Point Apts (Cochran)	LIHTC	Cochran	Family	49	Not available	Could not contact	
Heritage Villas	Rural Development	Helena	Family	25	100.0%	Subsidized	Green
Oak Forest Apts li	Rural Development	Eastman	Senior	41	100.0%	Subsidized	
Chester Apartments	Rural Development	Chester	Family	24	100.0%	Subsidized	
Imperial Pines Apartments	Rural Development	Eastman	Family	24	100.0%	Subsidized	Blue
Dodge Court Apartments	Section 8	Eastman	Family	56	100.0%	Subsidized	
Eastman Gardens	Section 8	Eastman	Family	65	100.0%	Subsidized	
Willow Creek Apartments	Section 8	McRae	Family	36	100.0%	Subsidized	
Limestone Apartments	Section 8	Cochran	Family	115	100.0%	Subsidized	



4. Amenities

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

MAGNOLIA RIDGE – EASTMAN, GEORGIA – MARKET STUDY

UNIT MATRIX REPORT

	Magnolia Ridge	Cameron Court I & II	Cotton Mill Lofts	Faith Crossing	Mulberry Court	Asbury Parke	Carriage Hills Of Dublin	Houston Lake	Madison Place Apartments	River Market Lofts
Property Type	One-story (age-restricted)	One-story (age-restricted)	Conversion (2 stories)	Lowrise (age-restricted)	Garden (age-restricted) (2 stories)	Garden (2 stories)	Garden	Garden (3 stories)	Various	Conversion
Year Built / Renovated Market (Conv.)/Subsidy	Proposed LIHTC	2009 and LIHTC	1955/2011 LIHTC	2012 LIHTC	2007 LIHTC	2014-2015 Market	1984/2006 Market	2008 Market	1990's Market	1955/2014 Market
Utility Adjustments										
Cooking	no	no	no	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no	no	no
Water	no	no	yes	no	yes	no	no	no	no	yes
Sewer	no	no	yes	no	yes	no	no	no	no	yes
Trash Collection	yes	yes	yes	yes	no	no	no	no	no	yes
In-Unit Amenities										
Balcony/Patio	no	yes	yes	yes	yes	yes	yes	yes	no	no
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Cable/Satellite/Internet	no	yes	no	no	no	no	no	no	no	no
Carpet/Hardwood	no	no	no	no	no	yes	no	no	no	no
Carpeting	yes	yes	yes	yes	yes	yes	yes	yes	yes	no
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Coat Closet	no	yes	no	no	no	no	yes	yes	no	no
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Exterior Storage	no	no	no	yes	no	yes	no	no	no	no
Ceiling Fan	yes	yes	yes	no	no	yes	yes	yes	yes	yes
Garbage Disposal	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Hand Rails	yes	yes	no	yes	yes	no	no	no	no	no
Microwave	yes	no	no	yes	yes	yes	no	yes	no	no
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Pull Cords	no	yes	no	yes	yes	no	no	no	no	no
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Vaulted Ceilings	no	no	no	no	no	no	no	yes	no	no
Walk-In Closet	yes	yes	yes	no	yes	yes	no	yes	no	no
Washer/Dryer	no	no	no	no	yes	no	no	no	no	yes
Washer/Dryer hookup	yes	yes	yes	yes	yes	yes	yes	yes	yes	no
Property Amenities										
Business Center/Computer Lab	yes	yes	no	yes	no	yes	no	no	no	no
Car Wash	no	no	no	no	no	yes	no	no	no	no
Clubhouse/Meeting	yes	yes	no	yes	yes	yes	no	no	no	no
Courtyard	yes	no	no	no	no	no	no	no	no	no
Elevators	no	no	no	yes	yes	no	no	no	no	no
Exercise Facility	yes	yes	yes	yes	yes	yes	no	yes	no	no
Garage	no	no	no	no	no	yes	no	yes	no	no
Central Laundry	no	yes	no	yes	no	no	yes	yes	no	no
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	no	yes	yes
On-Site Management	yes	yes	yes	yes	yes	yes	yes	yes	no	no
Picnic Area	yes	no	no	yes	yes	yes	no	no	no	no
Playground	no	no	yes	no	no	yes	no	yes	no	no
Recreation Areas	no	yes	no	yes	yes	no	no	yes	no	yes
Sport Court	no	no	no	no	no	no	no	yes	no	no
Swimming Pool	no	no	no	no	no	yes	no	no	no	no
Garage Fee	N/A	N/A	N/A	N/A	N/A	\$95.00	N/A	\$80.00	N/A	N/A
Services										
Adult Education	yes	no	no	no	no	no	no	no	no	no
Security										
Limited Access	no	yes	no	no	no	yes	no	yes	no	no
Patrol	no	no	no	no	no	yes	no	no	no	no
Perimeter Fencing	no	no	no	yes	no	yes	no	no	no	no
Other Amenities										
Other	Gazebo, aerobics classes, computer training	Library, lake	n/a	Library, gazebo, putting green	n/a	Dog Park	n/a	n/a	n/a	n/a

The Subject will offer hand rails, microwaves, walk-in closets, a business center/computer lab, clubhouse/meeting house, courtyard, and a picnic area, which many of the comparables lack. However, the Subject will lack balcony/patios, pull cords, central laundry facilities, a playground, and recreation areas, which many of the comparables offer. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the senior LIHTC market.

5. Comparable Tenancy

The Subject will target seniors 55+. Three of the LIHTC comparables target seniors, while the remaining LIHTC comparable and all of the market-rate comparables target families.

6. Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY						
Property Name	Occupancy Type	Tenancy	Total Units	Vacant Units	Vacancy Rates	
Cameron Court I & II	LIHTC	Senior	112	0	0.0%	
Cotton Mill Lofts	LIHTC	Family	32	0	0.0%	
Faith Crossing	LIHTC	Senior	64	0	0.0%	
Mulberry Court	LIHTC	Senior	48	0	0.0%	
Asbury Parke	Market	Family	224	0	0.0%	
Carriage Hills Of Dublin	Market	Family	60	2	3.3%	
Houston Lake	Market	Family	300	11	3.7%	
Madison Place Apartments	Market	Family	39	0	0.0%	
River Market Lofts	Market	Family	10	0	0.0%	
Total LIHTC			256	0	0.0%	
Total Market Rate			633	13	1.4%	
Overall Total			889	13	0.8%	

Overall vacancy in the market is low at 0.8 percent. Total LIHTC vacancy is lower, as all of the LIHTC report full occupancy. Additionally, three of the LIHTC comparables reported maintaining waiting lists. The vacancy rates among the market-rate comparable properties ranges from zero to 3.7 percent, averaging 1.4 percent, which is considered low. Two of the market rate comparables, Asbury Parke and Carriage Hills of Dublin, report maintaining waiting lists. Based on the low vacancy at all of the comparable properties and the waiting lists at some comparable properties, we believe that the Subject would operate at a vacancy rate of five percent or less.

7. Properties Under Construction and Proposed

According to recent Georgia DCA allocation lists, there are no new LIHTC projects under construction or proposed in the Subject’s PMA. Additional research into local real estate development revealed no new market-rate properties under construction or proposed in the area.

8. Rental Advantage

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

SIMILARITY MATRIX

#	Property Name	Program	Property Amenities	Unit Features	Location	Age / Condition	Unit Size	Overall Comparison
1	Cameron Court I & II	LIHTC	Similar	Slightly Inferior	Superior	Slightly Inferior	Similar	0
2	Cotton Mill Lofts	LIHTC	Slightly Inferior	Inferior	Slightly Superior	Slightly Inferior	Slightly Superior	-10
3	Faith Crossing	LIHTC	Slightly Inferior	Similar	Similar	Slightly Inferior	Similar	-10
4	Mulberry Court	LIHTC	Slightly Superior	Similar	Similar	Inferior	Similar	-5
5	Asbury Parke	Market	Slightly Inferior	Superior	Superior	Similar	Slightly Superior	20
6	Carriage Hills Of Dublin	Market	Inferior	Inferior	Similar	Slightly Inferior	Slightly Inferior	-30
7	Houston Lake	Market	Slightly Inferior	Slightly Superior	Superior	Slightly Inferior	Similar	5
8	Madison Place Apartments	Market	Inferior	Inferior	Similar	Inferior	Similar	-30
9	River Market Lofts	Market	Slightly Inferior	Inferior	Slightly Superior	Slightly Inferior	Slightly Superior	-10

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

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

LIHTC RENT COMPARISON - @50%

Property Name	1BR	2BR
Magnolia Ridge (Subject)	\$400	\$440
2016 Dodge County LIHTC Maximum (Net)	\$425	\$504
2016 Houston County LIHTC Maximum (Net)	\$524	\$623
2016 Pulaski County LIHTC Maximum (Net)	\$407	\$483
2016 Ben Hill County LIHTC Maximum (Net)	\$407	\$483
2016 Toombs County LIHTC Maximum (Net)	\$407	\$483
Cameron Court I & II	\$445	\$495
Cotton Mill Lofts	\$327	\$378
Faith Crossing	\$335	\$385
Mulberry Court	\$357	\$398
Average (excluding Subject)	\$366	\$414

LIHTC Rent Comparison - @60%

Property Name	1BR	2BR
Magnolia Ridge (Subject)	\$455	\$535
2016 Dodge County LIHTC Maximum (Net)	\$529	\$628
2016 Houston County LIHTC Maximum (Net)	\$647	\$771
2016 Pulaski County LIHTC Maximum (Net)	\$507	\$603
2016 Ben Hill County LIHTC Maximum (Net)	\$507	\$603
2016 Toombs County LIHTC Maximum (Net)	\$507	\$603
Cameron Court I & II	\$445	\$495
Cotton Mill Lofts	\$427	\$458
Faith Crossing	\$365	\$405
Mulberry Court	\$367	\$408
Average (excluding Subject)	\$401	\$442

Per the Georgia DCA 2017 guidelines, the market study analyst must use the maximum rent and income limits effective as of January 1, 2017. Therefore, we have utilized the 2016 maximum income and rent limits. The comparable LIHTC properties are located in different counties and therefore have different maximum allowable LIHTC rents. None of the comparable properties are achieving maximum allowable rents respective to their county.

Cameron Court I & II and Faith Crossing are considered the most comparable LIHTC properties to the Subject. Cameron Court I & II is located in Perry and offers a slightly superior location. Cameron Court was completed in 2012 and exhibits good condition, which is considered slightly inferior to the anticipated excellent condition of the Subject upon completion. This comparable offers similar property amenities but slightly inferior in-unit amenities in comparison to the proposed Subject. Cameron Court does not offer microwaves, which the Subject will offer. Cameron Court offers similar unit sizes to those of the proposed Subject. Overall, Cameron Court I & II is considered similar to the Subject. The contact at this property reported no vacancy, and the property maintains a waiting list approximately six months in length. Based on the Subject’s anticipated new condition and overall similarity to Cameron Court I & II, we believe it should be able to achieve similar rents.

Faith Crossing is located in Vidalia and offers a similar location to the Subject. This property was constructed in 2012 and exhibits good condition, which is considered slightly inferior to the anticipated excellent condition of the Subject upon completion. Faith Crossing offers similar unit sizes and in-unit features but slightly inferior property amenities in comparison to the Subject. Faith Crossing does not offer a courtyard or adult education classes, which the Subject will offer. Overall, Faith Crossing is considered inferior to the proposed Subject. Faith Crossing exhibits full occupancy and maintains a waiting list of five households. Considering that Faith Crossing has rents at the bottom of the market and is currently fully-occupied, but has no obvious deficiencies, we do not believe it is testing its rent potential. Given the Subject’s anticipated superiority to Faith Crossing, we believe that the Subject should be able to achieve similar LIHTC rents than Faith Crossing.

The two most similar comparable properties to the Subject are not achieving the 2016 maximum allowable LIHTC net rents at either 50 or 60 percent of AMI. The LIHTC comparables exhibit full occupancy and some maintain waiting lists, indicating demand for affordable housing in the marketplace. Additionally, the Subject will offer new multifamily housing in a locale that currently has very little. Thus, it will operate at a significant competitive advantage locally. As such, we believe the Subject is feasible as proposed.

Analysis of “Market Rents”

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

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

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

SUBJECT COMPARISON TO MARKET RENTS

Unit Type	Subject Proposed Rents	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1 BR @50%	\$400	\$327	\$800	\$478	20%
2 BR @ 50%	\$440	\$378	\$930	\$553	26%
1 BR @60%	\$455	\$365	\$800	\$535	18%
2 BR @60%	\$535	\$405	\$930	\$640	20%

As illustrated in the table above, the Subject’s proposed 50 and 60 percent rents are within the range but below the averages of the surveyed comparables, both LIHTC and market-rate. Asbury Parke is achieving the highest unrestricted rents in the marketplace for both one and two-bedroom units. The Subject will be inferior to Asbury Parke as a market-rate property. Asbury Park is located in Warner Robins and offers a superior location with respect to median household income, median rent, and median home value. Asbury Park was built between 2014 and 2015 and exhibits good condition, which is considered similar to the anticipated condition of the Subject upon completion. This property offers slightly inferior property amenities, as it lacks a courtyard and adult education, which the Subject will offer. However, Asbury Parke offers superior in-unit amenities, as it offers balcony/patios, hardwood floors, and exterior storage, which the Subject will not offer. Asbury Parke offer slightly superior unit sizes as well. The lowest one and two-bedroom rents at Asbury Park are approximately 65 and 60 percent higher, respectively, than the Subject’s proposed 60 percent AMI rents.

The Subject will be most similar to Houston Lake as a market-rate property. Houston Lake is located in Kathleen and offers a superior location. Houston Lake was constructed in 2008 and exhibits good condition, which is considered slightly inferior to the anticipated excellent condition of the Subject upon completion. Houston Lake offers slightly inferior property amenities in comparison to the Subject, as it lacks a business center/computer lab, clubhouse/meeting room, courtyard, off-street parking, picnic area, and adult education, which the Subject will offer. However, Houston Lake offers slightly superior in-unit amenities, as it offers balcony/patios, which the Subject will not offer. Overall, Houston Lake is considered slightly superior to the proposed Subject. Houston Lake offers one and two-bedroom rents that are approximately 68 and 61

percent higher than the Subject’s proposed 60 percent AMI rents for one and two-bedroom units, respectively. Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer an advantage when compared to the average rents being achieved at comparable properties.

9. LIHTC Competition – DCA Funded Properties within the PMA

Capture rates for the Subject are considered low for all units at the 50 percent AMI level and moderate for all units at the 60 percent AMI level. If allocated, the Subject will be similar to superior to the existing LIHTC housing stock. The average LIHTC vacancy rate is healthy as all LIHTC properties reported full occupancy. Additionally, three of the LIHTC properties reported maintaining waiting lists. According to recent Georgia DCA allocation lists, there have been no new LIHTC properties funded in the Subject’s PMA in the last four years. Given the current strong performance of the LIHTC comparables, it appears that there is demand for additional LIHTC housing in the market. We do not believe that the addition of the Subject to the market will impact the existing LIHTC properties that are in overall good condition and currently performing well.

10. Rental Trends in the PMA

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

PMA TENURE PATTERNS OF SENIORS 55+

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	5,568	84.8%	995	15.2%
2017	7,433	78.7%	2,013	21.3%
Projected Mkt Entry July 2019	7,618	78.7%	2,066	21.3%
2021	7,803	78.6%	2,120	21.4%

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

As the table illustrates, senior households within the PMA reside in predominately owner-occupied residences. Nationally, approximately two-thirds of the population resides in owner-occupied housing units, and one-third resides in renter-occupied housing units. Therefore, there is a lower percentage of senior renters in the PMA than the nation. However, as presented, the percent of senior renter population increased significantly between 2000 and 2017 and will continue to moderately increase over the next five years.

Historical Vacancy

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

HISTORICAL VACANCY

Comparable Property	Type	Total Units	1QTR	1QTR	2QTR	1QTR	2QTR	3QTR	1QTR	2QTR
			2014	2015	2015	2016	2016	2016	2017	2017
Cameron Court I & II	One-story	112	0.0%	N/A	N/A	N/A	0.0%	N/A	N/A	0.0%
Cotton Mill Lofts	Conversion	32	N/A	N/A	N/A	N/A	6.2%	N/A	0.0%	N/A
Faith Crossing	Lowrise	64	9.4%	N/A	N/A	N/A	N/A	N/A	N/A	0.0%
Mulberry Court	Garden	48	N/A	4.2%	N/A	N/A	N/A	N/A	N/A	N/A
Asbury Parke	Garden	224	N/A	N/A	29.9%	0.0%	N/A	0.0%	0.0%	N/A
Carriage Hills Of Dublin	Garden	60	3.3%	N/A	N/A	N/A	N/A	N/A	N/A	3.3%
Houston Lake	Garden	300	N/A	N/A	N/A	N/A	1.7%	N/A	3.7%	N/A
Madison Place Apartments	Various	39	N/A	N/A	N/A	N/A	0.0%	N/A	0.0%	N/A
River Market Lofts	Conversion	10	N/A	N/A	N/A	N/A	0.0%	N/A	0.0%	N/A

As illustrated in the table, we were able to obtain historical vacancy rates at all of the comparable properties. In general, the comparable properties experienced decreasing vacancy from 2014 through the second

quarter of 2017. Vacancy rates at all of the LIHTC comparable properties have remained low since the first quarter of 2015. The market-rate comparables also exhibit low vacancy over this period. The market-rate comparable Asbury Parke exhibited high vacancy in the second quarter of 2015 because it was still in its absorption phase at the time of our interview. This property has exhibited no vacancy since the first quarter of 2016. The current overall weighted vacancy rate of the market-rate comparables is 1.4 percent and the overall weighted vacancy of all of the comparables is 0.9 percent, which is considered low. Overall, we believe that the current performance of the LIHTC and market-rate comparable properties, as well as the presence of waiting lists at three of the four LIHTC comparables indicates demand for affordable rental housing in the Subject’s market.

Change in Rental Rates

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

RENT GROWTH		
Comparable Property	Rent Structure	Rent Growth
Cameron Court I & II	LIHTC	None
Cotton Mill Lofts	LIHTC	None
Faith Crossing	LIHTC	N/A
Mulberry Court	LIHTC	Increased two to three percent
Asbury Parke	Market	Increased one percent
Carriage Hills Of Dublin	Market	Increased up to 12 percent
Houston Lake	Market	N/A
Madison Place Apartments	Market	Increase of 1 to 2 percent
River Market Lofts	Market	N/A

Only one LIHTC property reported rent growth in the past year. Mulberry Court reported an increase of two to three percent. The remaining LIHTC comparables reported no rent growth in the past year. The market-rate properties reported rent growth of up to 12 percent in some instances. We anticipate that the Subject will be able to achieve moderate rent growth in the future as a LIHTC property.

11. Impact of Foreclosed, Abandoned and Vacant Structures

According to *RealtyTrac* statistics, one in every 1,588 housing units nationwide was in some stage of foreclosure as of May 2017. No foreclosure data was available for the town of Eastman, but Dodge County is experiencing a foreclosure rate of one in every 234 housing units. Comparatively, the state of Georgia is experiencing a foreclosure rate of one in every 1,898 housing units. Overall, Dodge County is experiencing a higher foreclosure rate than both the state of Georgia and the nation, indicating a housing market that is still recovering from the most recent national recession. The Subject’s neighborhood does not have a significant amount of abandoned or vacancy structures that would impact the marketability of the Subject.

12. Primary Housing Void

The age-restricted LIHTC comparables able to report vacancy, Cameron Court I & II and Faith Crossing, reported full occupancy and reported maintaining waiting lists. The contact at Mulberry Court reported that demand for affordable housing is strong in the local area. The current performance of the LIHTC comparables, and particularly the age-restricted LIHTC comparables, indicates unmet demand for affordable senior housing in the area. The local area currently has very limited affordable multifamily housing, and the existing local LIHTC stock is inferior in age and condition. The Subject will thus fill a void for new affordable senior housing in the local area.

13. Effect of Subject on Other Affordable Units in Market

There are no proposed LIHTC developments in the PMA. Two of the comparable LIHTC properties report maintaining waiting lists. We believe there is adequate demand for the addition of the Subject within the market. The vacancy rate among the existing LIHTC comparables is low, as all LIHTC comparables are currently fully-occupied. The current performance of the existing LIHTC comparables indicates that the Subject will not negatively impact the existing or proposed affordable rental units in the market.

Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. Capture rates for the Subject are considered low for all units at the 50 percent AMI level and moderate for all units at the 60 percent AMI level. If allocated, the Subject will be similar to superior to the existing LIHTC housing stock. The LIHTC comparables are currently fully-occupied and three report maintaining waiting lists. These factors indicate demand for affordable housing. The Subject will offer hand rails, microwaves, walk-in closets, a business center/computer lab, clubhouse/meeting house, courtyard, and a picnic area, which many of the comparables lack. However, the Subject will lack balcony/patios, pull cords, central laundry facilities, a playground, and recreation areas, which many of the comparables offer. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the senior LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered similar to superior in terms of condition to all of the comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties. In general, the Subject will be superior to the comparable properties. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at several LIHTC comparable properties, we believe that the Subject is feasible as proposed and will perform well.

I. ABSORPTION AND STABILIZATION RATES

ABSORPTION & STABILIZATION RATE

We were able to obtain absorption information from two of the comparable properties. Cameron Court I and II were constructed between 2009 and 2012. The first phase of the project experienced an absorption pace of seven units per month. The second phase of the project experienced an absorption pace of 15 units per month. Asbury Parke was constructed between 2014 and 2015 and experienced an absorption pace of 15 units per month. On average, these two comparables experienced an absorption pace of 12 units per month. Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. We believe the Subject is likely to experience an absorption pace most similar to that of Cameron Court II, which is a senior LIHTC property located in Perry and constructed in 2012. At a similar absorption pace of 15 units per month, the Subject would experience an absorption period of approximately four to five months.

J. INTERVIEWS

Georgia Department of Community Affairs

We spoke to Anton Shaw, Director of Policy & Administration with the Georgia Department of Community Affairs. Mr. Shaw indicated 73 Housing Choice Vouchers are in use in Dodge County. According to the Mr. Shaw, the waiting list for vouchers is currently closed. Currently, there are 100 applicants on the county’s wait list. The payment standards for Dodge County are listed below.

PAYMENT STANDARDS

Unit Type	Standard
One-bedroom	\$508
Two-bedroom	\$664

Source: Georgia Department of Community Affairs, April 2017

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

Planning

We were unable to speak to someone with the Eastman Planning Department. According to the information provided on the city’s website, there are no new multifamily developments currently planned, proposed, or under construction in Eastman.

Eastman-Dodge County Chamber of Commerce/Dodge County Development Authority

We spoke with Mr. Charles Williams, President of the Eastman-Dodge County Chamber of Commerce and Executive director of the Dodge County Development Authority. He told us that there are several proposed businesses that are considering moving to the area. However, he was unable to speak about the specifics of any upcoming commercial projects. He was not aware of any multifamily development proposed, planned, or currently under construction in the area.

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

K. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

Demographics

The senior population in the PMA and the SMA increased from 2000 to 2017, albeit at a slower rate than from 2000 to 2010. Senior population and household growth is projected to continue to grow through 2021. Senior renter households are concentrated in the lowest income cohorts, with 39.4 percent of renters in the PMA earning between \$10,000 and \$29,999 annually. The Subject will target households earning between \$14,760 and \$25,560 for its LIHTC units; therefore, the Subject should be well-positioned to service this market. Overall, senior population growth and the concentration of renter households at the lowest income cohorts indicate significant demand for affordable rental housing in the market.

Employment Trends

Employment in the PMA is concentrated in four industries which represent approximately 53.0 percent of total local employment. Three of those industries, public administration, educational services, and health care/social assistance, are resilient during periods of economic downturn. Furthermore, there have been no significant recent closures in the area.

Overall, the SMA has experienced moderate total employment growth from December 2015 through December 2016. As of December 2016, total employment in the SMA was 2.3 percent greater than during December 2015, while national employment was 1.0 percent above the previous year. The unemployment rate in the SMA as of December 2016 was 6.7 percent, 2.2 percent higher than the national unemployment rate but significantly lower than the 2010 peak of 13.0 percent. Overall, it appears that the local economy and the SMA have been impacted by the national recession and is still recovering. The recent stabilization and growth in the local economy is a positive indicator of demand for senior rental housing and the Subject's proposed units.

Capture Rates

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

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Proposed Rents
1BR at 50% AMI	\$14,760	\$19,975	3	39	0	39	7.7%	\$400
1BR at 60% AMI	\$16,410	\$23,970	13	40	0	40	32.9%	\$455
1BR Overall	\$14,760	\$23,970	16	50	0	50	31.7%	-
2BR at 50% AMI	\$16,710	\$21,300	11	112	0	112	9.8%	\$440
2BR at 60% AMI	\$19,560	\$25,560	33	113	0	113	29.1%	\$535
2BR Overall	\$16,710	\$25,560	44	145	0	145	30.4%	-
50% AMI Overall	\$14,760	\$21,300	14	151	0	151	9.3%	-
60% AMI Overall	\$16,710	\$25,560	46	153	0	153	30.1%	-
Overall	\$14,760	\$25,560	60	195	0	195	30.7%	-

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

Absorption

We were able to obtain absorption information from two of the comparable properties. Cameron Court I and II were constructed between 2009 and 2012. The first phase of the project experienced an absorption pace

of seven units per month. The second phase of the project experienced an absorption pace of 15 units per month. Asbury Parke was constructed between 2014 and 2015 and experienced an absorption pace of 15 units per month. On average, these two comparables experienced an absorption pace of 12 units per month. Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. We believe the Subject is likely to experience an absorption pace most similar to that of Cameron Court II, which is a senior LIHTC property located in Perry and constructed in 2012. At a similar absorption pace of 15 units per month, the Subject would experience an absorption period of approximately four to five months.

Vacancy Trends

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY						
Property Name	Occupancy Type	Tenancy	Total Units	Vacant Units	Vacancy Rates	
Cameron Court I & II	LIHTC	Senior	112	0	0.0%	
Cotton Mill Lofts	LIHTC	Family	32	0	0.0%	
Faith Crossing	LIHTC	Senior	64	0	0.0%	
Mulberry Court	LIHTC	Senior	48	0	0.0%	
Asbury Parke	Market	Family	224	0	0.0%	
Carriage Hills Of Dublin	Market	Family	60	2	3.3%	
Houston Lake	Market	Family	300	11	3.7%	
Madison Place Apartments	Market	Family	39	0	0.0%	
River Market Lofts	Market	Family	10	0	0.0%	
Total LIHTC			256	0	0.0%	
Total Market Rate			633	13	1.4%	
Overall Total			889	13	0.8%	

Overall vacancy in the market is low at 0.8 percent. Total LIHTC vacancy is lower, as all of the LIHTC report full occupancy. Additionally, three of the LIHTC comparables reported maintaining waiting lists. The vacancy rates among the market-rate comparable properties ranges from zero to 3.7 percent, averaging 1.4 percent, which is considered low. Two of the market rate comparables, Asbury Parke and Carriage Hills of Dublin, report maintaining waiting lists. Based on the low vacancy at all of the comparable properties and the waiting lists at some comparable properties, we believe that the Subject would operate at a vacancy rate of five percent or less.

Strengths of the Subject

Strengths of the Subject will include its close proximity to neighborhood retail and other amenities, which are located within 2.4 miles of the proposed Subject. Single-family homes in the general vicinity appear to have been built between 1970 and 1999 and are in average condition. Upon completion, the Subject will still have slightly inferior to superior common area amenities and inferior to superior in-unit amenities when compared to other tax credit and market rate properties in the local market. As the demand analysis found earlier in this report indicates, there is adequate demand for the Subject based on our calculations for the 50 and 60 percent AMI units.

Conclusion

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. Capture rates for the Subject are considered low for all units at the 50 percent AMI level and moderate for all units at the 60 percent AMI level. If allocated, the Subject will be similar to superior to the existing LIHTC housing stock. The LIHTC comparables are currently fully-

occupied and three report maintaining waiting lists. These factors indicate demand for affordable housing. The Subject will offer hand rails, microwaves, walk-in closets, a business center/computer lab, clubhouse/meeting house, courtyard, and a picnic area, which many of the comparables lack. However, the Subject will lack balcony/patios, pull cords, central laundry facilities, a playground, and recreation areas, which many of the comparables offer. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the senior LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered similar to superior in terms of condition to all of the comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties. In general, the Subject will be superior to the comparable properties. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at several LIHTC comparable properties, we believe that the Subject is feasible as proposed and will perform well.

Recommendations

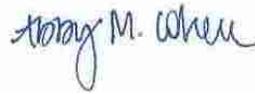
We recommend the Subject as proposed.

L. SIGNED STATEMENT REQUIREMENTS

I affirm that I (or one of the persons signing below) have made a physical inspection of the market area and the Subject property and that information has been used in the full study of the need and demand for the proposed units. The report was written according to DCA's market study requirements, the information included is accurate and the report can be relied upon by DCA as a true assessment of the low-income housing rental market. To the best of my knowledge, the market can support the project as shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in DCA's rental housing programs. I also affirm that I have no interest in the project or relationship with the ownership entity and my compensation is not contingent on this project being funded.



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Brian Neukam
Manager
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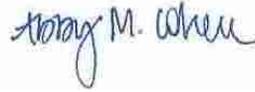
Michael Jones
Junior Analyst
Michael.Jones@novoco.com

M. MARKET STUDY REPRESENTATION

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



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Manager
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Junior Analyst
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Michael Jones
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ADDENDUM A
Assumptions and Limiting Conditions

ASSUMPTIONS AND LIMITING CONDITIONS

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

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

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

ADDENDUM B
Subject and Neighborhood Photographs

Photographs of Subject Site and Surrounding Uses



View of the Subject site



View of the Subject site



View southeast along Congo Lane from the Subject site



View northwest along Congo Lane from the Subject site



View adjacent to the Subject site across Congo Lane



House of Worship adjacent to the Subject site



Institutional use in Subject neighborhood



Commercial use in Subject neighborhood



Light industrial use in Subject neighborhood



Commercial use in Subject neighborhood



Commercial use in the Subject neighborhood



Commercial use in the Subject neighborhood



Typical single-family home in neighborhood



Typical single-family home in neighborhood



Typical single-family home in neighborhood



Typical single-family home in neighborhood



Typical single-family home in neighborhood



Typical single-family home in neighborhood

ADDENDUM C
Qualifications

STATEMENT OF PROFESSIONAL QUALIFICATIONS

H. BLAIR KINCER, MAI, CRE

I. Education

Duquesne University, Pittsburgh, Pennsylvania
Masters in Business Administration
Graduated Summa Cum Laude

West Virginia University, Morgantown, West Virginia
Bachelor of Science in Business Administration
Graduated Magna Cum Laude

II. Licensing and Professional Affiliation

Member of the Appraisal Institute (MAI)
Member, The Counselors of Real Estate (CRE)
LEED Green Associate
Member, National Council of Housing Market Analysts (NCHMA)
Past Member Frostburg Housing Authority

Certified General Real Estate Appraiser, No. RCG1046 – State of Connecticut
Certified General Real Estate Appraiser, No. GA12288 – District of Columbia
Certified General Real Estate Appraiser, No. CG1694 – State of Maine
Certified General Real Estate Appraiser, No. 1326 – State of Maryland
Certified General Real Estate Appraiser, No. 103789 – State of Massachusetts
Certified General Real Estate Appraiser, No. 46000039124 – State of New York
Certified General Real Estate Appraiser, No. A6765 – State of North Carolina
Certified General Real Estate Appraiser, No. GA001407L – Commonwealth of Pennsylvania
Certified General Real Estate Appraiser, No. CGA.0020047 – State of Rhode Island
Certified General Real Estate Appraiser, No. 5930 – State of South Carolina
Certified General Real Estate Appraiser, No. 3918 – State of Tennessee
Certified General Real Estate Appraiser, No. 4001004822 – Commonwealth of Virginia
Certified General Real Estate Appraiser, No. 1081 – State of Wyoming

III. Professional Experience

Partner, Novogradac & Company LLP
Vice President, Capital Realty Advisors, Inc.
Vice President - Acquisitions, The Community Partners Development Group, LLC
Commercial Loan Officer/Work-Out Specialist, First Federal Savings Bank of Western MD
Manager - Real Estate Valuation Services, Ernst & Young LLP
Senior Associate, Joseph J. Blake and Associates, Inc.
Senior Appraiser, Chevy Chase, F.S.B.
Senior Consultant, Pannell Kerr Forster

IV. Professional Training

Have presented at and attended various IPED and Novogradac conferences regarding the affordable housing industry. Have done presentations on the appraisal and market analysis of Section 8 and 42 properties. Have spoken regarding general market analysis topics.

Obtained the MAI designation in 1998 and maintained continuing education requirements since. Completed additional professional development programs administered by the Appraisal Institute in the following topic areas:

- 1) Valuation of the Components of a Business Enterprise
- 2) Valuation of Sustainable Buildings

V. Real Estate Assignments – Examples

In general, have managed and conducted numerous market analyses and appraisals for all types of commercial real estate since 1988.

- Performed numerous appraisals for the US Army Corps of Engineers US Geological Survey and the GSA. Property types included Office, Hotel, Residential, Land, Gymnasium, warehouse space, border patrol office. Properties located in varied locations such as the Washington, DC area, Yuma, AZ, Moscow, ID, Blaine, WA, Lakewood, CO, Seattle, WA
- Performed appraisals of commercial properties such as hotels, retail strip centers, grocery stores, shopping centers etc for properties in various locations throughout Pennsylvania, New Jersey, Maryland, New York for Holiday, Fenoglio, Fowler, LP and Three Rivers Bank.
- Have managed and conducted numerous market and feasibility studies for affordable housing. Properties are generally Section 42 Low Income Housing Tax Credit Properties. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of LIHTC properties. Analysis typically includes; unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis. An area of special concentration has been the category of Senior Independent living properties. Work has been national in scope.
- Provided appraisal and market studies for a large portfolio of properties located throughout the United States. The reports provided included a variety of property types including vacant land, office buildings, multifamily rental properties, gas stations, hotels, retail buildings, industrial and warehouse space, country clubs and golf courses, etc. The portfolio included more than 150 assets and the work was performed for the SBA through Metec Asset Management LLP.
- Have managed and conducted numerous appraisals of affordable housing (primarily LIHTC developments). Appraisal assignments typically involved determining the as is, as

if complete and the as if complete and stabilized values. Additionally, encumbered (LIHTC) and unencumbered values were typically derived. The three traditional approaches to value are developed with special methodologies included to value tax credit equity, below market financing and Pilot agreements.

- Performed numerous appraisals in 17 states of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing program. These appraisals meet the requirements outlined in HUD Handbook 4465.1 and Chapter 7 of the HUD MAP Guide.
- Performed numerous market study/appraisals assignments for USDA RD properties in several states in conjunction with acquisition rehabilitation redevelopments. Documents are used by states, FannieMae, USDA and the developer in the underwriting process. Market studies are compliant to State, FannieMae and USDA requirements. Appraisals are compliant to FannieMae and USDA HB-1-3560 Chapter 7 and Attachments.
- Completed numerous FannieMae appraisals of affordable and market rate multi-family properties for Fannie DUS Lenders. Currently have ongoing assignment relationships with several DUS Lenders.
- In accordance with HUD's Section 8 Renewal Policy and Chapter 9, Mr. Kincer has completed numerous Rent Comparability Studies for various property owners and local housing authorities. The properties were typically undergoing recertification under HUD's Mark to Market Program.
- Completed Fair Market Value analyses for solar panel installations, wind turbine installations, and other renewable energy assets in connection with financing and structuring analyses performed by various clients. The clients include lenders, investors, and developers. The reports are used by clients and their advisors to evaluate certain tax consequences applicable to ownership. Additionally, the reports have been used in the ITC funding process and in connection with the application for the federal grant identified as Section 1603 American Recovery & Reinvestment Act of 2009.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

ABBY M. COHEN

I. Education

The Pennsylvania State University, University Park, PA
Bachelor of Arts

II. Licensing and Professional Affiliation

Certified General Appraiser, MD License #40032823
Certified General Appraiser, NC License #A8127
Certified General Appraiser, NJ License #42RG00255000
Certified General Appraiser, SC License #7487

Candidate for Designation in the Appraisal Institute
Designated Member of the National Council of Housing Market Analysts (NCHMA)
Member of Commercial Real Estate Women (CREW) Network

III. Professional Experience

Novogradac & Company LLP, Principal
Novogradac & Company LLP, Manager
Novogradac & Company LLP, Senior Real Estate Analyst

IV. Professional Training

7-Hour National USPAP Update, January 2017
Business Practices and Ethics, January 2017
General Appraiser Report Writing and Case Studies, February 2015
General Appraiser Sales Comparison Approach, February 2015
General Appraiser Site Valuation and Cost Approach, February 2015
Expert Witness for Commercial Appraisers, January 2015
Commercial Appraisal Review, January 2015
Real Estate Finance Statistics and Valuation Modeling, December 2014
General Appraiser Income Approach Part II, December 2014
General Appraiser Income Approach Part I, November 2014
General Appraiser Market Analysis and Highest & Best Use, November 2014
IRS Valuation Summit, October 2014
15-Hour National USPAP Equivalent, April 2013
Basic Appraisal Procedures, March 2013
Basic Appraisal Principles, January 2013

V. Publications

Co-authored "Post Rev. Proc. 2014-12 Trend Emerges: Developer Fee Reasonableness Opinions," Novogradac Journal of Tax Credits, March 2016

VI. Real Estate Assignments

A representative sample of Asset Management, Due Diligence, and Valuation Engagements includes:

- Performed a variety of asset management services for a lender including monitoring and reporting property performance on a monthly basis. Data points monitored include economic vacancy, levels of concessions, income and expense levels, NOI and status of capital projects. Data used to determine these effects on the project's ability to meet its income-dependent obligations.
- Performed asset management services for lenders and syndicators on underperforming assets to identify significant issues facing the property and recommend solutions. Scope of work included analysis of deferred maintenance and property condition, security issues, signage, marketing strategy, condition of units upon turnover and staffing plan. Performed a physical inspection of the assets, to include interior and exterior of property and assessed how the property compares to competition. Analyzed operating expense results.
- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties, on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, large family, and acquisition with rehabilitation. Completed market studies in all states.
- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low-Income Housing Tax Credit properties, USDA Rural Development, and market rate multifamily developments. Analysis includes property screenings, valuation analysis, rent comparability studies, expense comparability analysis, determination of market rents, and general market analysis.
- Assisted in appraisal work for retail and commercial properties in various parts of the country for various lenders. The client utilized the study for underwriting purposes.
- Conducted market studies and appraisals for projects under the HUD Multifamily Accelerated Processing program.
- Prepared Rent Comparability Studies for expiring Section 8 contracts for subsidized properties located throughout the United States. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Performed all aspects of data collection and data mining for web-based rent reasonableness systems for use by local housing authorities.
- Completed numerous reasonableness opinions related to Revenue Procedure 2014-12. Transactions analyzed include projects involving the use of Historic Tax Credits, New Markets Tax Credits and Investment Tax Credits. Fees and arrangements tested for reasonableness include developer fees, construction management fees, property management fees, asset management fees, various leasing-related payments and overall master lease terms.

**STATEMENT OF PROFESSIONAL QUALIFICATIONS
BRIAN NEUKAM**

EDUCATION

Georgia Institute of Technology, Bachelor of Industrial Engineering, 1995

State of Georgia Certified General Real Property Appraiser No. 329471

PROFESSIONAL TRAINING

National USPAP and USPAP Updates

General Appraiser Market Analysis and Highest & Best Use

General Appraiser Sales Comparison Approach

General Appraiser Site Valuation and Cost Approach

General Appraiser Income Capitalization Approach I and II

General Appraiser Report Writing and Case Studies

EXPERIENCE

Novogradac & Company LLP, Manager, September 2015- Present

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

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

REAL ESTATE ASSIGNMENTS

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

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

STATEMENT OF PROFESSIONAL QUALIFICATIONS

Meg Southern

I. Education

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

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

II. Professional Experience

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

III. Research Assignments

A representative sample of work on various types of projects:

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

STATEMENT OF PROFESSIONAL QUALIFICATIONS

MICHAEL JONES

I. Education

Louisiana State University- Baton Rouge, LA
Bachelor of Interdisciplinary Studies, Leadership & Society

II. Professional Experience

Junior Analyst, Novogradac & Company LLP, September 2016-Present
Lending & Disbursement Specialist I, Federal Home Loan Bank of Atlanta, May 2015-September 2015

III. Research Assignments

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

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

ADDENDUM D
Summary Matrix

SUMMARY MATRIX

Comp #	Project	Distance (miles)	Type / Built / Renovated	Market / Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Max Rent?	Wait List?	Units Vacant	Vacancy Rate
Subject	Magnolia Ridge 730 Congo Lane Eastman, GA 31023 Dodge County	n/a	One-story (age-restricted) Proposed	LIHTC	1BR / 1BA	3	5.0%	@50%	\$400	700	no		N/A	N/A
					1BR / 1BA	13	21.7%	@60%	\$455	700	no	N/A	N/A	
					2BR / 1BA	11	18.3%	@50%	\$440	900	no	N/A	N/A	
					2BR / 1BA	33	55.0%	@60%	\$535	900	no	N/A	N/A	
						60	100.0%					N/A	N/A	
1	Cameron Court I & II 1807 Macon Rd Perry, GA 31069 Houston County	37.2	One-story (age-restricted) 2009 and 2012	LIHTC	1BR / 1BA	22	19.6%	@50%	\$445	835	no	Yes	0	0.0%
					1BR / 1BA	11	9.8%	@60%	\$445	835	no	Yes	0	0.0%
					2BR / 2BA	17	15.2%	@50%	\$495	1,101	no	Yes	0	0.0%
					2BR / 2BA	31	27.7%	@60%	\$495	1,101	no	Yes	0	0.0%
					3BR / 2BA	20	17.9%	@50%	\$545	1,318	no	Yes	0	0.0%
					3BR / 2BA	11	9.8%	@60%	\$545	1,318	no	Yes	0	0.0%
	112	100.0%					0	0.0%						
2	Cotton Mill Lofts 95 S Houston Street Hawkinsville, GA 31036 Pulaski County	17.6	Conversion (2 stories) 1955/2011	LIHTC	1BR / 1BA	8	25.0%	@50%	\$327	900	no	Yes	0	0.0%
					1BR / 1BA	8	25.0%	@60%	\$427	900	no	Yes	0	0.0%
					2BR / 2BA	8	25.0%	@50%	\$378	1,200	no	Yes	0	0.0%
					2BR / 2BA	8	25.0%	@60%	\$458	1,200	no	Yes	0	0.0%
						32	100.0%					0	0.0%	
3	Faith Crossing 123 Agan Drive Vidalia, GA 30474 Toombs County	45.6	Lowrise (age-restricted) 2012	LIHTC	1BR / 1BA	3	4.7%	@50%	\$335	762	no	Yes	0	0.0%
					1BR / 1BA	5	7.8%	@60%	\$365	762	no	Yes	0	0.0%
					2BR / 2BA	10	15.6%	@50%	\$385	1,078	no	Yes	0	0.0%
					2BR / 2BA	46	71.9%	@60%	\$405	1,078	no	Yes	0	0.0%
						64	100.0%					0	0.0%	
4	Mulberry Court 154 West Jack Allen Fitzgerald, GA 31750 Ben Hill County	31.3	Garden (age-restricted) (2 stories) 2007	LIHTC	1BR / 1BA	12	25.0%	@50%	\$357	760	no	No	N/A	N/A
					1BR / 1BA	12	25.0%	@60%	\$367	760	no	No	N/A	N/A
					2BR / 1BA	12	25.0%	@50%	\$398	1,002	no	No	N/A	N/A
					2BR / 1BA	12	25.0%	@60%	\$408	1,002	no	No	N/A	N/A
						48	100.0%					N/A	N/A	
5	Asbury Parke 200 Crestview Church Warner Robins, GA Houston County	42.1	Garden (2 stories) 2014-2015	Market	1BR / 1BA	N/A	N/A	Market	\$750	861	n/a	Yes	0	N/A
					1BR / 1BA	N/A	N/A	Market	\$800	998	n/a	Yes	0	N/A
					2BR / 1BA	N/A	N/A	Market	\$855	1,178	n/a	Yes	0	N/A
					2BR / 1BA	N/A	N/A	Market	\$880	1,315	n/a	Yes	0	N/A
					2BR / 2BA	N/A	N/A	Market	\$880	1,238	n/a	Yes	0	N/A
					2BR / 2BA	N/A	N/A	Market	\$930	1,377	n/a	Yes	0	N/A
					2BR / 2BA	N/A	N/A	Market	\$930	1,390	n/a	Yes	0	N/A
						224	100.0%					0	0.0%	
					6	Carriage Hills Of Dublin 604 Hillcrest Parkway Dublin, GA 31021 Laurens County	28.5	Garden 1984/2006	Market	Studio / 1BA	6	10.0%	Market	\$450
1BR / 1BA	42	70.0%	Market	\$545						576	n/a	Yes	1	2.4%
2BR / 1BA	9	15.0%	Market	\$615						864	n/a	Yes	1	11.1%
2BR / 2BA	3	5.0%	Market	\$625						864	n/a	Yes	0	0.0%
	60	100.0%										2	3.3%	
7	Houston Lake 2350 S Houston Lake Kathleen, GA 31047 Houston County	35	Garden (3 stories) 2008	Market	1BR / 1BA	N/A	N/A	Market	\$764	825	n/a	No	N/A	N/A
					2BR / 1BA	N/A	N/A	Market	\$824	1,031	n/a	No	N/A	N/A
					2BR / 2BA	N/A	N/A	Market	\$864	1,133	n/a	No	N/A	N/A
					3BR / 2BA	N/A	N/A	Market	\$964	1,362	n/a	No	N/A	N/A
						300	100.0%					11	3.7%	
8	Madison Place 1501 13th Avenue E Cordele, GA 31015 Crisp County	38.5	Various 1990's	Market	1BR / 1BA (Flat)	5	12.8%	Market	\$564	850	n/a	No	0	0.0%
					2BR / 2BA (Garden)	27	69.2%	Market	\$664	1,140	n/a	No	0	0.0%
					3BR / 2.5BA (Garden)	3	7.7%	Market	\$764	1,400	n/a	No	0	0.0%
					3BR / 2.5BA (Townhouse)	4	10.3%	Market	\$764	1,400	n/a	No	0	0.0%
						39	100.0%					0	0.0%	
9	River Market Lofts 100 South Houston St Hawkinsville, GA 31036 Pulaski County	17.5	Conversion 1955/2014	Market	2BR / 2.5BA	10	100.0%	Market	\$678	1,200	n/a	No	0	0.0%
						10	100.0%					0	0.0%	